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Facebook & Google Ads Data Export Guide

Written by Himanshu Sharma, Founder of Optimize Smart

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About the author

- Founder, OptimizeSmart.com
- Over 15 years of experience in digital analytics and marketing
- Author of four best-selling books on digital analytics and conversion optimization

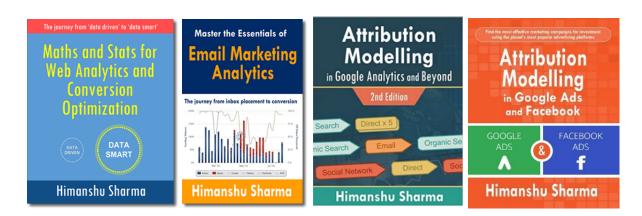


- Nominated for Digital Analytics Association Awards for Excellence
- Runs one of the most popular blogs in the world on digital analytics
- Consultant to countless small and big businesses over the decade

Website: <u>www.optimizesmart.com</u>

Linkedin: https://www.linkedin.com/in/analyticsnerd

Facebook: https://www.facebook.com/optimizesmart





Following are our most downloaded ebooks for

career advancement:

#1 Sales and ROI Accelerator (150+ pages)

WHAT'S INSIDE: My step-by-step blueprint for generating record sales and ROI by leveraging analytics data.

#2 Set Up Your Google Analytics 4 (GA4) Account Correctly And Fast (70 pages)

WHAT'S INSIDE: Learn to set up your GA4 account correctly and fast using this 62 points checklist.

FAQ: Do you show "How" to do each item on the checklist? If so, with screenshots?

Yes. There are links to the articles with detailed step by step instructions.

FAQ: Does this ebook cover GTM too? Yes.

#3 Google Tag Manager Data Layers (100+ pages)

WHAT'S INSIDE: My step-by-step blueprint for getting started with data layers. Get the only ebook on GTM data layers ever published. Learn the JavaScript behind it.



#4 Learn to Read E-Commerce Reports in Google Analytics (100+ pages)

WHAT'S INSIDE: My step-by-step guide to reading both standard and enhanced e-commerce reports in Google Analytics. E-commerce reports are the most valuable reports in Google Analytics.

#5 Do you want better skills in digital analytics and marketing? If yes, then register for the free training:

Here's what we're going to cover...

- 1. Why digital analytics is the key to online business success.
- 2. The number 1 reason why most marketers are not able to scale their advertising and maximize sales.
- 3. Why Google and Facebook ads don't work for most businesses & how to make them work.
- 4. Why you won't get any competitive advantage in the marketplace just by knowing Google Analytics.
- 5. The number 1 reason why conversion optimization is not working for your business.
- 6. How to advertise on any marketing platform for FREE with an unlimited budget.
- 7. How to learn and master digital analytics and conversion optimization in record time.



Get helpful tips on a daily basis

If you are the type of person who finds it helpful to receive short tips on building your website traffic, improving conversions, fixing attribution issues and learning about analytics in general, then follow me on LinkedIn. I post a few short tips each day.

Click here and follow me on LinkedIn

How to send Facebook ads data to Google Sheets?

Make sure you have installed the <u>Supermetrics for Google Sheets Add-on</u> before you continue.

Follow the steps below:

Step-1: Before you pull data from Facebook ads into Google Sheets, determine the overall layout and format of how your extracted data should look in Google Sheets.

For example, let's create the following Facebook ads report in Google Sheets:



Campaigns	Ad Sets			🗀 Ads		
Create 11 Export 💌						
Name	ţŤ	Amount Spent	Clicks (All) ↓	Landing Page Views	Reach	Frequency
> 🗅 Webinar Promotion to V	Vebsite Visitor	\$271.66	1,146	55	9,172	2.46
> 🗋 Webinar Promotion to V	Vebsite Visitor	\$163.16	779	59	8,708	2.63
> 🗋 Post: "👉 😵 It's all abo	ut being very g	\$13.61	626	2	7,106	1.40
> 🗅 Post: "👉 Register for th	ne web class >	\$5.77	396	_	3,102	1.22
> 🗋 Webinar Promotion to V	Vebsite Visitor	\$166.32	378	182	13,107	4.99

Following are the attributes of this report:

- It contains one dimension named 'Name' (which denotes Facebook Campaign Name).
- It contains five metrics named: 'Amount Spent', 'Clicks (All)', 'Landing Page Views', 'Reach' and 'Frequency'.
- 3. The data table is sorted by 'Clicks (All)' metrics in descending order.
- 4. The data table contains five rows of data.
- 5. The data is for the month of Sept 2019 (not shown in the screenshot above)
- The data table is using the 1 day click attribution window (not shown in the screenshot above)



