# Google as Publisher ... And What To Do About It

### Benjamin Edelman Harvard Business School

March 18, 2013

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#### Acne

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#### News for acne,



All Blacks: Juggling deman When I was a kid I was tall sorts, but when I was on th could play. ... New Zealand Herald - 8 rela Acne sufferers get tax brea "Our ... philosophy: no manual intervention... The final ordering of the results is decided by our algorithms..., not manually by us. We believe that the subjective judgment of any individual is...subjective, and information distilled by our algorithms...is better than individual subjectivity."

"Don't be evil' [means] providing our users unbiased access to information."

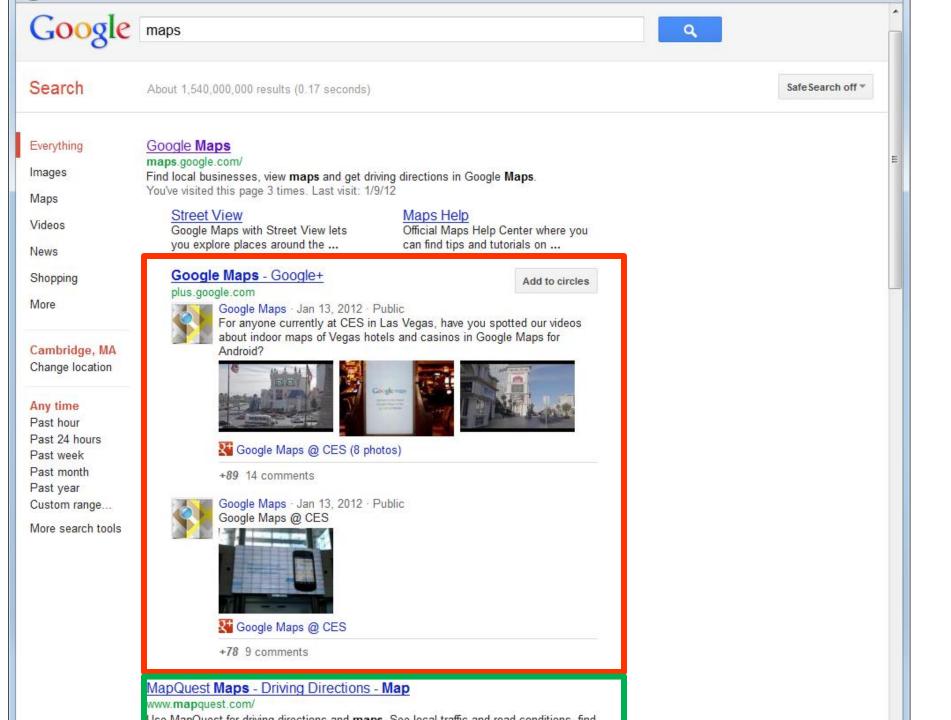
### BUT

"[When] we roll[ed] out Google Finance, we did put the Google link first. It seems only fair, right, we do all the work for the search page and all these other things, so we do put it first... That has actually been our policy, since then, because of Finance. So for Google Maps again, it's the first link."

-Marissa Mayer, 2007

Vice President of Search Products and User Experience, Google

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### Agrawal on Groupon's Accounting, Liability of Gift Cards - YouTube



www.youtube.com/watch?v=VFnhE8eJPCE 4 min - 6 days ago - Uploaded by Bloomberg 8 (Bloomberg) -- Blogger Rocky Agrawal talks about Groupon Inc.'s accounting and the liability of its gift certificates.

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Why Groupon Is Poised For Collapse (Rocky Agrawal/Tech... | XYDO www.xydo.com/.../22092221-why\_groupon\_is\_poised\_for\_collaps... - Cached Rocky Agrawal / TechCrunch:Why Groupon Is Poised For Collapse — Editor's note:This guest post is part of an in-depth series looking at the daily deal in...

#### Street Fight Daily: 06.10.11 | Street Fight 🤍

streetfightmag.com/2011/06/10/street-fight-daily-06-10-11/ - Cached Jun 10, 2011 – A restaurant owner talks to **Rocky Agarwal** about why **Groupon** was "the single worst decision I have ever made as a business owner. ...

