

Social Media Analytics



Social Media and its impact

- Social networking, blogging, and online forums have turned the Web into a vast repository of comments on many topics, generating a potential source of information for:
 - social science research
 - market and politics forecasts
 - syndromic surveillance
 - information warfare
 - new opportunities for media communication

Social media revolution

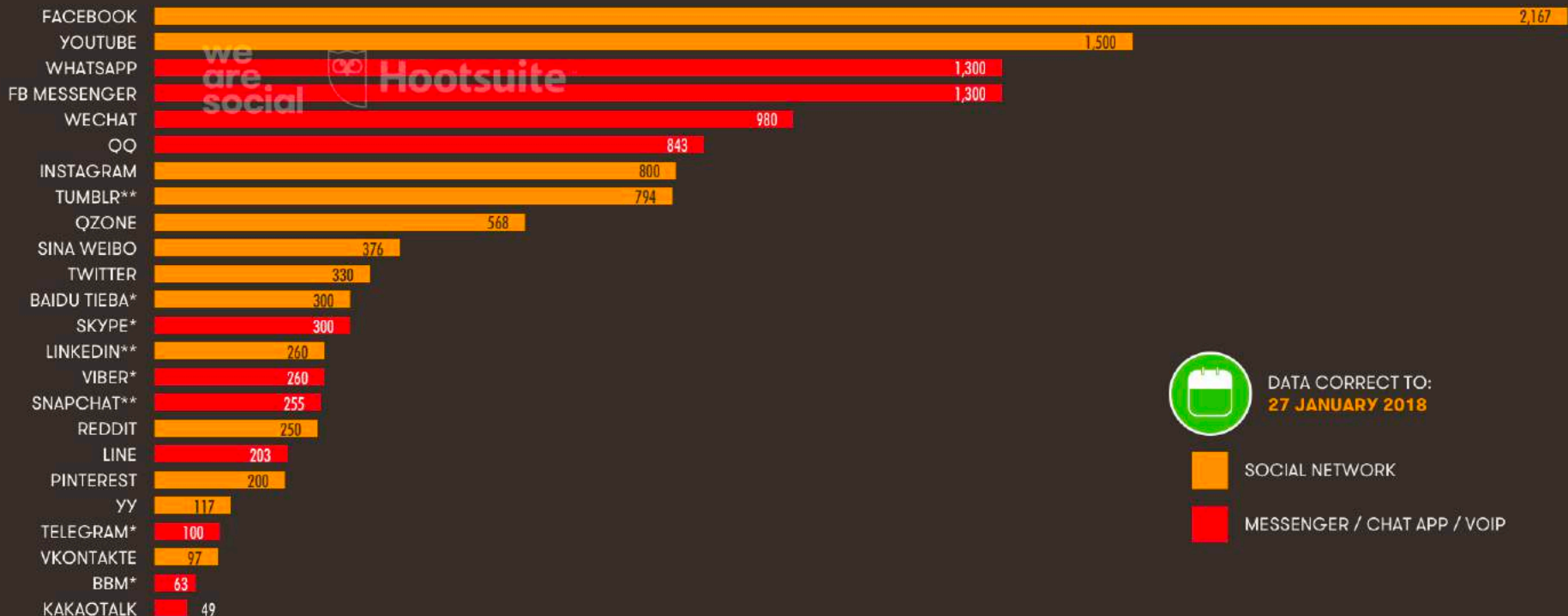
- Changing the way individuals and organizations engage, interact and collaborate
- New opportunities for real time analysis and predictive analytics creating insight from more and more data
- Appealing for business, public bodies and scientists (both ICT and social scientists)

How big is “social media”?

