## EMOTIONS AROUND THE WORLD

**KEYS** – A WEBINAR SERIES BY IPSOS







**29 February 2024** 



### AGENDA



01

Right here, Right now: How are we feeling?

**Simon Atkinson**Chief Knowledge
Officer, Ipsos

02

A Cross-cultural Framework for Emotion Measurement:

Manuel Garcia-Garcia Global Lead of Neuroscience, Ipsos 03

**Emotional Advertising:** 

Jillian Rice
Vice President,
Creative Excellence,
Ipsos in the US

04

**Empathetic Marketing:** 

Gillian Drewett
Global Head of Offer,
Brand Health Tracking,
Ipsos



## RIGHT HERE, RIGHT NOW

How are we feeling?

**Simon Atkinson** 

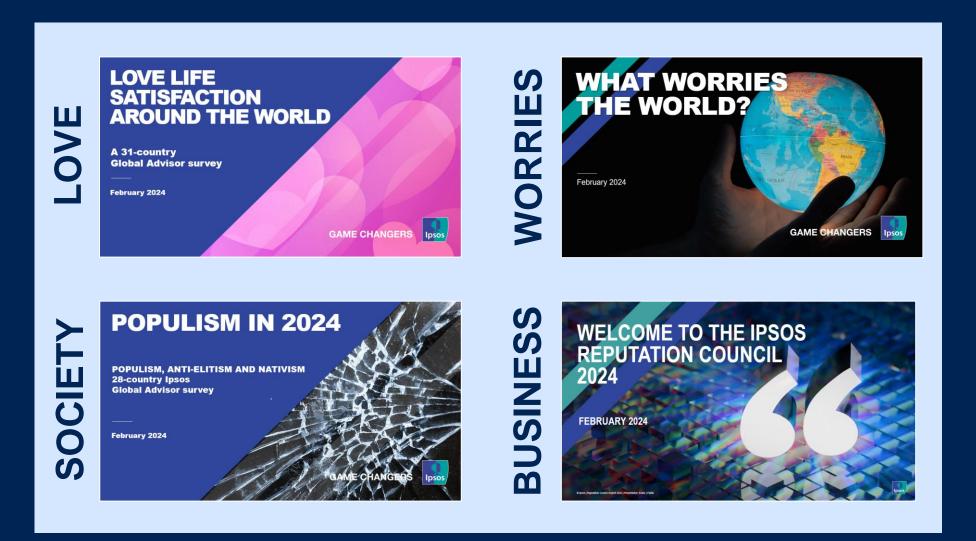
Chief Knowledge Officer







### AS SEEN THROUGH FOUR NEW REPORTS





## LOVE LIFE SATISFACTION AROUND THE WORLD

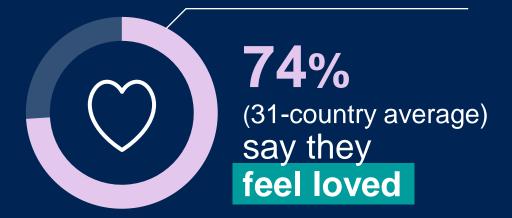
A 31-country Global Advisor survey

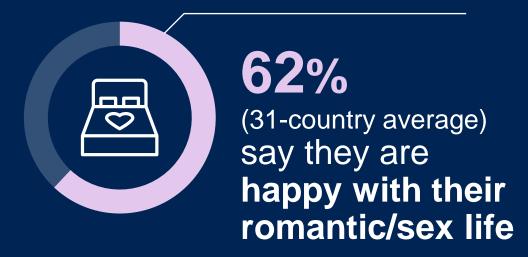
February 2024

GAME CHANGERS Ips



### **KEY FINDINGS**







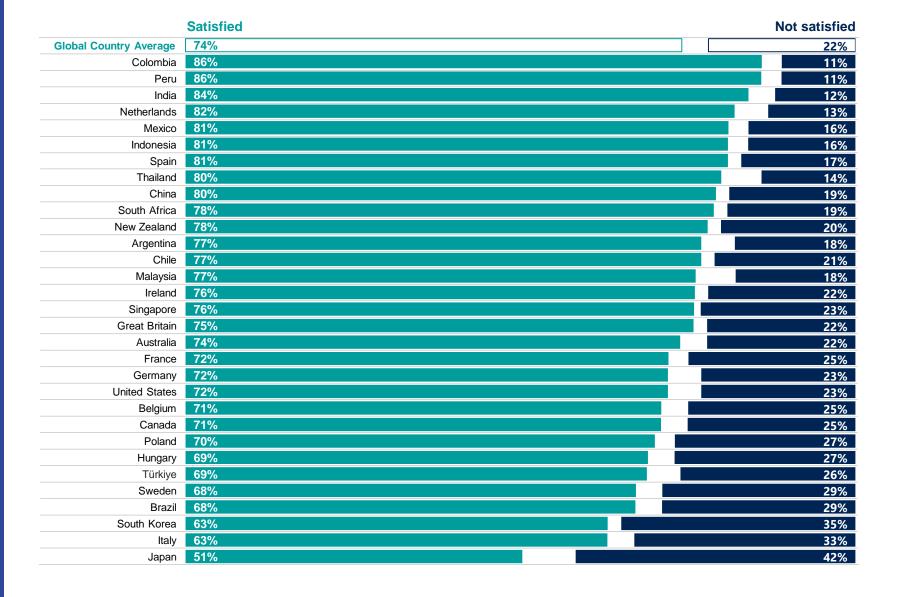
Download the report



Q

Overall, how satisfied are you with each of the following aspects of your life?

## Feeling loved



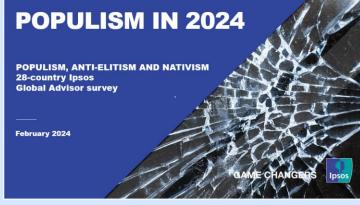




### AS SEEN THROUGH FOUR NEW REPORTS



WHAT WORRIES THE WORLD? February 2024 **GAME CHANGERS** 



m





# MEAT WORRIES THE WORLD?

February 2024

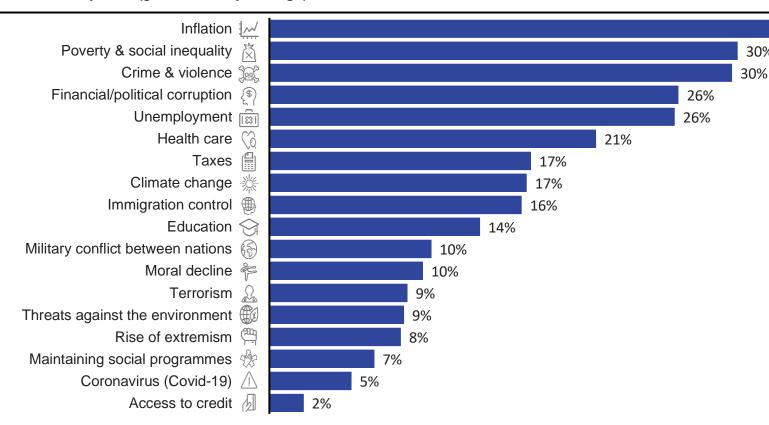




### WORLD WORRIES: THE FULL LIST

Which three of the following topics do you find the most worrying in your country?

#### % mentioned in February 2024 (global country average)





**Download the report** 

Base: Representative sample of 25,292 adults aged 16-74 in 29 participating countries, January 26th 2024 - February 9th 2024. Source: Ipsos Global Advisor. Global score is a Global Country Average. See methodology for details.

34%

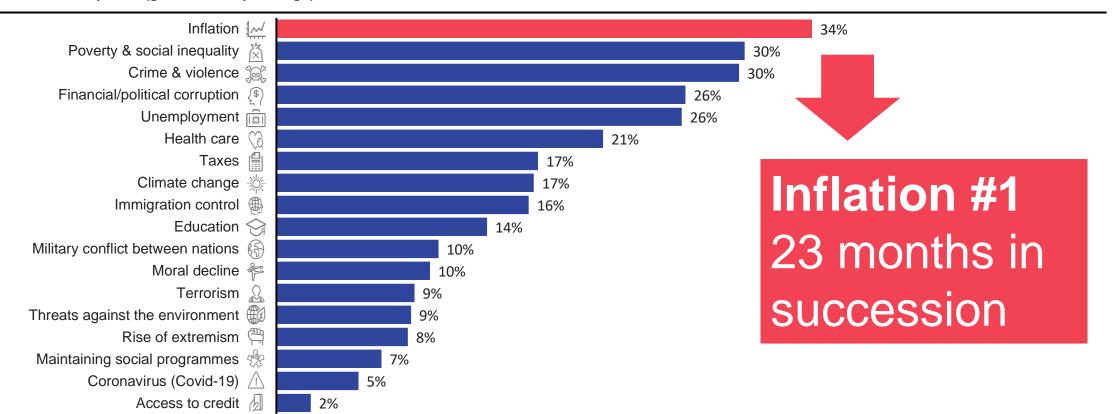
30%

### WORLD WORRIES: THE FULL LIST

Q

Which three of the following topics do you find the most worrying in your country?