Everyone Wants You to Fail: **Groupon's** Bad Press Keeps Up with Its ... www.wordstream.com/blog/ws/2011/06/17/groupon-bad-press - Cached Jun 17, 2011 – On TechCrunch, **Rocky Agrawal** has been writing a series of posts about **Groupon** – which as you surely know recently filed for a \$750 million ...

Agrawal on Groupon's Accounting, Liability of Gift Cards: Video ... www.bloomberg.com/.../agrawal-on-groupon-s-accounting-liability... - Cached 6 days ago – Blogger Rocky Agrawal talks about Groupon Inc.'s accounting and the liability of its gift certificates.

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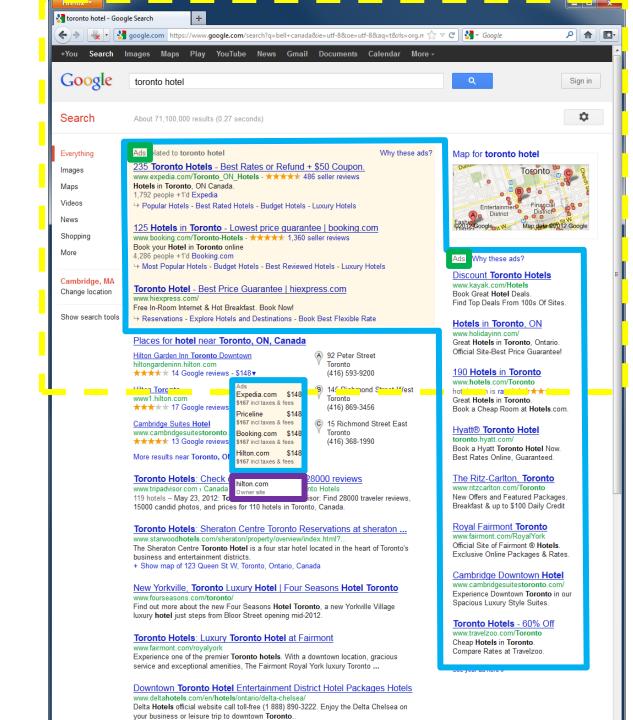
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Eastern Sprints

#### Sprints continued from page 9

Dartmouth was rocking out there and Columbia's always been fast and Princeton's been the best in the consecutive national title. Taking into account Yale's 1F, and Harvard's always fast and I was saying 'Why thorough thrashing of all their main competition a can't we have flat water?' But we had a good start. My repeat national championships seems a given for Card stroke said after the third stroke he said, 'Oh, this is and company going to be good' Somehow they just knew."

ing," said Yale stroke Andrew Morley, reflecting on covernous five-second margin of victory over Princeton. their loss in 2000 to Columbia in the closing meters. "The field was really tight to begin with and you can't rest on your laurels at any point."

Two of the pre-season favorites-Princeton and Columbia-struggled mightily in Worcester, eventually ty good day overall. Winning the Jape Cup is somefinishing sixth and fifth, respectively. Dartmouth took the thing special we're been looking out for. I'm really hap won the 2F also won the 1F," pointed out Manning, silver ahead of Harvard, a crew the Big Green had lost piest for my seniors. The four guys in the stern [of the

to in their season opener by 6.5 seconds. For Yale, the next step is the quest for a second

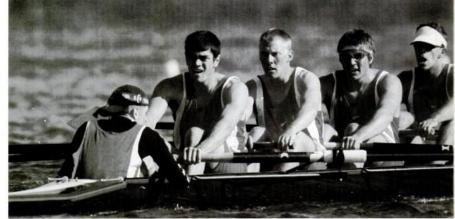
And as if having Yale's varsity carry the day was-"After last year, we prepared for really tight rac- n't enough, the second varsity won by even more, a "Two golds and three silvers," said Card, looking although they were disappointed not to have golds, I thought they had good rows, so we think it was a pret- a similar margin.

varsity] have never won it here."