JAN
2018

ACTIVE USERS OF KEY GLOBAL SOCIAL PLATFORMS

BASED ON THE MOST RECENTLY PUBLISHED MONTHLY ACTIVE USER ACCOUNTS FOR EACH PLATFORM, IN MILLIONS



DATA CORRECT TO:
27 JANUARY 2018

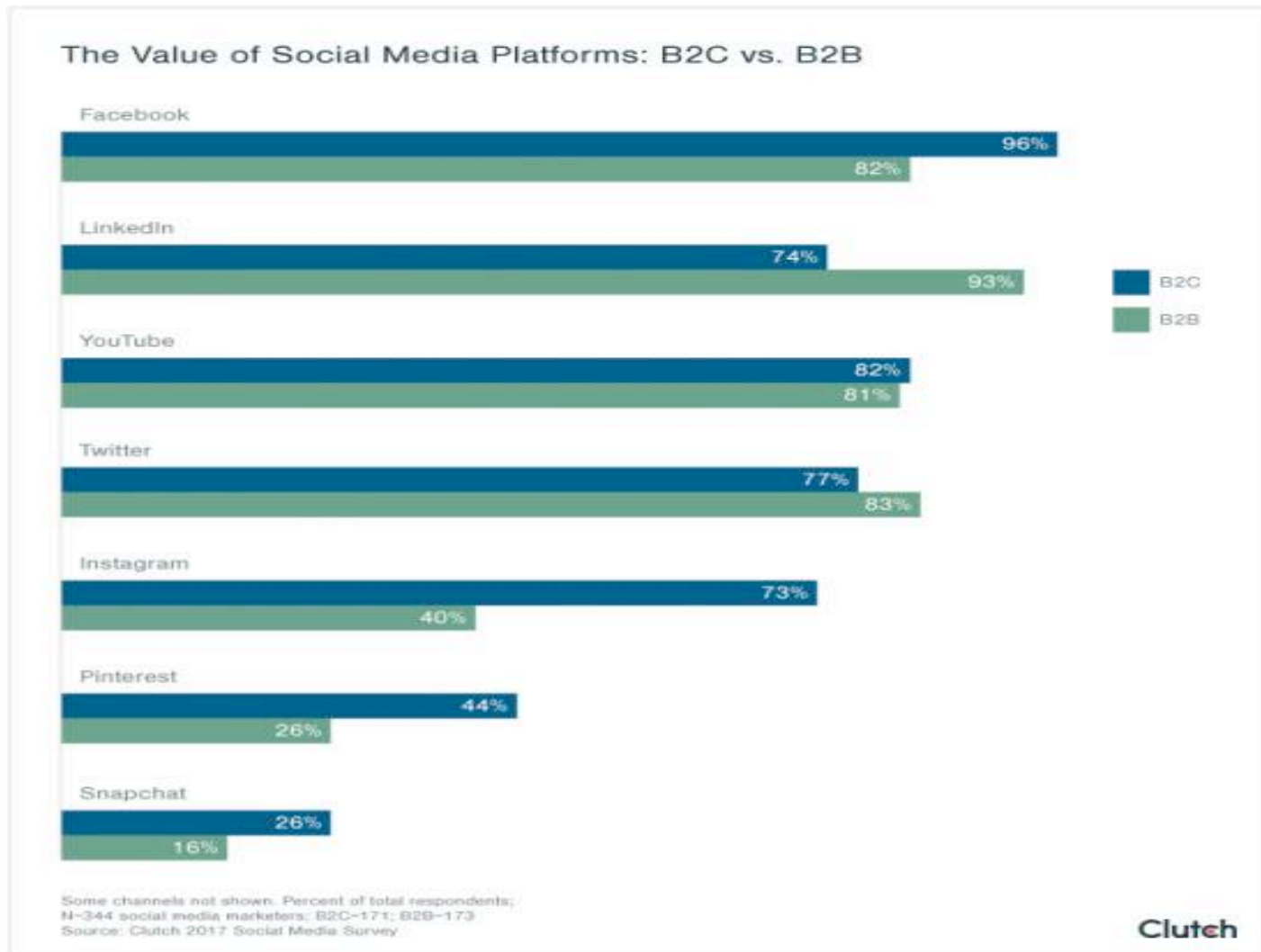


SOCIAL NETWORK

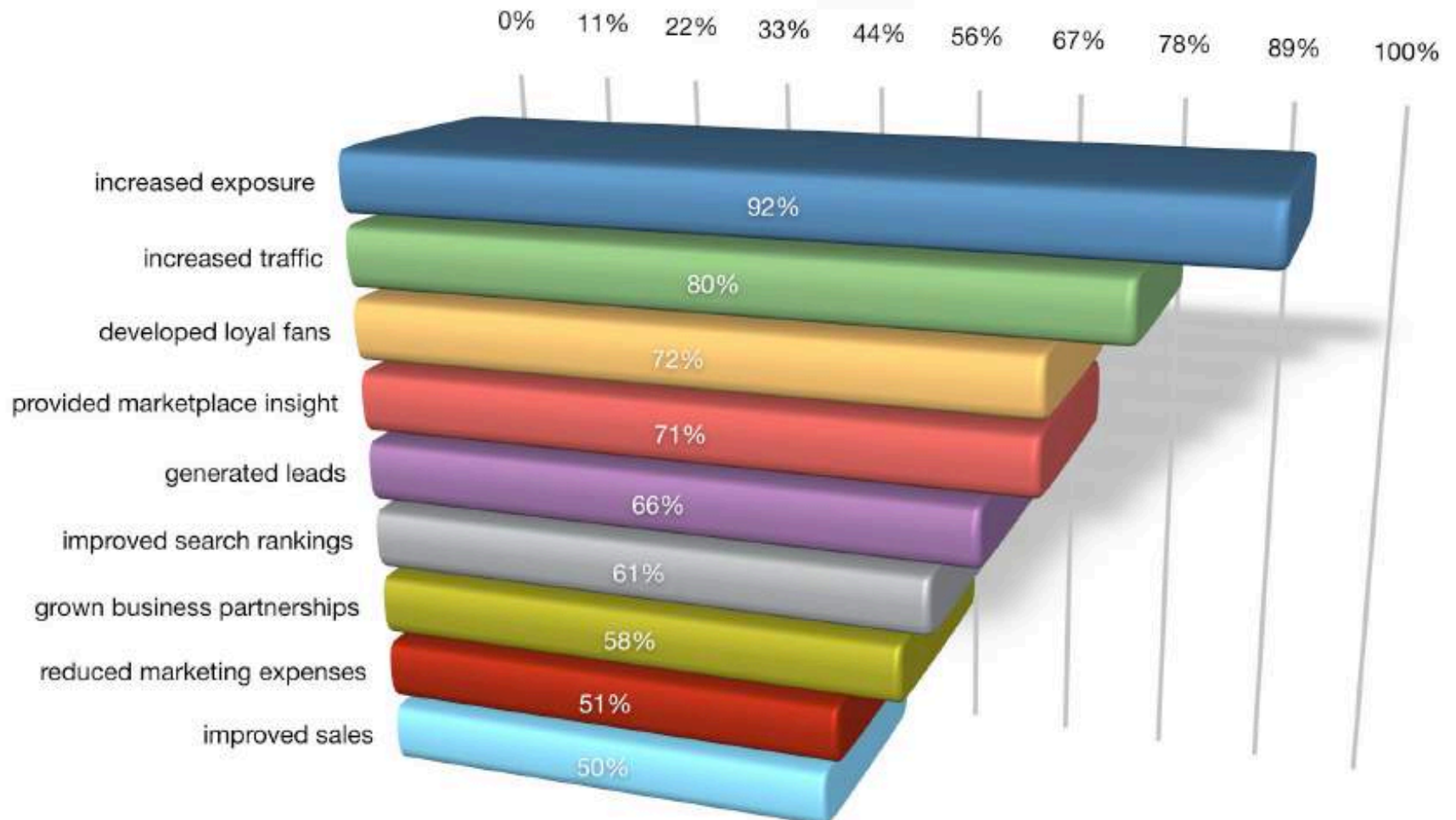


MESSENGER / CHAT APP / VOIP

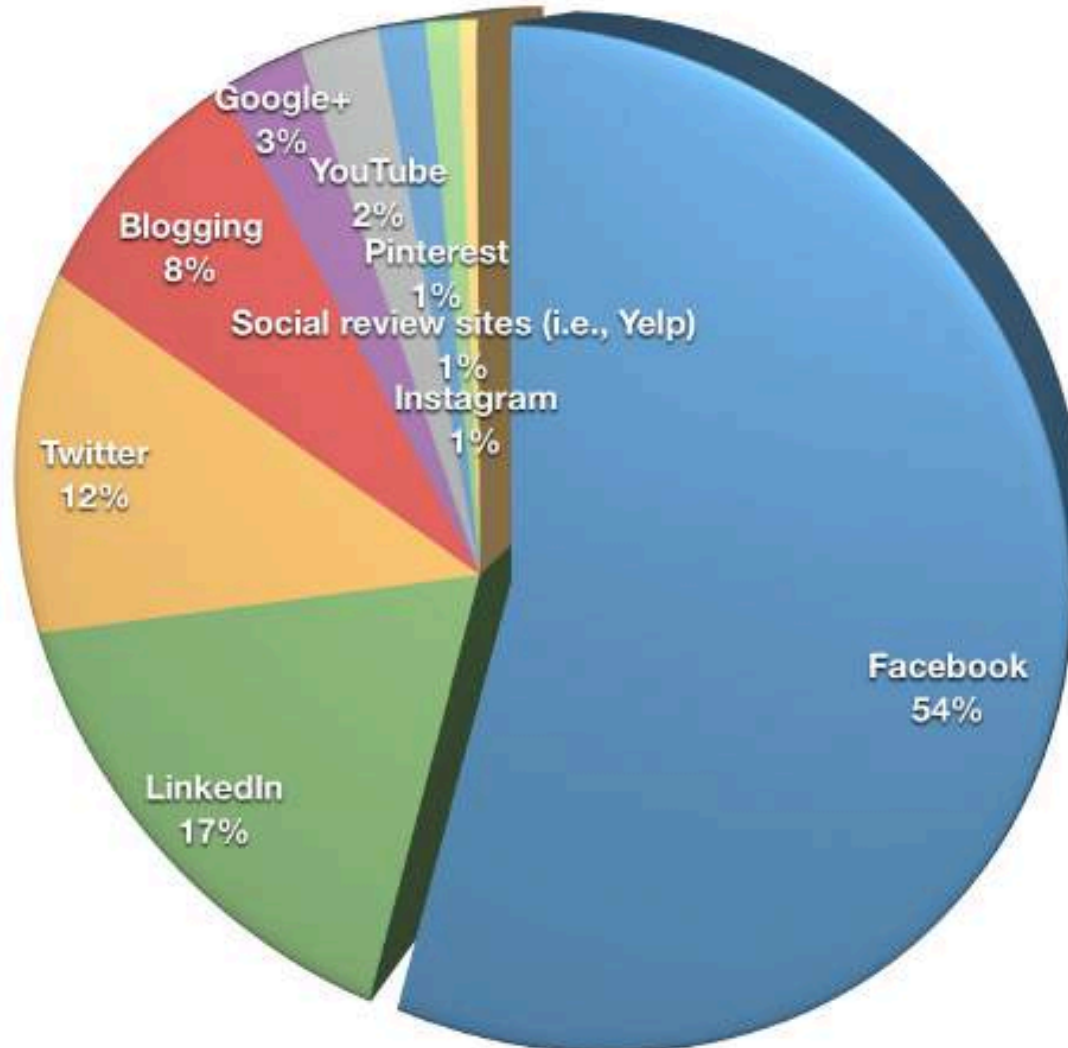
Marketers (B2C and B2B) use social media more than 6 hours weekly



Benefits of social marketing



The most important platform for marketers is..



Impact on common users

- **“Only 14% of people trust advertisers yet 78% of consumers trust peer recommendations.”**

Erik Qualman’s book “Socialnomics”, 2009

Impact of Social Media



Impact of Social media

- Why are social networks and social analytics important for **media**, **business** and **public bodies**?
- **“If you wish to persuade me, you must think my thoughts, feel my feelings, and speak my words.” (Tullius Marcus Cicero)**
- Social media are the new data source to better engage **audience**/ **customers** /**citizens**

Impact of Social Media on Products

- General Motors cancels '*Hideous*' Buick SUV after "*Would-Be Customers*" on Twitter!
- ONE week after announcing a new Buick SUV Christopher Barger, GM's spokesman for social media said: "*The decision was based on customers' input - face-to-face, blogs and tweets. No matter how they expressed it "they just didn't like it."*"

<http://www.bloomberg.com/apps/news?pid=newsarchive&sid=aHsoNjdHUQLY>

Impact of Social Media on Products



- Del Monte created a new “hot-selling” dog food snack in 6 weeks
- Used a social community to *source for creative ideas (crowdsourcing)* and create a new product
- Demonstrates the potential power of social media marketing to influence product sales

http://www.youtube.com/watch?v=yP_3bpCPZaQ

Impact of Social Media on Organisations

Nestlé vs Greenpeace Palm Oil from Destroyed Rainforest

- Nestlé, maker of Kit Kat, uses palm oil from companies that are trashing Indonesian rainforests, threatening the livelihoods of local people and pushing orang-utans towards extinction.
- Nestlé persuaded YouTube to remove Greenpeace's video
- Storm ensued on Nestlé Facebook page
- TWO months later, Nestlé announced a “zero deforestation” policy in partnership with The Forest Trust (TFT)

*“Social media: as you can see we're learning as we go.
Thanks for the comments.”*

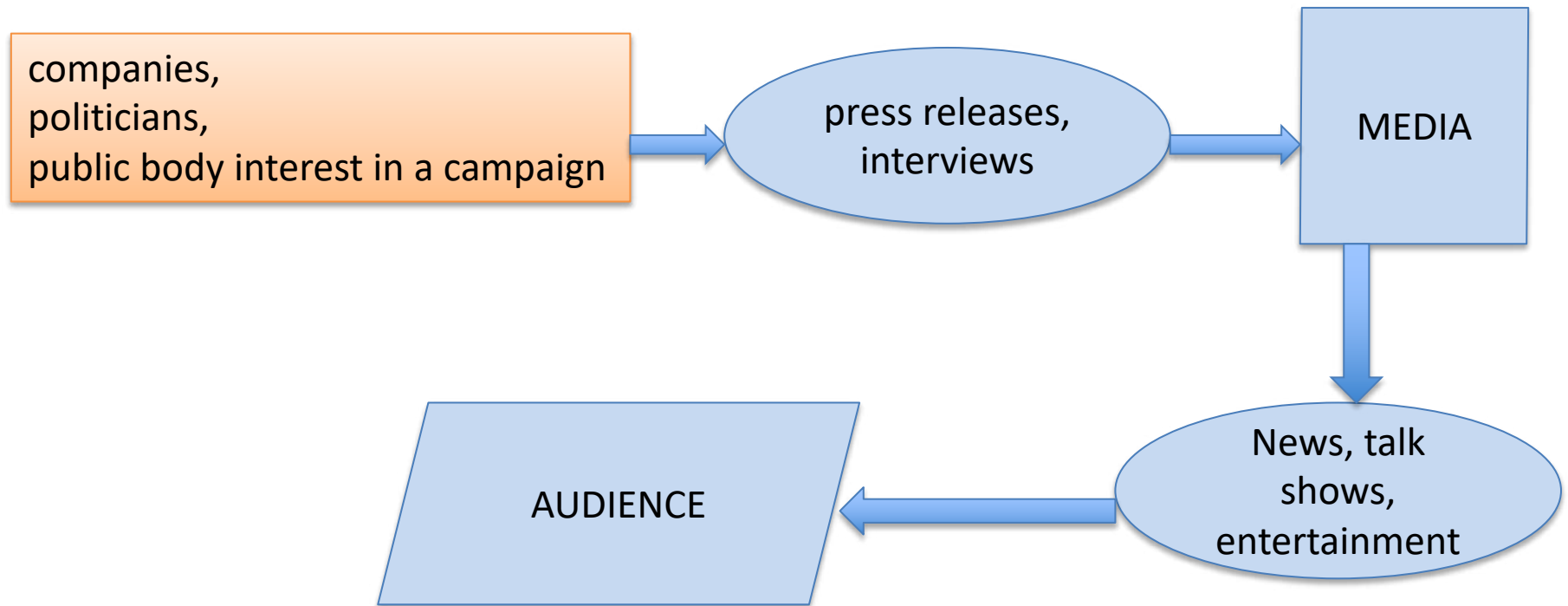
Impact of Social Media on Government

25th Jan 2011 Egypt Blocked Twitter and Facebook!



Egyptian protesters have openly thanked social media's role in the revolution against the country's ruling government.