#### % mentioned in February 2024 (global country average)



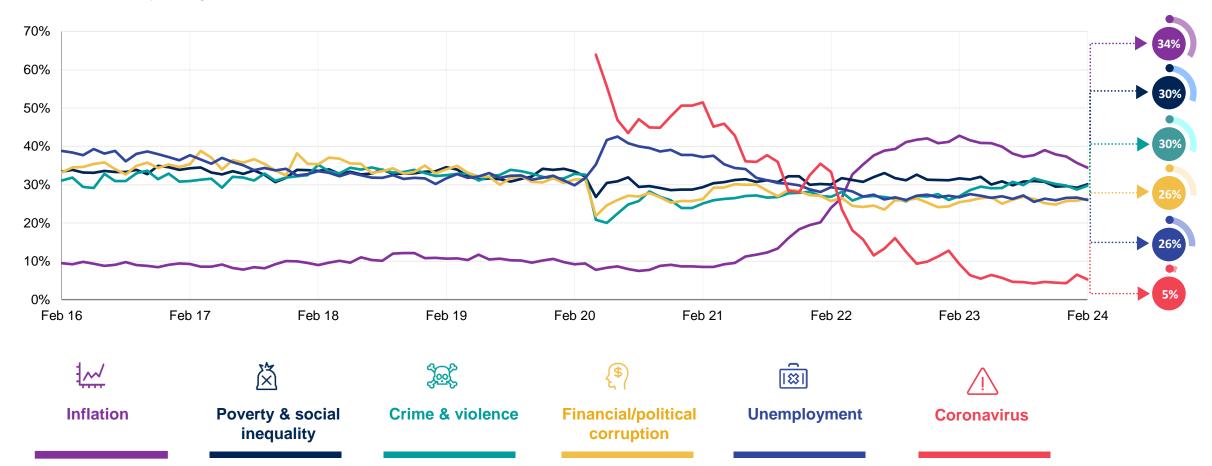
**Base:** Representative sample of 25,292 adults aged 16-74 in 29 participating countries, January 26th 2024 - February 9th 2024. **Source:** Ipsos Global Advisor. *Global score is a Global Country Average. See methodology for details.* 



### WORLD WORRIES: LONG-TERM TREND

Which three of the following topics do you find the most worrying in your country?

Global country average

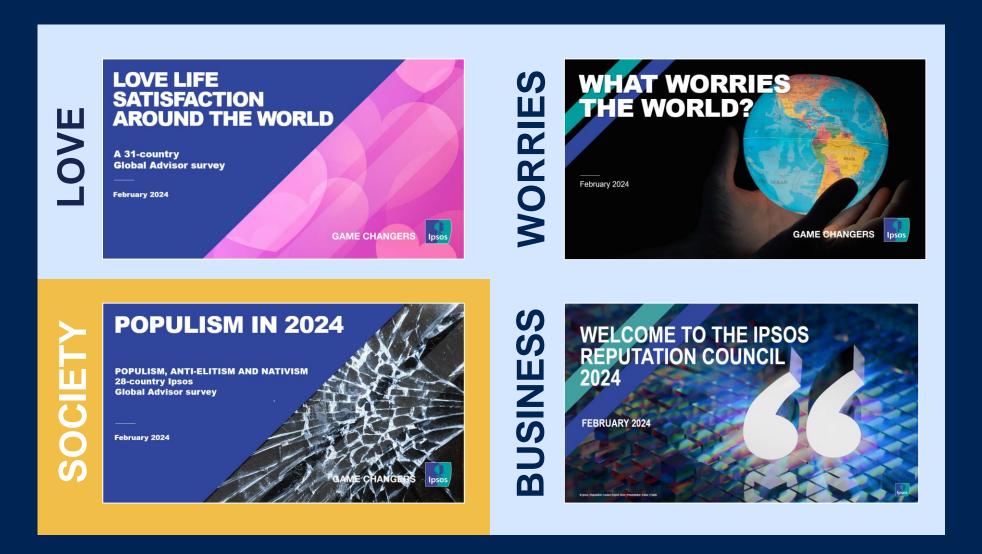


**Base:** Representative sample of 25,292 adults aged 16-74 in 29 participating countries, 2016 - 2024. **Source:** Ipsos Global Advisor. *Global score is a Global Country Average.* See methodology for details.

