

#### Exxon Mobil Corporation Balance Sheet

(in millions)

Dec. 31, 2019		Dec. 31, 2018		
\$	3,089	\$	3,042	
\$	26,966	\$	24,701	
\$	14,010	\$	14,803	
\$	4,518	\$	4,155	
\$	1,469	\$	1,272	
\$	50,052	\$	47,973	
\$	43,164	\$	40,790	
\$	253,018	\$	247,101	
\$	16,363	\$	10,332	
\$	362,597	\$	346,196	
	\$ \$ \$ \$ \$ \$ \$ \$	\$ 3,089 \$ 26,966 \$ 14,010 \$ 4,518 \$ 1,469 \$ 50,052 \$ 43,164 \$ 253,018 \$ 16,363	\$ 3,089 \$ \$ 26,966 \$ \$ \$ \$ 14,010 \$ \$ 4,518 \$ \$ \$ 1,469 \$ \$ \$ 50,052 \$ \$ 43,164 \$ \$ \$ 253,018 \$ \$ \$ 16,363 \$ \$	\$ 3,089 \$ 3,042 \$ 26,966 \$ 24,701 \$ 14,010 \$ 14,803 \$ 4,518 \$ 4,155 \$ 1,469 \$ 1,272 \$ 50,052 \$ 47,973 \$ 43,164 \$ 40,790 \$ 253,018 \$ 247,101 \$ 16,363 \$ 10,332



#### Apple Inc.

#### **CONDENSED CONSOLIDATED BALANCE SHEETS (Unaudited)**

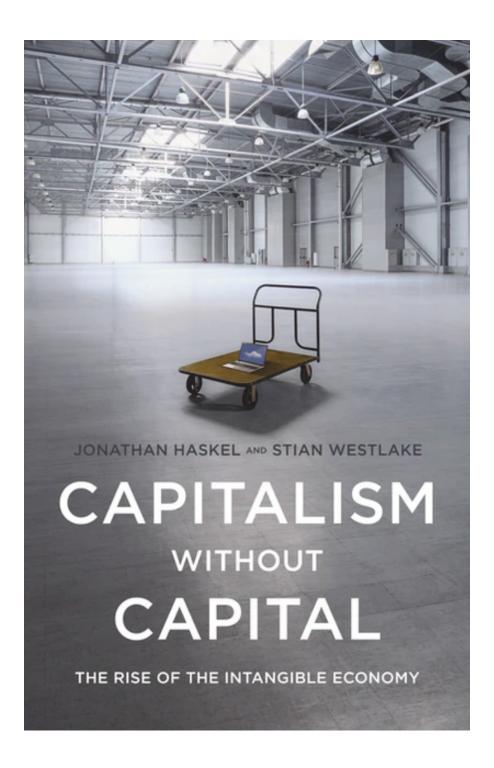
(In millions, except number of shares which are reflected in thousands and par value)

	 March 27, 2021		September 26, 2020	
ASSETS:				
Current assets:				
Cash and cash equivalents	\$ 38,466	\$	38,016	
Marketable securities	31,368		52,927	
Accounts receivable, net	18,503		16,120	
Inventories	5,219		4,061	
Vendor non-trade receivables	14,533		21,325	
Other current assets	 13,376		11,264	
Total current assets	121,465		143,713	
Non-current assets:				
Marketable securities	134,539		100,887	
Property, plant and equipment, net	37,815		36,766	
Other non-current assets	43,339		42,522	
Total non-current assets	 215,693		180,175	
Total assets	\$ 337,158	\$	323,888	

#### META PLATFORMS, INC. CONSOLIDATED BALANCE SHEETS

(In millions, except for number of shares and par value)

	December 31,		
	2021		2020
Assets			
Current assets:			
Cash and cash equivalents	\$ 16,601	\$	17,576
Marketable securities	31,397		44,378
Accounts receivable, net	14,039		11,335
Prepaid expenses and other current assets	4,629		2,381
Total current assets	66,666		75,670
Equity investments	6,775		6,234
Property and equipment, net	57,809		45,633
Operating lease right-of-use assets	12,155		9,348
Intangible assets, net	634		623
Goodwill	19,197		19,050
Other assets	2,751		2,758
Total assets	\$ 165,987	\$	159,316











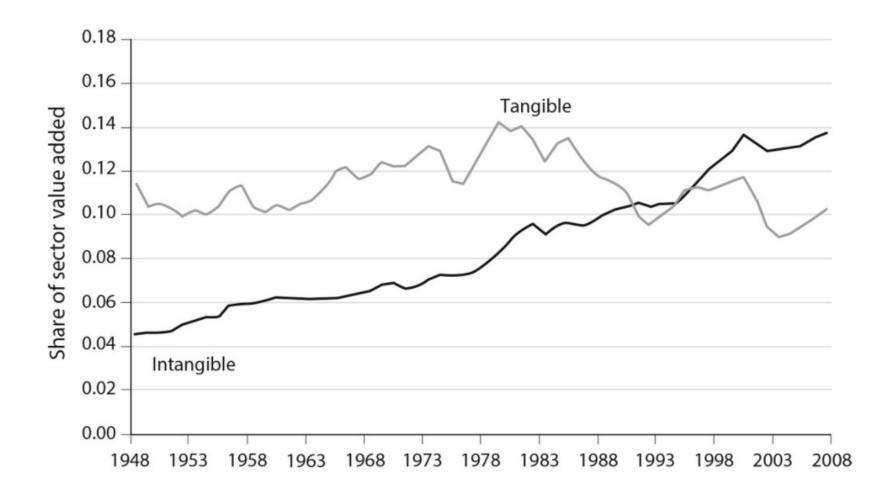
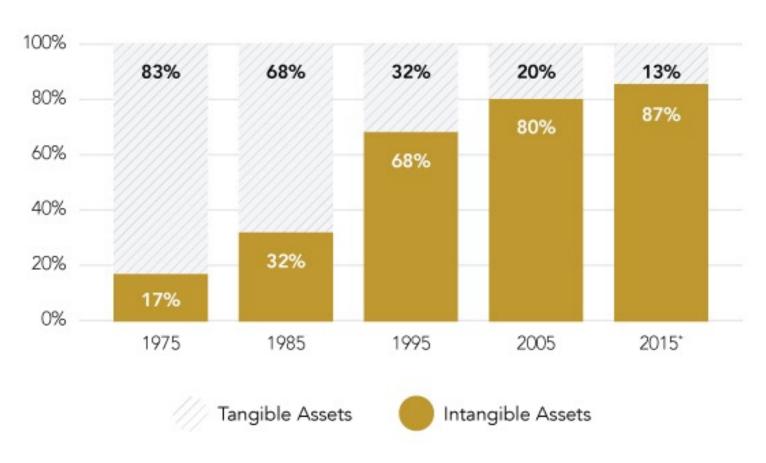


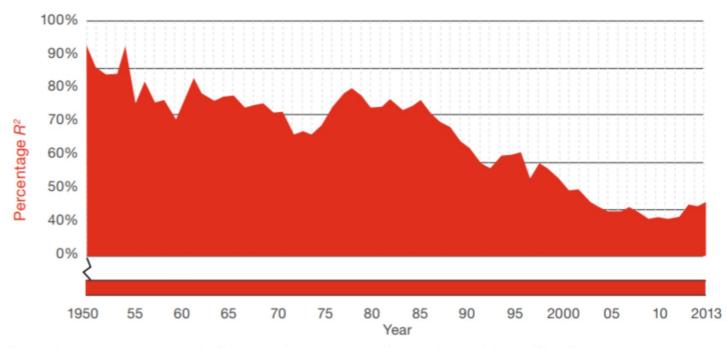
Figure 2.1. Intangible and tangible investment over time, United States. Data are US business investment in intangible and tangible assets relative to US non-farm business sector output, including intangible output. Last datapoint is 2007. Source: Corrado and Hulten 2010, online data appendix.

## COMPONENTS of S&P 500 MARKET VALUE



SOURCE: OCEAN TOMO, LLC

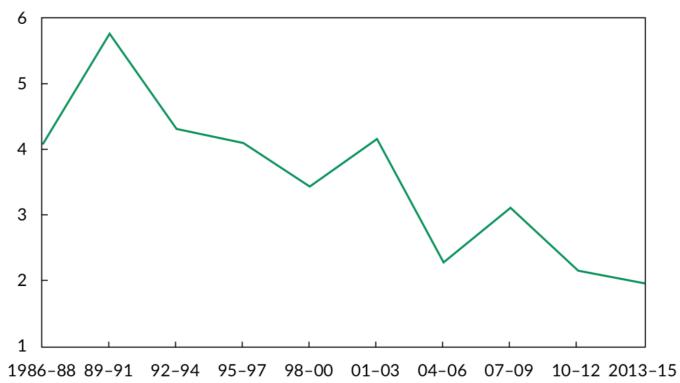
# Adjusted $R^2$ of regression of corporate market value on reported earnings and book value, 1950-2013



Source: The end of Accounting and the Path Forward for investors and Managers by Baruch Lev and Feng Gu

Figure 1. The Shrinking Gains from the Perfect Prediction of Consensus Hits and Beats