Social Networks also impact on **media** **and communication**



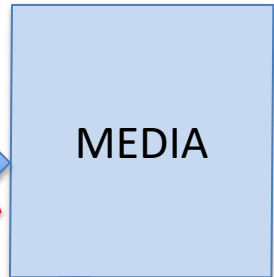
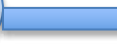
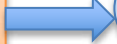
Traditional method to reach audience

The social media revolution



Oscar Giannino xFARE @gianninoxFARE
Nuntio vobis magnum gaudium: Stasera habemus @oGiannino a
[#ballarò](#)

companies,
politicians,
public body interest in a campaign



MEDIA



News, talk
shows,
entertainment



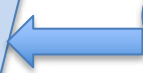
panorao @PanOrao 11m
Ma [#Ballarò](#) va in onda per due settimane sia martedì che domenica?
...ci vuole proprio sterminare [#Floris](#).



twitter, social
media, web
sites



AUDIENCE



Ufficio Stampa Rai @stampaurai 2h
Questa sera a [#Ballarò](#) Roberto Maroni, Luigi De Magistris, Oscar Giannino e un'intervista a Silvio Berlusconi [ufficiostampa.rai.it/comunicati_tv/...](#)

2h

The ICT revolution and new media

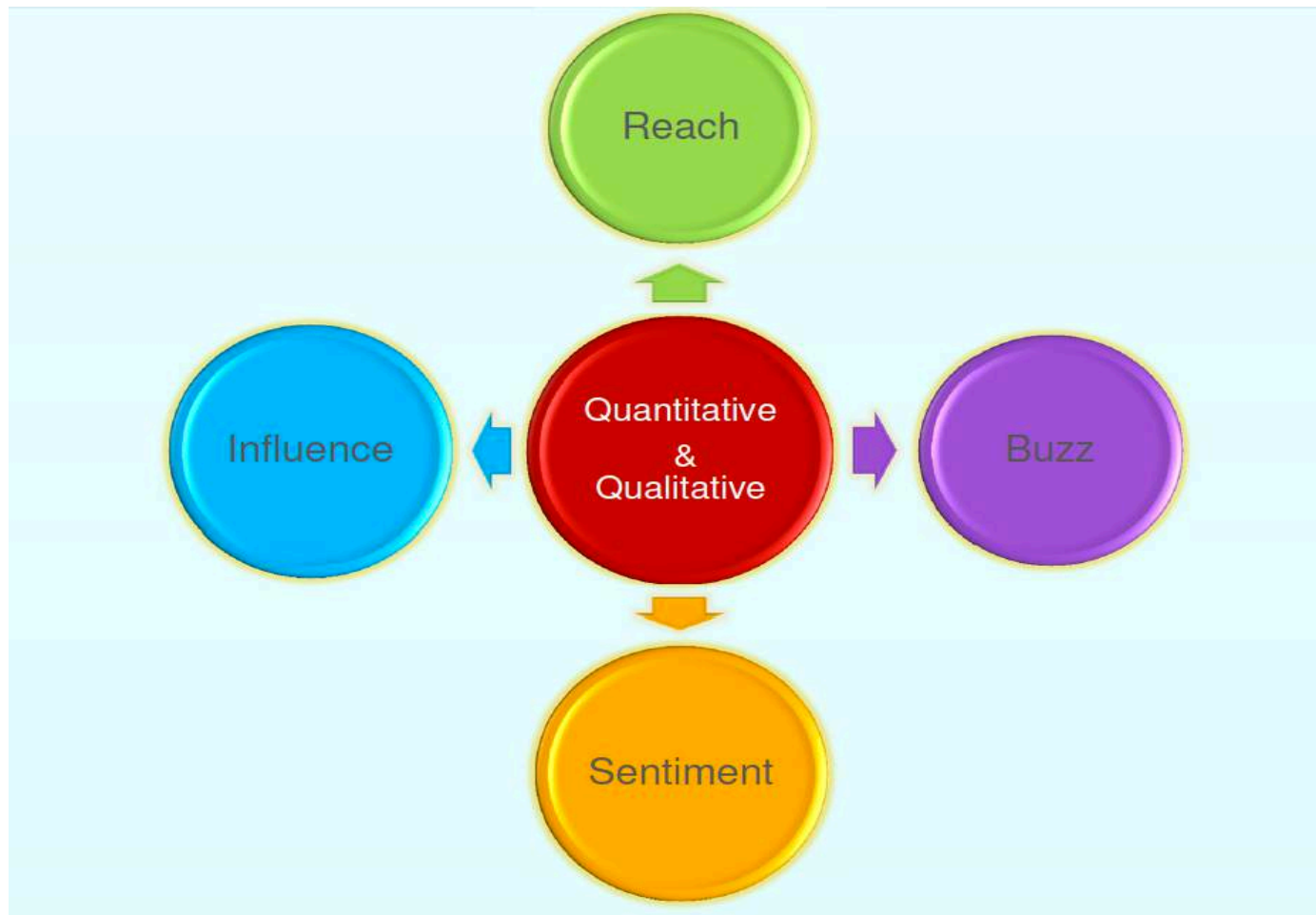
- news media, websites, social media and Twitter can be used by audiences, **but also by stakeholders and the media**
- Audience members can publish their opinions in the new media but are also **influenced themselves** by opinions of others in the new media

Social Networks Measures

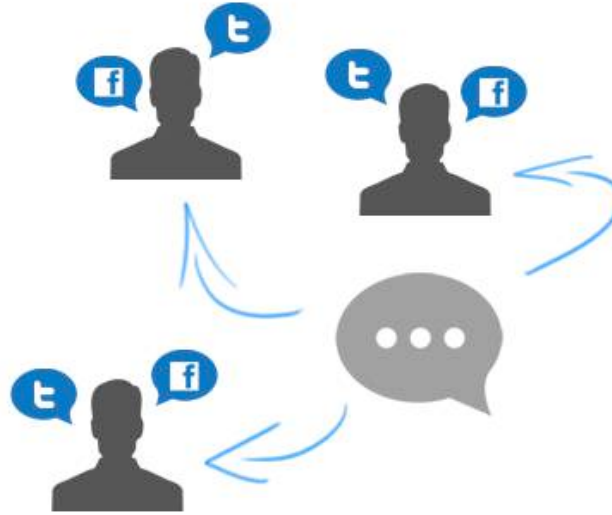
- **Surface Measures:** Based on some properties of specific nodes
- **Graph-based measures:** Based on the graph-structure of the network

Measuring properties of individual nodes (users, web pages..)

Key measurement goals



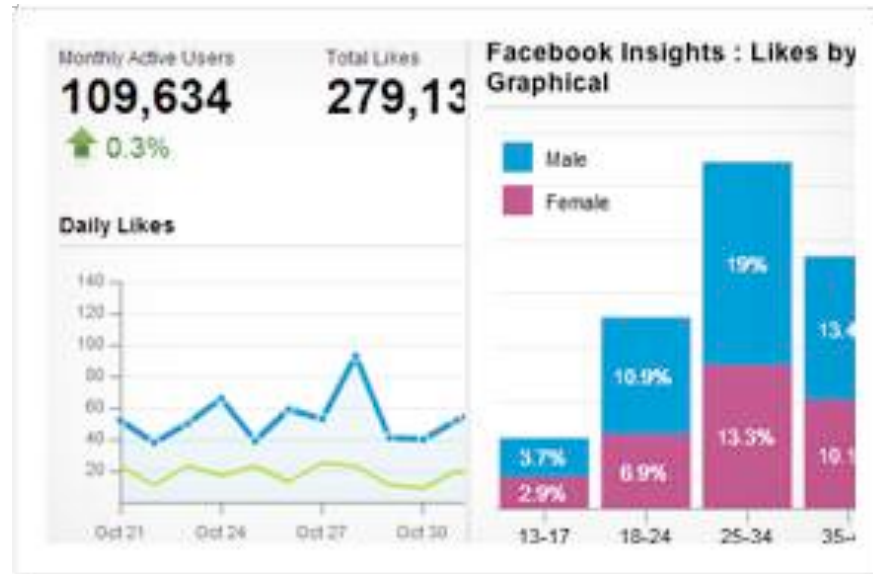
1. Reach



1. Reach
2. Buzz
3. Influence
4. Sentiment

- Reach
 - Size of your audience
 - How many saw your message
 - E.g. Twitter followers
 - Facebook posts (“seen by..”)

Reach: Facebook Insights



Monitor and measure your fans, likes, comments and page activity

Reach: Group Insight

Languages
 Formal
 Structures
 Programming
 Data
 Architectures
 Security
 Algorithms
 Computational
 Methods
 Web
 Engineering
 Graphics
 Computational
 Intelligence
 Software
 Complexity
 Database



DIPARTIMENTO
 DI INFORMATICA
 SAPIENZA
 UNIVERSITÀ DI ROMA

Joined ▾ ✓ Notifications ↗ Share ⋮ More

Groups Insights

27 **+80%**

New Members
Last 28 Days

⋮ More Growth Details

94 **-47%**

Posts, Comments and Reactions
Last 28 Days

🔗 More Engagement Details



Saverio Gaminiti, Stefano Buccheri and others are top contributors.

