

## Strata SC 2014

#### Sending Millions of Surveys Around the World on Mobile Phones

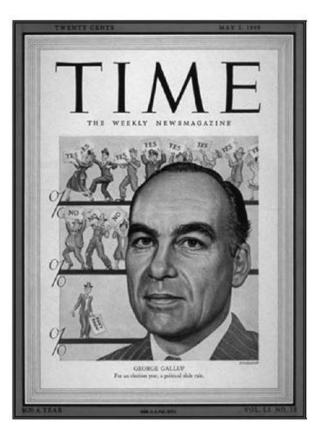
Max Richman

max@geopoll.com

@richmanmax

## Let's kick it old school





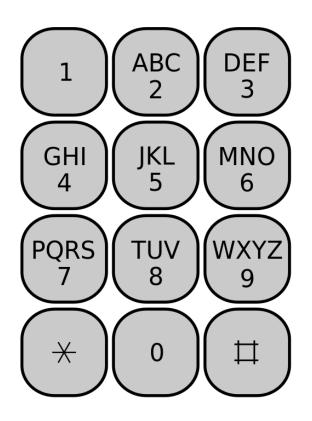
Source: Literary Digest / Time on playsforpresidents.com





Source: NY Times, Courtesy of Alcatel-Lucent USA

# 2) Dial pads!



Source: Wikipedia / Silsor

3) Short Message Service!

#### GR8, ez, chp, & deeply deeply personal



Source: Max Richman / Erbil, Iraq



 $\mathbf{3}_{\min}$ 

Some numbers.

Highly scientific estimate of:

- <u>People worldwide</u>
- Mobile subscriptions worldwide
- <u>SMS sent since 2010</u>

#### Whew, that's a lot.

#### Why should we be talking?

- Highest GDP growth
- Major brands are racing to be first
- Stark lack of 'offline' data
- More phones than toilets

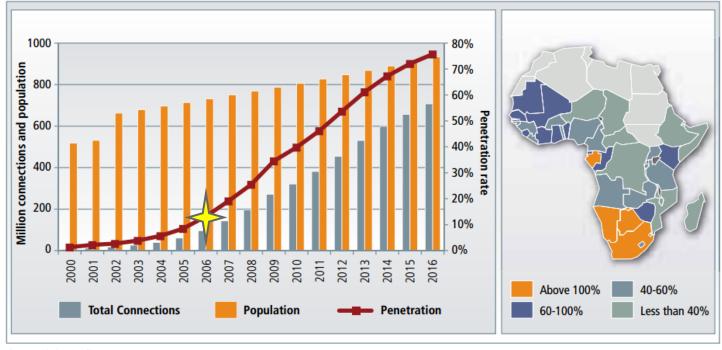


Figure 1: Mobile connections, population and penetration in SSA since 2000; and map of mobile penetration, 2012

Source: Wireless Intelligence

2014 Internet Penetration Estimate

Image: GSMA SSAMO 2012

# How are surveys conducted around the world?



TRIPARTITE CORE GROUP (TCG)







TRIPARTITE CORE GROUP (TCG)