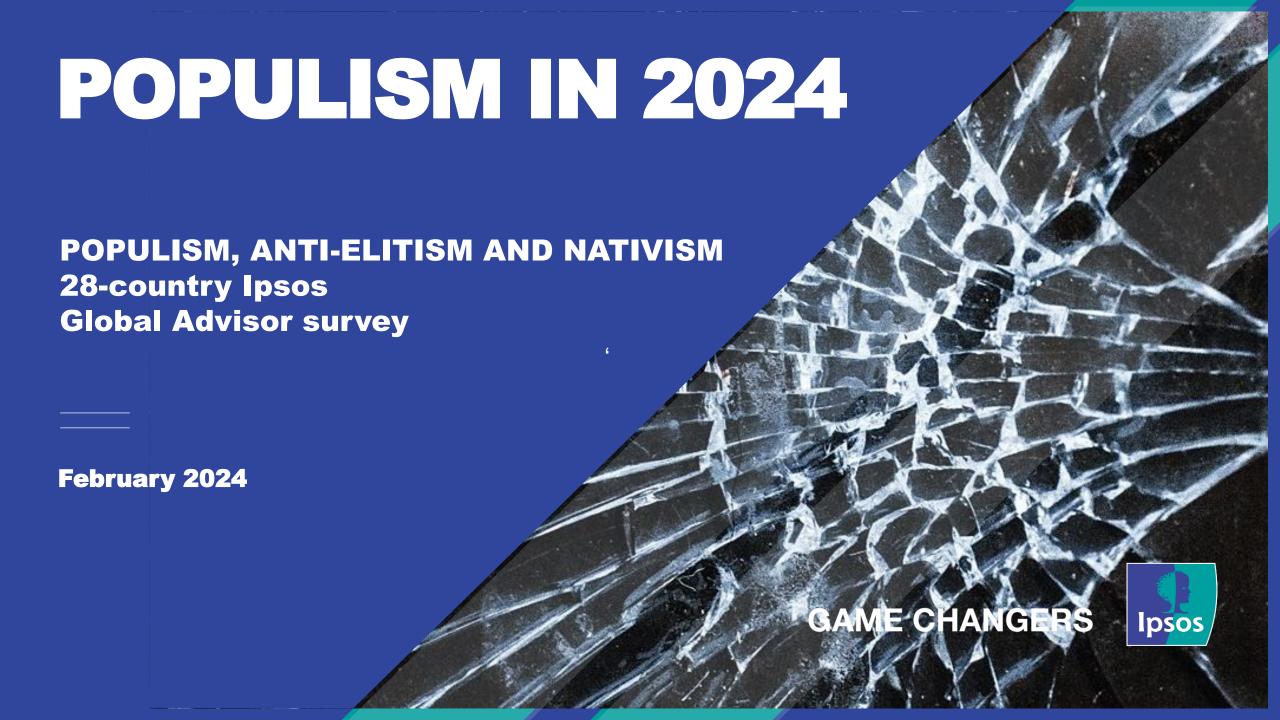




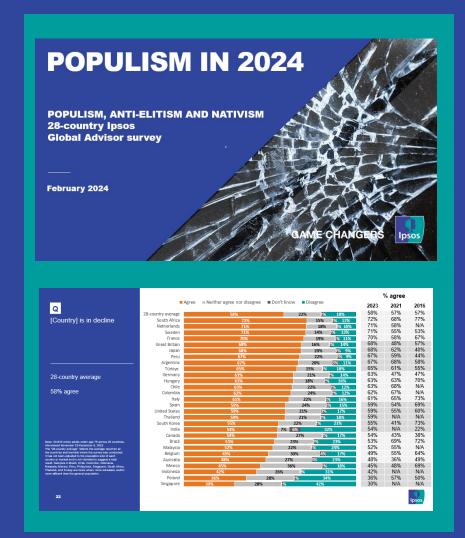
### AS SEEN THROUGH FOUR NEW REPORTS

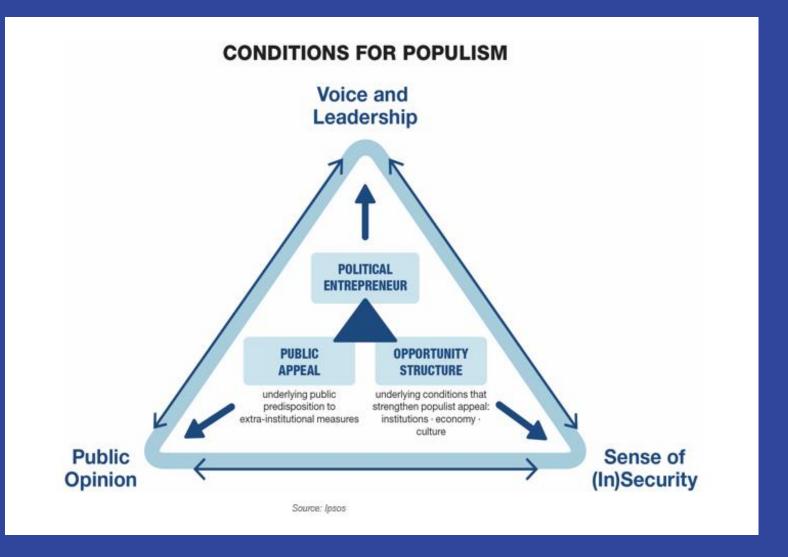






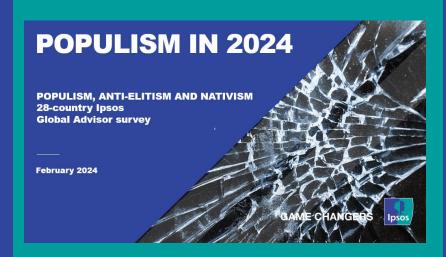
### 2024 IS A CRUCIAL YEAR

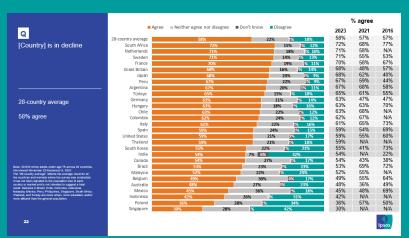






### 2024 IS A CRUCIAL YEAR





### SPOTLIGHT ON SOME KEY 2024 ELECTIONS

Country	Date	Туре	Broken System (28-country average 61%)
Indonesia	February 14	Presidential	62%
India	April to May	Parliamentary	73%
South Africa	May to August	Parliamentary	73%
Mexico	June 2	Presidential	62%
United States	November 5	Presidential	60%
United Kingdom	Latest January 2025	Parliamentary	64%



### **BROKEN SYSTEM INDEX**



67%

The country's economy is rigged to advantage the rich and powerful



64%

Traditional parties and politicians don't care about people like me



63%

[COUNTRY] needs a strong leader to take the country back from the rich and powerful



62%

Experts in this country don't understand the lives of people like me



49%

To fix [COUNTRY] we a strong leader willing to break the rules

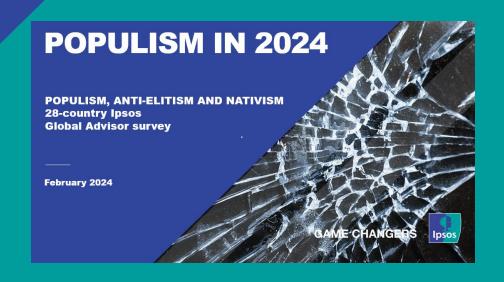
Figures are 28-country averages



# "OUR COUNTRY'S SOCIETY IS BROKEN"

Majorities in 21/28 countries say "YES"





**Download** the report



Q

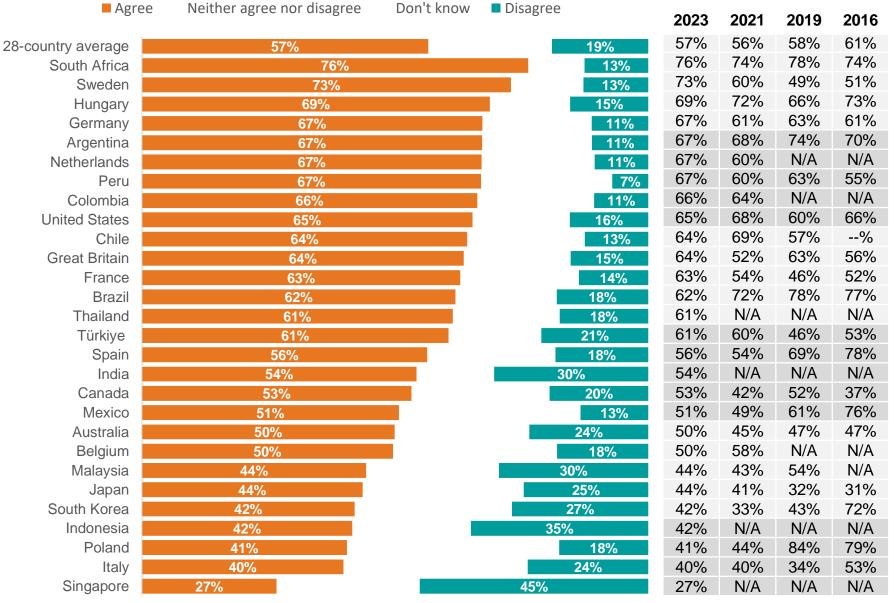
## Our society is broken

28-country average

57% agree

Base: 20,630 online adults under age 75 across 28 countries, interviewed November 22-December 6, 2023

The "28-country average" reflects the average result for all the countries and markets where the survey was conducted. It has not been adjusted to the population size of each country or market and is not intended to suggest a total result. Samples in Brazil, Chile, Colombia, Indonesia, Malaysia, Mexico, Peru, Philippines, Singapore, South Africa, Thailand, and Turkey are more urban, more educated, and/or more affluent than the general population.





% agree

### AS SEEN THROUGH FOUR NEW REPORTS







## 150 Senior Corporate Communicators

15

years of the lpsos
Reputation
Council

150+

Reputation
Council
members
globally

100+

world leading companies

135

interviews
with senior
communicators

23

global markets

Download the report





### WHAT KEEPS CCOS AWAKE AT NIGHT

Geopolitical uncertainty

Polarisation, politicisation & culture wars

Activist stakeholders & employees

Building reputation in a low-trust environment

ESG: proliferating standards, higher expectations

Balancing global & local

Supporting business transformation

Purpose, impact & social value

★ Al & digital evolution

High-profile CEOs

Information inflation

- Net zero, greenwashing & green-hushing
- Inflation and the cost-ofliving crisis





Fake news and disinformation pose a material threat to our business



17%

Agree

**Disagree** 

Base: 121 Council members

## **UP 10** POINTS ON LAST YEAR



### WHAT KEEPS CCOS AWAKE AT NIGHT

Geopolitical uncertainty

Polarisation, politicisation& culture wars

Activist stakeholders & employees

Building reputation in a low-trust environment

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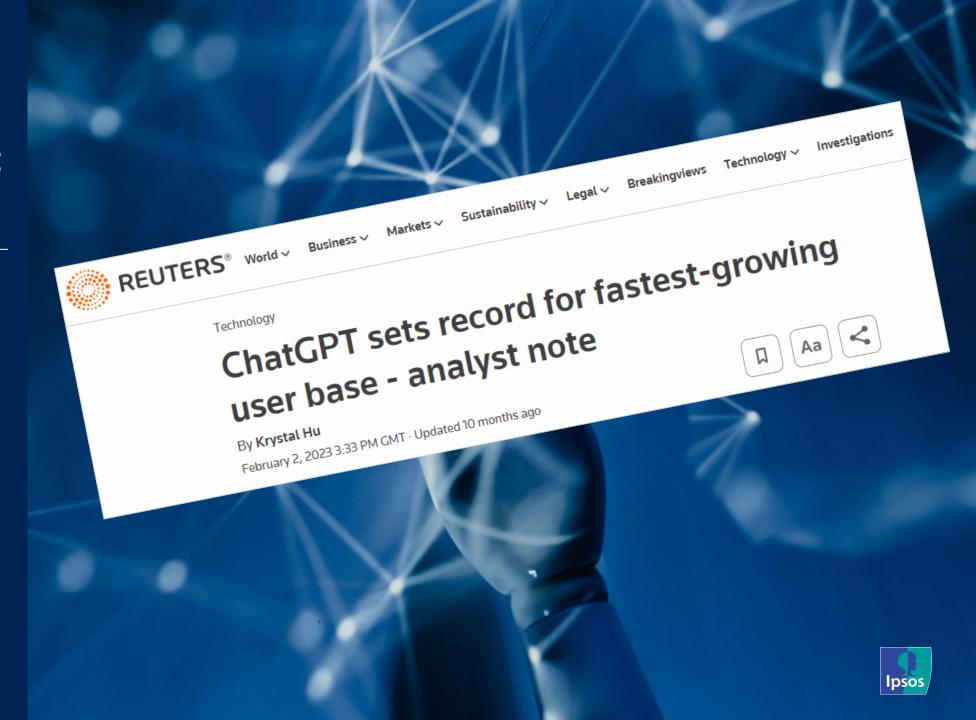