Step-2: Navigate to Google Sheets and then click on the cell where you want the extracted Facebook ads data to appear:

≣		spreadsheet View Insert F		Tools Add-ons	Help <u>All chan</u>	g <u>es saved in Dri</u>	ve
F		100% 👻 \$	% .0 .00 12	3 ▼ Default (Ari	→ 10 →	B <i>I</i> ද /	À 🔶
X							
	С	D	E	F	G	Н	
1	New sessions %	New users					
2	86.67	104		Campaign name	Campaign status	Daily budget	Impress
3	100	18		DAI Program Prom	paused	20	
4	100	5		DAI Program Prom	paused	20	
5	80	4		П			
6	100	4		V			
7	100	3					
8	100	3					
9	50	1					
0	100	2					
1	100	1					
2							

Every time you pull data from a data source (like Facebook ads), the Supermetrics Google Sheets add-on run a query in the background.

Supermetrics run queries at a specific location in Google Sheets. This location is specified by you when you click on a particular cell.

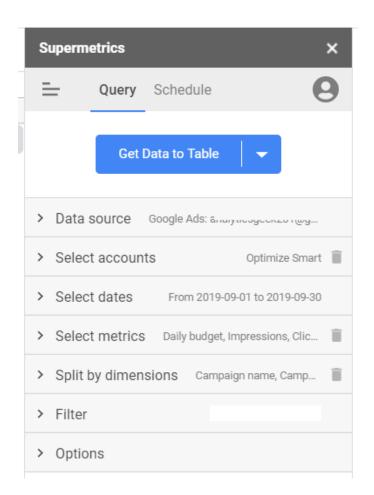
Step-3: Click on *'Launch Sidebar'* from the *'Supermetrics'* menu (under *'Add-ons'*):



Is Ad	dd-ons Help <u>All char</u>	nges saved in Drive
	Document add-ons	B <i>I</i> \$ <u>A</u> \$. ⊞ ∃∃ → ≡ → ± →
-	Supermetrics	Launch sidebar
w u	Get add-ons Manage add-ons	Refresh all Refresh active sheet
	4 4 3 3 1 2 1	Manage queries Schedule refresh & emailing Duplicate this file for another account Purchasing Template gallery
		Help

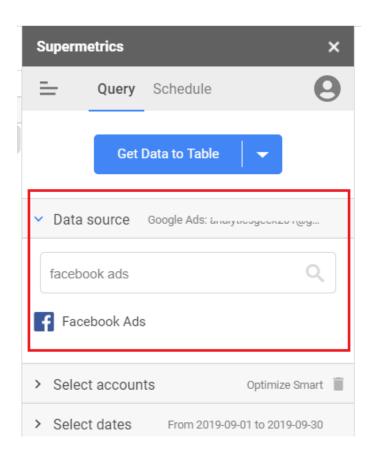
You should now see a dialog box like the one below:





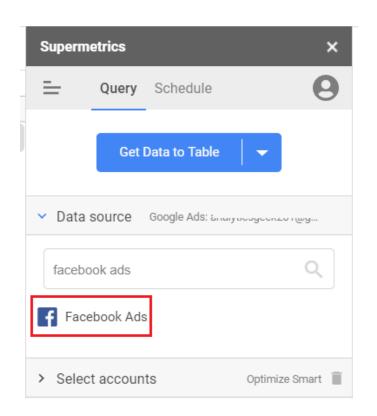
Step-4: Click on the 'Data Source' drop-down menu and then type 'facebook ads' in the text box to find this data source:



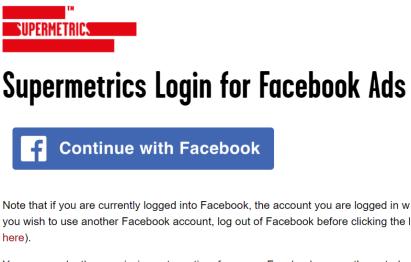


Step-5: Click on the 'Facebook Ads' option:





A new tab will open in your browser window which will ask you to log in for Facebook Ads:



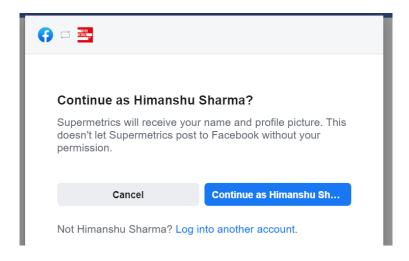
You can revoke the permissions at any time from your Facebook account's control p at info@supermetrics.com



If you are currently logged into Facebook, the account you are logged in with will automatically be used for authentication. If you wish to use another Facebook account, log out of Facebook before clicking the link above.