**Trade Secrets** 



Organizational Knowledge



**Proprietary Software Code** 



**Brand &** Reputation



**Critical Suppliers** & Customers



Research & **Development** 



Strategy & **Market Intelligence** 



**Know-How** 



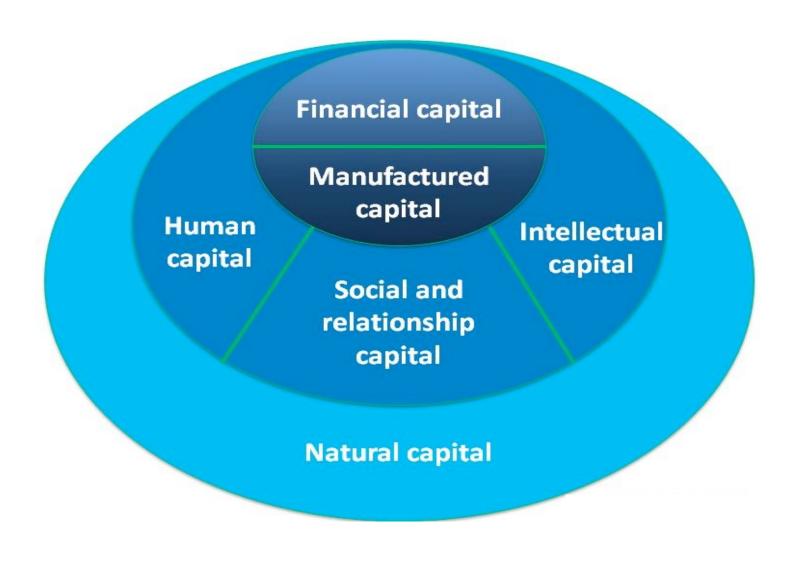






**Brand Equity** 

# <IR> and the Six Capitals



# Brand Equity

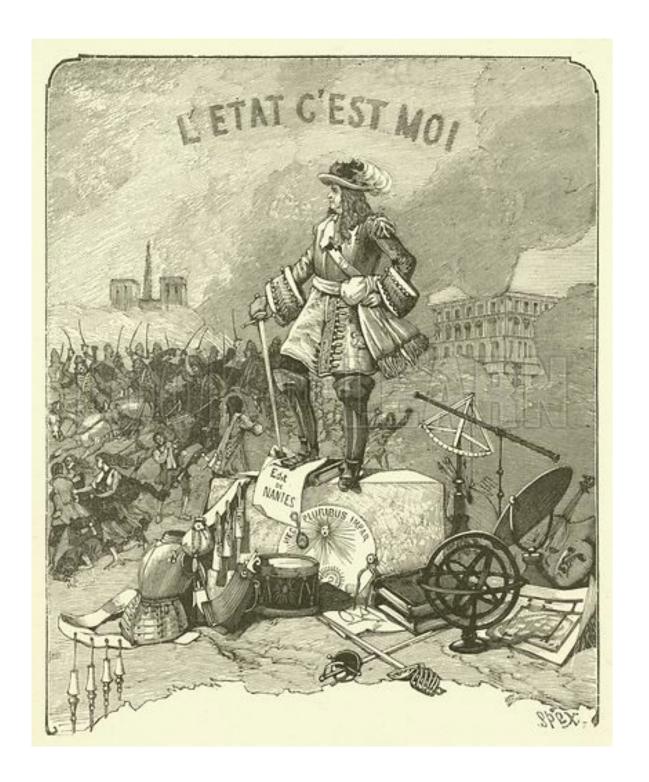


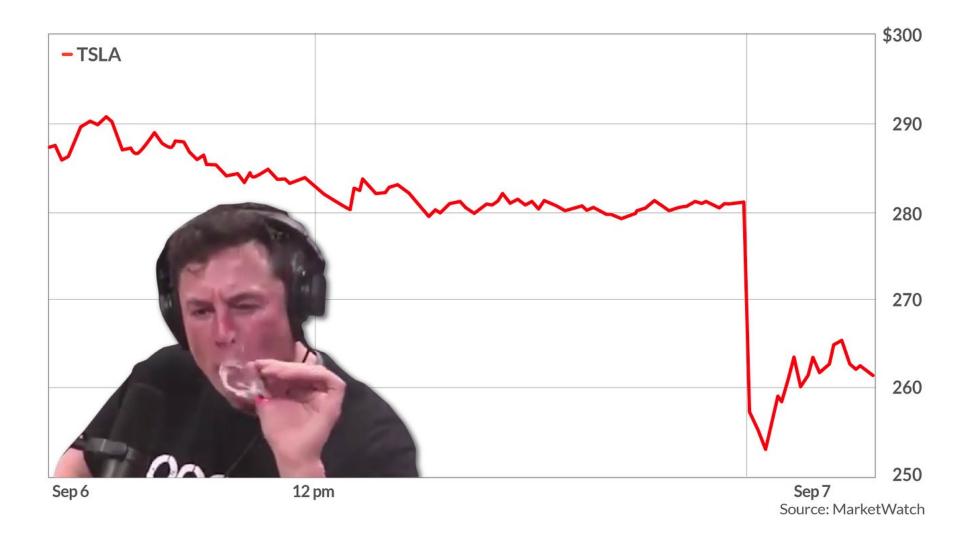
# Reputation

GIGAFACTORY TEXAS - OFFICE SPACE WITH FACTORY VIEW











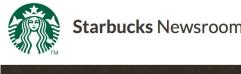
Press Releases Home

Fact Sheets

Views

Multimedia

Contact



July 9, 2018 Coffee & Company **Starbucks to Eliminate Plastic Straws Globally by 2020** Share f t p in 🖸 Downloads

#### **Related Press Releases**

June 19, 2018

Starbucks Announces Strategic Priorities to Accelerate Growth and Create Long-Term Shareholder Value

June 26, 2018 Starbucks to Expand Teavana into \$1.2 Plastic straws to be replaced with new recyclable strawless lid and alternative-material straw options

Move builds upon a \$10M commitment to develop a fully recyclable and compostable global cup solution

Marks significant milestone in the company's thirty-year history in sustainable innovations

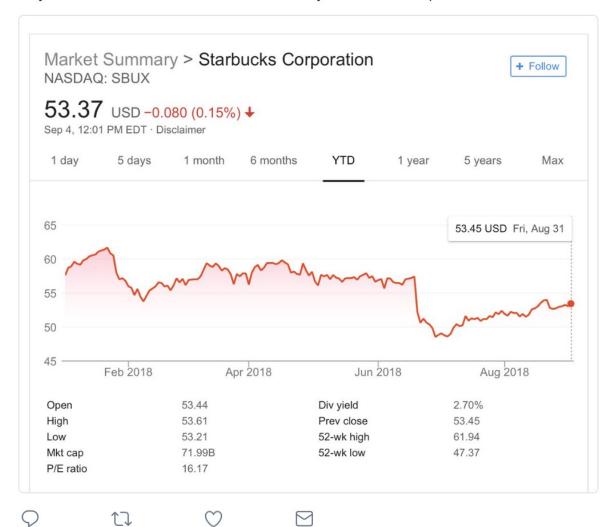
SEATTLE; July 9, 2018 - Today, Starbucks Coffee Company (NASDAQ: SBUX) announced it will eliminate single-use plastic straws from its more than 28,000 company operated and licensed stores by making a strawless lid or alternative-material straw options available, around the world. Starbucks, the largest food and beverage retailer to make such a global commitment, anticipates the move will eliminate more than one billion plastic straws per year from Starbucks stores.



# **Wednesday** @genericpanic · Sep 4 and \$3 blip drop in Nike stock is \*nothing\* \$NKE

Look at starbucks \$SBUX

April 12th hit from overt racism is almost non-existant, July 9th **straw** debacle did hit but recovery is almost complete.





#### Selena Maranjian @SelenaMaranjian · Jul 12

Starbucks' Plastic **Straw** Ban Is More Important Than You Think @themotleyfool #stocks \$**SBUX**, \$MCD, \$DNKN



#### Starbucks' Plastic Straw Ban Is More Important Than You Think @the...

The news was greeted cynically by some, but it should help improve the coffee chain's sagging reputation.

fool.com

# Methods for Valuing Intangible Assets

- Four common methods for calculating total value of intangibles
- Market value methods:
  - Method #1: Market and Book Values
  - Method #2: Intangible to Tangible Asset Ratio
- ROA methods
  - Method #3: Calculated Intangible Value (CIV)

## META PLATFORMS, INC. CONSOLIDATED BALANCE SHEETS

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Total assets	\$	165,987	\$	159,316

### Facebook's Book Value vs. Market Value

Share Price	# of Shares	Market Value				
\$209.84	2.722B	\$571.18B				
<b>Book Value</b> (A-L)	# of Shares	Book value/share				
\$124.88B	2.722B	\$45.88				
Price-to-Book Ratio						
(Share Price / Book value per share)						
	\$4.57					

Are intangibles really MV-BV = 446.3B?

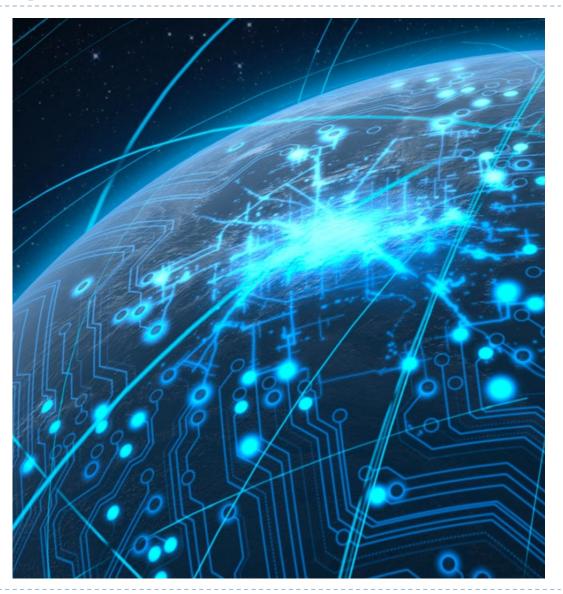
## Better Method

- Identify strategic intangible assets for your company
- Model causal relations in business model → focus on value creation
  - e.g., <IR>, Value Reporting Foundation, CICA's Total Value Creation
- Conceptualize each intangible asset individually
- Develop measurement plan for each intangible
- Gather, prepare, and manipulate data
  - Capture dynamically
- Implement and communicate
  - e.g., with a dashboard
- Because of the dynamic and unstructured nature of the data, this is much harder than with tangible assets and requires different skills

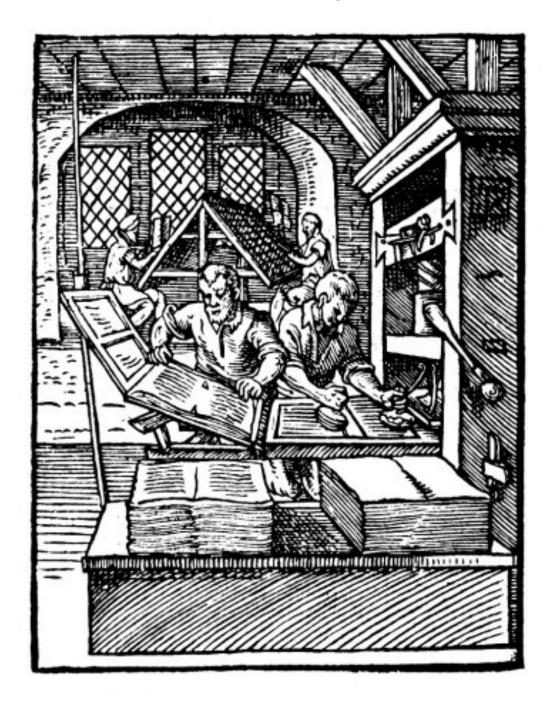
# Importance of Big Data

"Big Data is the new oil. The companies, governments, and organizations that are able to mine this resource will have an enormous advantage over those that don't."