## ARTIFICIAL INTELLIGENCE: THE WONDER

54%

say products and services using Al make me excited

# General public

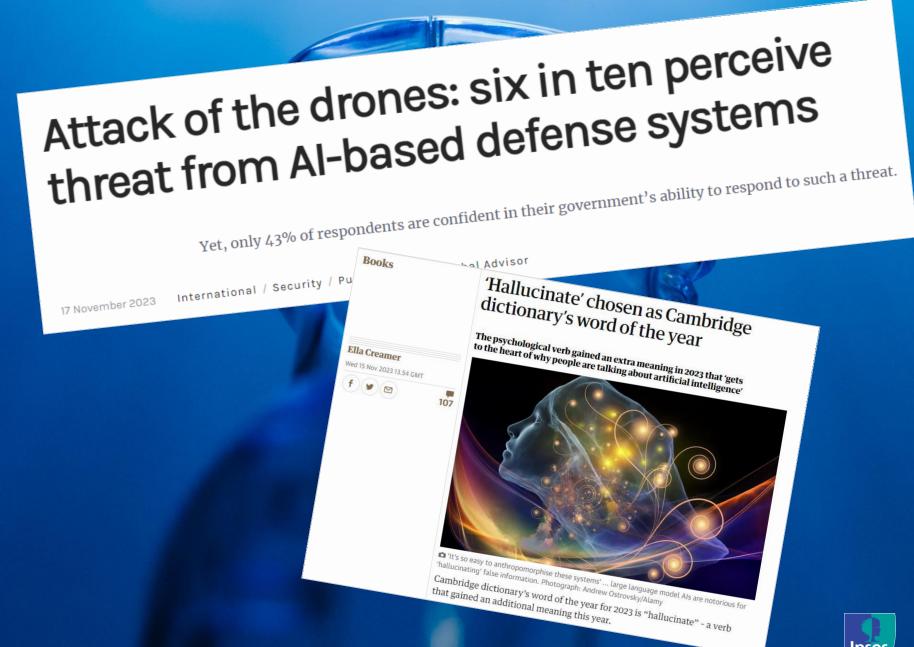


### **ARTIFICIAL INTELLIGENCE:** THE WORRY

52%

say products and services using Al make me nervous

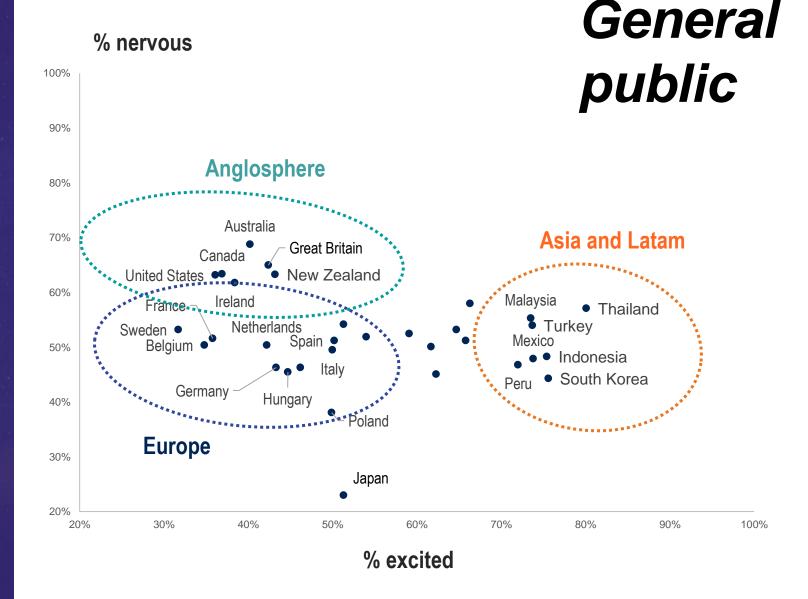
## General public





# Al Anxiety is widespread, especially in the anglosphere

- Q: How much do you agree or disagree with the following?
- Products and services using artificial intelligence make me excited
- Products and services using artificial intelligence make me nervous.





Base: 22,816 adults under the age of 75 across 31 countries, interviewed May 26 - June 9, 2023 -- online only in all countries except India

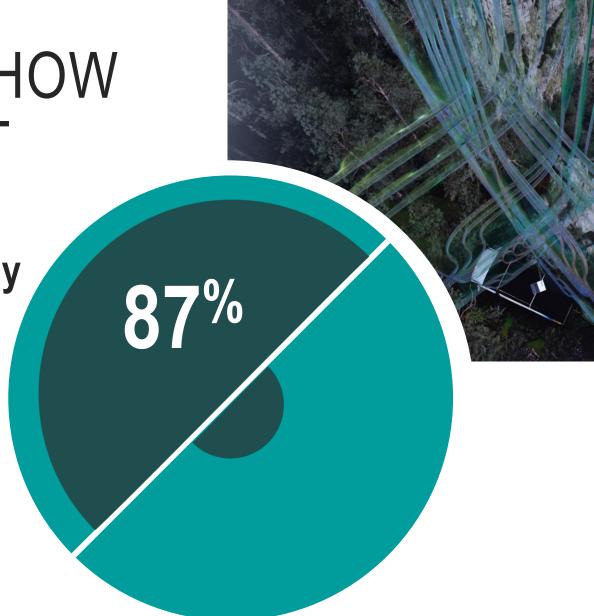




CHANGING HOW THINGS GET DONE?

Al will fundamentally transform the way that businesses operate

Base: 122 Council members

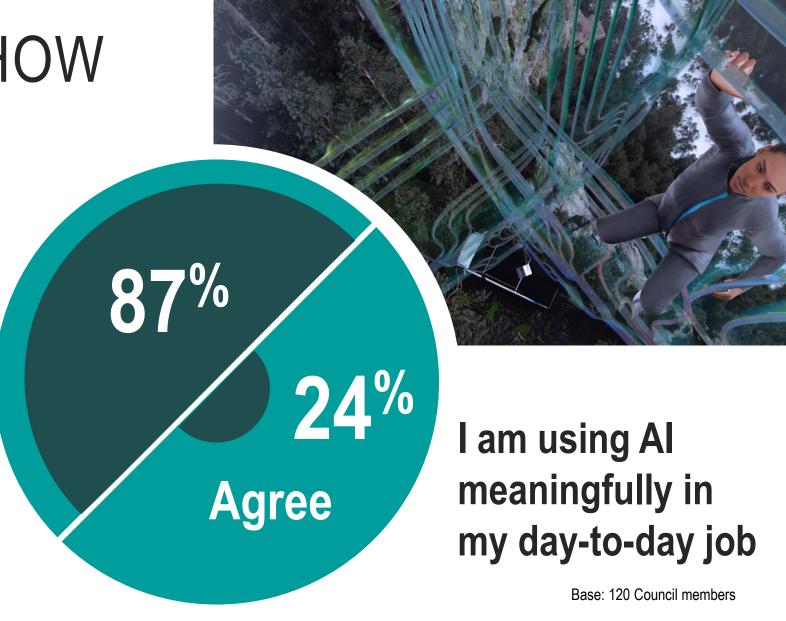




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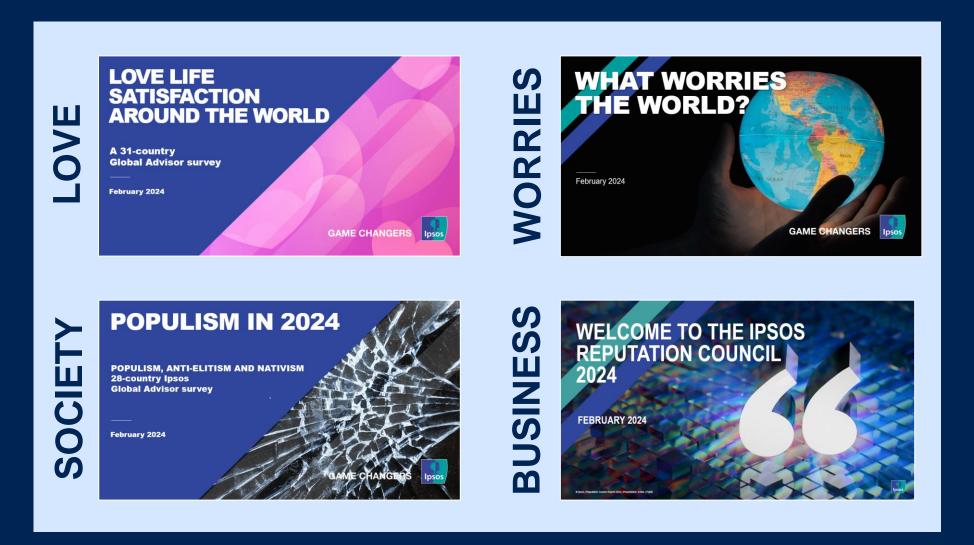
## 8 in 10