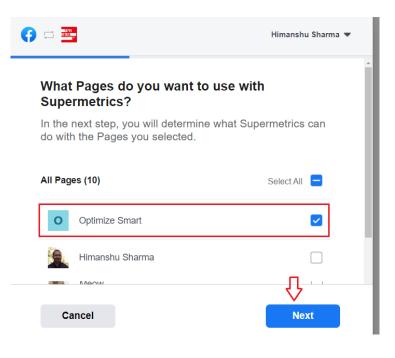
Step-6: Click on the 'Continue with Facebook' button.

Step-7: Allow supermetrics to receive your name and profile picture by clicking on the 'Continue as...' button:



Step-8: Select the Facebook Fan page you want to use with Supermetrics and then click on the 'Next' button:



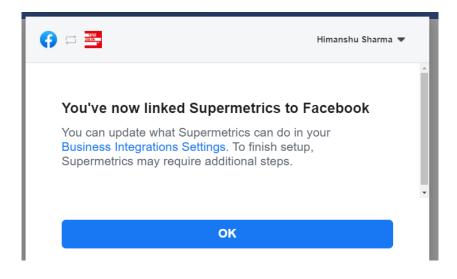


Step-9: Allow Supermetrics to access your Facebook ads and related stats by clicking on the 'Done' button:

	Himanshu Shar
What is Supermetrics allowed to do	0?
() Supermetrics may not work properly if you turn	off these options.
Access your Facebook ads and related stats	۱ 🌒
Read content posted on the Page Optimize Smart	()
Manage accounts, settings, and webhooks for a Page Optimize Smart	e 🚺 1
Read user content on your Page Optimize Smart	()
Create and manage ads for your Page Optimize Smart	۲ 🌒
Cancel Back	Done

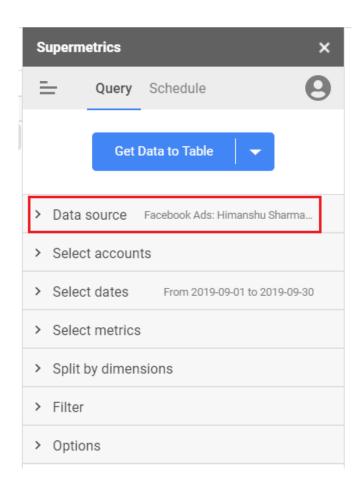


Step-10: Click on the 'Ok' button:



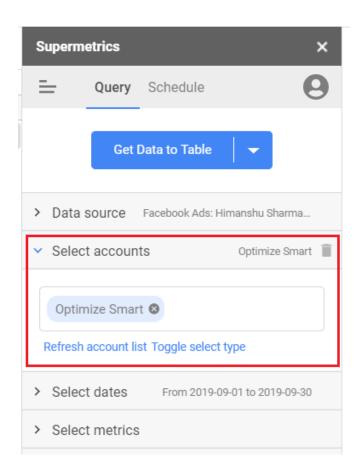
Once you clicked on the 'OK' button, you should automatically be redirected to your Google Sheets and you should be able to see 'Facebook Ads' listed as a data source:





Step-11: Click on the 'Select Accounts' drop-down menu and then select your Facebook ads account from which you to pull data into Google Sheets:





Note: If you don't see your Facebook ads account then click on the 'Refresh account list' link. If that doesn't work then it means you don't have access to the Facebook ads account.

Step-12: Click on the 'Select Dates' drop-down menu and then select the date range for your data:



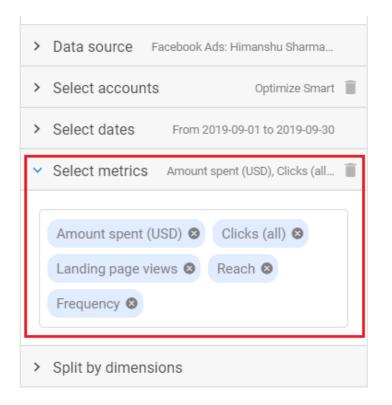
Supermetrics	×
🗕 Query Schedule 🕴	
Get Data to Table 🛛 🖵	
> Data source Facebook Ads: Himanshu Shar	
> Select accounts Optimize Smart	
✓ Select dates From 2019-09-01 to 2019-09-30	
Custom date range	I
Start End 2019-09-01	
Compare to: None	

For this example, I selected the entire month of Sept 2019.

Note: The date range updates automatically every time you refresh/update the query.