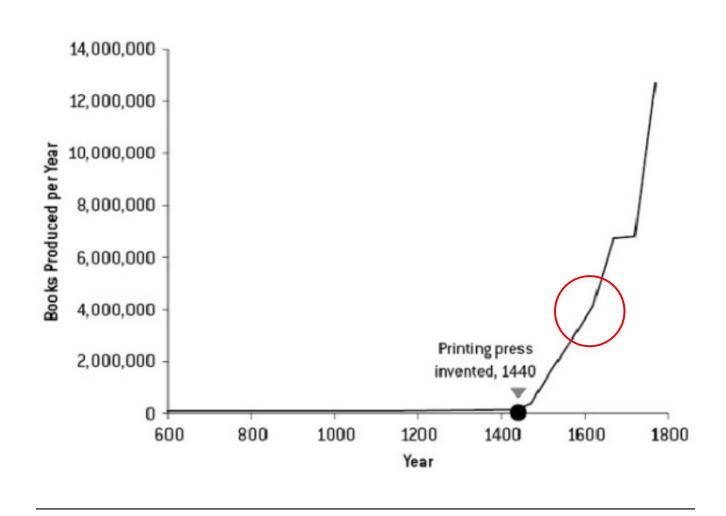
- Deloitte, 2012



# The Printing Press



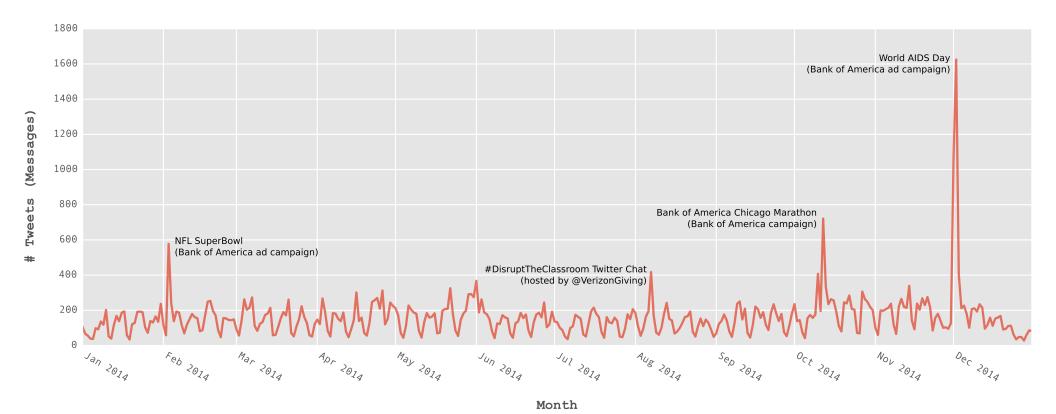
# European Book Production Over Time



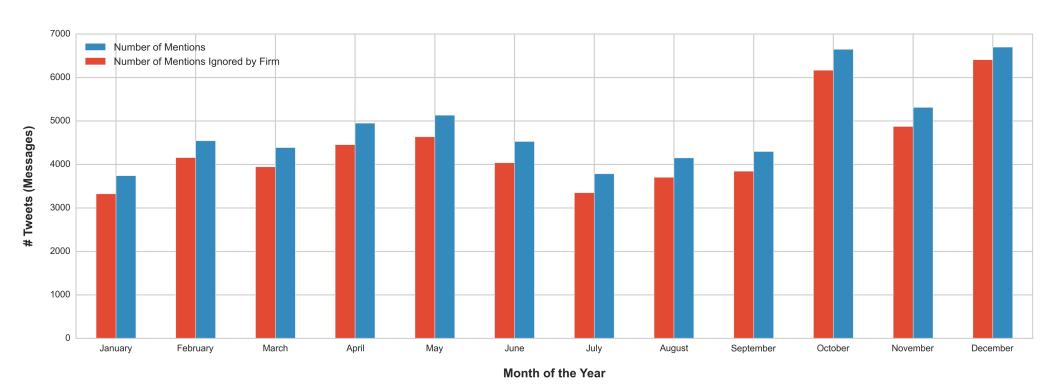


# DYNAMIC AND TEMPORAL DATA

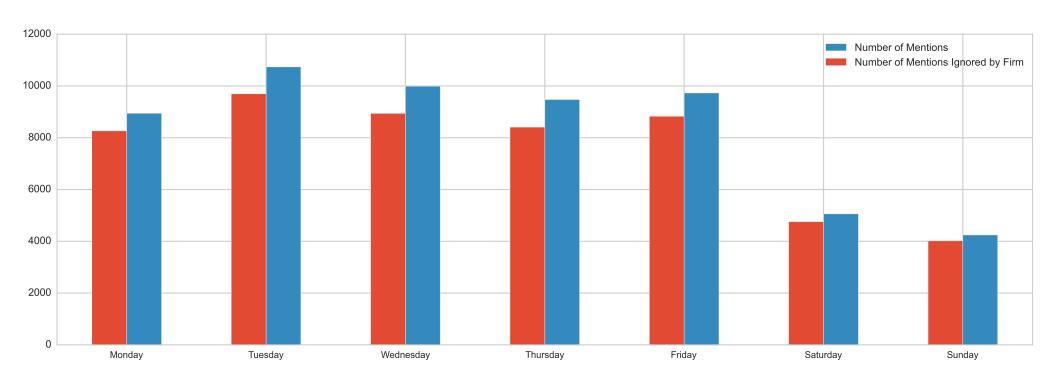
## Daily Mentions of 42 Firm CSR Twitter Accounts



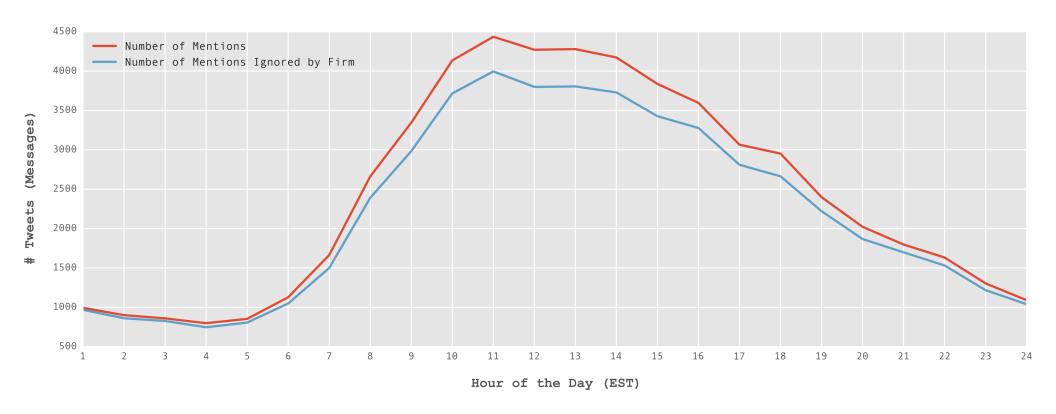
## **Public Mentions and Firm Replies by Month**



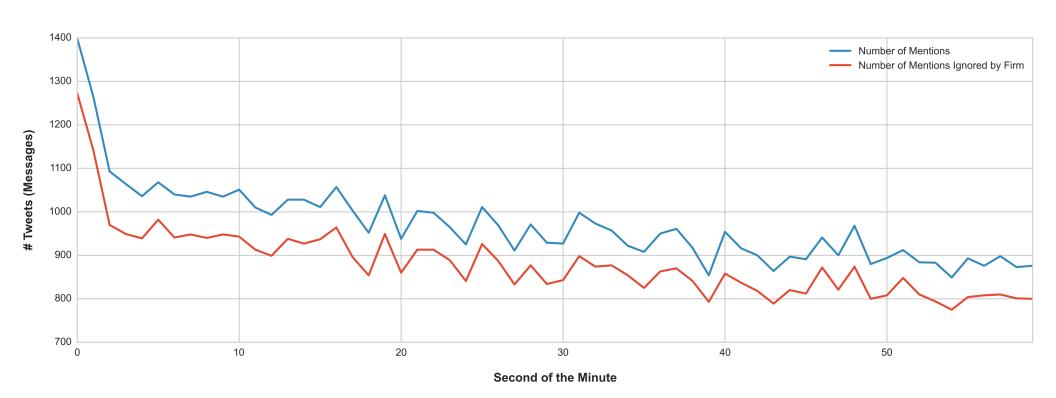
## Public Mentions and Firm Replies by Day of the Week



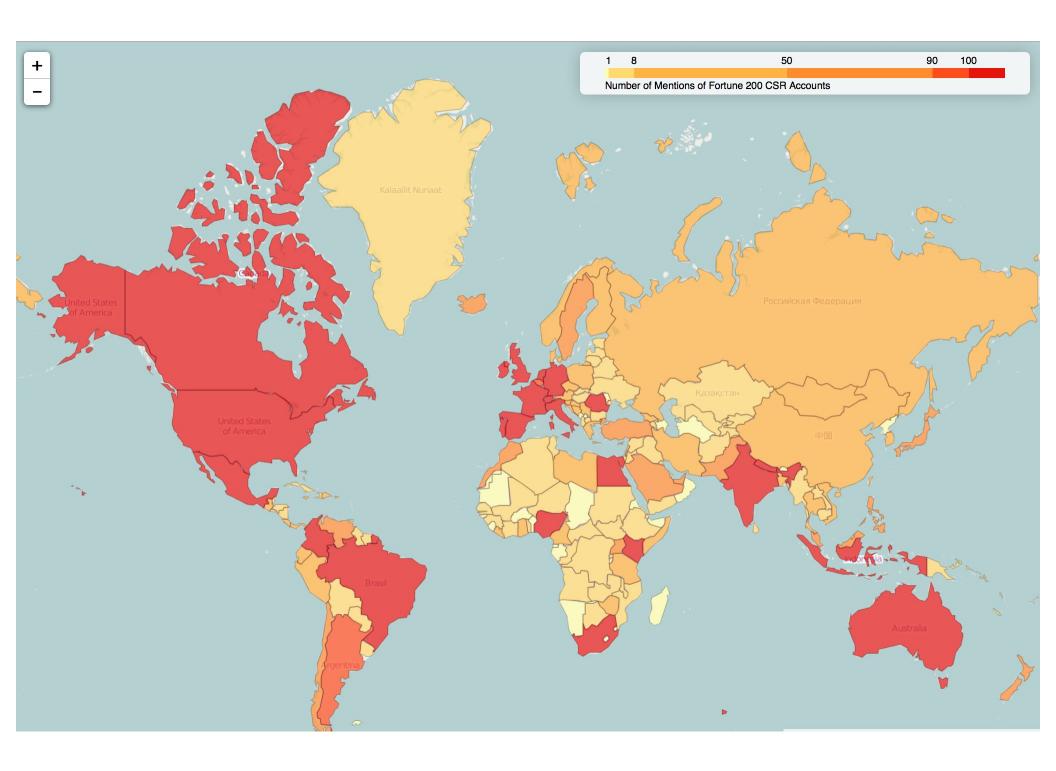
## **Public Mentions and Firm Replies by Hour of the Day**

