

Rethinking Content:

Getting more from your content assets





WORKSHOP

Definitions Theory Exercises Resources

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UNDERSTANDING GOALS

"If I had an hour to solve a problem, I'd spend 55 minutes thinking about the problem and 5 minutes thinking about solutions."
-Albert Einstein

What do you want your content to do?



Increased revenue

- Does the content help generate sales?
- Brand loyalty
 - Does the content help manage desirability whether that be to increase corporate trust in the private sector, or public trust in the public sector.

Risk management

Can accurate, quality content minimize inadvertent product misuse or minimize risk of lawsuit?

Extension of market

• Does the content allow the organization to expand market reach?



Internal goals



Operational efficiencies

 Does the content reduce the number of customer support calls or make some operational aspect more efficient?

Process efficiencies

 Do particular publishing processes significantly reduce the cost of content production?



Not all goals are created equal



Other stakeholders goals:

- Customer / users
- Content delivery

Other business drivers:

- Organizational drivers
- Corporate planning
- Marketing initiatives
- Reactive tactics



You can't leverage content without a solid semantic foundation.

Case study

BlackBerry® Bold™ 9700

Accessories

Gallery

Details



Overview

Gallery

Available services*

- . BlackBerry® App World™ ►
- Ringtones & images +
- · Email ·
- Video messaging +
- Instant messaging +
- Web browsing +

BlackBerry® Tour™ 9630

Accessories Details

Gallery



Take your life with you with the BlackBerry® Tour™ 9630 smartphone. Whether you are traveling abroad or across town, manage both your personal and professional life on the go.

Features

- High-speed access to the TELUS 3G network.
- TELUS International Roaming
- Bluetooth® 2.0
- BlackBerry® App World™
- · Expandable microSD slot (up to 16GB)
- 3.2MP camera with flash and video capture

More details >

Available services*

- BlackBerry® App World™ ▶
- · Ringtones & images ·
- TELUS mobile radio® >
- Text messaging •
- · Email ·
- · Web browsing ·



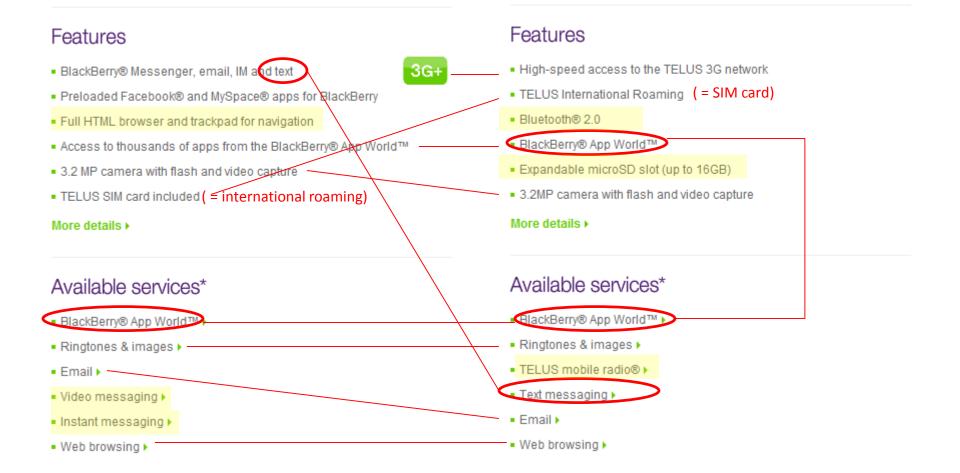
Overview

3G+

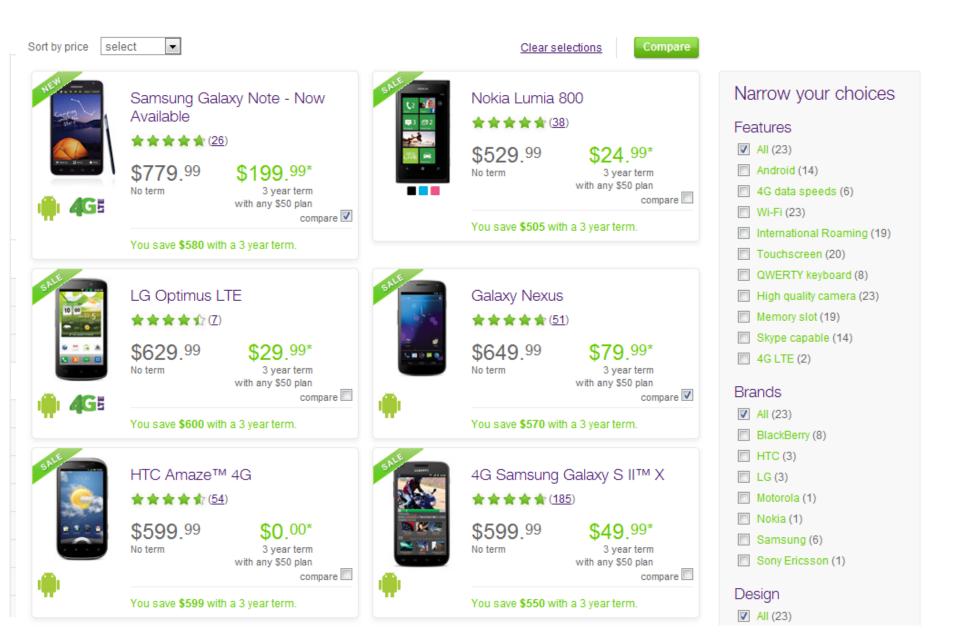
Unstructured, inconsistent

Stay connected and entertained with the sleek and versatile BlackBerry® Bold[™] smartphone, featuring an easy-to-use trackpad for navigation.