Step-13: Click on the 'Select Metrics' drop-down menu and then add the following five metrics:





I selected these particular metrics because if you remember, I want to replicate the following Facebook ads report in Google Sheets:

Campaigns	Ad Sets			Ads		
Create 🔹 Export 💌 …						
Name	†↓	Amount Spent	Clicks (All) ↓	Landing Page Views	Reach	Frequency
> 🗅 Webinar Promotion to Web	site Visitor	\$271.66	1,146	55	9,172	2.46
> D Webinar Promotion to Web	site Visitor	\$163.16	779	59	8,708	2.63
📄 > 🗋 Post: "👉 🎯 It's all about t	being very g	\$13.61	626	2	7,106	1.40
> 🗋 Post: "👉 Register for the v	veb class > 🕚	\$5.77	396	_	3,102	1.22
> D Webinar Promotion to Web	site Visitor	\$166.32	378	182	13,107	4.99



And this report contains five metrics named: 'Amount Spent', 'Clicks (All)', 'Landing Page Views', 'Reach' and 'Frequency'. So I added the corresponding five metrics via Supermetrics Google Sheets Add-on.

Step-14: Click on the 'Split by dimensions' drop-down menu and then add the following dimension:

> Select dates From 2019-09-01 to 2019-09-30							
> Select metrics Amount spent (USD), Clicks .	. 🏢						
Split by dimensions Campaign name	e 📋						
Split to rows							
Campaign name 🛛							
# of rows to fetch 5							
Sort rows Automatic \$							
Split to columns							
Type to search							

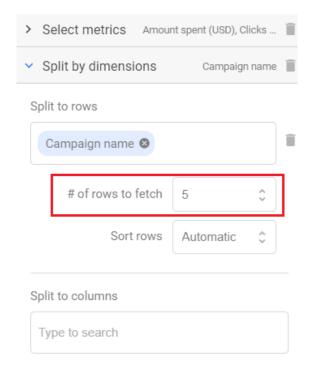
I selected this particular dimension because if you remember, I want to replicate the following Facebook ads report which contains the 'Name' dimension:



Campaigns	Ad Sets			🗂 Ads		
Create 🛊 Export 💌 …						
Name	ţ	Amount Spent	Clicks (All) ↓	Landing Page Views	Reach	Frequency
> D Webinar Promotion to We	bsite Visitor	\$271.66	1,146	55	9,172	2.46
> D Webinar Promotion to We	bsite Visitor	\$163.16	779	59	8,708	2.63
> 🗋 Post: "🎓 🎯 It's all about	t being very g	\$13.61	626	2	7,106	1.40
> D Post: " A Register for the	web class >	\$5.77	396	_	3,102	1.22
> 🗋 Webinar Promotion to We	bsite Visitor	\$166.32	378	182	13,107	4.99

So I added the corresponding dimension via Supermetrics Google Sheets Add-on.

Step-15: Select the number of rows to fetch to 5 (as there are five rows in the data table of Facebook ads report):





Step-16: Set 'Sort rows' setting to 'Clicks (All)' and 'Sort direction' to 'Descending':

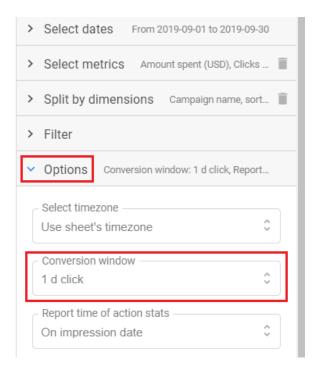
	lit by dimensions	Campaign name, so	ort 🗎
Ca	mpaign name 😣		
	# of rows to fetch	5	\$
	Sort rows	Clicks (all)	\$
	Sort direction	Descending	\$
	Secondary sort	Automatic	\$
	to columns		

We are going to sort the data table by 'Clicks (All)' metric in descending order because this is how our Facebook ads report has been sorted:



Campaigns	Ad Sets			🗂 Ads		
Create 1 Export						
Name	†↓	Amount Spent	Clicks (All) ↓	Landing Page Views	Reach	Frequency
> 🗋 Webinar Promotion to V	Vebsite Visitor	\$271.66	1,146	55	9,172	2.46
> 🗋 Webinar Promotion to V	Vebsite Visitor	\$163.16	779	59	8,708	2.63
> 🗋 Post: "👉 😵 It's all abo	ut being very g	\$13.61	626	2	7,106	1.40
> 🗅 Post: "👉 Register for th	ne web class >	\$5.77	396	-	3,102	1.22
> 🗋 Webinar Promotion to V	Vebsite Visitor	\$166.32	378	182	13,107	4.99

Step-17: Click on the 'Options' drop-down menu and then set the conversion window to '1 d click' (which stands for '1 day click' attribution window in the context of Facebook ads):





I used the 1-day click window because this is the attribution window that my Facebook ads report is using.