Council members say existing ethical policies in business are insufficient for the adoption of Al

Base: 121 Council members



### PUBLIC OPINION: RIGHT HERE, RIGHT NOW





## EMOTIONS AROUND THE WORLD

**Manuel Garcia-Garcia, PhD** 

Global Lead of Neuroscience





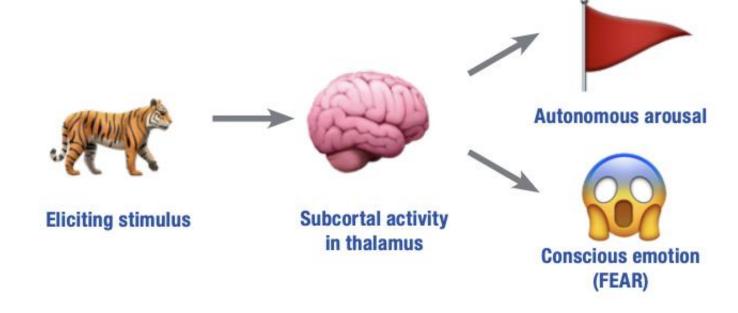
# WHAT IS EMOTION?





#### WHAT ARE EMOTIONS?

"Emotion refers to a relatively brief episode of coordinated brain, autonomic and behavioral changes that facilitate a response to an external or internal event of significance for the organism".



Source/ Davidson, Scherer and Goldsmith (2002) Handbook of Affective Sciences. New York: Oxford University Press.











## ARE EMOTIONAL CONSTRUTS LIKE FEAR & ANGER UNIVERSAL?

Sukha

Awumbuk

Schadenfreude



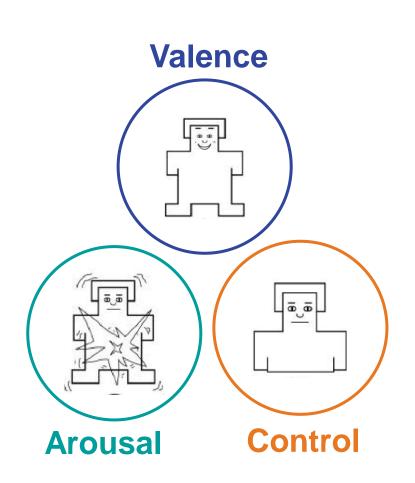
Gezellig

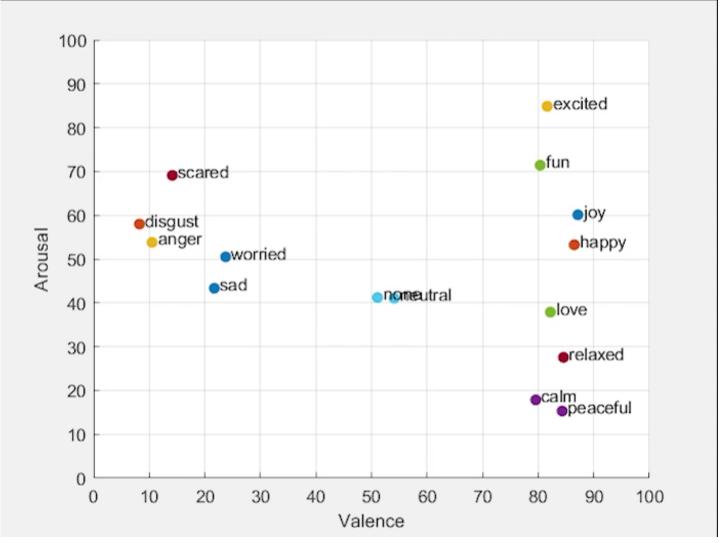
Sisu

Dadirri



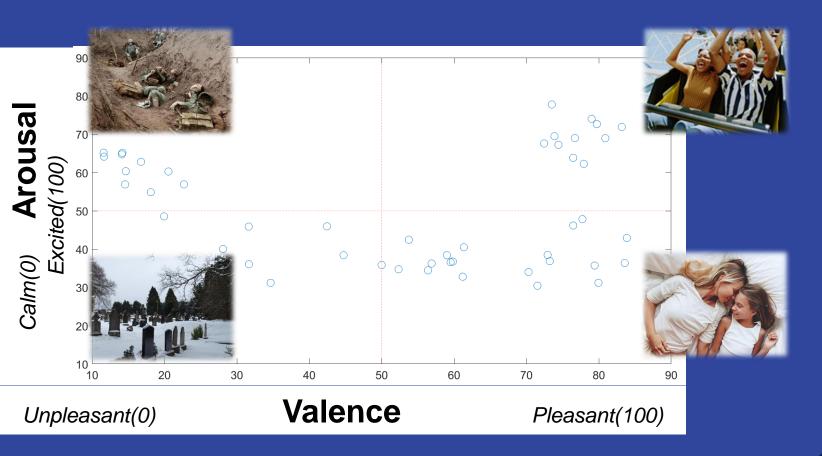
#### IPSOS EMOTION FRAMEWORK







## WE MEASURED EMOTIONS ACROSS MULTIPLE COUNTRIES AND CULTURES





Sample size: 200 per countries

Stimuli: 30 images from the Ipsos

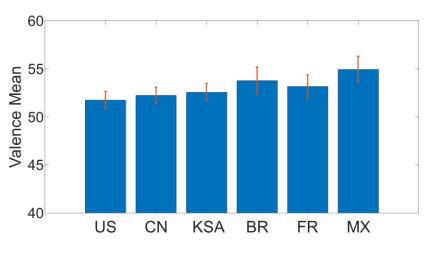
Database of Emotional Pictures

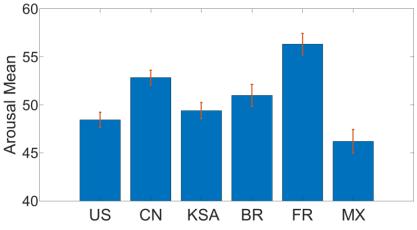


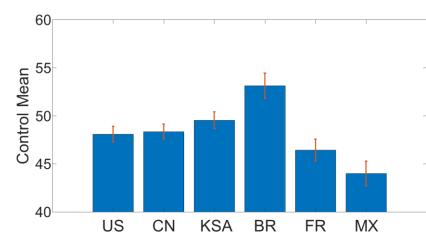
#### MEASURING EMOTIONS ACROSS COUNTRIES AND CULTURES

VAC rating differed showing an impact of **culture and language** on the experienced emotion for each dimension with the most consistency on the **valence dimension** 









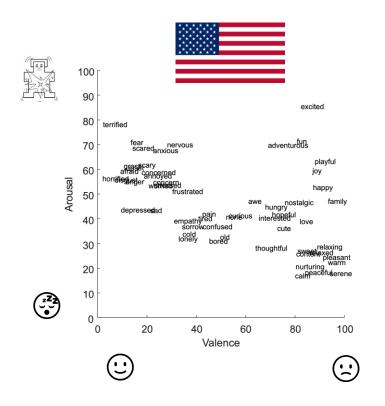
Countries: US, FR, MEX, CHI, KSA, BRA Sample size: 200 per countries (50% female)

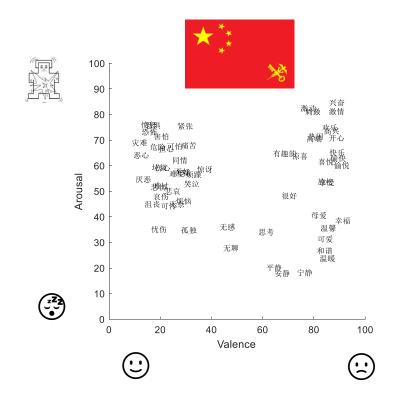
Stimuli: 30 images in random order (selected from the IDEP database)