👤 More Member Details

📄 Download Details

Growth

Last 28 Days ▾

Total Members

Apr 2, 2018 - Apr 29, 2018

617 Members



617
Total Members
+5%

Apr 2, 2018 - Apr 29, 2018

18 Posts

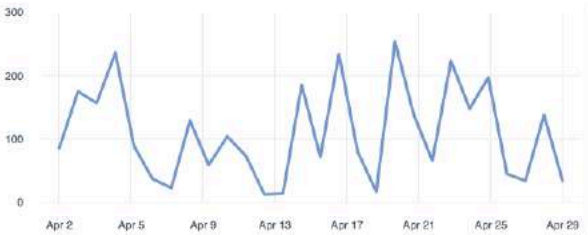


18
Posts
-45%

Active Members

Apr 2, 2018 - Apr 29, 2018

444 Members



444
Active Members

Popular Days

Apr 1, 2018 - Apr 29, 2018

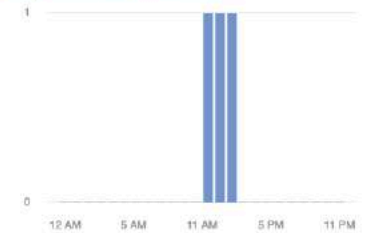
Posts, Comments and Reactions



Popular Times

Apr 1, 2018 - Apr 29, 2018

Posts, Comments and Reactions

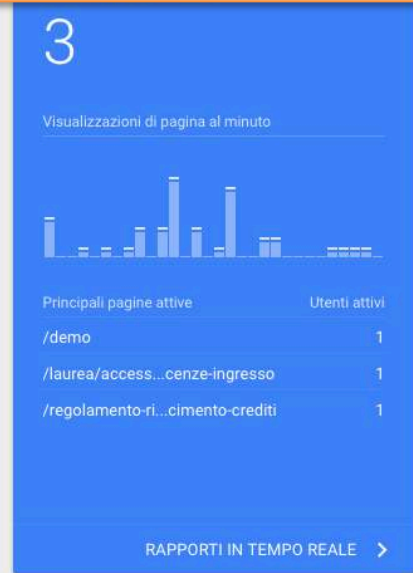
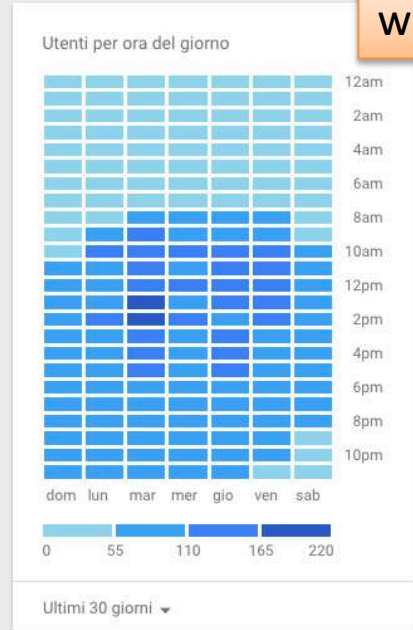
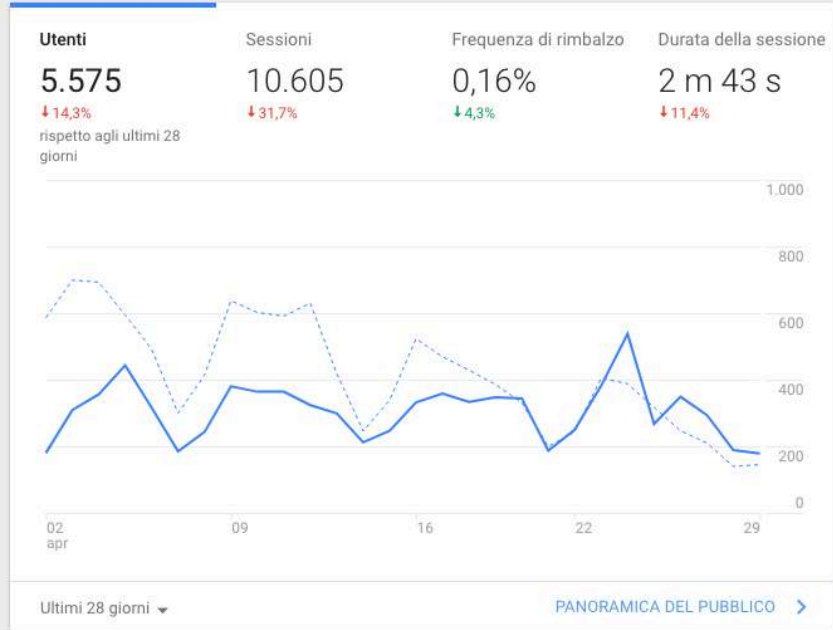


Reach: Google Analytics

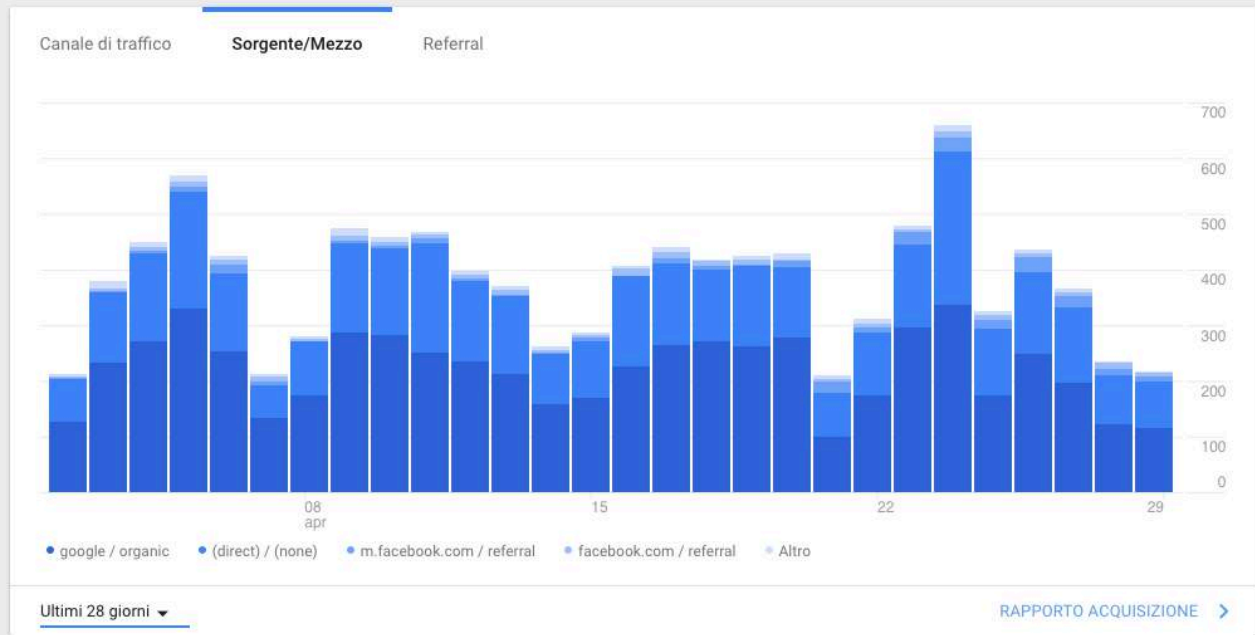
<http://www.google.com/analytics/>



With Google Analytics tool, you can monitor accesses on your web page. Drill down into site traffic data including source, and region. View sparklines for page views, bounce rates and more.



Come acquisisci nuovi utenti?

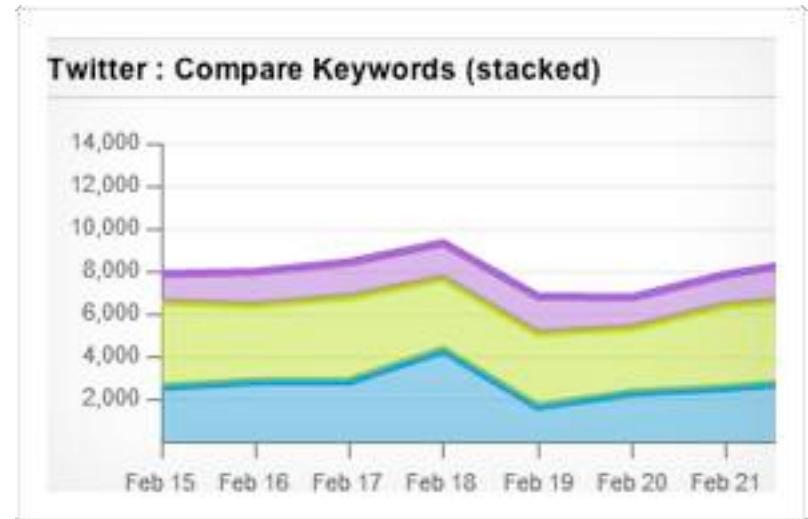


Dove si trovano i tuoi utenti?



Reach: Twitter Profile statistics

- Track the number of followers, mentions, lists..
- Do more by comparing keywords over time and Twitter sentiment.



<http://www.tweetstats.com//>

TweetStats

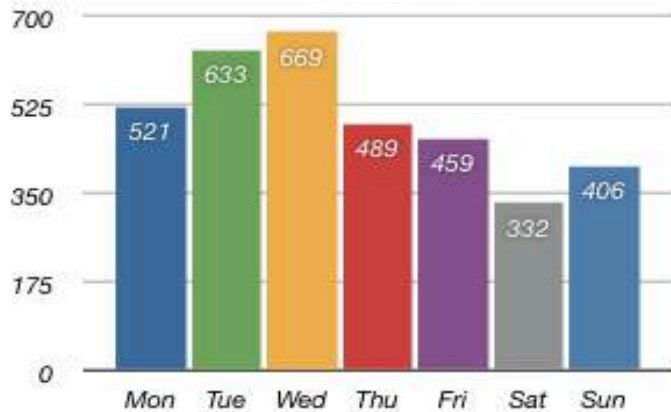
In ur Tweets, Graphin' Your Stats!

[Home](#)

[Trends](#)

[Donate](#)

Tweets per Day



Graph your Twitter Stats including

Tweets per hour

Tweets per month

Tweet timeline

Reply statistics

In use by nearly 1,000,000 Twitter-folk!

Enter your Twitter username

Graph My Tweets!

Looking for simple
Social Media Monitoring?



Simply Measured

Brought to you by @dacort!

Refresh your stats - stats get updated when you come back after 8 hours and enter your username.

Measures of Social Reach

- **Social reach**: #total followers across all social platforms
- **Growth**: month-over-month social reach growth
- **Engagement**=

$$\frac{\# \text{ Likes} + \# \text{ Shares} + \# \text{ Retweets} + \# \text{ blog comments}}{\# \text{ of published posts or pieces of content}}$$

2. Buzz

1. Reach
2. **Buzz**
3. Influence
4. Sentiment



- **Social Buzz** is the “amplification” of a topic/message through social media: **what are people saying about you**, **where** are they saying it, **how** are they saying it
 - 2 types:
 - Conversation Focus (@RP, reply) vs. Content Focus (#hashtags → topics)
- Mining **motivations**, in addition to data, as a way to understand an audience (either customers, voters, patients, or addressee of a campaign), is an entirely new approach to social analysis (e.g. opinions on #topic).

Buzz Metrics

- Buzz metrics tool around the online social media elements related to the two U.S. Presidential candidates in 2012.
- Based on three measures:
 - **bookmarking,**
 - **social networking,**
 - **social knowledge**

Buzz Metric: Bookmarking

- **Bookmarking:** “Social bookmarking” relates to social media websites such as Digg, Del.icio.us, and Reddit. Users submit links to these websites that are of interest to them and other users vote on particular submissions of interest in order to increase their popularity.
- **Metric:** How many votes per submission?