Wisconsin's JV salvaged what was an otherwise disappointing day for the Badgers. The Wisco varsity failed to qualify for the grand final after finishing third last year, but the JV nailed down a solid win with an aggressive middle thousand. Brown finished a disheartened second and Northeastern third.

On the freshman level, Harvard won for the second time in three years. Bill Manning's crew opened an early gap on Princeton and Brown and cruised to an at his squad's overall performance. "The silver crews, open water win. For Manning the day was a complete success, as his second frash won earlier in the day by

"It's been three straight years that the crew that Please turn to page 50



SOME CONSOLATION Wisconsin's JV won their race while the varsity could only win the petite finals.



The Independent Rowing News 48

TO: Members of the USA Rowing Community USRowing, ECAC FROM: A number of rowing shell manufacturers and their sales representatives RE: ECAC Regatta Series DATE: 12 May 2001

We have been informed that the Eastern College Athletic Conference (EARC) has allowed only one rowing shell manufacturer, Vespoli USA, the exclusive right to display and sell merchandise and provide on-site customer service at all ECAC-sponsored events this season

For the first time at any regatta, all other rowing shell manufacturers are prohibited from displaying boats, merchandise, company signage, or conducting customer service at any of these ECAC regattas.

We believe that this act of preventing the majority of rowing shell manufacturers from participating in these regattas conflicts with the EARC's stated mission of ... "providing a quality experience for all competitors ... " and of ... "conducting Association business in an atmosphere which will foster camaraderie amongst the member schools".

The purpose of this memo is to inform the rowing community of this action, to express our collective disapproval, and, in the interest of simple fairness, to prevent this type of exclusive contract from occurring at any other regatta or rowing-related event in the future.

When only one rowing shell manufacturer is granted a monopolistic presence at a regatta, members of the rowing community are deprived of the opportunity to compare products, talk with different representatives, and be provided with essential customer services such as purchasing essential spare parts and emergency repairs.

We encourage all members of the rowing community who feel as we do to express their opinion on this issue to the ECAC to insure that this type of exclusionary action does not occur again.



Paid Advertisement. Amount to be paid \$20. Inserted by Citizens' Mayoralty Committee (a volunteer Political Committee) in behalf of the Candidacy of Otta S. Langum of Minneapolis, Minn. Chas. R. Fowler, Author.

#### Some Reasons Why Otto S. Langum Should be Elected Mayor of Minneapolis.

Otto S. Langum was selected by voters of all parties and in all walks of life, as the man best qualified to administer the affairs of the city government.

Desiring a truly representative city government, the Citizens' Mayoralty Committee was organized for the purpose of securing the election of Otto S. Langum.

This committee is non-partisan. Its membership includes working men, business men and professional men, and all are giving support to Otto S. Langum.

#### WHY?

Because Otto S. Langum's official record has won the approval of the people.

Because he is just, honest and fearless in the performance of his duties.

Because he will administer the affairs of the city in a manner that will make for a better and greater Minneapolis.

Because he is not ruled by a political machine.

Because he has the confidence of the people.

Because he will take to that office every qualification necessary to the proper administration of its affairs.

Because he has been tried and not found wanting.

Because he will be for ALL the people, and

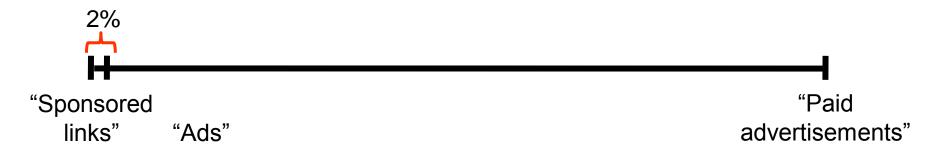
**Because Labor Will Get a Square Deal.** 

These are some of the reasons why Otto S. Langum should be the next Mayor of Minneapolis. There are other reasons, but these are enough to show that you will not be making a mistake by voting for

#### **OTTO S. LANGUM for Mayor of Minneapolis.**



### "Ads": A step forward?



See Edelman & Gilchrist, *Advertising Disclosures: Measuring Labeling Alternatives in Internet Search Engines*. Information Economics and Policy 24 (2012).