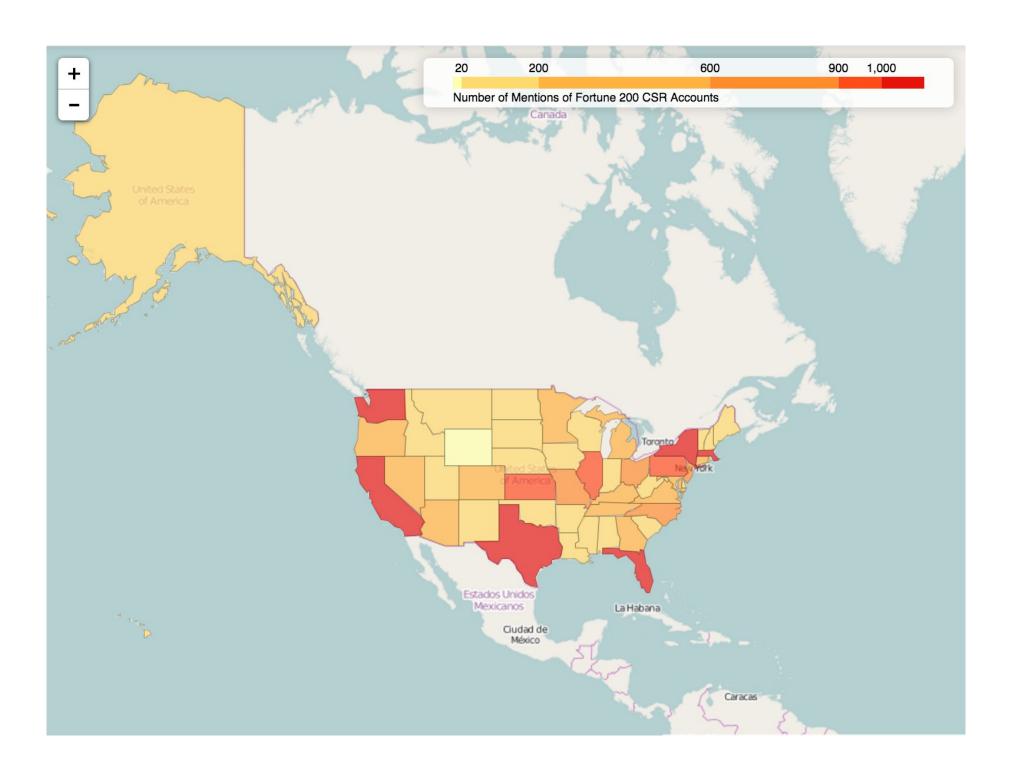


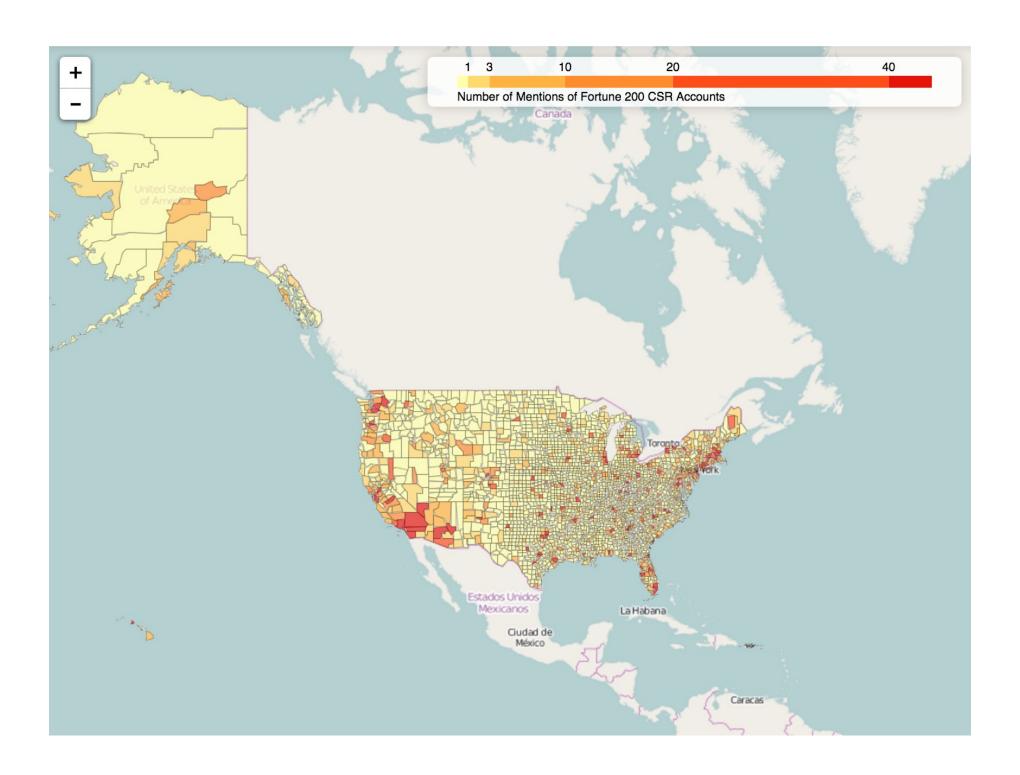
#### **Public Mentions and Firm Replies by Second of the Minute**



# GEOGRAPHICAL DATA



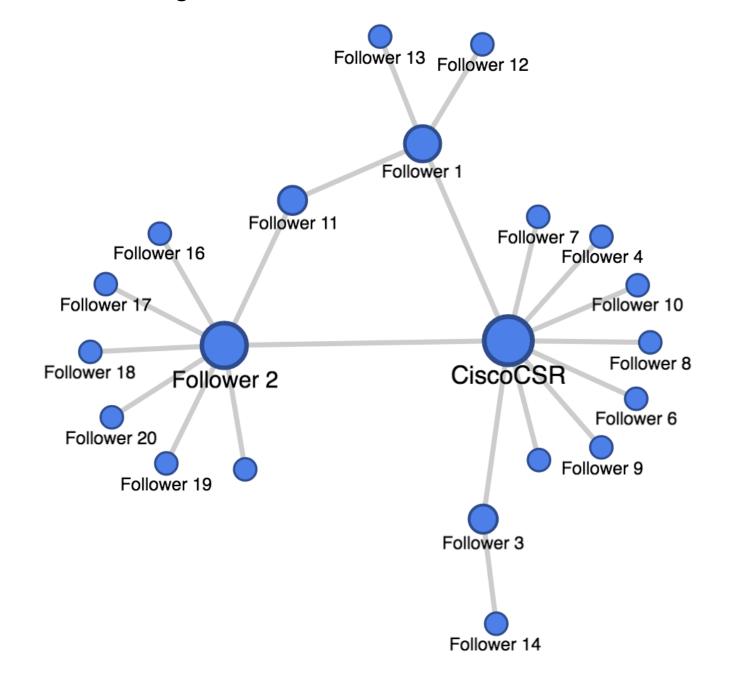




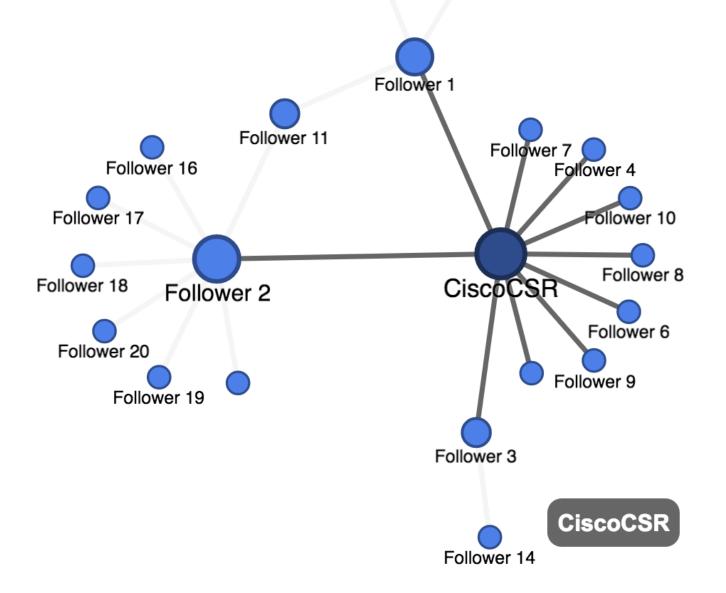
### Awareness

(Retweets)

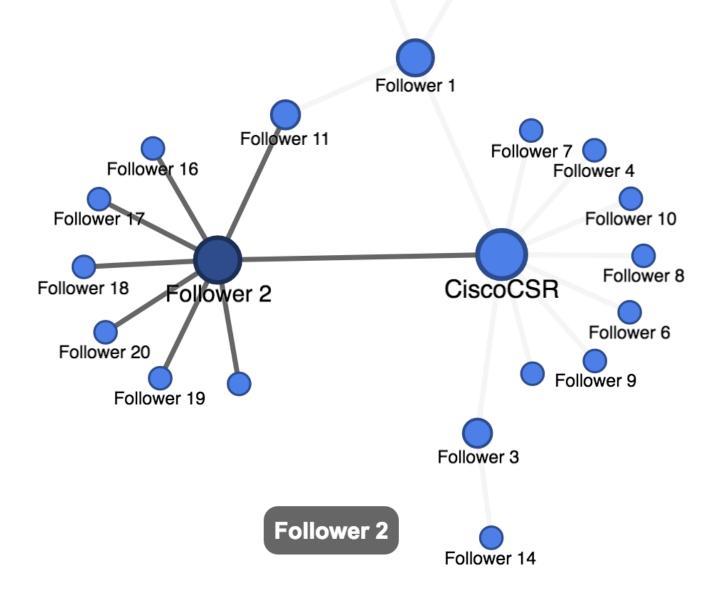
#### **Key Skill: Understanding Networks**