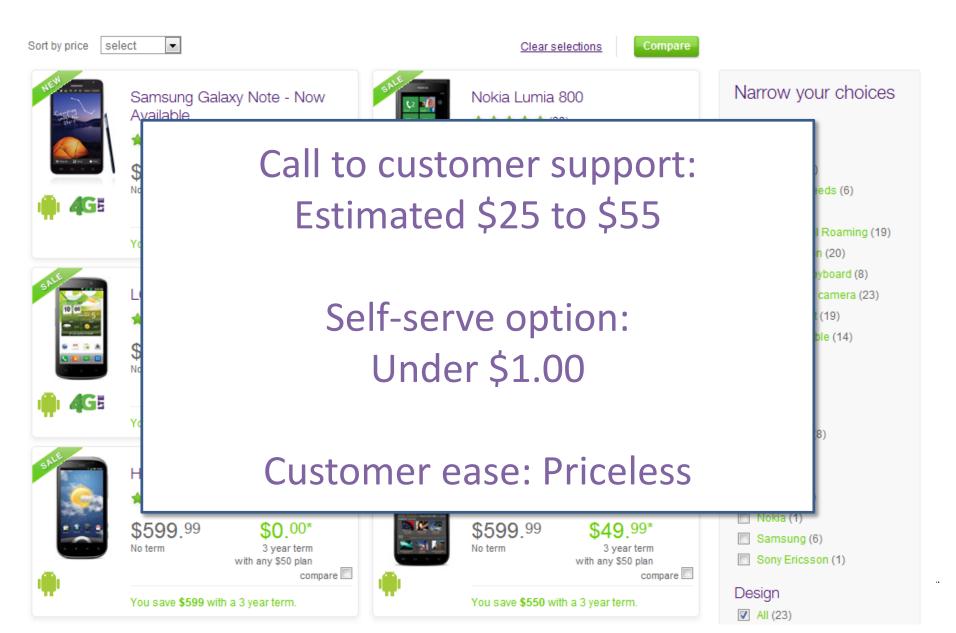
Take your life with you with the BlackBerry® Tour™ 9630 smartphone. Whether you are traveling abroad or across town, manage both your personal and professional life on the go.



Structured – careful metadata



ROI is significant





DELIVERING ON BRAND



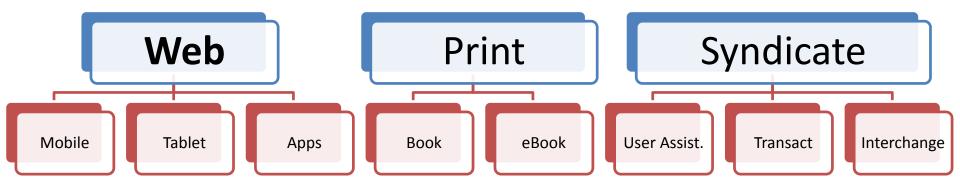
"Every one has experienced how learning an appropriate name for what was dim and vague cleared up and crystallized the whole matter."

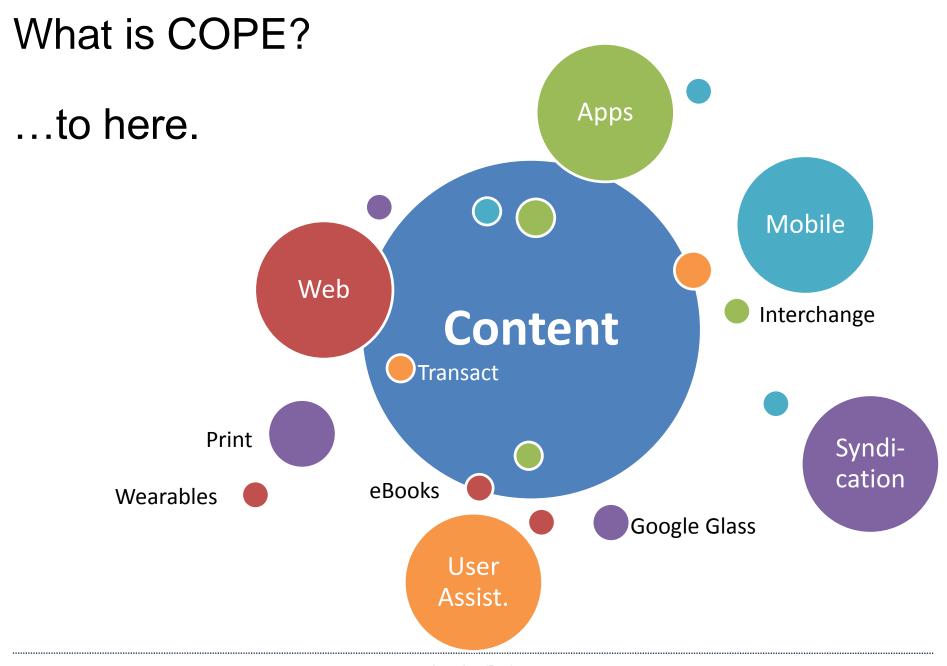
- John Dewey, How We Think

COPE: Create Once, Publish Anywhere

What is COPE?

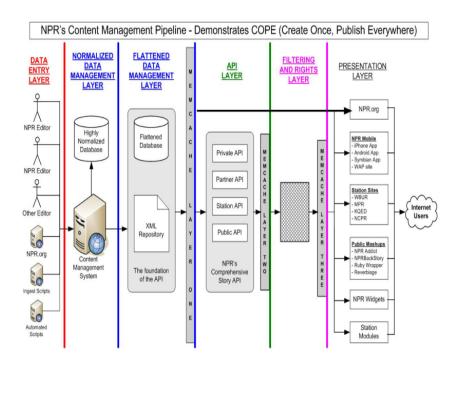
It's a way to get from here

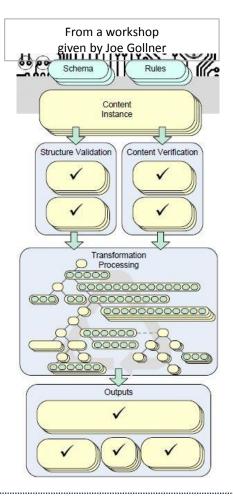




What is COPE?

COPE could look like either of these, or...





About COPE



- No standard solution(s)
- Situation-specific
- Lots of variables that can affect it



COPE-ING MECHANISMS

>>> "Problems are not the problem; coping is the problem."

