Metric	Reach audience	Encourage Action and Leads	Convert to Sale	Engage customers to Retain & Grow
Tracking metrics (Digital specialists)  Performance drivers (diagnostics) (Digital managers)	☐ Unique visitors ☐ New visitors ☐ Visits ☐ Conversation volume ☐ Share of audience compared to competitors ☐ Share of search ☐ Brand / direct visits	Online opportunity (lead) volume Offline opportunity (lead) volume (online influenced)  Bounce rate and duration measures Macro-conversion rate to opportunity and micro-conversion efficiency	Online sales volume Offline sales volume (online influenced)  Conversion rate to Sale E-mail conversion rate	☐ E-mail fist quality ☐ E-mail response quality ☐ Transactions ☐ Active customers % (site & e-mail active) ☐ Active social followers ☐ Repeat conversion rate
Customer Centric KPIs (Brand and Product managers)	Cost per Click and per Sale Brand awareness Conversation Polarity (sentiment)	Cost per Opportunity Customer satisfaction	Cost per Sale Customer satisfaction	Customer loyalty index Customer advocacy index Products per oustomer
Business Value KPIs (Business managers)	<ul> <li>Audience share</li> <li>Share of conversations</li> </ul>	☐ Goal value per visit ☐ Online product requests (n, £, % of total)	☐ Revenue per visit ☐ Online originated sales revenue and profit (n, £, % of total)	Retained sales growth and volume Revenue per 1000 emails sent

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