Buzz: Bookmarking

digg

Top Stories

Popular

Upcoming

TRENDING NEWS



Luisana Lopilato Is Defending Husband Michael Bubl  After He Elbowed Her In An Instagram Video



She Died Of The Coronavirus Alone. All Her Children Wanted Was "To Tell Her That We Love Her One Last Time."



How Hard Could COVID-19 Hit Your County? Check These Maps.

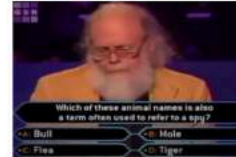


These Pictures Show Huge Crowds Protesting Against Coronavirus Lockdowns At State Capitols



The Social Media Shame Machine Is In Overdrive Right Now

TOP BUZZ



A Contestant Won "Who Wants To Be A Millionaire?" By Answering These 15 Questions — How Far Can You Get?



These Movies Came Out At The Same Time And Are About The Same Thing — Which One Is Better?



TV Couple Moments That Were So Bad, They Ruined The Relationship Altogether



The Actor Who Played Angela On "Boy Meets World" Said She Experienced Racism And Received An Apology From A Costar Who Called Her "Aunt Jemima"



Luisana Lopilato Is Defending Husband Michael Bubl  After He Elbowed Her In An Instagram Video

Buzz Metric: Social Networking

- **Social Networking:** Social Networking refers to communities such as MySpace, Facebook, and Friendster.
- **Example of measure:** #mentions on a particular page or in a social network (Talkwalker and many others)

Social Networking Example: #Mentions

The image illustrates a social networking monitoring tool for 'Tesla'. It is divided into three main sections:

- Smartphone (Left):** Displays a mobile interface for 'Tesla' with a green header. It shows a list of 'ALL MENTIONS' with the most important ones at the top. The first mention is from marketwatch.com dated 2017-02-10 08:45, titled 'Tesla auto factory workers reach out...'. Below it is a mention from Ben Smith on twitter.com dated 2017-03-10 08:45, with the same title. The bottom of the phone shows navigation icons for Mentions, Analysis, Projects, and Filter/Source.
- Desktop Dashboard (Top Right):** Shows the 'Tesla' dashboard on brand24.com. It includes a navigation menu with 'Projects', 'Account settings', and 'Stack integration'. A line chart displays 'Show interactions' and 'Show sentiment' for the 'Last 30 days'. The chart tracks five metrics: Number of mentions (blue), Estimated Social Media Reach (green), The Number of Sites (purple), The Number of Shares (orange), and The Number of Comments (red). Below the chart is a social media source overview table:

Source	Count
All	86069
Facebook	14254
Twitter	58034
Blogs	658
Forums	3572
News	1166
Video	858
Photo	5865
Other	1662

- Desktop Dashboard (Bottom Right):** Contains several filter sections: 'SENTIMENT FILTER' with a slider set to 'All', 'FILTER BY INFLUENCER SCORE' with a slider set to 5, and 'SET ADDITIONAL E-MAIL ALERT' with an input field for an email address. There are also 'Clear filters' and 'Show additional filters' buttons.
- Twitter Mentions (Bottom Center):** Shows two specific tweets. The first is from user 'reneritchie' (69K followers) dated 2017-03-21 08:17, mentioning '@derekakessler' and saying 'All the money I saved NOT buying a Tesla. Wait... Damn.'. The second is from user 'jacknewtown11' (1K followers) dated 2017-03-21 06:16, asking 'Is the Tesla Model X the ultimate family car? We put it to the test http://da1ym.ai/2nZkyJk @MailOnline'.

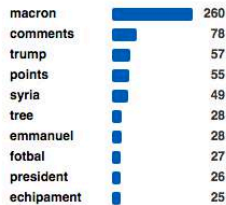
Social mention: search (Macron)



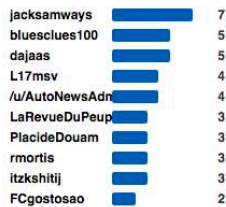
Sentiment



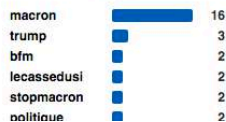
Top Keywords



Top Users



Top Hashtags



Mentions about Macron

Sort By: Results: Results 1 - 15 of 202 mentions.


- RT @actualiteitjunk: #Macron devant le congres des #USA.... Par @ChaunuShow #selfie** <https://t.co/9WQocrjXba>
twitter.com/LNavier/status/990898676154470400
 3 minutes ago - by @LNavier on [twitter](#)
- Macron's Trump ploy didn't work for Abe -** <https://t.co/KYtlcZ8Myf>
[#LatestComments https://t.co/gaZK1Ehdkn](https://twitter.com/LatestComments/status/990898677152612352)
twitter.com/LatestComments/status/990898677152612352
 3 minutes ago - by @LatestComments on [twitter](#)
- « Président raté », « ego démesuré »: une tribune dans le New York Times assassine Macron** <https://t.co/7tgDp0hxG1> via @
twitter.com/anniedelagane/status/990898674086612992
 3 minutes ago - by @anniedelagane on [twitter](#)
- RT @Independent: Tree planted by Donald Trump and Emmanuel Macron on White House lawn mysteriously disappears** <https://t.co/wZAQfG2b84>
twitter.com/DreaPeking/status/990898664406122496
 3 minutes ago - by @DreaPeking on [twitter](#)
- RT @brutoficiel: LIVE - @ChTaubira répond à Brut : un an de présidence Macron, les 5 ans du mariage pour tous, la grogne sociale. Elle rép...**
twitter.com/MrLughsson/status/990898659637235712
 3 minutes ago - by @MrLughsson on [twitter](#)
- RT @dsn89s: Hallucinant tant de bobards pour sauver leur jupiter ..et masquer les magouilles de sa campagne il faut destituer macron .h...**
twitter.com/naiyana64/status/990898658508918784
 3 minutes ago - by @naiyana64 on [twitter](#)
- #Revolting complicity #Rouhani tells Macron Iran nuclear deal 'non-negotiable.' Pompeo says 'fix it' or let it die...** <https://t.co/hnf8Dk17Of>
twitter.com/BolloDeanna/status/990898654306332672
 3 minutes ago - by @BolloDeanna on [twitter](#)
- RT @CECKERT56: Les Macron ont emménagé à l'Elysée courant 2017. Ils ne recevront leur avis de taxe d'habitation pour leur logement de l'FI**

Buzz Metrics: Social Knowledge

- **Social Knowledge:** Social Knowledge refers to informational based websites such as “Yahoo! Answers” and “Wikipedia”. Buzz is calculated differently on each of these websites.

Social Knowledge


Yahoo! Answers



Resolved Question [Show me another »](#)

Honestly, what's a democrat?

Arthur Reeves 2 years ago [Report Abuse](#)



Best Answer - Chosen by Asker

I don't know much about politics and I don't know what the democratic party of the past has been like, but I can tell you what I know about it now:
Democrats are into big government:
They want the government to take care of people with welfare, medicaid, unemployment, etc.
Democrats care more about social issues like gay rights, abortion, etc.

That is all I know.

There is a lot more to research before you support one party or the other and I suggest you do.

Source(s):
A democrat because of my social liberalism.


2 years ago [Report Abuse](#)

 1 person rated this as **good**

Asker's Rating: *****
Thank you Andi

[Interesting](#) [Email](#) [Comment \(0\)](#) [Save](#)

[f](#) [t](#) [in](#) [g+](#)

 This question about "Honestly, what's a d..." was originally asked on Yahoo! Answers United States

Other Answers (4)

Buzz Metrics: more complex methods

- Finding Trending topics: what (most) people is talking about on the web. Can be detected by analyzing “patterns of attentions” e.g. temporal sequences of words in messages or in users’ queries that show a “bursty” behaviour

Donald trump
Termini di ricerca

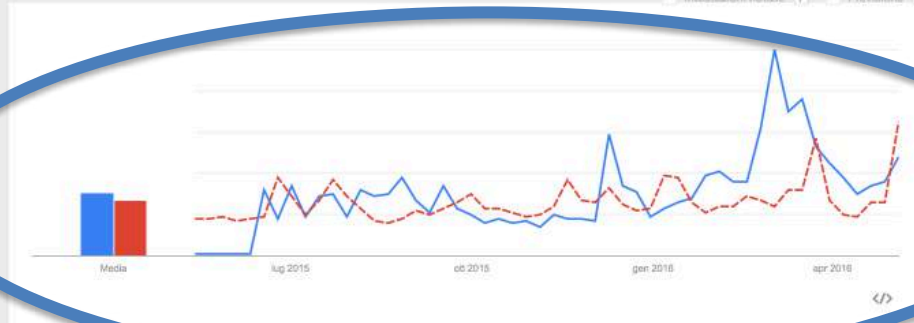
Barack Obama
44th U.S. President

+ Aggiungi termine

Beta: la misurazione dell'interesse di ricerca per gli argomenti è una funzione beta che fornisce rapidamente misurazioni accurate dell'interesse di ricerca generato. Per misurare l'interesse di ricerca per una determinata query, seleziona l'opzione "termini di ricerca".