Image: Wikipedia

	for all the people at this address.	1. Print name of Person 2
2010		Last Name
Use a blue or black pen.	<ol> <li>Please provide information for each person living here. Start with a person living here who owns or rents this house, apartment, or mobile</li> </ol>	First Name
Start here	home. If the owner or renter lives somewhere else, start with any adult	2. How is this person related to Person 1?
olar i nore	living here. This will be Person 1. What is Person 1's name? Print name below.	Husband or wife Paren
The Census must count every person living in the United		Biological son or daughter     Adopted son or daughter     Other
States on April 1, 2010.	Last Name	Stepson or stepdaughter Room
Before you answer Question 1, count the people living in	First Name MI	Brother or sister House
his house, apartment, or mobile home using our guidelines.	6. What is Person 1's sex? Mark X ONE box.	Grandchild Other
<ul> <li>Count all people, including babies, who live and sleep here most of the time.</li> </ul>		3. What is this person's sex? Mark X ONE
The Census Bureau also conducts counts in institutions	7. What is Person 1's age and what is Person 1's date of birth?	Male Female
ind other places, so:	Please report babies as age 0 when the child is less than 1 year old. Print numbers in boxes.	4. What is this person's age and what is the
Do not count anyone living away either at college or in the	Age on April 1, 2010 Month Day Year of birth	Please report babies as age 0 when the ch Print numbers in
<ul> <li>Armed Forces.</li> <li>Do not count anyone in a nursing home, jail, prison,</li> </ul>		Age on April 1, 2010 Month Day
detention facility, etc., on April 1, 2010.	NOTE: Place answer POTH Quantian 9 about Hispania article and	
Leave these people off your form, even if they will return to	NOTE: Please answer BOTH Question 8 about Hispanic origin and Question 9 about race. For this census, Hispanic origins are not races.	→ NOTE: Please answer BOTH Question 5 at
live here after they leave college, the nursing home, the military, jail, etc. Otherwise, they may be counted twice.	8. Is Person 1 of Hispanic, Latino, or Spanish origin?	Question 6 about race. For this census, Hi 5. Is this person of Hispanic, Latino, or Sp
The Census must also include people without a permanent	No, not of Hispanic, Latino, or Spanish origin	No, not of Hispanic, Latino, or Spanish
lace to stay, so:	Yes, Mexican, Mexican Am., Chicano	Yes, Mexican, Mexican Am., Chicano
If someone who has no permanent place to stay is staying	Yes, Puerto Rican Yes, Cuban	<ul> <li>Yes, Puerto Rican</li> <li>Yes, Cuban</li> </ul>
here on April 1, 2010, count that person. Otherwise, he or she may be missed in the census.	<ul> <li>Yes, another Hispanic, Latino, or Spanish origin — Print origin, for example,</li> </ul>	Yes, another Hispanic, Latino, or Spanis
. How many people were living or staying in this house,	Argentinean, Colombian, Dominican, Nicaraguan, Salvadoran, Spaniard, and so on. 7	Argentinean, Colombian, Dominican, Nicaraguan, Salva
apartment, or mobile home on April 1, 2010?		
Number of people =	9. What is Person 1's race? Mark X one or more boxes.	6. What is this person's race? Mark X one
2. Were there any additional people staying here	White	White
April 1, 2010 that you did not include in Question 1?	Black, African Am., or Negro	Black, African Am., or Negro
Mark X all that apply.	American Indian or Alaska Native — Print name of enrolled or principal tribe. 🖌	American Indian or Alaska Native — Pri
<ul> <li>Children, such as newborn babies or foster children</li> <li>Relatives, such as adult children, cousins, or in-laws</li> </ul>		
<ul> <li>Nonrelatives, such as roommates or live-in baby sitters</li> </ul>	Asian Indian Japanese Native Hawaiian	Asian Indian Japanese
People staying here temporarily	Chinese Korean Guamanian or Chamorro	Chinese Korean Filipino Vietnamese
<ul> <li>No additional people</li> <li>Is this house, apartment, or mobile home —</li> </ul>	Filipino     Vietnamese     Samoan     Other Asian — Print race, for     Other Pacific Islander — Print	Other Asian — Print race, for
Mark X ONE box.	example, Hmong, Laotian, Thai, race, for example, Fijian, Tongan,	example, Hmong, Laotian, Thai, Pakistani, Cambodian, and so on. 🏹
Owned by you or someone in this household with a	Pakistani, Cambodian, and so on. 🖌 and so on. 🖌	ranseam, cambouran, and so on. g
mortgage or loan? Include home equity loans. Owned by you or someone in this household free and		
Clear (without a mortgage or loan)?	Some other race — Print race.  ∠	Some other race — Print race. Z
Rented?	· · · · · · · · · · · · · · · · · · ·	
Occupied without payment of rent? What is your telephone number? We may call if we		7. Does this person sometimes live or stay
don't understand an answer.	10. Does Person 1 sometimes live or stay somewhere else?	No Ves — Mark X all that apply.
Area Code + Number	No Yes — Mark X all that apply.	In college housing
	In college housing For child custody In the military In jail or prison	In the military
DMB No. 0607-0919-C: Approval Expires 12/31/2011.	At a seasonal In a nursing home	At a seasonal or second residence
and no. oost op 18.0. Approval Expires reconcorn.	or second residence For another reason	→ If more people were counted in Question 1 or continue with Person 3.
Form D-1 (12-5-2008)		