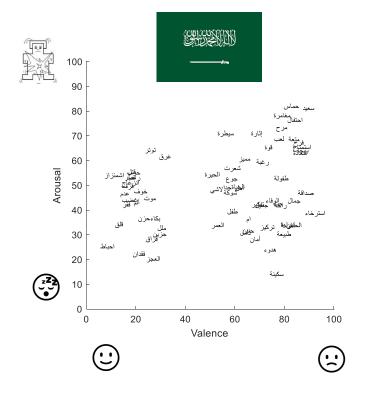
Ratings: Emotion open-ended + sliders (VAC) in random order following each image



# WE IDENTIFIED SIMILAR DISTRIBUTIONS OF EMOTIONS ACROSS DIFFERENT MARKETS WHILE BUILDING A CROSS-CULTURAL DATABASE

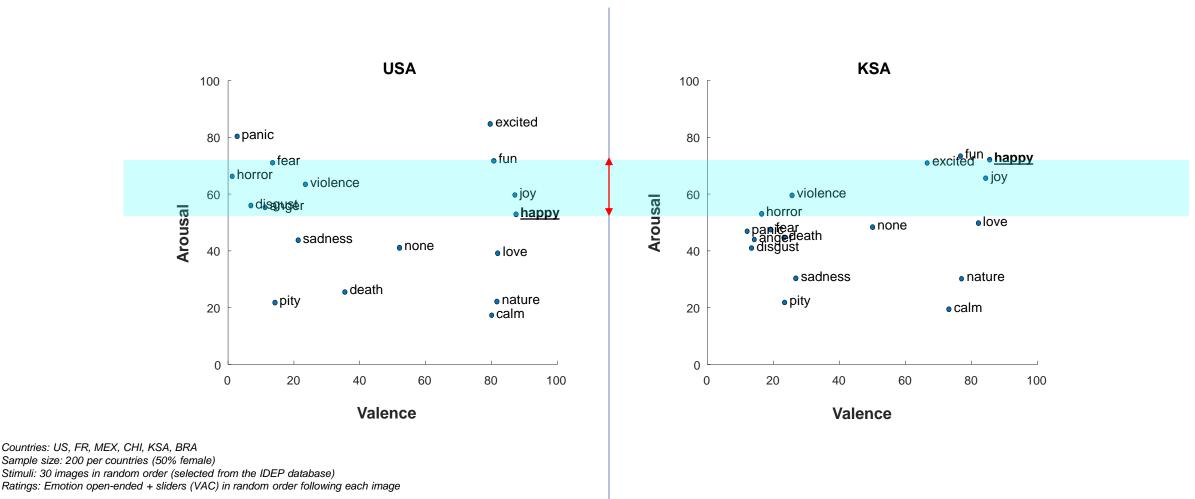






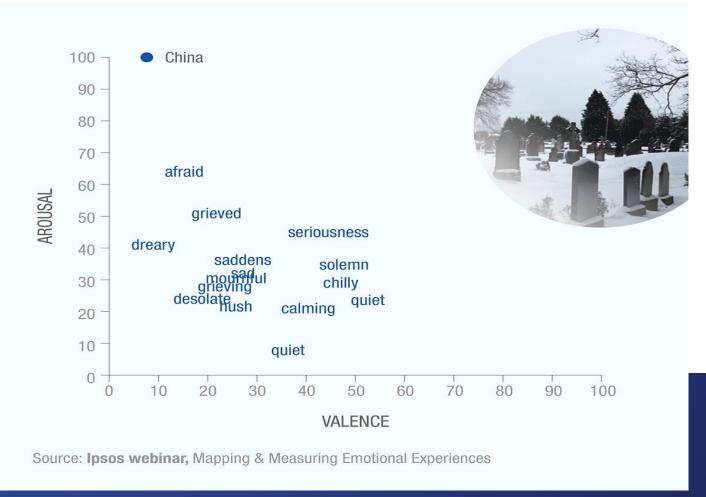


## VAC RATING DIFFERED SHOWING AN IMPACT OF CULTURE AND LANGUAGE ON THE EXPERIENCED EMOTION





## THE SAME STIMULUS CAN EVOKE VERY DIFFERENT EMOTIONAL RESPONSES IN DIFFERENT CULTURES



Source: Ipsos Webinar Mapping & Measuring Emotional Experiences



## CAN EMOTION MEASUREMENT HELP BUSINESS?

01

Compare Stimuli on Emotional Dimensions and Emotions

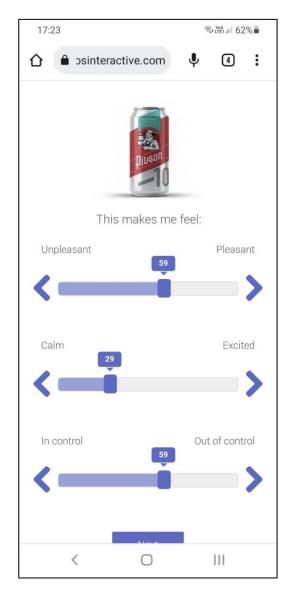
02

Explore What Emotional Dimensions and Emotions Drive Success

03

Understand the Emotion Ecosystem



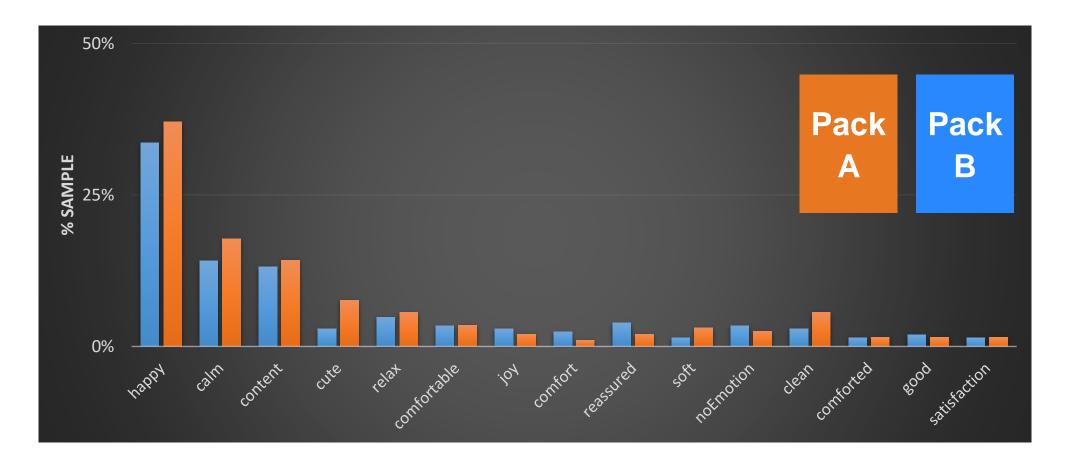






#### **COMPARE STIMULI**

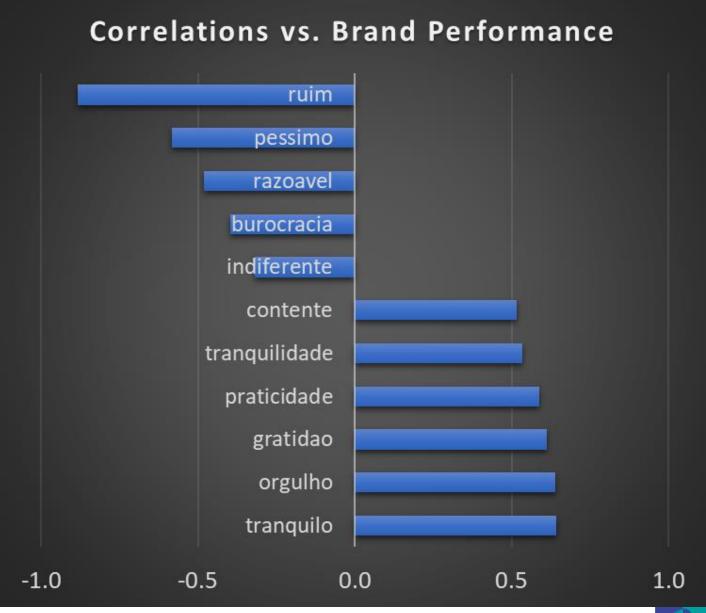
#### Understand how the emotions elicited by different stimuli compare





# 02 WHAT EMOTIONS DRIVE SUCCESS

Map Emotions to fully understand what they mean and explore which Emotions are key to your business