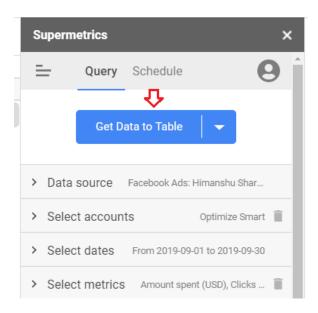
Note: It is very important that you select the correct conversion window. Otherwise, your data in the Facebook ads report may not match with the extracted data in Google Sheets.

Step-18: Select the following checkbox 'Format results for Google Data Studio':

Options Conversion window: 1 d click, Repo	ort
Select timezone	
Use sheet's timezone	Ŷ
Conversion window	
1 d click	Ŷ
Report time of action stats	
On impression date	Ŷ
Show all time values	
Replace blank metric values with zeros	S
Combine new results with old	
Format results for Google Data Studio	
No header row	
Highlight values with colours	
Off	Ŷ
Advanced settings	



Step-19: Click on the 'Get Data to Table' button:



You should now see your Facebook ads data in Google Sheets:

Campaign name	Cost (USD)	Clicks (all)	Landing page vie	Reach	Frequency
Webinar Promotion	271.66	1146	55	9172	2.46
Webinar Promotion	163.16	779	59	8708	2.63
Post: "👉 🎯 It's a	13.61	626	2	7106	1.4
Post: "👉 Register	5.77	396	0	3102	1.22
Webinar Promotion	166.32	378	182	13107	4.99

Step-20: Now compare this extracted data with your Facebook ads report:



Campaigns	Ad Sets			🗂 Ads		
Create 11 Export						
Name	ţ	Amount Spent	Clicks (All) ↓	Landing Page Views	Reach	Frequency
> 🗋 Webinar Promotion to W	/ebsite Visitor	\$271.66	1,146	55	9,172	2.46
> 🗋 Webinar Promotion to W	Vebsite Visitor	\$163.16	779	59	8,708	2.63
📄 > 📋 Post: "🎓 🎯 It's all abo	ut being very g	\$13.61	626	2	7,106	1.40
> 🗅 Post: "👉 Register for th	e web class >	\$5.77	396	_	3,102	1.22
> 🗋 Webinar Promotion to W	/ebsite Visitor	\$166.32	378	182	13,107	4.99

Since the extracted data matches the data from the Facebook ads report, we can conclude that we extracted the Facebook ads data correctly into Google Sheets.

That's how you can pull data from Facebook ads into Google Sheets.

How to send Google ads data to

Google Sheets?

Make sure you have installed the <u>Supermetrics for Google Sheets Add-on</u> before you continue.

Follow the steps below:



Step-1: Make sure that the Google email you used to access Google Sheets has also got access to your Google Ads account.

Step-2: Before you pull data from Google Ads into Google Sheets, determine the overall layout and format of how your extracted data should look in Google Sheets.

For example, let's create the following Google Ads report in Google Sheets:

Campaign	Budget	Status	$\downarrow~$ Impr.	Clicks	CTR	Avg. CPC
Total: All but removed campaigns 💿			2,375	55	2.32%	£3.49
DAI Program Prom	£20.00/day 📉	Paused	1,380	35	2.54%	£2.94
DAI Program Prom	£20.00/day 📉	Paused	995	20	2.01%	£4.46

Following are the attributes of this report:

- 1. It contains two dimensions named 'Campaign' and 'Status'.
- It contains five metrics named: 'Budget', 'Impr.', 'Clicks', 'CTR' and 'Avg. CPC'.
- 3. The data table is sorted by 'Impr.' metrics in descending order.
- 4. The data table contains two rows of data.
- 5. The data is for the month of Sept 2019 (not shown in the screenshot above)



Step-3: Navigate to Google Sheets and then click on the cell where you want the extracted Google Ads data to appear:

5	~ 8 7	100% 👻 \$	% .0, .00, 123	3 ▼ Default (Ari.	• 10	- В <i>I</i>	A À 🖽 🗄	- <u> </u>	- ÷ - 𝒫 -	cə 🕇 🔟 🏹	-Σ.
x						п					
	А	В	с	D	E	d b ⊨	G	н	I	J	К
1	Country	Sessions	New sessions %	New users		V					
	Canada	120	86.67	104]				
	China	18	100	18							
	Cambodia	5	100	5							
5	Cameroon	5	80	4							
ò	Czechia	4	100	4							
7	Chile	3	100	3							
3	Colombia	3	100	3							
	Cuba	2	50	1							
)	Côte d'Ivoire	2	100	2							
1	Cyprus	1	100	1							
2											

Every time you pull data from a data source (like Google Analytics or Google Ads), the Supermetrics Google Sheets add-on run a query in the background.

Supermetrics run queries at a specific location in Google Sheets. This location is specified by you when you click on a particular cell.