MI Mark X ONE box. t-in-law l-law or daughter-in-law relative er or boarder emate or roommate ried partner nonrelative box. his person's date of birth? hild is less than 1 year old. in boxes. Year of birth bout Hispanic origin and lispanic origins are not races. panish origin? origin h origin — Print origin, for example, idoran, Spaniard, and so on. 7 or more boxes. nt name of enrolled or principal tribe. 屝 Native Hawaiian Guamanian or Chamorro Samoan Other Pacific Islander — Print race, for example, Fijian, Tongan, and so on. somewhere else? For child custody In jail or prison In a nursing home For another reason n the front page, 



#### **BILLING CUSTOMER SATISFACTION WEB SURVEY**

#### Please enter your password

ATTSUCKS						
(	Start					

This survey requires recent versions of popular browsers to function properly. If you have Microsoft Internet Explorer 3.0 or earlier, Netscape 3.9 or earlier, or AOL 4.0 or earlier, you will not be able to take this survey unless you upgrade your software. Thank you.



Image: swanksalot [flickr]





Image: swanksalot [flickr]



# GeoPoll







SMS, Voice, Data Location Targeting Zero rate, Airtime, Mobile Money





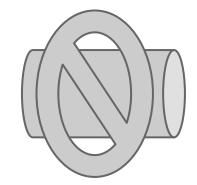




Image: orlovic [wikipedia]

# To try it out, text geopoll to 50555

## Lessons Learned from 40M+ Mobile Surveys

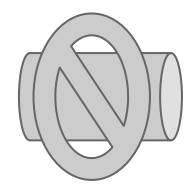


# Petulant Pipes

## Skeptical Stats

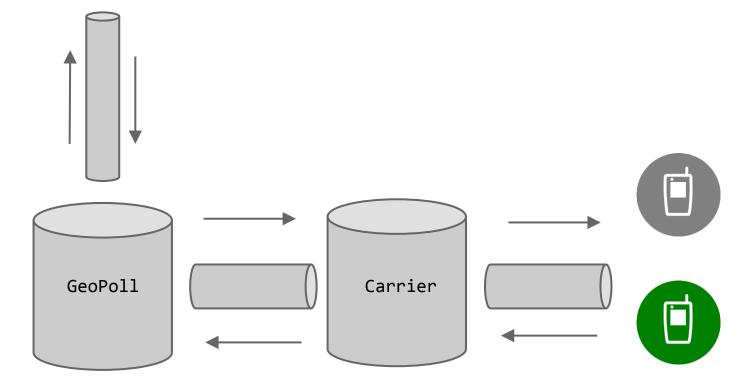


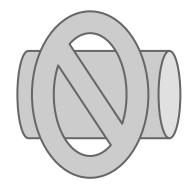
Test, test, test pilot, pilot, pilot iterate, iterate, iterate

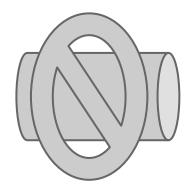


## Petulant Pipes

"Reply 1 to take 10 question GeoPoll survey and share your voice with the world! You will receive 50NGN for your response. No cost to reply. For help reply HELP."

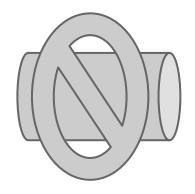






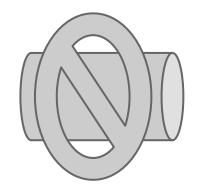
#### Log all the things.

# Log as much, as often, and get fast at parsing logs.

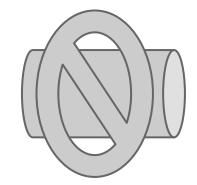


#### Paradata Paradise.

Most answer question under 1 minute. Morning and Evening best. Sundays outperform weekdays.