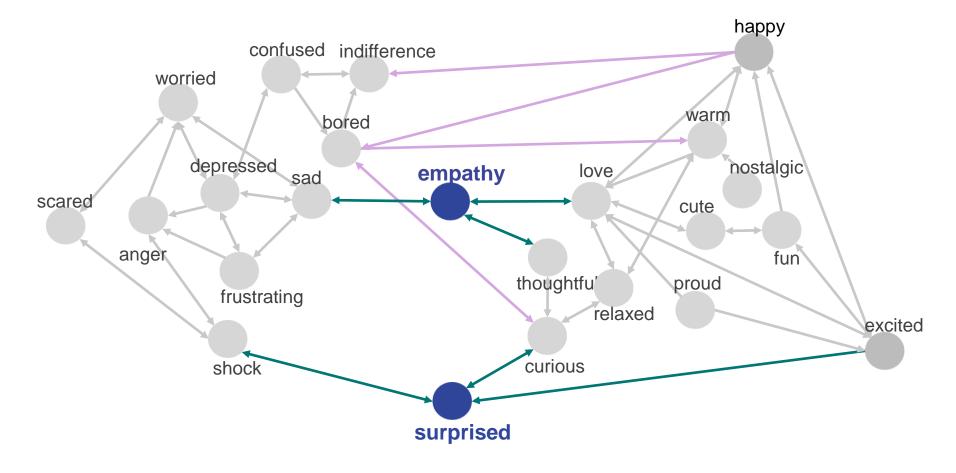




## 03

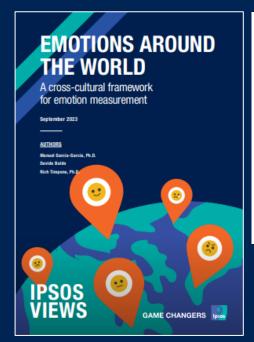
#### UNDERSTAND THE EMOTION ECOSYSTEM

#### Explore which emotions cause other **emotions in a given context**





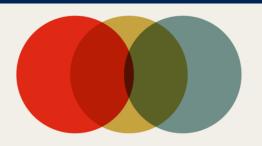
#### LEARN MORE





#### READ the report LISTEN to the podcast







# "I've Got a Feeling"... A Framework for How Businesses Can Measure, Understand, and Leverage Consumer Emotions

Manuel Garcia-Garcia, Davide Baldo, Rich Timpone and Vinod Venkatraman explore the variation of emotions across cultures and introduce a valence-arousal-control framework that allows businesses and researchers to identify, compare and contrast variations in emotional responses to brands and communications in a variety of languages.

Manuel Garcia-Garcia Davide Baldo Rich Timpone

psos

Vinod Venkatraman

Fox School of Business Temple University

Please cite as Manuel Garcia-Garcia, Davide Baldo, Rich Timpone and Vinod Venkatraman (2024), "I've Got a Feeling"... A Framework for How Businesses Can Measure, Understand, and Leverage Consumer Emotions, Fox Business Review, 2(2).

Fox School of Business | Winter 2024 | Volume 02 | Issue 02





# THE MISFITS WAY

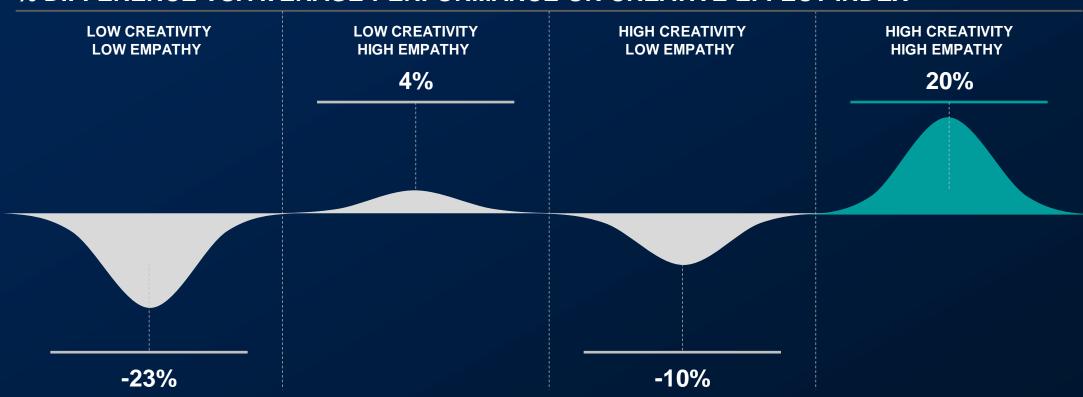
# EMOTIONS IN ADVERTISING

Jillian Rice, VP Creative Excellence



# WHEN BACKED BY EMPATHY, CREATIVE ADVERTISING IS 20% MORE EFFECTIVE.

#### % DIFFERENCE VS. AVERAGE PERFORMANCE ON CREATIVE EFFECT INDEX







# THIS IS WHAT **MISFITS**CREATIVITY LOOKS LIKE

#### **CREATIVE EXPERIENCES**

Does it have the potential to **stand out and build memory structures?** 

#### **CREATIVE IDEAS**

Does it have the power to **shape peoples' expectations?** 

#### **EMPATHY & FITTING IN**

Is your brand acting with empathy?

**FITS WITH WAY I FEEL** INFORMATIVE **ABOUT THE BRAND** LIKE IT BRAND IS DIFFERENT **FOR PEOPLE BELIEVABLE** LIKE ME **UNIQUE TOLD ME** SOMETHING NEW PLACE IN POPULAR CULTURE STIRRED EMOTIONS WILL TALK ABOUT ON PEOPLE SOCIAL MEDIA WILL **ENTERTAINING TALK** ABOUT IT SURPRISING Source: Ipsos Global Ad Testing Meta-Analysis (n=1,734 cases)

**EMPATHY & FITTING IN** 

**CREATIVE IDEAS** 

**CREATIVE EXPERIENCES** 



EVIDENCE EMPATHY MATTERS MOST EARLY IN THE JOURNEY AT IDEA STAGE



Client Creative Brief



Communication Strategy



**Creative** routes



**Production** 



Live

**TERRITORY** 

**IDEA** 

**STORY** 

**ASSETS** 



# **FUZE TEA**MADE OF FUSION



INSTANT|LABS

Idea & creative expression research



# **FUZE TEA**MADE OF FUSION



INSTANT|LABS

Idea & creative expression research

What is fusion?

It's a mix of contrasts which gives birth to something new and unique

Just like you.

Who, me?

Yes – you are the fusion of all the dreams you pursue, of all the fears you face, and all the adventures you live.

Fusion is what makes us into what we are.

And what if we could capture fusion in a bottle?

And take a sip of a tasty fusion of tea, fruits and herbs.

Fuze Tea. Made of fusion



# **FUZE TEA**MADE OF FUSION



INSTANT|LABS

Idea & creative expression research

# TURNING FUSION INTO AN EMOTIONAL BENEFIT TRANSFERED TO THE BRAND & CONNECTING IT TO FUZE IN A NEW WAY

#### **EMPATHY**

We are all made of the fusion of different sources, experiences... and this is what valuable and unique.

#### **BRAND DIFFERENCE**

Likewise, Fuze tea brings fusion in a bottle, combining different ingredients for a unique drink experience.





# Creative Excellence Awards Super Bowl LVIII







# **e.l.f.**JUDGE BEAUTY



CREATIVE|SPARK

Creative execution research

# TURNING RELATABLE CATEGORY TENSION INTO A FUN AND CULTURALLY RELELVANT MOMENT FOR E.L.F.

#### **EMPATHY**

It's tiresome to feel like you need dozens of expensive products to 'glow' but e.l.f. has solutions that won't empty your bank account

#### CREATIVE IDEA & EXPERIENCE

The use of culturally relevant TV characters and celebrities delivered in an entertaining and creative way keep viewers engaged, driving breakthrough and brand choice



# PLUTO TV COUCH POTATOES



CREATIVE|SPARK

Creative execution research

# IDENTIFYING THE OFTEN UNWANTED EXPENSE OF A LEISURE ACTIVITY IN A WAY THAT ENTERTAINS

#### **EMPATHY**

The expense of streaming services and overwhelming number of choices in a saturated market feels counter-intuitive in a category that exists for our leisure

#### CREATIVE IDEA & EXPERIENCE

Taking creative risk by poking fun at an American stereotype worked well for PlutoTV as it ties closely to their product's purpose and done in an entertaining way, highlighting a bit of content for everyone.