-Virginia Satir



- **Content findability**
- Personalisation
- Brand consistency
- Multichannel / omnichannel



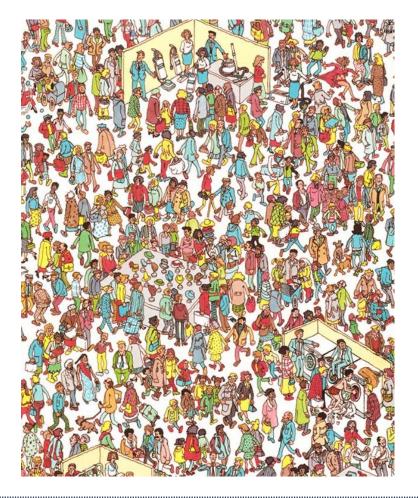
Findability: What humans see

Where's Wally?

From Wikipedia, the free encyclopedia

For the first book in the series, see Where's Wally? (book).

Where's Wally? (known in the United States and Canada as *Where's Waldo?*) is a series of children's books created by British illustrator Martin Handford. The books consist of a series of detailed double-page spread illustrations depicting dozens or more people doing a variety of amusing things at a given location. Readers are challenged to find a character named Wally hidden in the group. Wally's distinctive red-and-white-striped shirt, bobble hat, and glasses make him slightly easier to recognise, but many illustrations contain "red herrings" involving deceptive use of red-and-white striped objects. Later entries in the long-running book series added other targets for readers to find in each illustration.^[1] The books have also inspired a TV show, comic strip and a series of video games.



Findability: What search engines see

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 "http://www.w3.org/TR/xhtml1/DTD/xhtml1-transitional.dtd">
2 <html xmlns="http://www.w3.org/1999/xhtml" dir="ltr" lang="en-US">

<head>

<!--[if lte IE 6]><meta http-equiv="refresh"
content="0;url=http://www.findwaldo.com/upgrade"><![endif]-->

<meta http-equiv="Content-Type" content="text/html; charset=UTF-8" /> <meta name="title" content="Where's Waldo? Where's Wally? Can You Find Waldo?"/>

<meta name="description" content="Where's Wally? He is off on a new adventure, exploring the Web. Can You Find Him? Where's Wally? (titled Where's Waldo? in the United States and Canada, O est Charlie? in french Canada, Find Holger in Denmark, and Wo ist Walter? in Germany) is a seril es of children's books created by the British illustrator Martin Handford. The goal is to find a certain man, Wally, in a busy picture full of people. Wally dresses in a red and white striped shirt and bobble hat, carries a wooden walking stick, and wears glasses. He is always losing things, including books, camping equipment and even his shoes, and readers are invited to spot these items in the illustrations as well."/>

 <meta name="keywords" content="where's wally?, wally, waldo, charlie, martin handford"/>

11 <title>Where's Wally? Can You Find Wally?</title>

<link href="_css/main.css" rel="stylesheet" type="text/css" />

<link rel="stylesheet" href="<u>_css/thickbox.css</u>" type="text/css"
media="screen" />

6

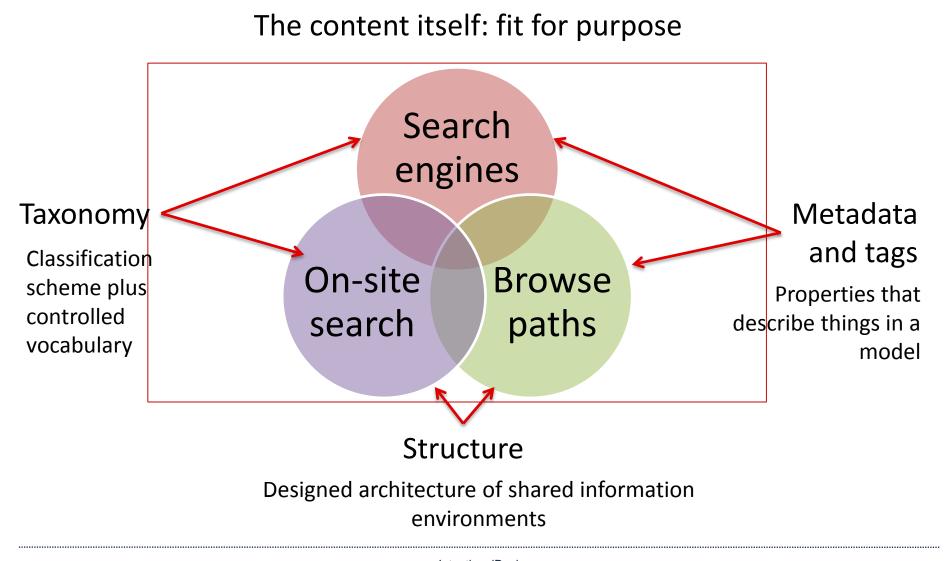
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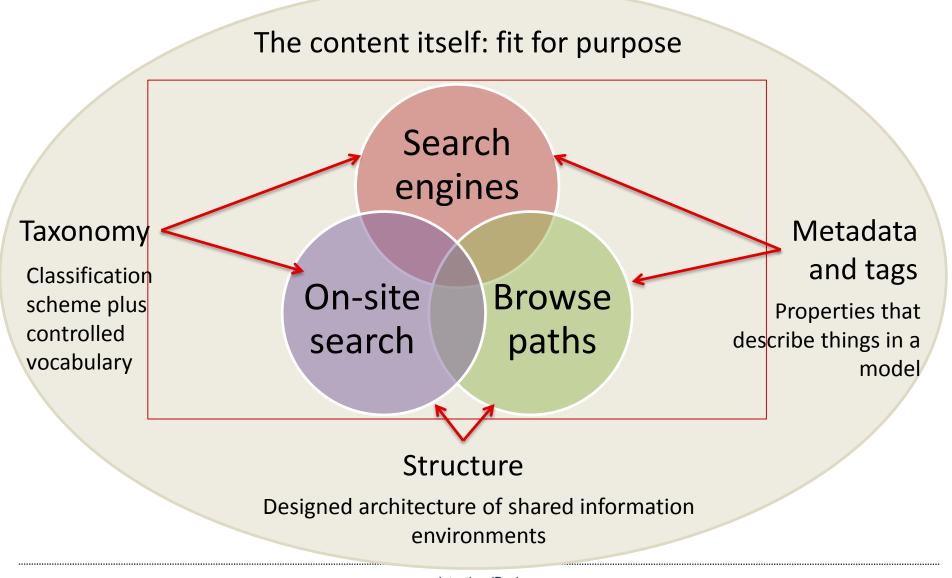
<script type="text/javascript" src="_js/unitip.js"></script>

Four parts to findability



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Four parts to findability



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The discipline of writing is far more demanding in a structured-authoring environment.