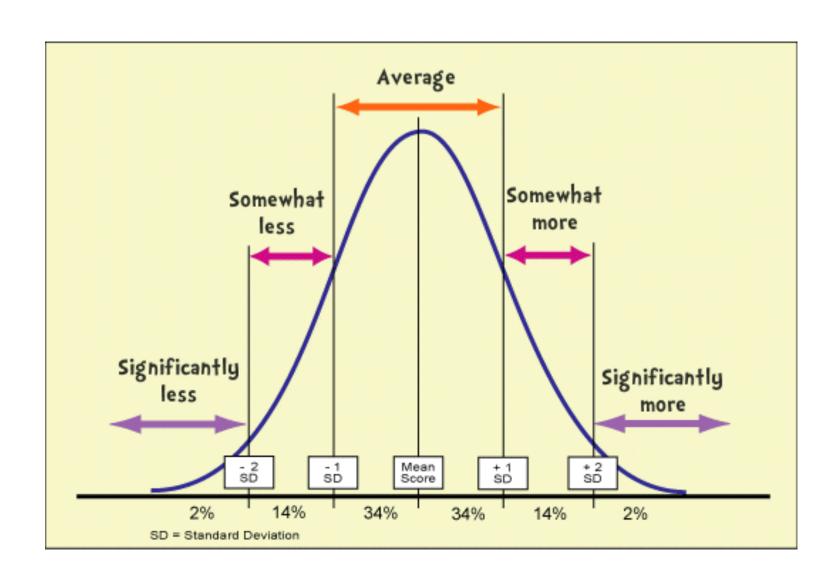




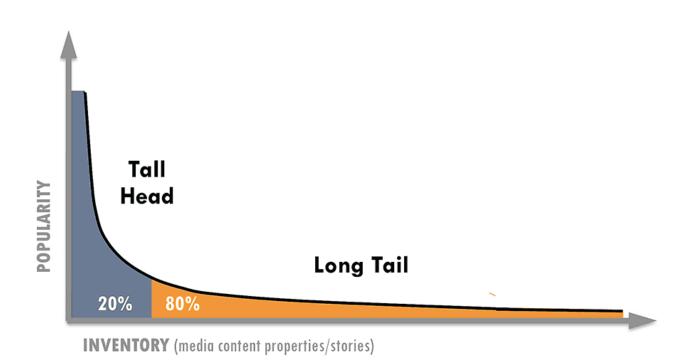




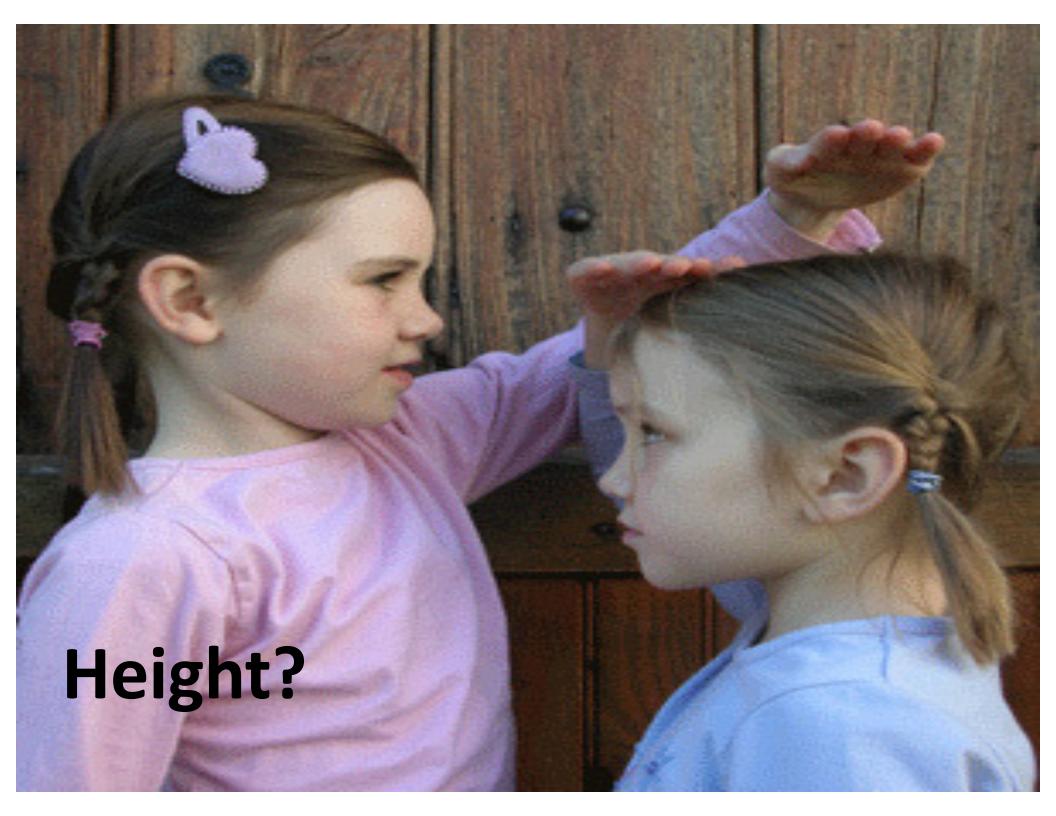
#### Normal Distribution

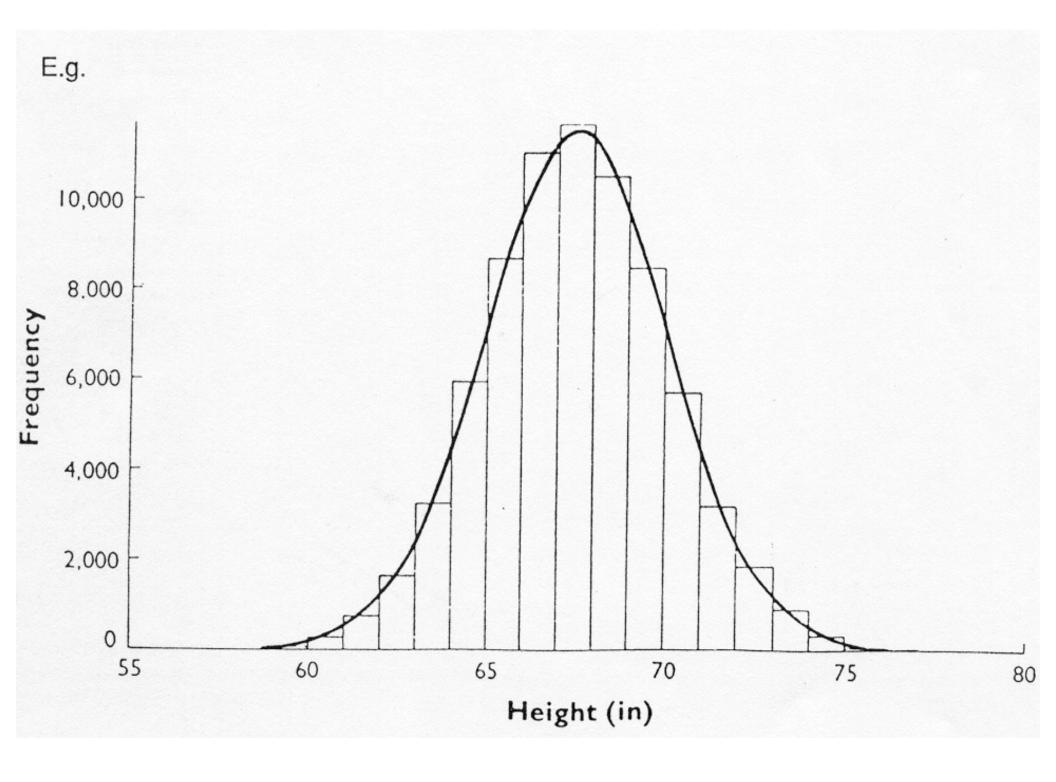


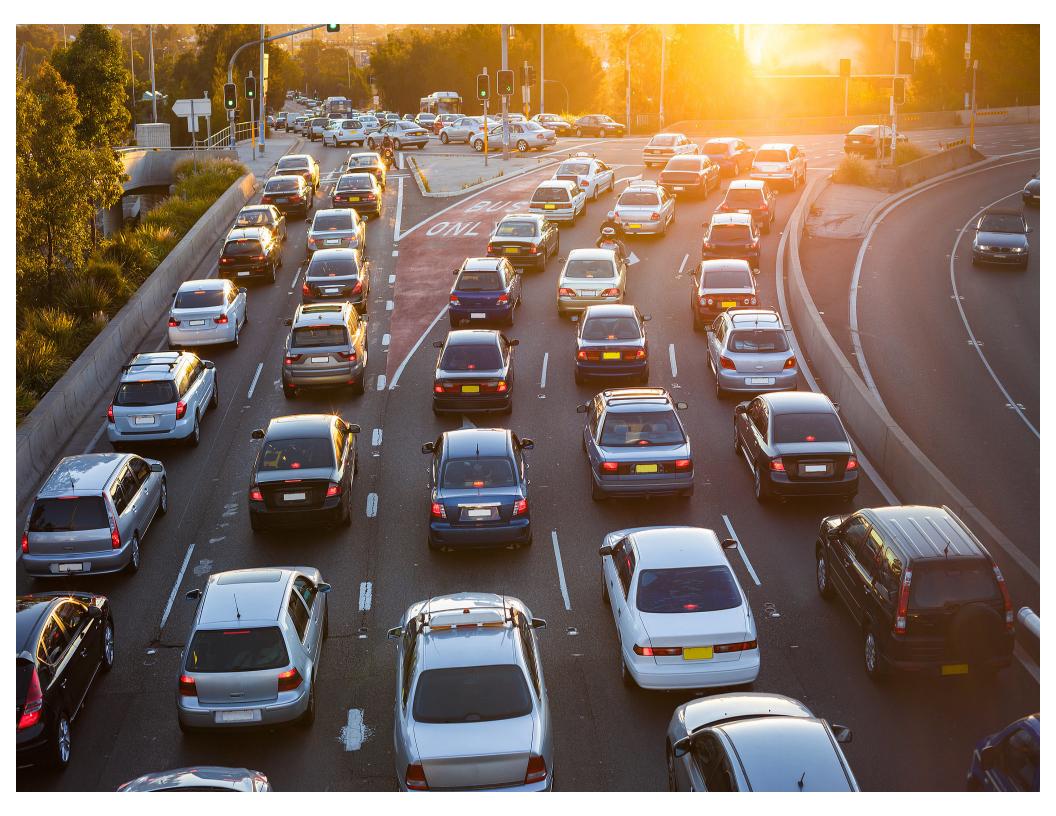
#### Power Law Distribution



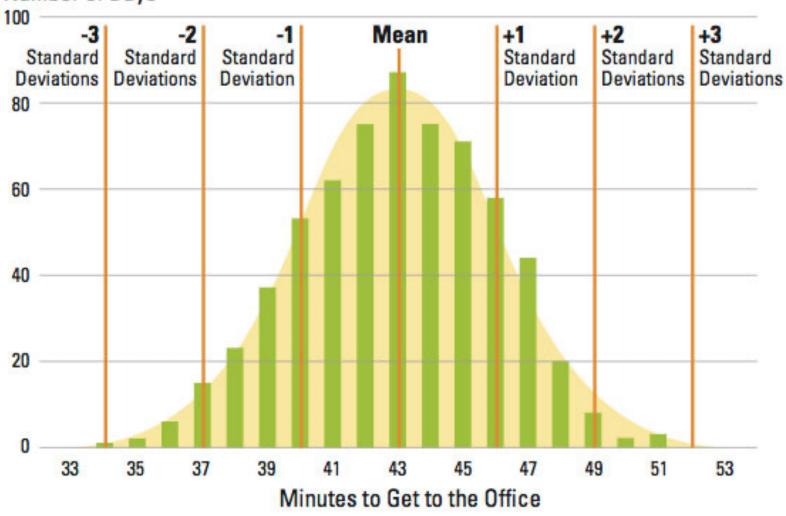
# Power Law or Normal?