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-US Communications Decency Act, 47 USC §230

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Customer understands and agrees that <u>ads may be placed on</u> <u>any other content or property provided by a third party</u> ("Partner") <u>upon which Google places ads</u> ("Partner Property"). Customer agrees that all placements of Customer's ads shall <u>conclusively be deemed to have been approved by</u> Customer unless Customer produces contemporaneous documentary evidence showing that Customer disapproved such placements in the manner specified by Google.

### Google AdWords Dispute Resolution (CA)

**10 Miscellaneous**. The Agreement must be construed as if both parties jointly wrote it, governed by California law except for its conflicts of laws principles and adjudicated in Santa Clara County, California. ... Any notices to Google must be sent to Google Inc., Advertising Programs, 1600 Amphitheatre Parkway, Mountain View, CA 94043, USA, with a copy to Legal Department, via confirmed facsimile, with a copy sent via first class or air mail or overnight courier, and are deemed given upon receipt. Notice to Customer may be effected by sending email to the email address specified in Customer's account, or by posting a message to Customer's account interface, and is deemed received when sent (for email) or no more than 15 days after having been posted (for messages in Customer's account interface).

Soweit nicht ausdrücklich anders bestimmt, sind alle förmlichen (DE) Mitteilungen an die in diesem Vertrag ... genannten Adressen mit einer Kopie an die Rechtsabteilung zu richten und zwar (a) als Telefax mit einer Kopie via Briefpost oder (ii) als Kuriersendung.

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#### UNITED STATES DISTRICT COURT FOR THE SOUTHERN DISTRICT OF NEW YORK

VIACOM INTERNATIONAL INC., COMEDY PARTNERS, COUNTRY MUSIC TELEVISION, INC.,	) ) )
PARAMOUNT PICTURES CORPORATION, and BLACK ENTERTAINMENT TELEVISION	) Civil Action No
LLC,	) COMPLAINT FOR ) DECLARATORY AND
Plaintiffs,	) INJUNCTIVE RELIEF
	) AND DAMAGES
v.	)
YOUTUBE, INC., YOUTUBE, LLC, and GOOGLE INC.,	) )
Defendants.	) ) )

Plaintiffs Viacom International Inc., Comedy Partners, Country Music Television,

Inc., Paramount Pictures Corporation, and Black Entertainment Television LLC (collectively,

"It's all 'bout da videos, yo. We'll be an excellent acquisition target once we're huge."

- Jawed Karim, YouTube co-founder

"Jawed, please stop putting stolen videos on the site. We're going to have a tough time defending the fact that we're not liable for the copyrighted material on the site because we didn't put it up when one of the cofounders is blatantly stealing content from other sites and trying to get everyone to see it."

- Steve Chen, YouTube co-founder

replying about "obviously copyright infringing stuff":

"We can presumably claim that we don't know who owns the rights to that video and by uploading, the user is claiming they own that video. We're protected by DMCA for that. We'll take it down if we get a 'cease and desist'"

- Steve Chen, YouTube co-founder

"[We] implemented a flagging system so you can flag a video as being inappropriate or copyrighted. That way, the perception is that in we are concerned about this type of material."

- Steve Chen, YouTube co-founder

Google hired Credit Suisse for due diligence on YouTube. CS found that 60% of the views on YouTube were "premium" (copyrighted) content.

An analysis by Google in May 2007 showed that while the average YouTube video was viewed 110 times, videos that had been removed for copyright infringement were viewed an average of 765 times.

## **Living With Google**

- Know their weaknesses
  - Play tough guy? Puppy dog? A middle ground?
- Avoid depending on Google
  - Seek alternatives to algorithmic search traffic
    - Email/newsletters, apps, social
  - Seek alternatives to search ads
    - Are ads in other media plausible substitutes?
- Help preserve competition
  - Support competing offerings when possible

# Google as Publisher ... And What To Do About It

### Benjamin Edelman www.benedelman.org

March 18, 2013