Personalisation



Which is the "right" one?

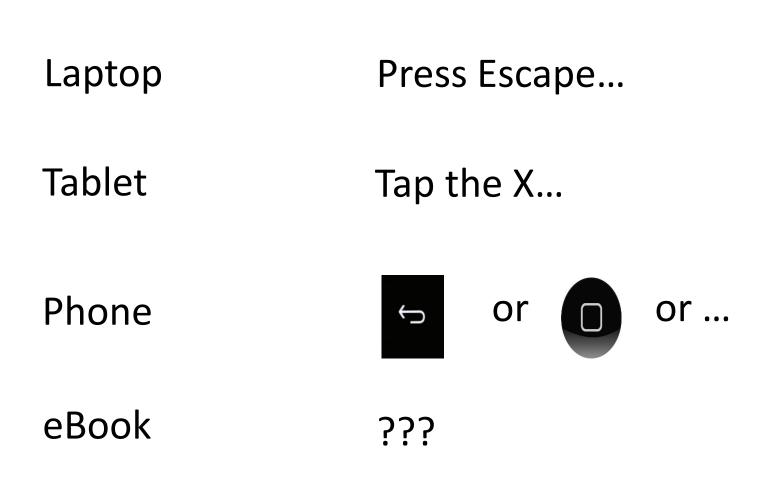
All are iP** adapters

Different markets, different device connectors





Multiple delivery channels



Personalisation

- Information relevant to a single user
- Considers context

- 1. From the right source
- 2. On the right platform
- 3. To the right market
- 4. In the right geography
- 5. To the right people
- 6. At the right moment
- 7. In the right channel
- 8. In the right format
- 9. Using the right version
- 10. In the right language
- 11. In the right media
- 12. At the right time

Omni-channel experience

Seamless approach to multi-channel customer experience

Also called conversational marketing



UNDERSTANDING THE FOUNDATION

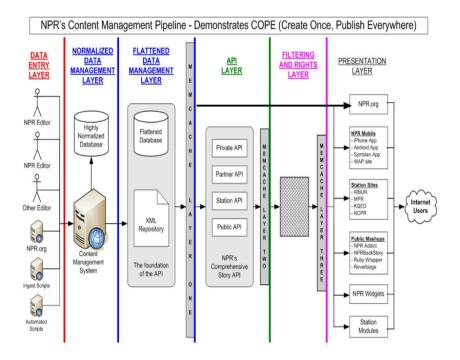
"I suppose it is tempting, if the only tool you have is a hammer, to treat everything as if it were a nail."
 — Abraham Maslow, *Toward a Psychology of Being*

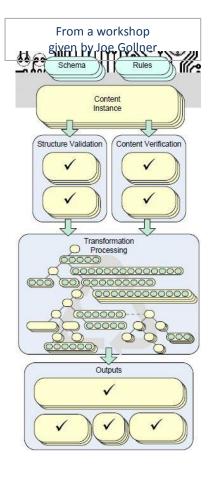
COPE: TWO WAYS

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Two basic COPE strategies

- Examine both strategies
- Determine when appropriate





Intentional Design

Content strategies for business impact



It's all semantics

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Prerequisite understanding



- Semantic structures for content
- Technical underpinnings
- Writing techniques for a COPE environment



Semantic structure



- Semantics is "implied meaning"
- Implied meaning is created (not exclusively) through structure, specifically a "schema"
- Schemas follow standards that can be read by machines
- Search engines and systems that need to exchange content and data
- <u>http://www.searchenginejournal.com/schema-101-how-to-implement-schema-org-markups-to-improve-seo-results/58210/</u>



EXPLORATION



"The learning is in the doing." - Principle from the field of instructional design



- 1. Read the topic on the following screen
- 2. Examine the schema.
- 3. Parse the topic using the schema provided.
- 4. Localise the content for three countries (as indicated).
- 5. Debrief.



Parse this topic using the schema on the next slide.

Returning an Item

You can return any item within thirty days.

- 1. Put the the item back into its original packaging.
- 2. Address the box to our warehouse in [geo-area].
- 3. Send the box through the US Postal Service.
- Note: Standard shipping and handling charges apply.

.....

<Topic> <Title>Text here</title> <Titlealts> </titlealts> <ShortDesc>Text here </shortdesc> <Steps> <Cmd>Text here</cmd> <Cmd>Text here</cmd> </steps> <Note>Text here</note> </topic>

Send the box through the US Postal Service. Note: Standard shipping and handling charges apply.

Send the box through the [RAP-express service]. <p=AU>Standard postage and handling rates apply. <p=UK>Standard postage and packaging rates apply. =US,CA>Standard shipping and handling rates apply. Or get your item sooner with].

DEBRIEF



- How could the editorial side of the content affect the schema side?
- Where does the schema get applied?
- Who decides on the schema and application?



Technical underpinnings

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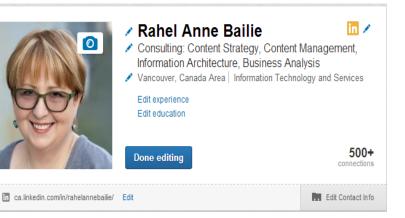
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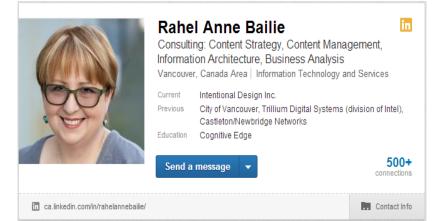
COPE architecture: Baked or fried? [] Intentional Designation

"Baked"