Google Trends

Interesse nel tempo



Interesse regionale



Ricerche correlate



Search for Hashtag Popularity, Trends and Correlations

[Twitter] [Instagram]

Macron Search Track

Showing: #Macron Download Plugin



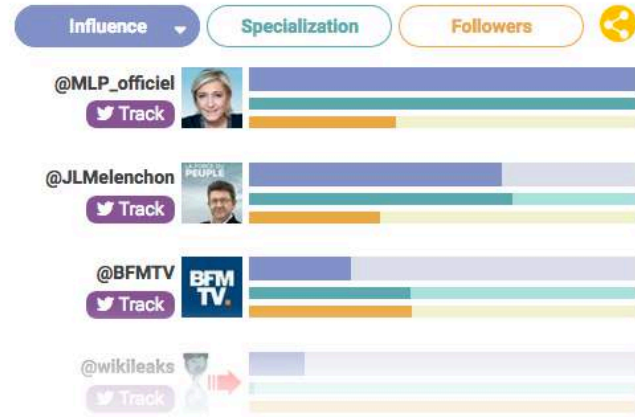
Related Hashtags

CORRELATION POPULARITY



Top Influencers

ALL-TIME **RECENT**



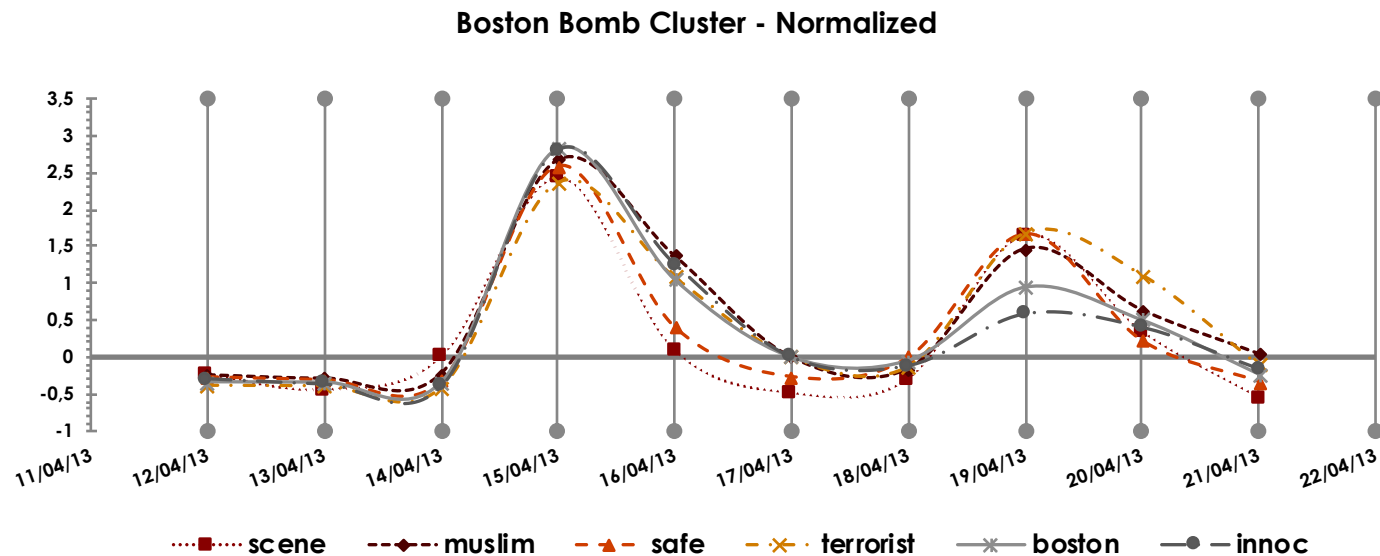
[See Top Influencers Tweet](#)

More complex buzz-detection methods: Temporal Data Mining

- “discovering temporal patterns in text information collected over time” (Mei and Zhai, 2005).
- When applied to large and lengthy micro-blog stream main problem is **complexity**.
 - Need efficient way of representing continuous signals
 - Need methods to prune non-relevant signals/identify “relevant” patterns
 - Need algorithms to efficiently detect similarity among signals
- Evaluation is also an issue: millions of often “obscure” patterns, lack of golden datasets and benchmarks

SAX*: real-time buzz detection based on a temporal notion of “meaning”

- Words with similar temporal behavior are similar
- “similar” = **same time-frame, similar shape**
- What kind of similarity is captured in this way? **synonyms** (#covid #covid19 #covidadas #covides) **OR contextually related** (Boston, bomb, marathon)



SAX*: temporal clustering based on Symbolic Aggregate Approximation

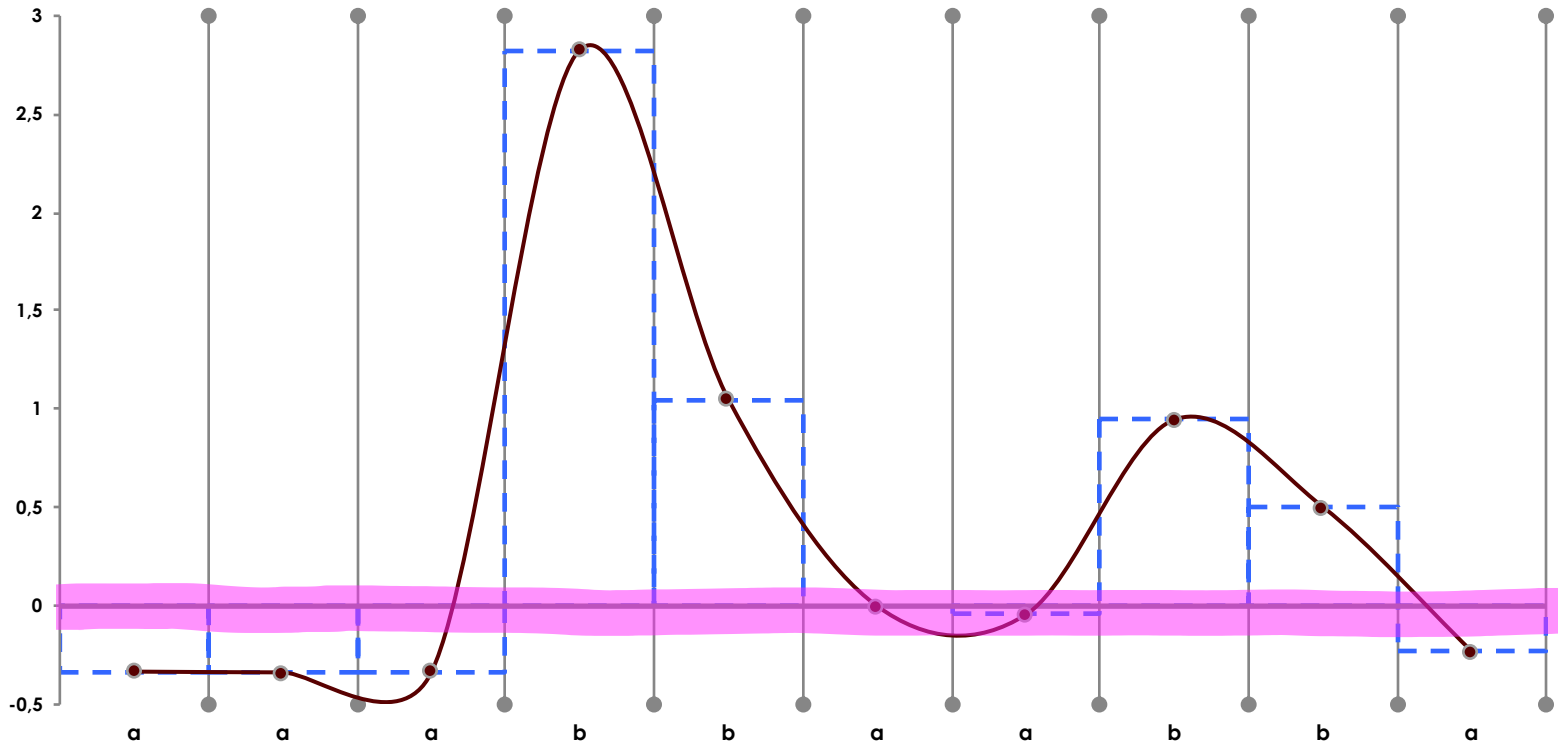
- 4 steps:
 1. Convert signals into sequences of symbols using Symbolic Aggregate Approximation
 2. Learn patterns of collective attention (regular expression) to filter “relevant”(= anomalous) strings
 3. Cluster strings in sliding temporal windows
 4. Split synchronous and yet unrelated clusters based on node connectivity

1. Symbolic Aggregate Approximation

- **Parameters:** W (dimension of temporal window)
 Δ (discretization step) Σ (alphabet of symbols)
- Signal is first Z-normalized
- In each (sliding) window W , signal is partitioned **vertically** in W/Δ slices, and the average value i s computed in each slot Δ_j
- Signal is partitioned **horizontally** in $|\Sigma|$ slices of equal area, let β_j be the breackpoints
- A symbol is associated to every Δ_j according to:
$$s_i=j, j \in \Sigma, \text{ iff } \beta_{j-1} < s_i < \beta_j$$

Example (two symbols, breakpoint is 0)

1. Convert signals into sequences of symbols using Symbolic Aggregate Approximation



$W=10, \Delta=1, \Sigma = a, b$
string is **aaabbaabba**

2. Learning Patterns

- Apply SAX to manually selected (about 30) words related to known event from Wikipedia Events descriptions (Arab Spring, Olympics, Tsunami, Occupy wall Street..)
- Generate compatible regular expressions using RPN1 algorithm (Oncina and Garcia 1992)
- The following regex is learned (one-two peaks/plateaux):

$a+b?bb?a+?a+b?bba^*?$ (2 symbols)

**$(a+[bc]?[bc][bc]?a+)? (a+[bc]?[bc][bc]a^*)?$
(3 symbols)**

- Turns out to be compatible with shapes graphically shown in previous works on clustering patterns of collective attention (Lehmann et al. 2012; Xie et al. 2013; Weng et Lee 2011; Yang and Leskovec 2011)