## THE MISFITS WAY – WHAT MATTERS MOST AT KEY STAGES OF THE CREATIVE JOURNEY

**CREATIVE EXPERIENCES** 

**3** GIVING A UNIQUE EXPERIENCE

**CREATIVE IDEAS** 

2 SAYING SOMETHING DIFFERENT

**EMPATHY & FITTING IN** 

**1** START FROM EMPATHY

Client Creative Brief



Communication Strategy



**Creative** routes



**Production** 



Live

**TERRITORY** 

**IDEA** 

**STORY** 

**ASSETS** 





# FIND OUT MORE ABOUT OUR MISFITS WAY LEARNING HERE

https://www.ipsos.com/en/misfits/misfits-way



#### READ OUR FULL PAPER ON SUPER BOWL AWARD WINNERS HERE

https://www.ipsos.com/en-us/superbowl





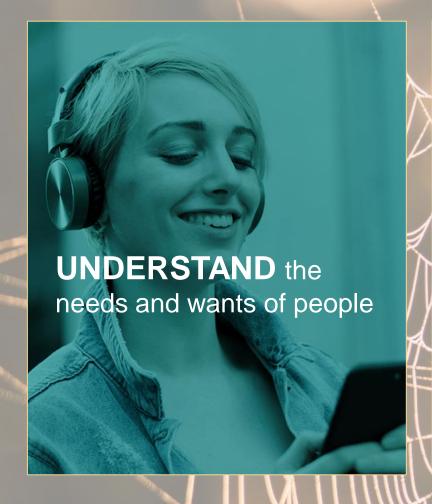
# EMPATHETIC MARKETING IS NOT ANOTHER KIND OF MARKETING



# EMPATHETIC MARKETING IS A MINDSET













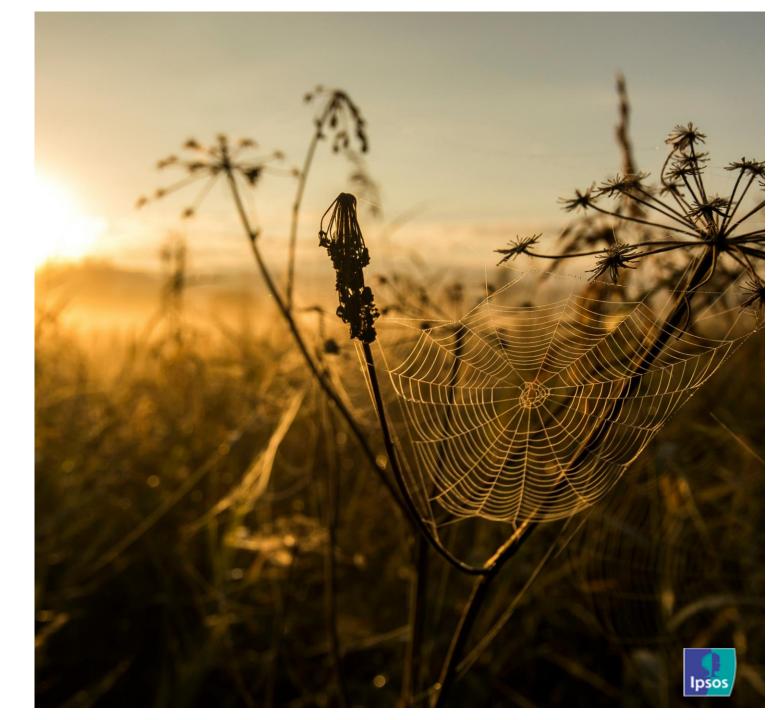




#### BE GENUINE

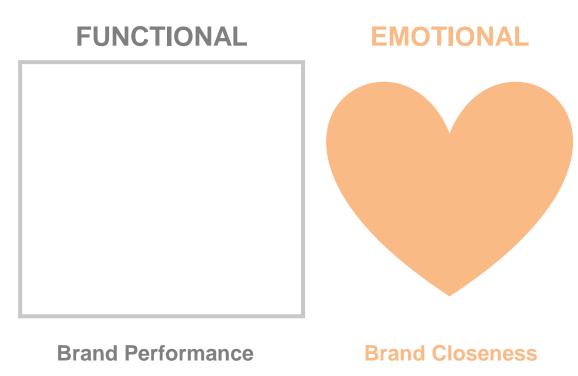


# HOW DO YOU KNOW IF BRAND ACTIONS ARE POSITIVELY SHAPING EXPECTATIONS?



#### BRAND DESIRE, IPSOS' MEASURE OF BRAND EQUITY







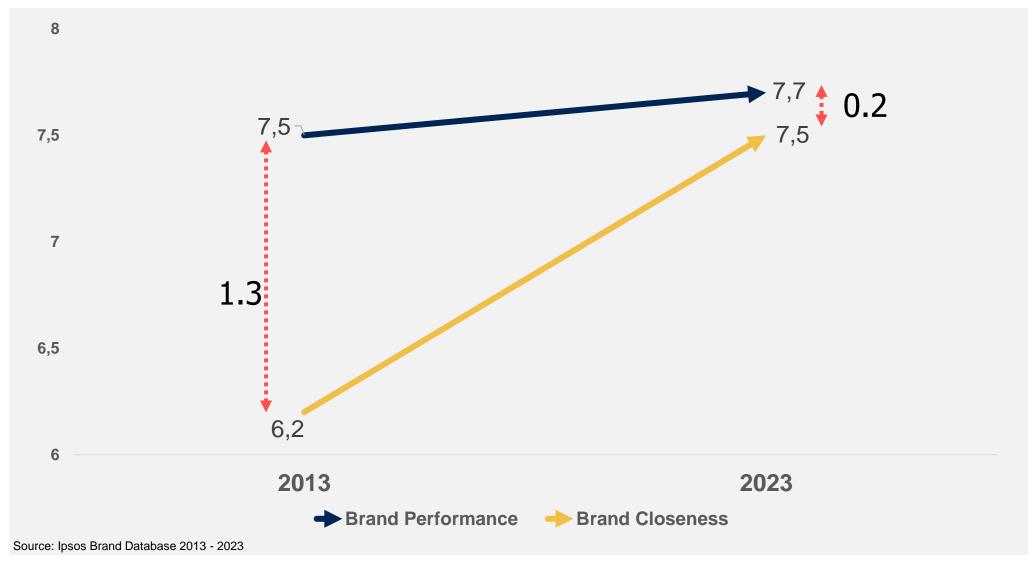
#### BRAND DESIRE, IPSOS' MEASURE OF BRAND EQUITY







#### EMOTIONS HAVE STEADILY BECOME MORE PROMINENT





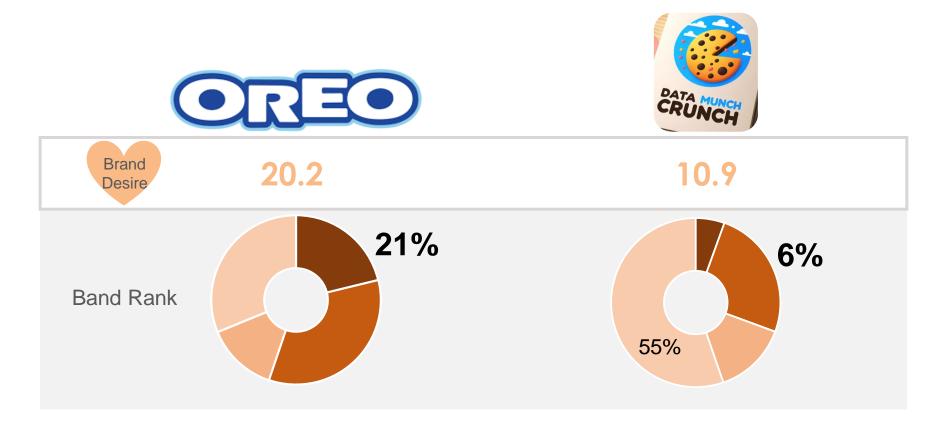
#### WHAT GIVES OREO THE EDGE?

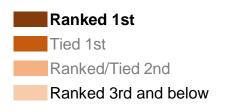






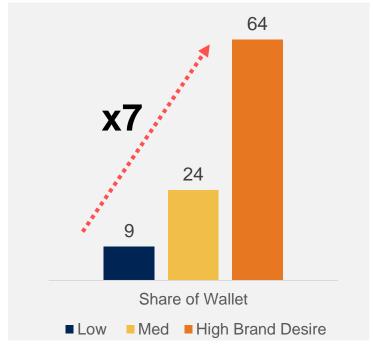
#### CONNECTING EMOTIONALLY GIVES OREO THE EDGE







#### PEOPLE SPEND MORE ON BRANDS THEY LOVE



R = 0.92  $R^2 = 0.85$ Brand Desire

Brand Desire relates to Market Share

Source: Ipsos Brand Database 2013 - 2023





# © Ipsos | KEYS Webinar, February 2024

Build powerful connections with an empathetic marketing mindset







#### ACCESS RECORDING, PRESENTATIONS AND RESOURCES





[ Webinar ] KEYS - Emotions around The World

JOIN US FOR OUR NEXT KEYS WEBINAR: THURSDAY, APRIL 25 11:00 & 17:00 CET