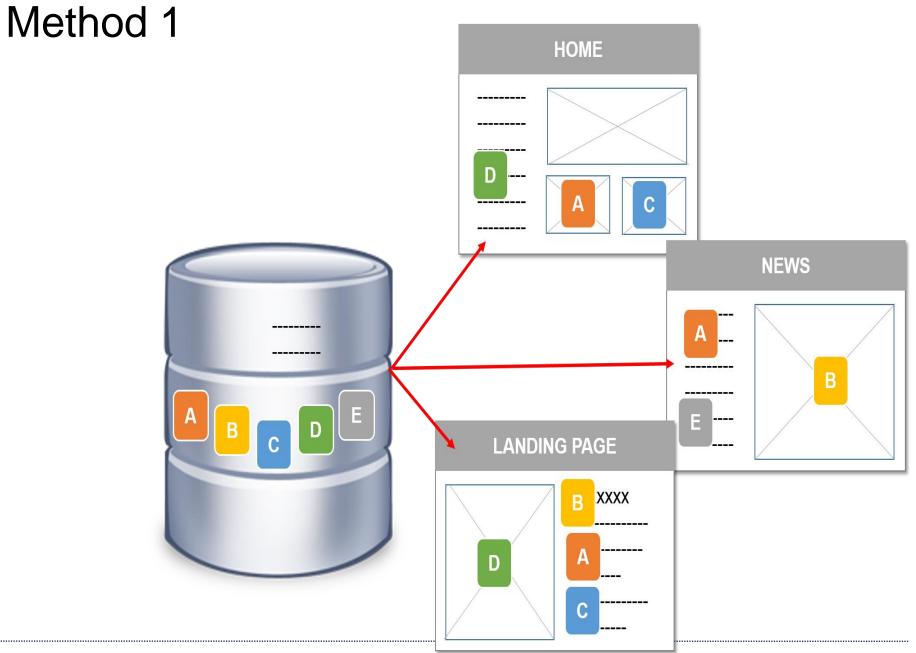
- Developer codes rules into WCMS.
- Author enters content into forms.
- CMS delivers content as per rules.



Public view



My view



Method 1

Presentation

Analytics HTML editor Database Storage Security



Baked



Advantages

- Easy for authors
- Can use common content management software

Disadvantages

- Brittle: rules are "baked in"
- Depend on developers to customise or, later, make changes
- Can be costly and complex to change

Baked vs fried

COPE architecture: Baked or fried? [] Intentional Designation

Method 1: Technology driven

"Baked"

- Developer codes rules into WCMS.
- Author enters content into forms.
- CMS delivers content as per rules.

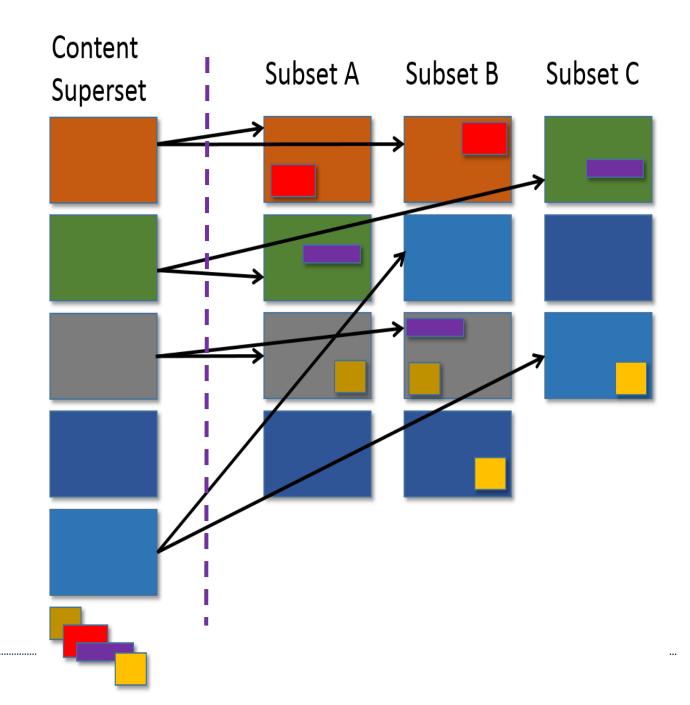
Method 2: Author driven

"Fried"

- Author creates content components.
- CCMS manages components.
- Content transformed for output as per rules.

Baked vs fried

Method 2



Method 2



XML authoring Transclusion Repository (interface, metadata) Database

Fried



Advantages

- Agility: content can be reconfigured for new needs quickly
- Authors have more control

Disadvantages

- Authors need writing discipline
- Authors need to understand technical side of content
- Need specialty software

Baked vs fried

Know your tech



Technical standards

- What are the applicable content standards?
- Which one ones should we use?

Technology choices

- What are the right choices?
- Do we have the right ones?
- Do we customize or trade up?

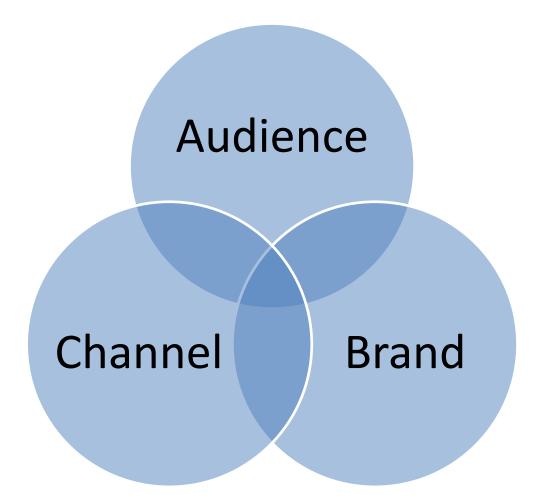
Can we have the best of both worlds?



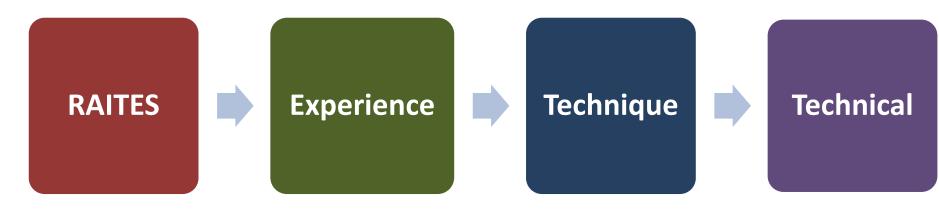
Writing techniques

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What is good writing, anyway?