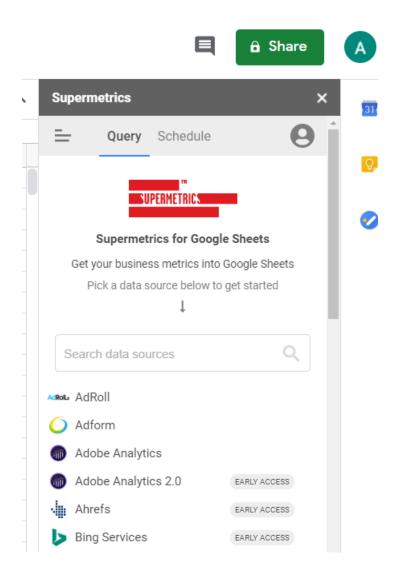
Step-4: Click on 'Launch Sidebar' from the 'Supermetrics' menu (under 'Add-ons'):



Is Ac	dd-ons Help <u>All chan</u>	ges saved in Drive
	Document add-ons	B <i>I</i> \$ <u>A</u> \$. ⊞ 53 → ≡ → ± →
	Supermetrics	Launch sidebar
wu	Get add-ons Manage add-ons	Refresh all Refresh active sheet
	4	Manage queries
	3	Schedule refresh & emailing
	3	Duplicate this file for another account
	2	Purchasing
	1	Template gallery
		Help

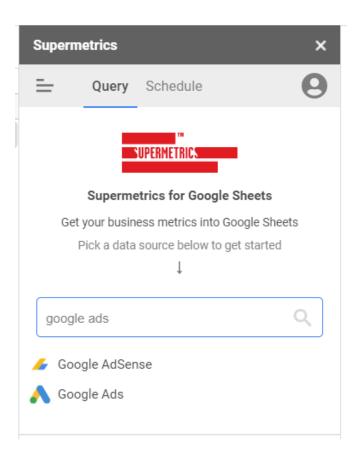
You should now see a dialog box like the one below:

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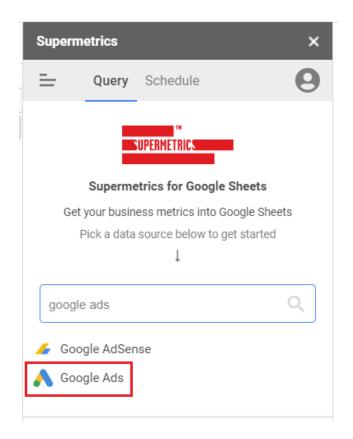
Step-5: Type 'google ads' in the text box to find this data source:





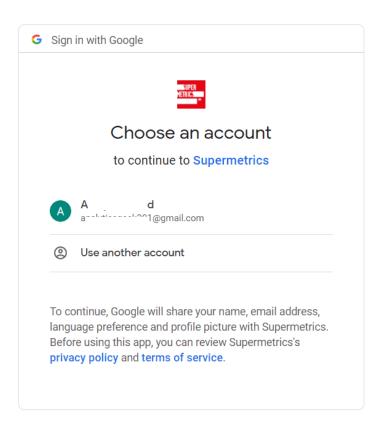
Step-6: Click on the 'Google Ads' option:





A new tab will open in your browser window which will ask you to select your Google Account:

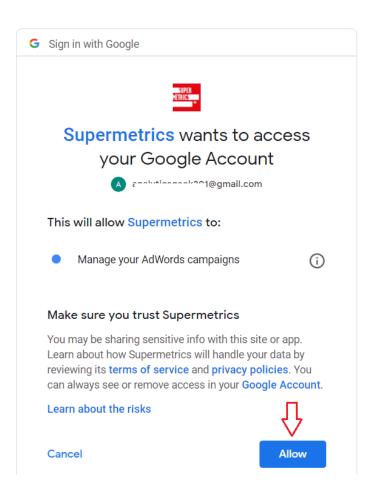




Step-7: Click on your Google account.

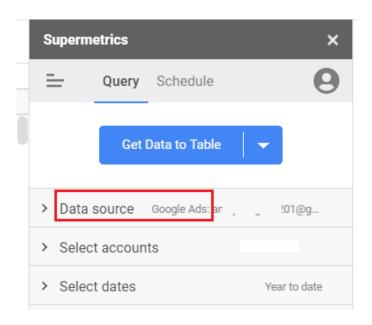
Step-8: Allow supermetrics to view and manage your Google Ads campaign by clicking on the '*Allow*' button:





Once you clicked on the 'Allow' button, you should automatically be redirected to your Google Sheets and you should be able to see 'Google Ads' listed as a data source:



