가

2001.9.27

AdSociety Korea Michael.kim@adsociety.com • 가

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```
PC
            : CF
                  Flash
            : Smart
Banner(Sound, Multimedia, Interactive
```

## 가

**CPA**: Cost Per Acquisition. acquisitions

CPC: Cost Per Click.

**CPL**: Cost Per Lead. Leads

**CPM**: 1000 가 ( 1000

**CPT**: Cost Per Transaction.

<ul><li>Banners</li></ul>	40%	<ul><li>Consumer</li></ul>			
<ul><li>Sponsorship</li></ul>	31%	<ul><li>Computer</li></ul>			
<ul><li>Classifields</li></ul>	10%	<ul><li>Financial svcs</li></ul>			
<ul><li>Referrals</li></ul>	5%	<ul><li>Media</li></ul>			
<ul><li>Interstitial</li></ul>	5%	<ul><li>Business svcs</li></ul>			
– e-mail	4%				
<ul><li>Richmedia</li></ul>	2%				
<ul><li>Keyword search 2%</li></ul>					

IAB,2000 Internet Ad report

32%

21%

13%

9%

6%

## 가 site

	Rate Card CPM	% of site Accepting		
Micro Button	\$6	76%		
Short Button	\$18	68%		
Medium Button	\$20	52%		
Tall Button	\$21	36%		
Vertical Banner	\$43	16%		
Half Banner	\$33	42%		
Short Banner	\$32	29%		
Full Banner	\$30	97%		

## Comparing Media Effectiveness in Branding

Branding	TV	Magazin es	Newspa pers	Banners	eMail
СРМ	\$16.00	\$6.00	\$19.00	\$3.50	\$20.00
Indexed to internet	457%	171%	543%	100%	571%
Awareness	36%	29%	NA	14%	NA
Indexed to internet	257%	207%	NA	100%	NA
Cost Effectiveness	56%	121%	NA	100%	NA
Recall ability	17%	26%	23%	27%	NA
Indexed to internet	63%	96%	85%	100%	NA
Cost Effectiveness	14%	56%	16%	100%	NA
Interest	46%	44%	NA	44%	NA
Indexed to internet	105%	100%	NA	100%	NA
Cost Effectiveness	23%	58%	NA	100%	NA

Feb.22.2001, Morgan Stanley Dean Writter,...

• Cocacola IAB가

가 56%가 7%,5%

macro media Flash

가

1,500 CPM 가 – CPM 520 CPM 3,200 가 – CPM 1,450 2,600 - 7,000

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## Banner

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Branding
Beyond Banner
Sponsorship (
)
Internet
Positioning
```

 Offline IMC(Integrated Marketing Communication)