Where editorial meets technical



Relevant Accurate Informative Timely Engaging Standards based (meets tone-andvoice guidelines) Topic-based Minimalist Genre-appropriate Channel-optimised Optimised for 3-30-3-30 rule Readability Comprehension Plain Language Controlled Vocabulary Translation-ready Re-usable Adaptive Standards-compliant Metadata-optimised SEO-optimised Color-blind check Visuals work across devices



- 1. Examine a piece of content from your work environment that has some delivery challenges.
- 2. Consider the editing challenges needed to make the content work across multiple channels and devices.



DEBRIEF

Content strategies for business impact

Discuss

- Where can you see a writing plan go awry?
- What happens when a team have to contribute to the same content pool?
- What happens with localised content for global use?
- How do you mitigate the risk of poor content?



Treating content like data is a losing proposition

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Data: Numerical or other information represented in a form suitable for processing by computer.

Assumption: Data is organized in "sets" that can be processed like-for-like in a database.





www.IntentionalDesign.ca © 2014 Intentional Design Inc. All rights reserved nder for the evocative metaphor of "spice jars".



Content: "Stuff" contained in a receptacle; humanusable, contextualised data

Assumption: Nuance and context create complexity, which needs management in a content repository*



*database with an interface and specific functions



Even leaders in product content struggle with the translation of supplier "data model" to distributors' data model Inefficiencies primarily born here in the Product Information Flow Good information is lost in the translation too...





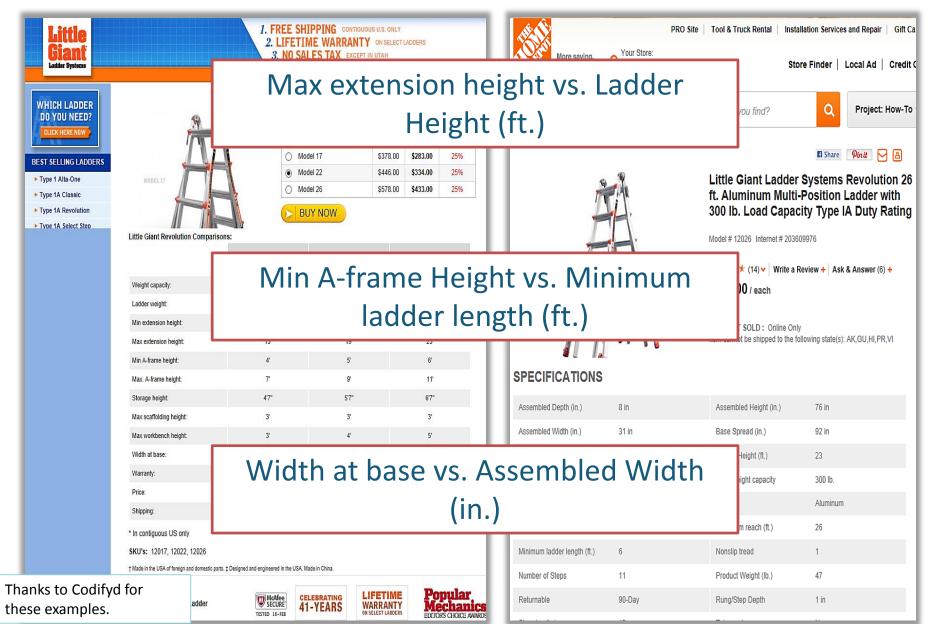
Intentional Design Inc

Content strategies for business impact



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How hard can it be to use a ladder?



Transformation of Data Values (Cable Sheath/ Jacket Material)

OKOCLEAR TS® Thermosetting Polyolefin low smoke/zero halogen jacket compound. OKOGUARD® Okonite's exclusive ethylene-propylene rubber (EPR) based, thermosetting insulation, with an optimum balance of electrical and physical properties unequaled in other solid dielectrics, used on power cables rated 600 V and above. (43rd Anniversary - 2011) OKOLENE® Thermoplastic polyethylene based insulating or jacketing compound. OKONITE® Okonite's exclusive ethylene propylene rubber (EPR) based, thermosetting insulation used up to 2000V. OKONITE-FMR® Okonite's exclusive flame and moisture resistant ethylene propylene rubber (EPR) insulation used up to 2000V. OKOGUARD-OKOLON® Composite insulation system consisting of a layer of EPR and covered with a chlorinated thermoset compound. OKO-PACK® Okonite's unique compact round conductor shape and design. OKOSEAL® A PVC insulation or jacketing compound with excellent resistance to flame and most chemicals. OKOSEAL-N® PVC insulated and nylon jacketed low voltage conductors, Type THHN, THWN-2 and TFN.

CPE Chlorinated Polyethylene jacketing material.

CSA Canadian Standards Association. An independent organization which implements and monitors the commercial and consumer electrical product standards. The CSA assures compliance to the various Canadian Electrical Code requirements.

CT Designation given to cables meeting UL requirements for cable tray use. CTC Designation for Centralized Traffic Control Code Line cable.

CWCMC UL's designation for 600 volt C-L-X marine shipboard cable - "continuously welded corrugated MC" cable. DEL Diesel Electric Locomotive and car wiring with Okonite insulation and Okolon jacket.

EPR Ethylene Propylene Rubber insulating compound ingredient.

ER Exposed Run, UL term designating cables approved for open wire applications. ETFE Modified Ethylene Tetrofluoroethylene compound (Okozel) used for insulation and jackets.

FEP Fluorinated Ethylene Propylene insulation and jacket compund.



The language of manufacturing is often different than the language of B to C e-commerce sales.



Discuss

- In your organisation, where is the dividing line between content and data?
- How is content handled?
- How do you align marketing content with product/service content?
- How do you align content across channels, from pre-sales to customer support?

Re-imagining content

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Case study: City of Vancouver



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Content strategies for business impact



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Reports, agendas, minutes



PDF



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Content strategies for business impact

Issues get written up

Reports get put onto agendas

Recommendations get published



Agenda with many topics



1. VIVA Vancouver 2011 Highlights and 2012 Plan 🖷 Video Clip of this Item

Krisztina Kassay, Planner, VIVA Vancouver Program, and Jenniffer Sheel, Transportation Engineer, will provide a Report Reference on the VIVA Vancouver program, including highlights from 2011 and the proposed 2012 plan.