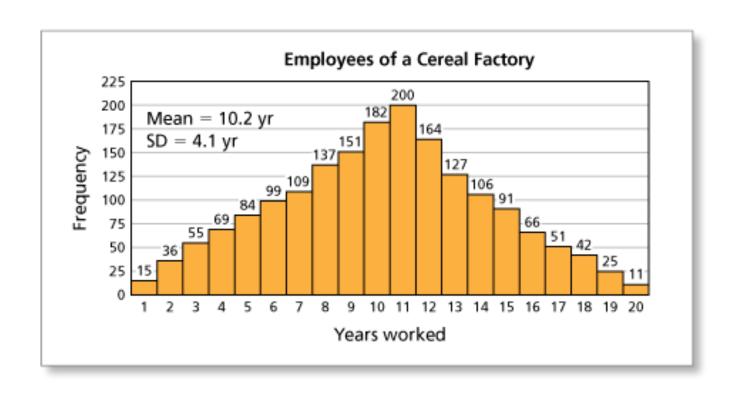


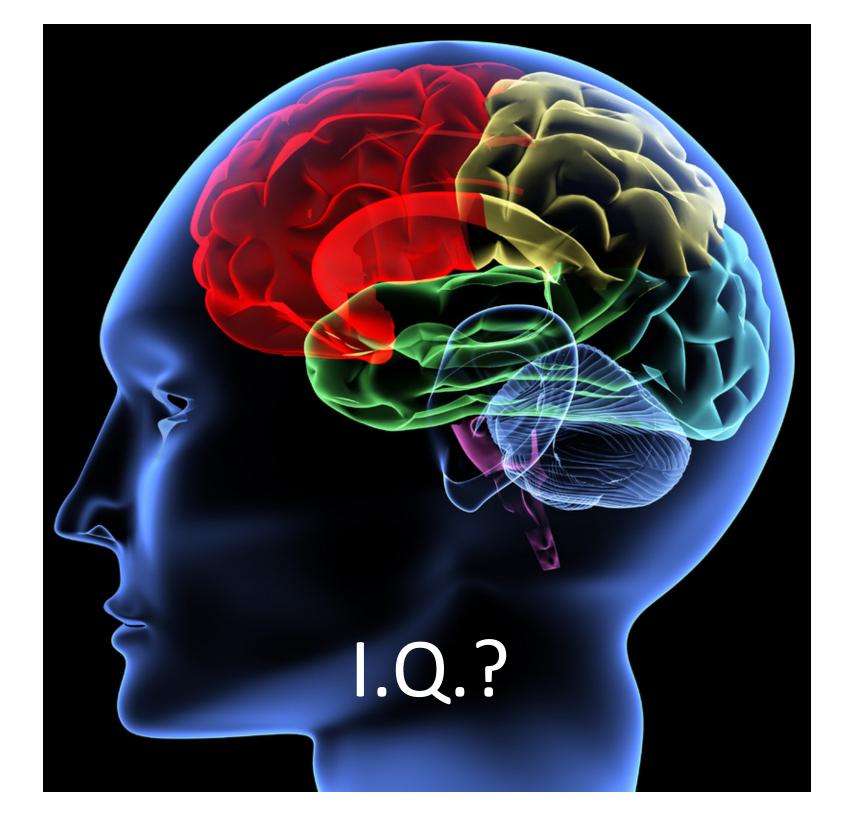


#### Number of Days

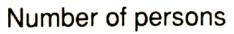




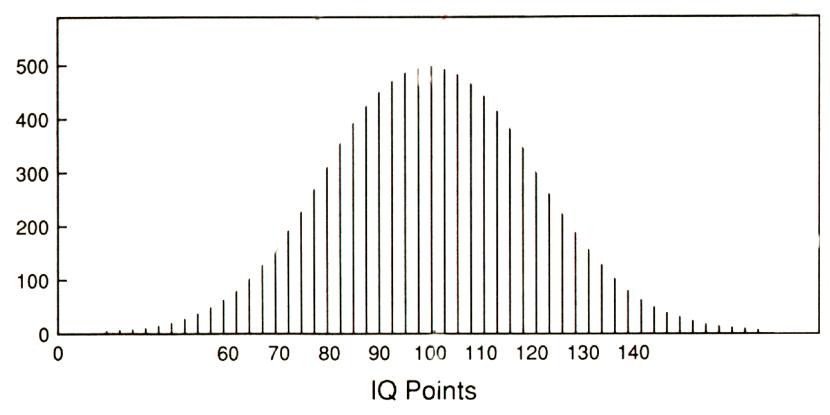


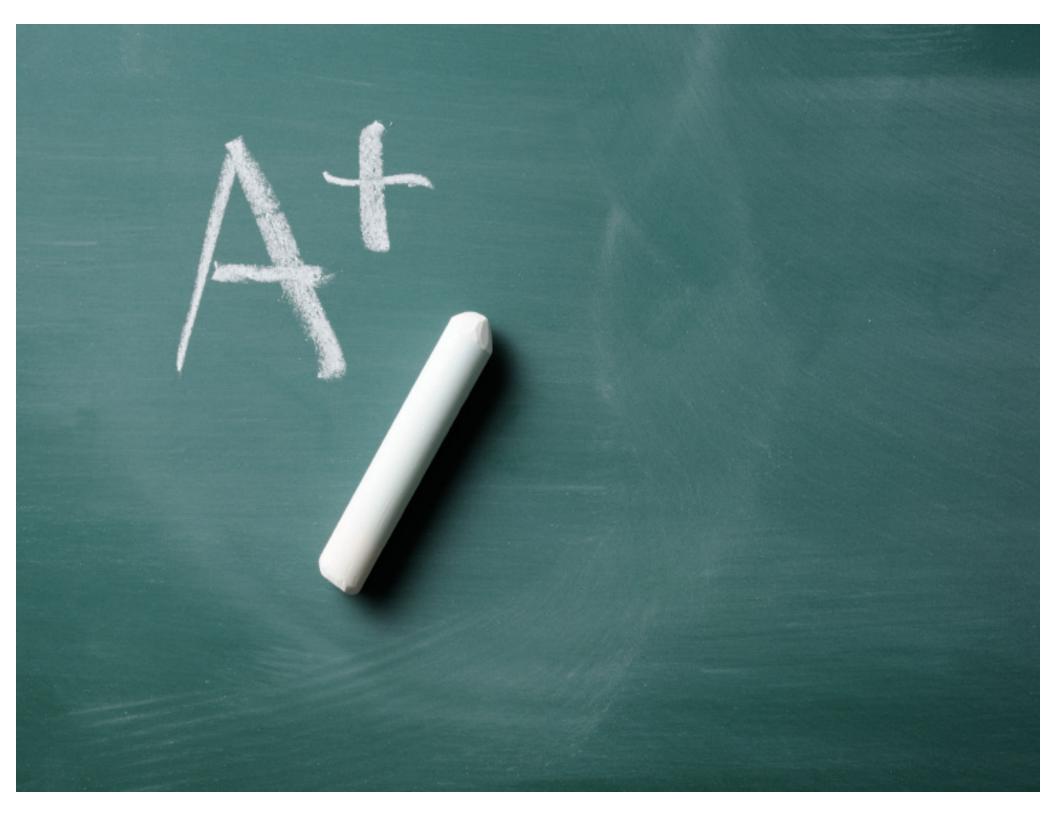


#### IQ Histogram

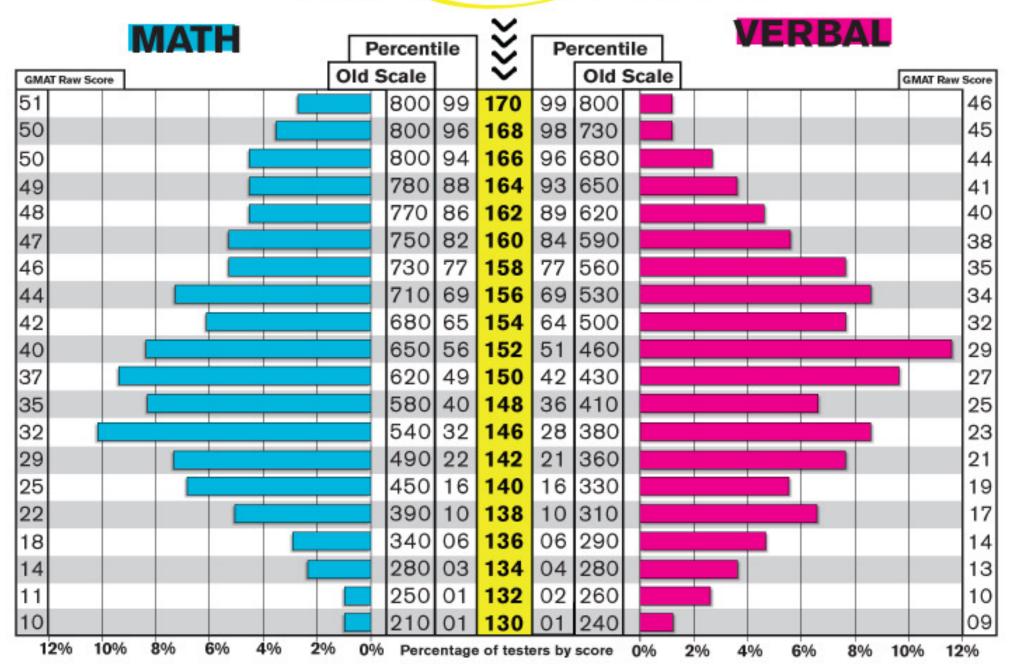




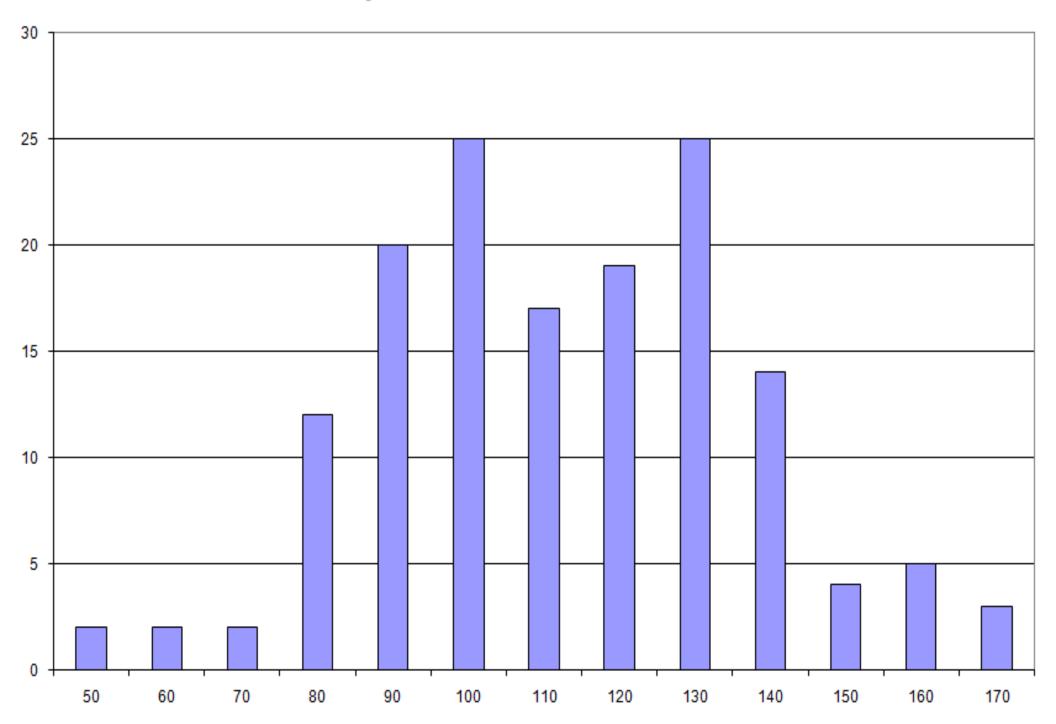


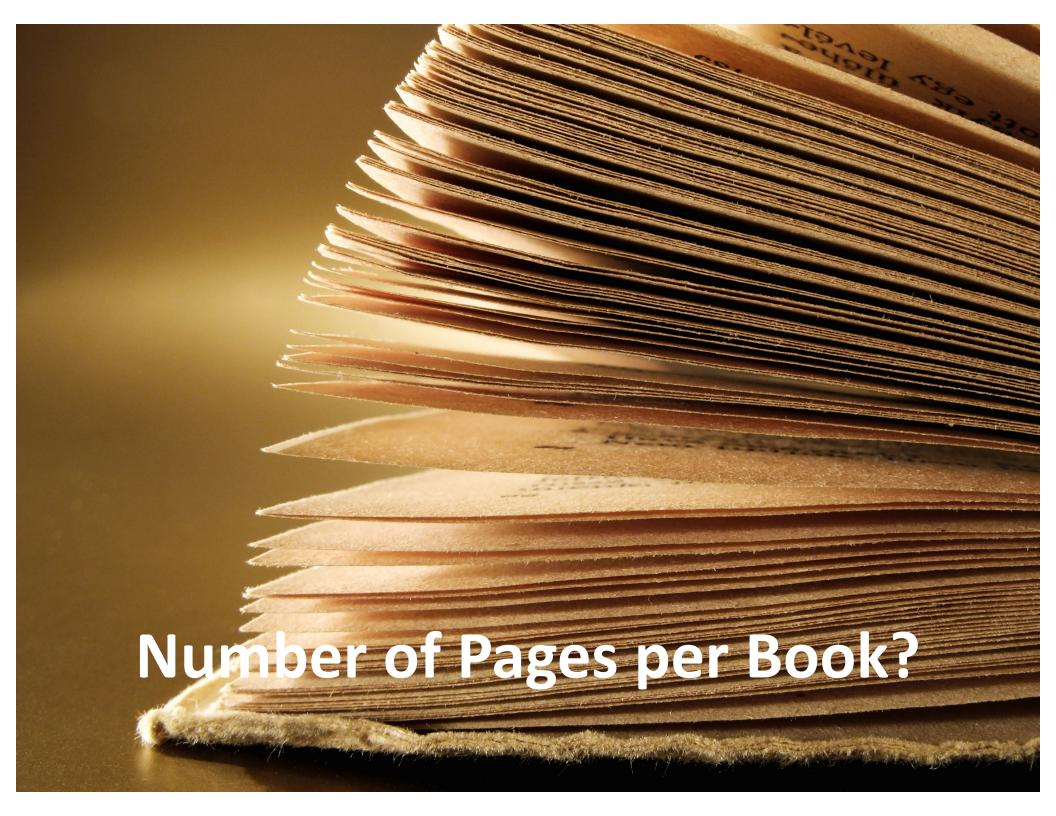


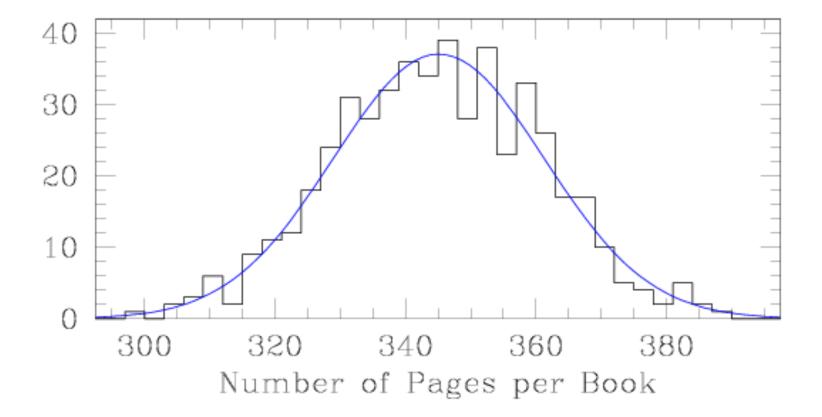
# Your GRE Score



### **Physics 5B Final Exam Scores**







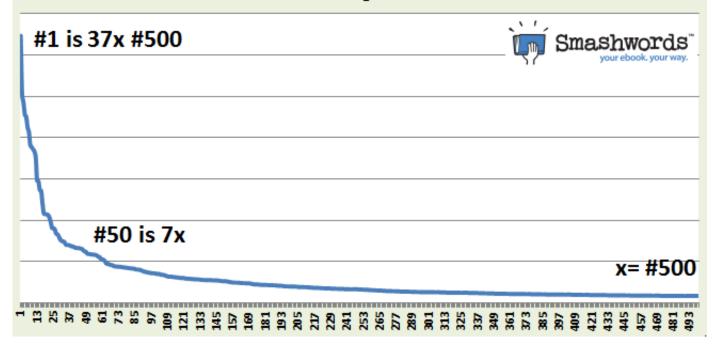
## **Number of Books Sold?**



#### Sales Distribution Curve - Top 500 Smashwords Bestsellers

Period: May 1, 2012 through March 31, 2013

Left axis: Dollars Sold. Bottom axis: Sales rank for individual titles, listed in descending sales order