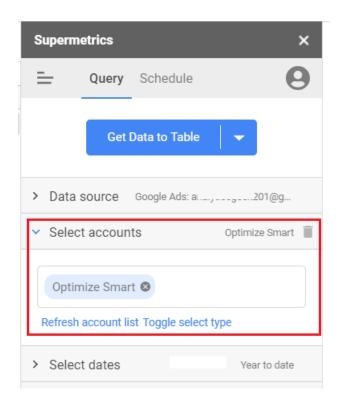


Step-9: Click on the 'Select Accounts' drop-down menu:

Supermetrics ×						
=	Query	Schedule	Θ			
	Get	Data to Table	-			
> Data	source	Google Ads: ٤	,1@g			
> Selec	t accoun	ts				
> Selec	t dates		Year to date			

Step-10: Select your Google Ads account from which you want to pull data into Google Sheets:





Note: If you don't see your Google Ads account then click on the 'Refresh account list' link. If that doesn't work then it means you don't have access to the Google Ads account.

Step-11: Click on the *'Select Dates*' drop-down menu and then select the date range for your data:



Supermetrics	×
Query	Schedule
Get D	ata to Table 🛛 🔫
> Data source	Google Ads: Linea, acception and
> Select accoun	ts Optimize Smart 🗑
✓ Select dates	From 2019-09-01 to 2019-09-30
Date range	nge 🇘
Start 2019-09-01	
Compare to: None	÷
> Select metrics	5

For this example, I selected the entire month of Sept 2019.

Note: The date range updates automatically every time you refresh/update the query.

Step-12: Click on the '*Select Metrics*' drop-down menu and then add the following five metrics:



>	Select accounts	Optimize Smart	Î
>	Select dates	From 2019-09-01 to 2019-09-30	
~	Select metrics	Daily budget, Impressions, Clic	Î
	Daily budget S Clicks S CTR		
>	Split by dimensio	ons	

I selected these particular metrics because if you remember, I want to replicate the following Google Ads report in Google Sheets:

	Campaign	Budget	Status	\downarrow Impr.	Clicks	CTR	Avg. CPC
Total: All but re	moved campaigns 🕥			2,375	55	2.32%	£3.49
0	Q DAI Program Prom	£20.00/day 📉	Paused	1,380	35	2.54%	£2.94
0	Q DAI Program Prom	£20.00/day 🔀	Paused	995	20	2.01%	£4.46

And this report contains five metrics named: 'Budget', 'Impr.', 'Clicks', 'CTR' and 'Avg. CPC

So I added the corresponding five metrics via the Supermetrics Google Sheets add-on.



Step-13: Click on the '*Split by Dimensions*' drop-down menu and then add the following two dimensions:

> Select dates From 2019-09-01 to 2019-09-30	
> Select metrics Daily budget, Impressions, C	Î
 Split by dimensions Campaign name, Ca 	Î
Split to rows	
Campaign name 🛛	Î
Campaign status 😣	
# of rows to fetch 10,000 🗘	
Sort rows Automatic 🗘	

I selected these particular dimensions because if you remember, I want to replicate the following Google Ads report in Google Sheets:

Campaign	Budget	Status	\downarrow Impr.	Clicks	CTR	Avg. CPC
Total: All but removed campaigns 💿			2,375	55	2.32%	£3.49
DAI Program Prom	£20.00/day 📐	Paused	1,380	35	2.54%	£2.94
DAI Program Prom	£20.00/day 🔀	Paused	995	20	2.01%	£4.46



And this report contains two dimensions named 'Campaign' and 'Status'. So I added corresponding dimensions via the Supermetrics Google Sheets add-on.

Step-14: Select the number of rows to fetch to the minimum value of 5 (as there are only 2 rows in the data table of the Google Ads report):

lit by dimensions to rows	Campaign name, Ca	Ĩ
ampaign name ampaign status 🟾		Ĩ
# of rows to fetch	5 \$	
Sort rows	Automatic \$	
to columns be to search		

Step-15: Set 'Sort rows' setting to 'Impressions' and 'Sort direction' to
'Descending':



~	Split by dimensions	Campaign name, Ca	Ĩ
S	plit to rows		
	Campaign name 😣		1
	Campaign status 😣		
	# of rows to fetch	5 ्	
	Sort rows	Impressions \$	
	Sort direction	Descending \$]
	Secondary sort	Automatic \$]
S	plit to columns		
	Tune to search		

We are going to sort the data table by impressions in descending order because this is how our Google Ads report has been sorted:

Campaign	Budget	Status	\downarrow Impr.	Clicks	CTR	Avg. CPC
Total: All but removed campaigns			2,375	55	2.32%	£3.49
DAI Program Prom	£20.00/day 📉	Paused	1,380	35	2.54%	£2.94
DAI Program Prom	£20.00/day 🔀	Paused	995	20	2.01%	£4.46