Staff presentation

COMMUNICATIONS

1. Revisions to the 2012 Public Hearing Meetings Schedule (July - December) 🖾 🖶 Video Clip of this Item

ADMINISTRATIVE REPORTS

1. Sale of City-owned Property Situated at 316 East 8th Avenue - WITHDRAWN • Video Clip of this Item Request to speak to this report has been received.

2. Proposed Strata Title Conversion: 1250 Salsbury Drive (The Jeffs Residence) 🗖 🖶 Video Clip of this Item

3. <u>Rate Adjustment for Metered Motorcycle and Scooter Parking</u> A <u>Video Clip of this Item</u> *Requests to speak to this report have been received*.

4. Two Laneway Speed Hump Projects - First and Second Step Report - Local Improvements by Petition, Court of Revision - June 12, 2012 🖄 🖬 Video Clip of this Item

5. 2012 Property Taxation - Taxation By-laws and Averaging Resolutions 🖾 🖦 Video Clip of this Item

6. Funding Application to Gas Tax Fund to UBCM for Landfill Gas Collection Optimization and Utilization Project and Sea Level Rise Adaptation Plan 🔂 •Video Clip of this Item

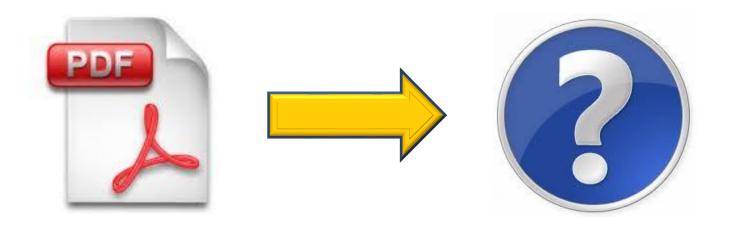
POLICY REPORTS

1. CD-1 Rezoning: 1401 Comox Street 🖾 🖬 Video Clip of this Item

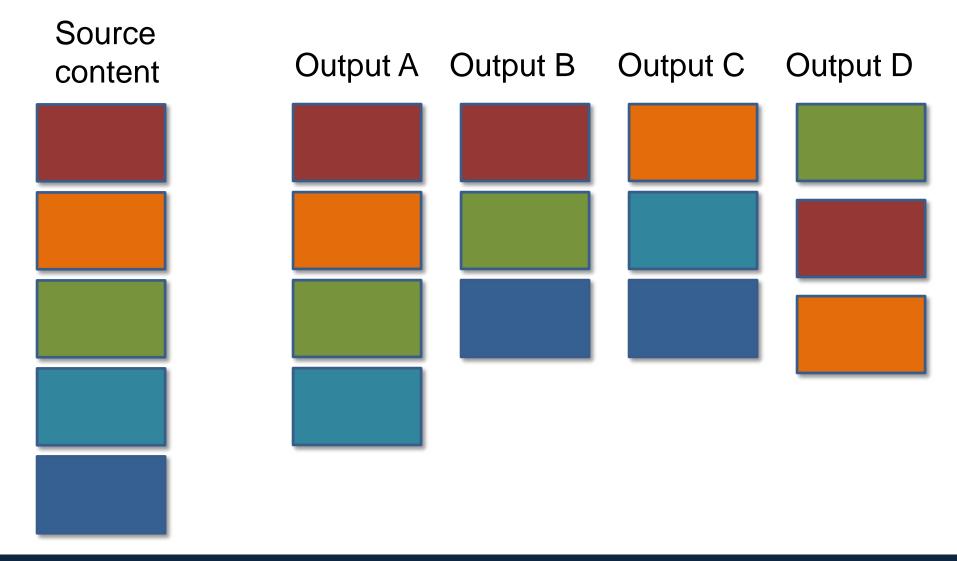
Late Distribution

(i) Memo dated May 14, 2012, from Assistant Director of Planning

Rethink content: BLOBs to modules Intentional Designation









DEBRIEF

Discuss:

- How much re-imagining would it take to figure this out?
- How much did you focus on content quality versus content delivery mechanisms?
- How much will the new delivery method affect the content creation?

One solution

IntentionalDesign_{Inc} Content strategies for business impact

This solution can be baked or fried, with a hybrid solution preferable

- Mostly delivered through existing WCMS functionality
- Some data integration from an existing system
- Various aggregation points through use of metadata
- Extensible to potential content production efficiencies upstream



Componentized agendas



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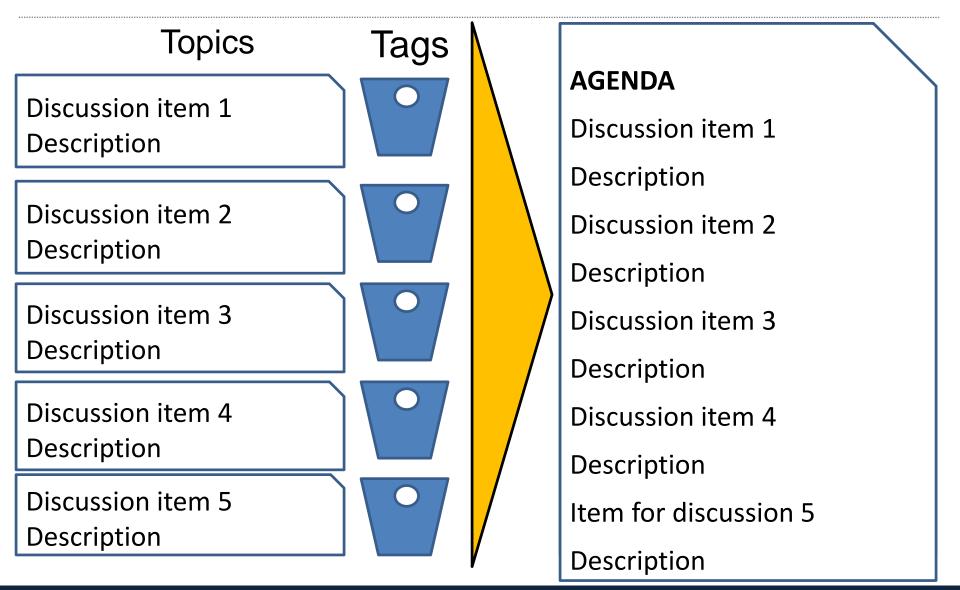
Genre = social construct