2. Learn patterns of collective attention (regular expression) to filter “relevant” (= anomalous) strings

3. Pattern clustering

3. Cluster strings
in sliding
temporal
windows

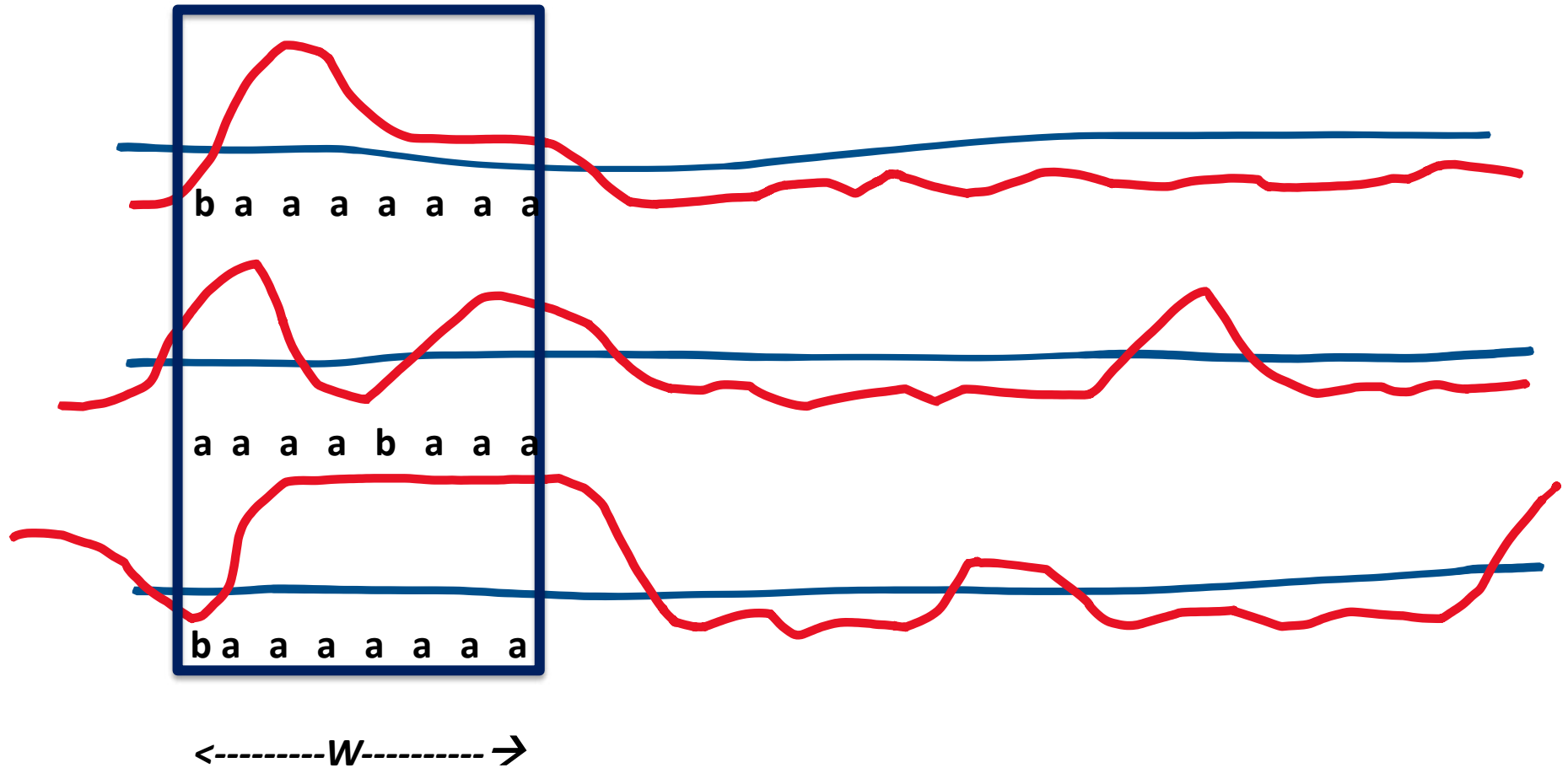
- Bottom-up hierarchical clustering algorithm with *complete linkage* (Jain 2010)
- stop hierarchical bottom-up clustering aggregation for a cluster when:

$$SD(d(\text{centroid}, t_k)) < \delta$$

Where t_k is the k-th term $d()$ is a distance measure, SD the standard deviation, δ is a parameter

- Clusters smaller than f elements are purged
- To summarize, parameters are: $W, \Delta, \Sigma, \delta, f$
- Clusters are created in **sliding windows** of length W ; “ Δ -clusters” are subsequently generated (clusters active in slot Δ)

Sliding windows of length W and increment Δ

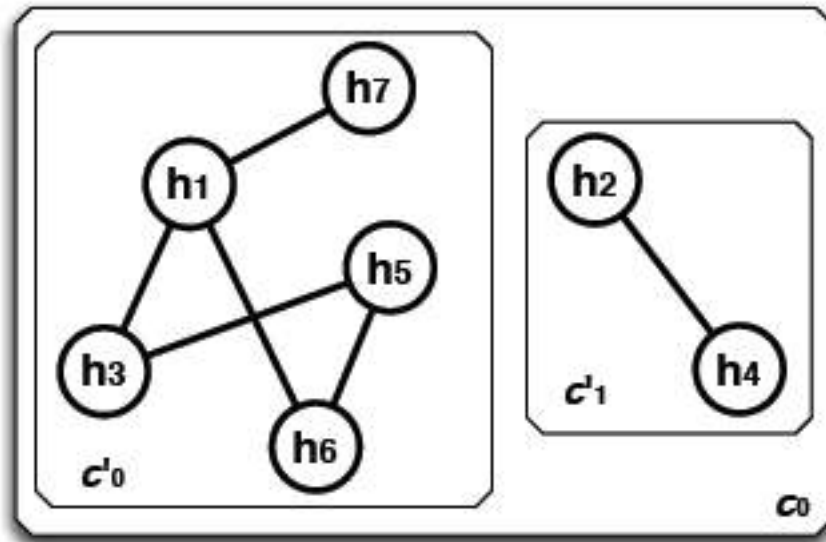


Several hundreds of thousand term temporal sequences analyzed in parallel, and clustered in each window W

4. Cluster splitting

1. For each cluster, create a graph $G(N,E)$ where N is the number of co-occurring tokens in tweets and $e(n1,n2)$ if $n1$ co-occurs with $n2$ in some of the related tweets:

2. Extract and Tag



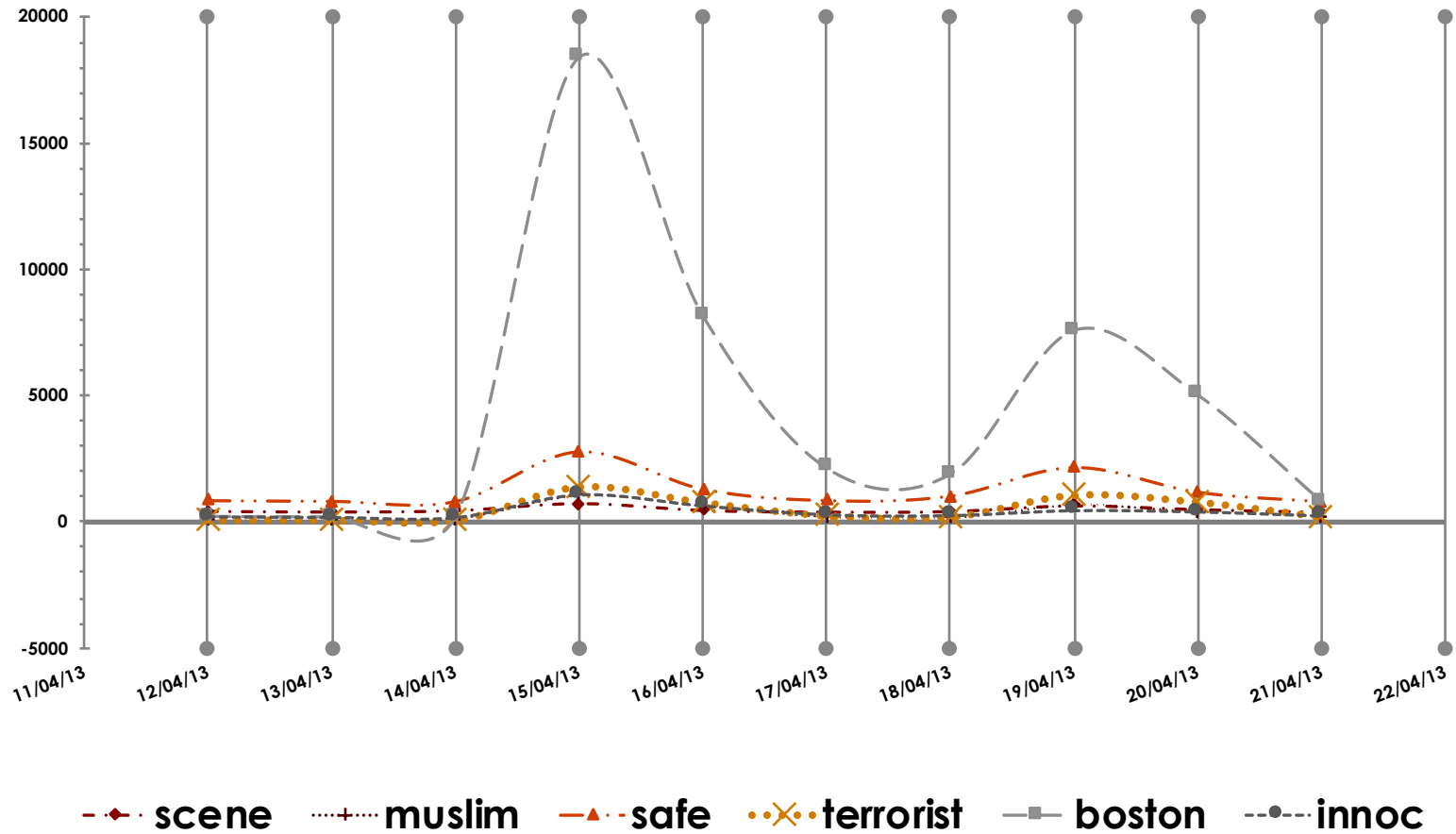
Hopcroft

Note: does not heavily impact on complexity given co-occurrences are extracted from filtered tweets and graphs are small