# **Blog Popularity?**



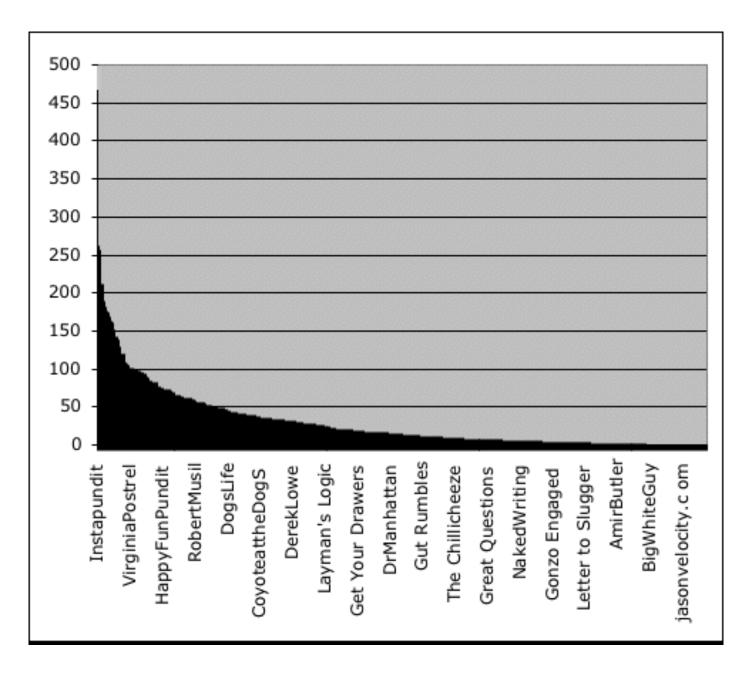
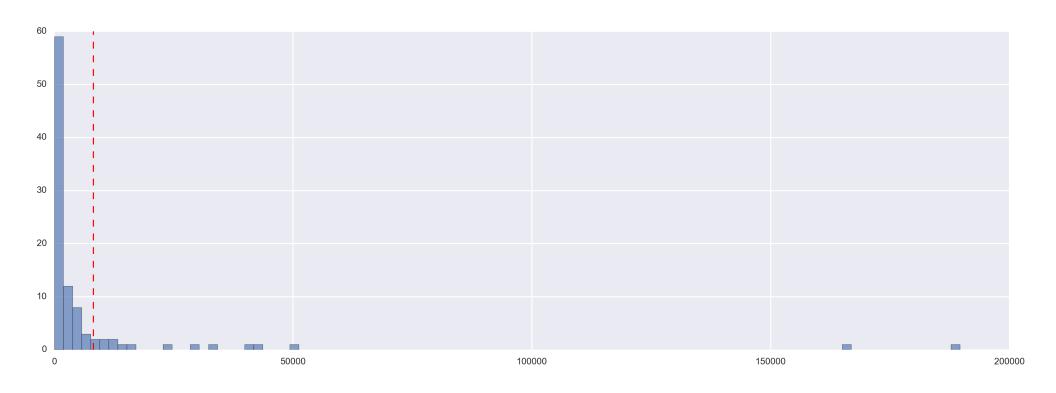
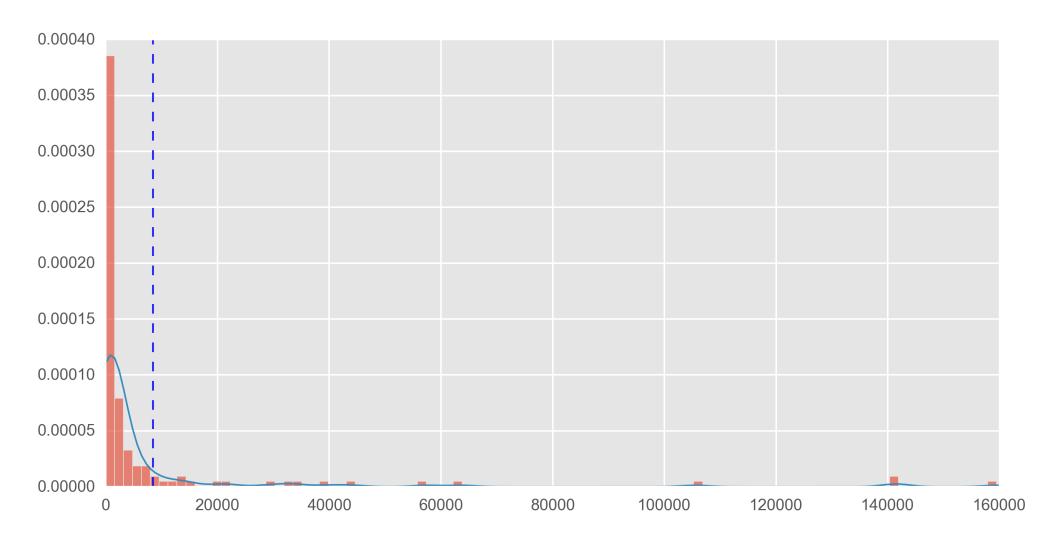


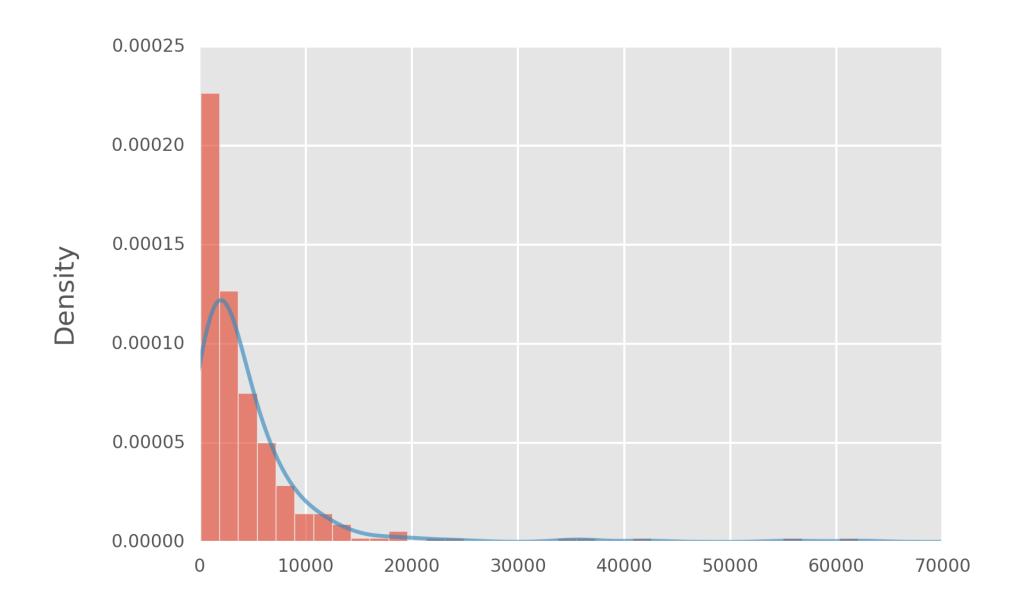
Figure 1. 433 weblogs arranged in rank order by number of inbound links.



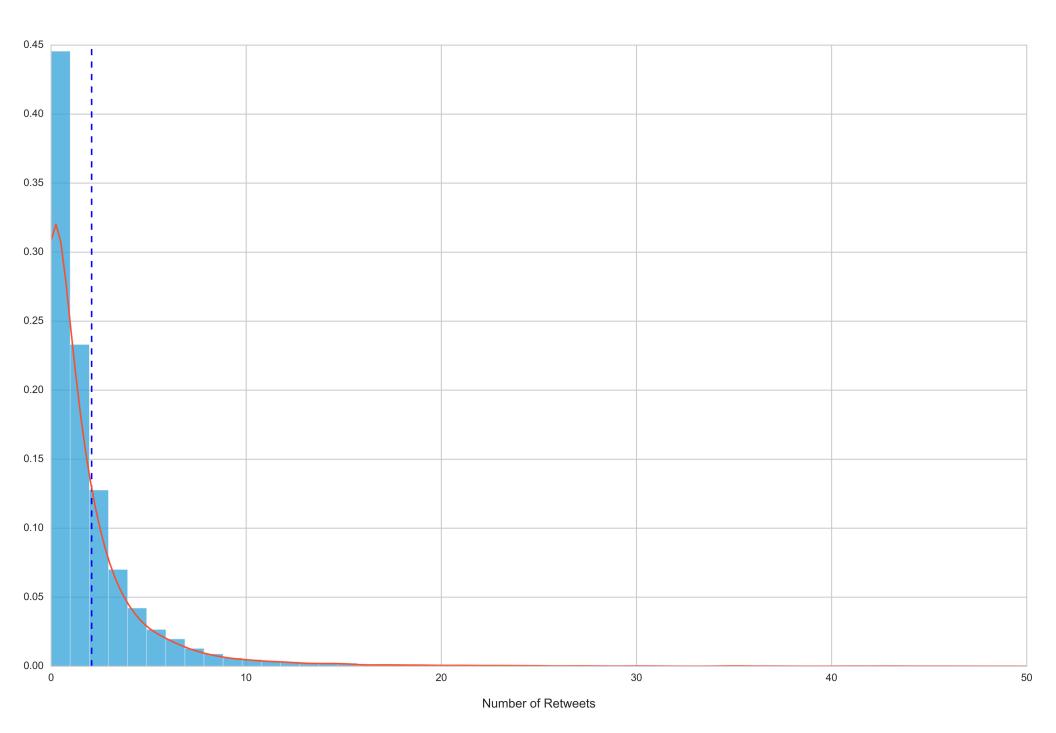
# Followers of Twitter accounts of 100 Organizations of the NPTimes 100 list