<h1></h1>	AGENDA
<h2></h2>	Discussion item 1
	Description
<h2></h2>	Discussion item 2
	Description
<h2></h2>	Discussion item 3
	Description
<h2></h2>	Discussion item 4
	Description
<h2></h2>	Item for discussion 5
	Description

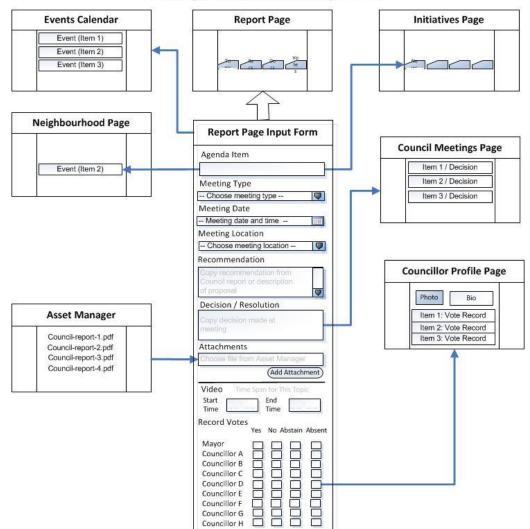
Schema = technical





Rethink the content flow





Publishing of Council Material using the CMS



Deliver to neighbourhood pages



Dunbar

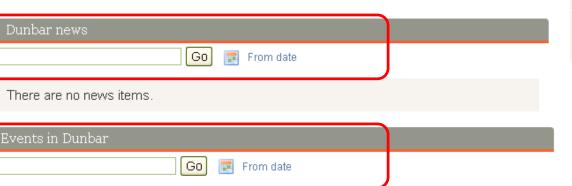
Dunbar borders Point Grey (north), Arbutus (east), the Fraser River (south), and the University of British Columbia (west). The area includes:

- MacKenzie Heights
- Musqueam
- Southlands

Popular attractions in the Dunbar area:

- McCleery Golf Course
- Southlands Riding Club & Country Fair
- UBC Botanical Garden
- Pacific Spirit Regional Park









Deliver to topic pages

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				Areas of	Areas of the city Google site search			
Green Vancouver	Your Government	News, Calendar	Parks, Recreation, and Culture	Home, Property, and Development	People and Programs	Streets and Transportation	Doing Business	
Home > Home, Property, and Development Home, Property, and Development		ent > Urban planning, zoning, and development > Urban planning > Major planning projects > Still Creek Enhancen Waste Disposal Initiative The purpose of this project is to improve the way that Vancouver disposes of industrial and construction waste. This is part of the Green Action Plan which will help the City reach its goal of becoming the greenest city by 2020. The project includes efforts by a number of City departments to get the most value from				Ask. Tell. Conn Call 3-1-1 Outside Vancou 604-873-7000 Speak your own Emergencies: 9 More ways to	Ask. Tell. Connect. Call 3-1-1 TTY 7-1-1 Outside Vancouver: 604-873-7000 Speak your own language Emergencies: 9-1-1 More ways to contact us → Contributing to healthier	
Can plar Cen Con	nbie Corridor tral Broadway ridor		operate within our guide		ndors are aware of thei History	GREENEST CITY 2020		
revit ▶ Has PNE Oly	hatown alization tings Park / E Master Plan mpic Village theast False	The City ex months.	Extension for the Sup (tended an existing cont	Help our waterways Consering and protecting water Find of tabout the City's water conservation efforts to ensure				
Cre Via Eas stra Wa Initi	ek ducts and the tern Core tegy ste Disposal ative	City Announces Oreen Having as Part of Waste Disposal Initiative As part of the new waste disposal initiative, the City has now figured out how to make hauling waste greener, particularly from construction sites. Deconstruction Efforts Decrease Demand for Construction Site Waste Disposal				that everyone can have safe drinking water all year long. Search Metro Vancouver Recycles Search by item or location for where to dispose of materials on the Metro Vancouver		
Protec	ng projects		The City estimates that it can achieve a 25% reduction in construction site waste disposal once deconstruction becomes the norm.				icouver te. ally	

DISCUSS



- How much of this solution is:
 - Content strategy
 - User experience
 - Systems architecture
- What could be enabling factors or blockers to implementing this solution?



RESOURCES

Select content standards





More resources

- Context for semantics <u>http://alistapart.com/article/battle-for-the-body-field</u>
- Semantic elements <u>http://www.w3schools.com/html/html5_semantic_elements.asp</u>
- Schema <u>http://schema.org/</u>
- Content typing in DITA <u>http://docs.oasis-open.org/dita/ v1.0/langspec/ditaref-type.toc.html</u>
- Web writing essentials
 <u>http://www.slideshare.net/GinnyRedish/redish-stc-seattle-2013</u>
 <u>http://www.slideshare.net/adobetcs/developing-an-adaptive-content-strategy-adobe-rockley</u>
- New York Times Innovation Report <u>http://visualdays.no/files/2014/05/224608514-The-Full-New-York-Times-Innovation-Report.pdf</u>

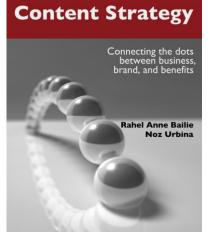




WRAP-UP: QUESTIONS DISCUSSION

Contact Rahel Anne Bailie





TheContentStrategyBook.com

The Content Strategy Term of the Week 52 weeks. 52 terms. 52 definitions. 52 essays from 52 experts.



TheLanguageofContentStrategy.com



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Content strategist for omnichannel projects. Focused on increase ROI of product lifecycle content. Synthesizer of requirements analysis, information architecture, and content management. Interpreter of geek to business during content management implementations. Aflicionado of content structure and standards. Founder of Intentional Design (IntentionalDesign.ca). Fellow of STC (stc.org).

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