

GolinHarris

Facebook Case Studies

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Vaseline: Global Approach, Local Activation



GolinHarris partnered with the global Vaseline team to strengthen the brand vision via social media.

- Brought multiple countries to shared Buddy Media platform
- Developed universal, modular content that conveyed brand essence
- Facilitated local deployment
 - •FB is IP-based and allows for local activations
- Monitor and manage global conversations, with direction on issues and risk mitigation
- Provide guidelines and best practices to local markets



Vaseline: Untold Stories from Around The World















PlaytexBaby: Managing Multiple Brands Through Authentic Conversations











Key Lessons

- Authentic conversation drives engagement.
 - Consumers are more likely to respond to everyday posts vs. heavily branded product messages.
- Local activation is key to global success.
 - Relevant content and local promotions encourage participation and drive fan acquisition.
 - Plan for cross-cultural communications, with local habits in mind.
- To manage conversations around several products, appeal to a lifestyle or broader needs.
 - EX: Moms need to think about a number of products when setting up nurseries.