	Optin-EN	Gender-E	N Birth Yea	Media ov	Phone fe	News or Rene us	n mockyeverkever	exeperiton i	md&adiez.Histe	TV Vie nership-EN	ewershipeety p		Model-EN
Total Use s			Drop off	Drop off	Drop off	Drop off	Drep off	Drop off	Drop off	Drop off	Drop off	Drop off	Drop off
	Optin-SV	Gender-S)	W Birth Yea	-SW Media ovin	or₽hon6è\fe	tor <i>ent€Ni</i> s de	motilitysayyy	hst¢estvor r	n (Riáldá G Wáte	nership-Ş₩ie	wers/@AStV pr	ogram <sup>E</sup> S10 <sup>n</sup> e	model-SW



## Petulant Pipes

## Skeptical Stats



# Skeptical Stats





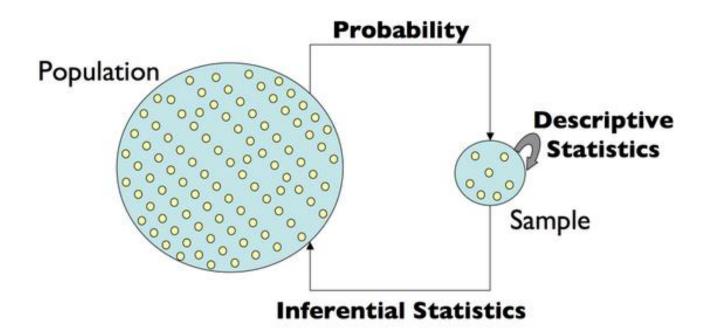
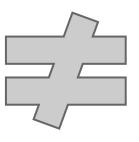


Image: Joshua Akey

Managing biases.

- Selection
- Non-Response
- Response

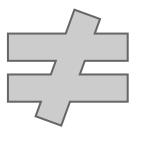


#### Valid test lab.

- Specify sample size
- Treatments
- Random assignment

Ev	van's Aweso	me A/B Tools
Intuitive s	tatistical calculators, ideal f <u>Read the full ar</u>	for <b>planning</b> and <b>analyzing</b> A/B tests.
	Answer: 1,005 per branch	Confidence interval 8.5% - 22.1% 13.3% - 28.9%
	Sample Size Calculator	Chi-Squared Test
	Difference of means d = 25.542 SE = 11	Confidence interval (arrival rat 12.2 - 30.9 16.2 - 30
	Two-Sample T-Test	Poisson Means Test

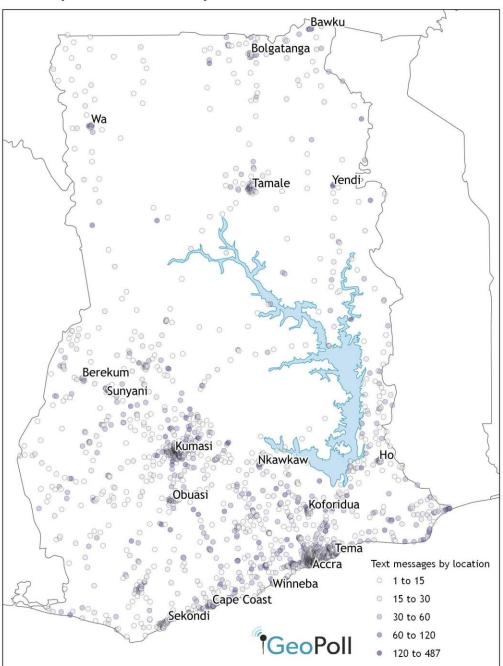
Image: http://www.evanmiller.org/ab-testing/



Demographic Comparisons.

- Language
- Literacy/Education
- Age
- Sex
- Location

Map of GeoPoll Respondent Locations in Ghana



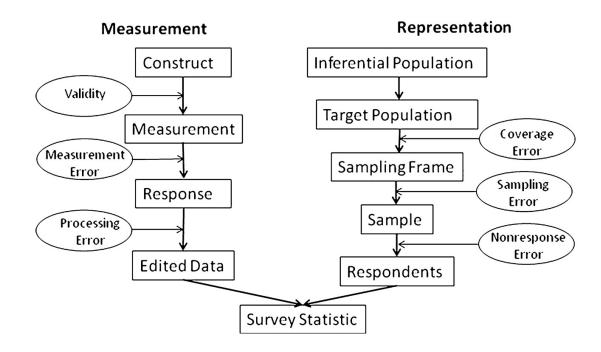




#### Power in panels.

Mon	Tues	Weds	Thurs	Fri	Sat	Sun

#### Total Survey Error



#### Bayesian Aggregation & Simulations



Image: Nate Silver Financial Times

Thanks for kickin' it with me.



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