Experiments

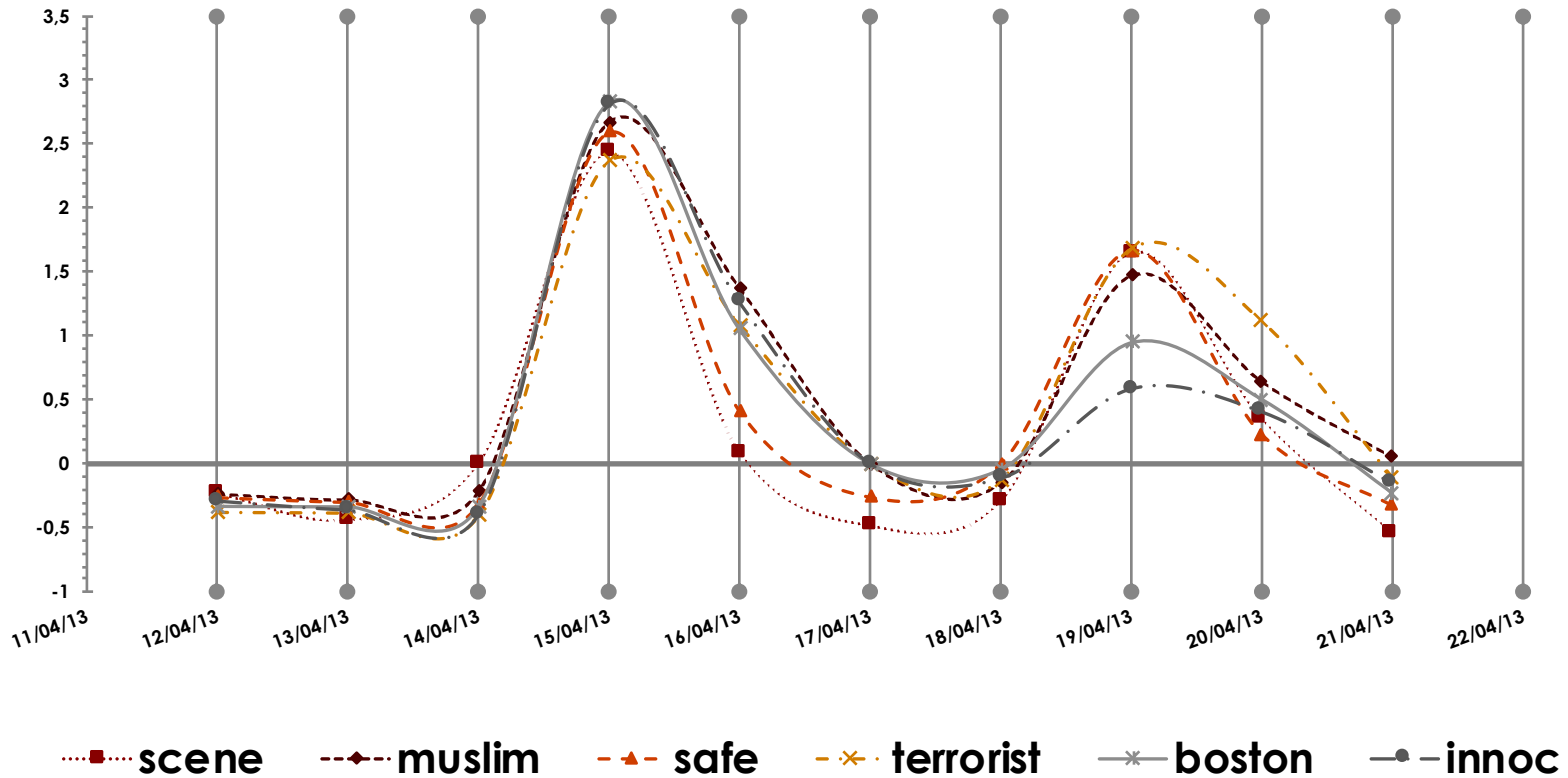
- 3 year 1% Twitter stream (2012-13) ~7TB of Data.
- 2 types of experiments: **event detection** (in English) and (multilingual) **hashtag sense clustering**
- Parameters setting (especially W , Δ , Σ) depends on “density” and locality of stream. With 1% world-wide stream only “big events” can be detected. See papers for detailed parameter tuning.
- Best results with $W=10$ days, $\Delta=1$ day, $\Sigma=a,b$
- For each experiment (events, hashtags), SAX* clustering is performed 365 times (one for each sliding window W_i).

Example: "Bomb during Boston marathon, non normalized"

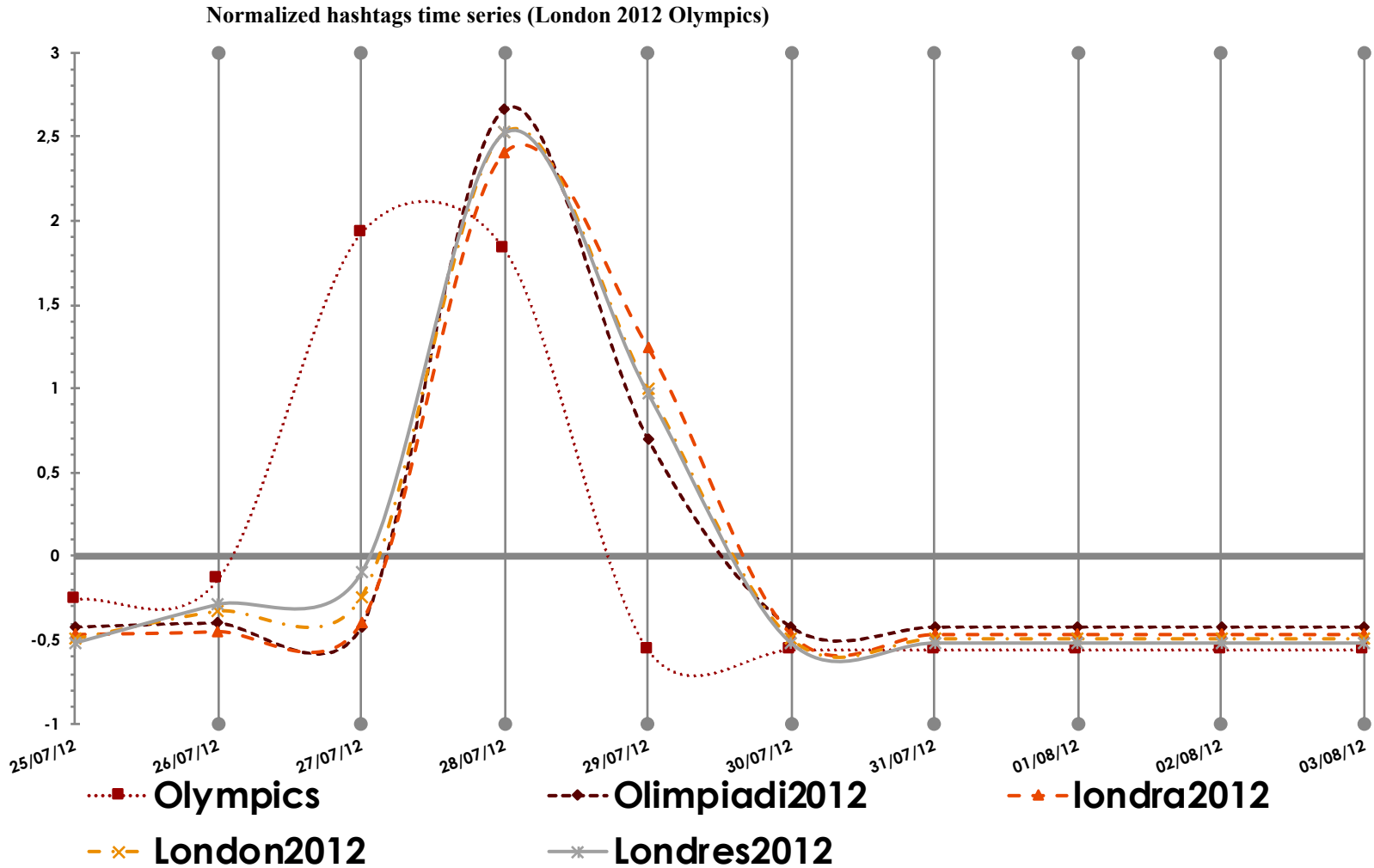


Example: “Bomb during Boston marathon, normalized

Boston Bomb Cluster - Normalized



Example: London-olympics hahstags Summer 2012



Example: multilingual hashtag clustering

- #allathometogether,
#allathomecofeeandtea,#stayathomemom,
#allathomeworkout,#stiamoacasacheèmeglio,#restiamoa
casaadingrassare,#estiamoacasa!,#restamosacasa,
#restonàlamaison..



To deepen on trending topic (buzz) detection in social networks

- <https://arxiv.org/pdf/1907.11229.pdf> (a survey)
- https://www.researchgate.net/publication/277689549_Efficient_temporal_mining_of_micro-blog_texts_and_its_application_to_event_discovery
(SAX*)

3. Influence



1. Reach
2. Buzz
- 3. Influence**
4. Sentiment

- Your message is valuable when it is repeated and/or commented
 - High probability of others referencing & reproducing what you say
 - E.g. Twitter: reply/mention (@xxx) & retweet (RT)

Twitter as a mean to disseminate information

- Its primary function is not as a social network but perhaps to **spread news** (including personal news) or other information.
- An unusual feature of Twitter is **re-tweeting**: forwarding a tweet by posting it again: “Hmmm pretty good incentive.. RT [@RT com](#): US high school allows Muslims time for prayer if they earn good grades <http://on.rt.com/kka96w>”
- If re-tweeted, a tweet can expect to reach an average of **1000 users (Kwak et al.)**
- Another communicational feature of Twitter is the **hashtag**: a meta-tag beginning with # that is designed to help others find a post:



grumpybutcuddly @grumpybutcuddly · 51 min

With a majority #Cameron will be able to sort out boundary changes & English votes for English matters & end left wing politics forever :-)



Measures of Influential Analysis

Influential index (on Twitter)

- **Retweet** and **Reply** features of Twitter is used to enable real-time study

$$\text{Influential Index} = \frac{n(\text{Reply}) + n(\text{Retweet})}{n(\text{Tweet})}$$

For example, a tweet :

Verizon will launch iPhone 4 on 10 Feb sent by user ABC

Retweet (think of it as forwarding)

RT @ABC Verizon will launch iPhone 4 on 10 Feb

Reply

@ABC thanks... I will be there to get one

Measures of Influential Analysis : Amplification



- On Twitter:
 - Amplification = # of Retweets Per Tweet
- On Facebook, Google Plus:
 - Amplification = # of Shares Per Post
- On a blog, YouTube:
 - Amplification = # of Share Clicks Per Post (or Video)

Measures of Influential Analysis :

Applause



- On Twitter:
 - Applause Rate = # of Favorite Clicks Per Post
- On Facebook:
 - Applause Rate = # of Likes Per Post
- On Google Plus:
 - Applause Rate = # of +1s Per Post
- On a Blog, YouTube:
 - Applause Rate = # of +1s and Likes Per Post (or video)



Summary (Reach, Buzz, Influence)

Measure		
Reach	Social reach	#total followers
	Growth	social reach growth along time
	Engagement	$\frac{\# \text{ Likes} + \# \text{ Shares} + \# \text{ Retweets} + \# \text{ blog comments}}{\# \text{ of published posts or pieces of content}}$
Buzz	Nominations /visualizations	#bookmarks, #mentions on web, #likes, keyword trends
Influence	Influential index	$(\# \text{ reply} + \# \text{ retweets}) / \# \text{ tweets}$
	Amplification	# of Retweets (Shares) Per Tweet (post)
	Applause	#favorite clicks (or like, or +) x post

Sentiment analysis in a dedicated lesson

Exercise

- If you have a social account, or more than one, measure your Reach, Buzz and Social Influence