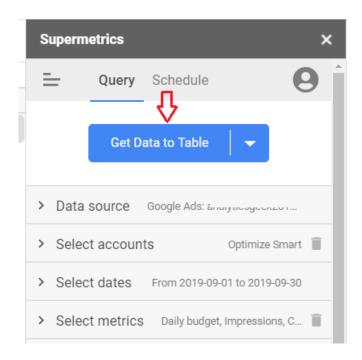
Step-16: Click on the '**Options**' drop-down menu and then select the following checkbox '*Format results for Google Data Studio*':



> S	Colit by dimensions Campaign name, Ca						
> F	ilter						
~ (Pptions Format for Google Data Studio						
B	rand keywords						
	Enable user location view						
] Include zero impression rows						
	Show all time values						
	Replace blank metric values with zeros						
	Combine new results with old						
	Format results for Google Data Studio						
	No header row						

Step-17: Click on the 'Get Data to Table' button:





You should now be able to see your Google ads data in Google Sheets:

Campaign name	Campaign status	Daily budget	Impressions	Clicks	CTR	CPC
DAI Program Prom	paused	20	1380	35	2.54	2.94
DAI Program Prom	paused	20	995	20	2.01	4.46

Now compare this extracted data with the data in your Google Ads report:

Campaign	Budget	Status	$\downarrow~$ Impr.	Clicks	CTR	Avg. CPC
Total: All but removed campaig	ns 🔿		2,375	55	2.32%	£3.49
DAI Progr	am Prom £20.00/day 🔀	Paused	1,380	35	2.54%	£2.94
DAI Progr	am Prom £20.00/day 🔀	Paused	995	20	2.01%	£4.46



Since the extracted data matches the data from the Google Ads report, we can conclude that we extracted the Google Ads data correctly into Google Sheets.

That's how you can pull data from Google Ads into Google Sheets.

You are doing Google Analytics all wrong. Here is why...

I have dealt with hundreds of Google Analytics accounts in my career.

I have seen a lot of issues from incorrect tracking code, selecting the wrong KPIs to analyzing data without using custom reports or advanced segments.

But do you know the biggest issue of all in Google analytics?....

It is the "misinterpretation of analytics data".

Many marketers make the mistake of crediting conversions to the wrong marketing channel.

And they seem to be making this mistake over and over again.

They give the credit for conversions to the last touchpoint (campaign, ad, search term...).

OptimizeSmart.com

They can't help themselves because they believe that the Google Analytics reports are 'what you see is what you get'.

But they are actually 'what you interpret is what you get'.

This has resulted in marketers making wrong business decisions and losing money.

All the data you see in Google Analytics reports today lies to you unless you know exactly how to interpret it correctly.

For example, let's talk about direct traffic.

All untagged or incorrectly tagged marketing campaigns from display ads to emails could be reported as direct traffic by Google.

Whenever a referrer is not passed, the traffic is reported as direct traffic by Google.

Mobile applications don't send a referrer. Word/PDF documents don't send a referrer.

'302 redirects' sometimes cause the referrer to be dropped. Sometimes browsers don't pass the referrer.

During an HTTP to HTTPS redirect (or vice versa) the referrer is not passed because of security reasons.



All such traffic is reported as direct traffic by Google.

So on the surface, it may look like that most people are visiting your website directly but this is not usually the case.

But this analysis does not end here, because you are still not looking at the complete picture.

People do not always access your website directly and then make a purchase straight away.

They are generally exposed to multiple marketing channels (display ads, social media, paid search, organic search, referral websites, email etc) before they access your website directly.

Before they make a purchase.

So if you are unaware of the role played by prior marketing channels, you will credit conversions to the wrong marketing channels.

Like in the present case to direct traffic.

To get this type of understanding you need to understand and implement web analytics.

But you learn data analysis and data interpretation from web analytics and not from Google Analytics.

OptimizeSmart.com

The direction in which your analysis will move will determine the direction in which your marketing campaigns will move.

You get that direction from 'web analytics' and not from 'Google Analytics'.

Web/Digital analytics is not about Google Analytics (GA) or Google Tag Manager (GTM). It is about analyzing and interpreting data, setting up goals, strategies and KPIs.

It's about creating a strategic roadmap for your business. That's why the knowledge of web/digital analytics is so important.

So, what I have done is put together some completely free training for you.

This training will teach you what digital analytics really is and how I have been able to leverage it to generate floods of new sales and customers.

I will also show you how you can copy what I have done to get similar results.

You can sign up for the free training here:

Reserve My Seat Now

I hope you find it helpful.

All the best,

Himanshu