# Followers of 135 Mining Firm Twitter Accounts



Number of Tweets Sent by 135 Mining Firm Twitter Accounts





### **Windy City Hoops**

Story

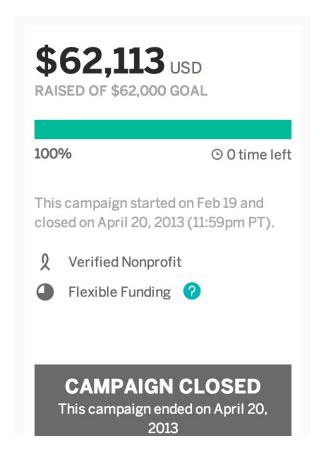
Updates 5

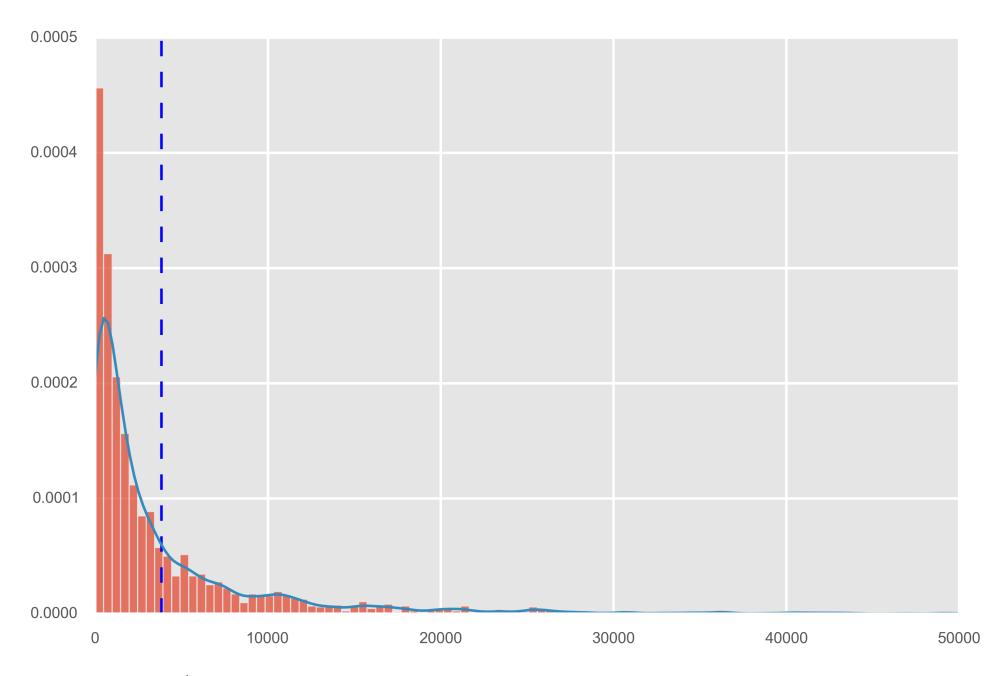
Comments 73

Funders 707

Gallery 18







\$ Amounts Raised in 2,730 Indiegogo Crowdfunding Campaigns



#### **Potato Salad**

by Zack Danger Brown

Home

Updates 17

Backers 6,276

Comments 967



♥ Columbus, OH 
● Food



6,276 backers

\$61,147 pledged of \$10 goal

days to go

**Back This Project** 

\$1 minimum pledge

This project will be funded on Sat, Aug 2 2014 9:47 PM SGT.



Project by

Zack Danger Brown

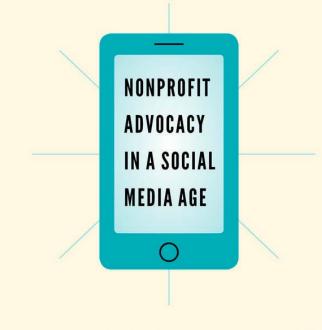
Columbus, OH

f Share







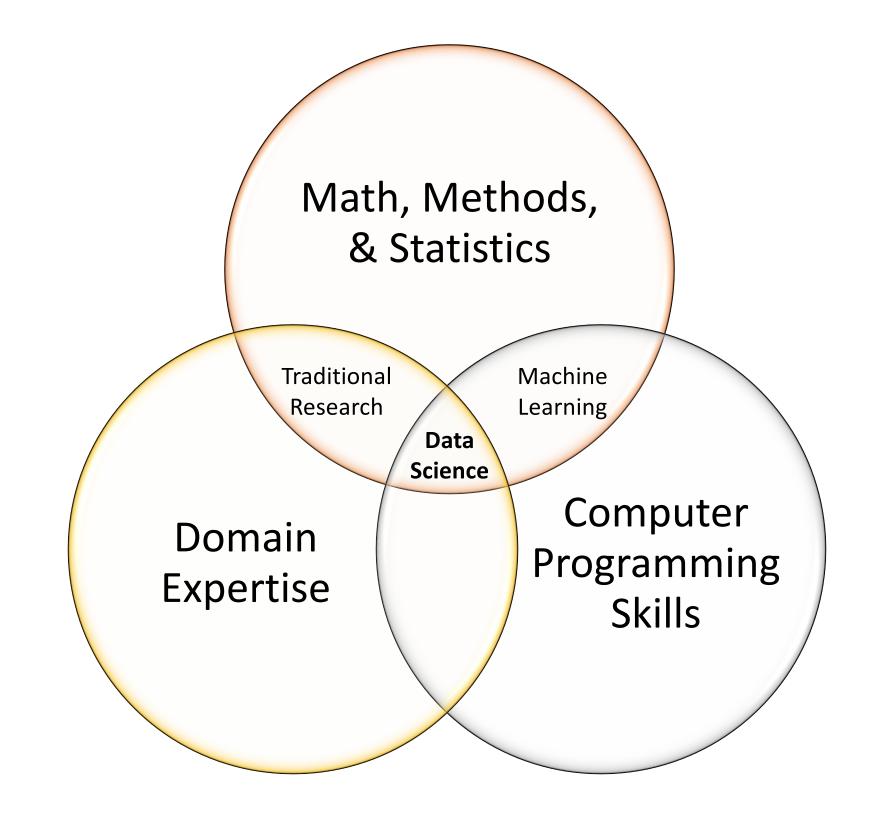


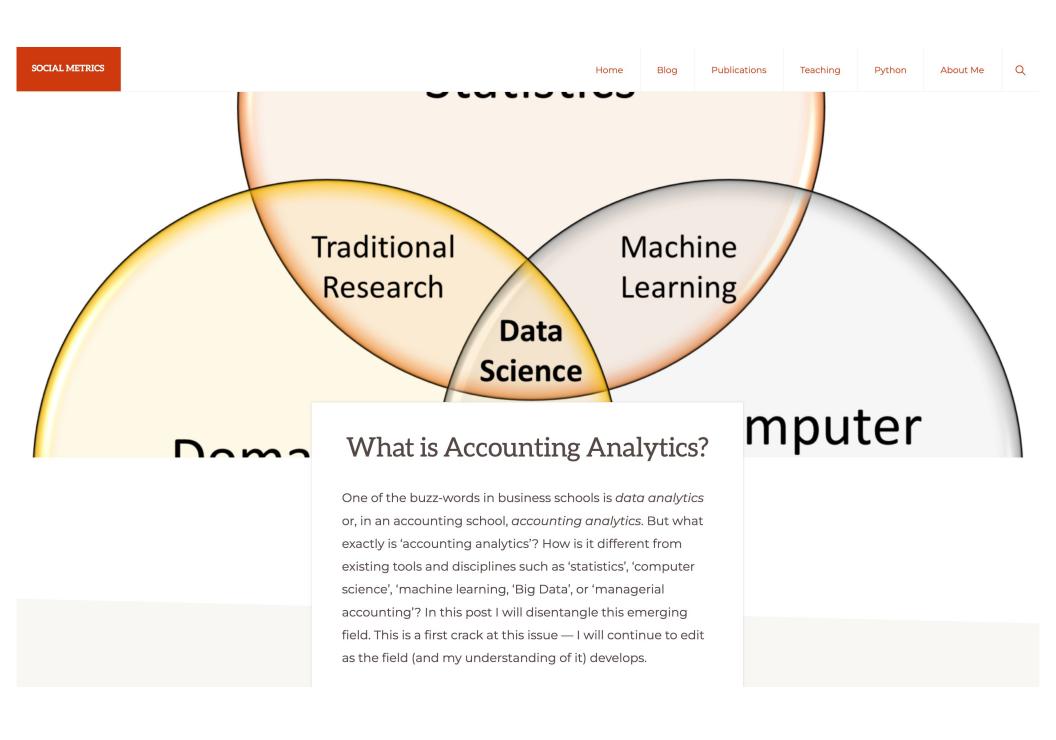
## #QUEST器 ATTENTION

CHAO GUO & GREGORY SAXTON

## An Accounting Analytics Approach

Using Data Science to Measure Reputation and other Intangibles





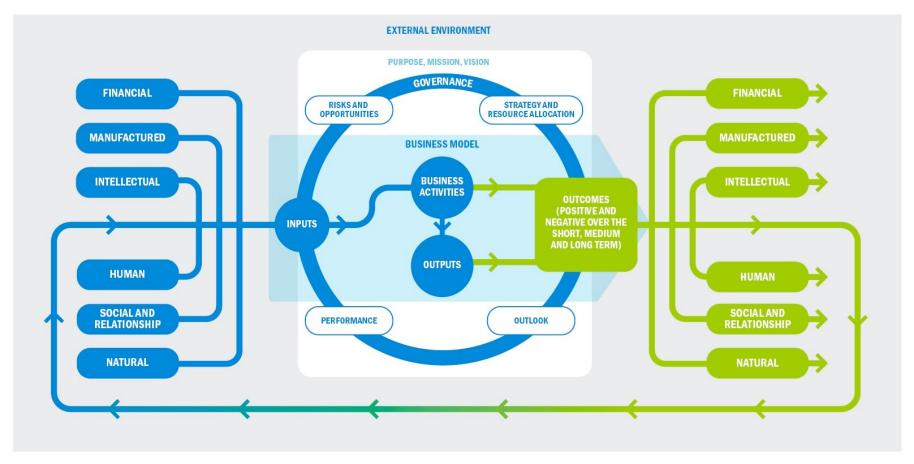


#### Overview of Method

- Identify strategic intangible assets for your company
- Model causal relations in business model → focus on value creation
- Conceptualize each intangible asset individually
- Develop measurement plan for each intangible
- ▶ Gather, prepare, and manipulate data
- Implement and communicate

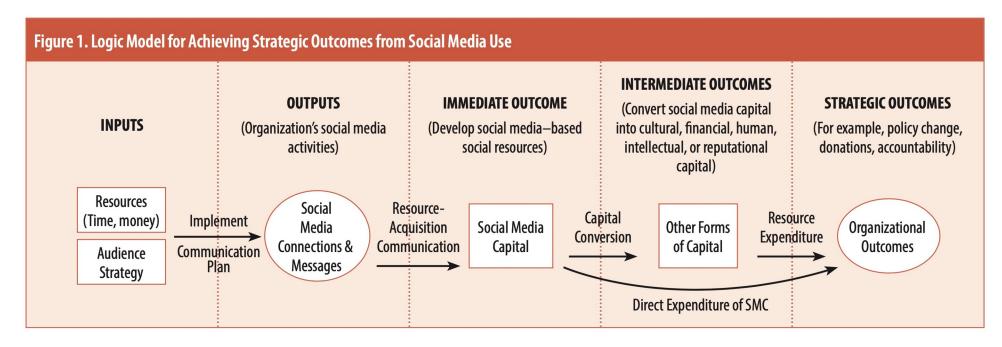


#### Key Skill: Modeling Cause-and-Effect Relationships for Your Intangibles



**VALUE CREATION, PRESERVATION OR EROSION OVER TIME** 

## Social Capital

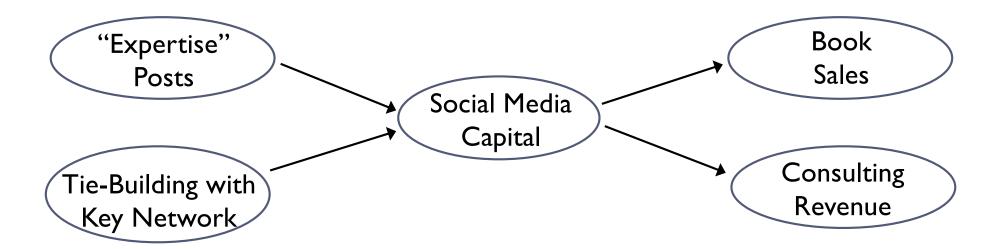


From "Social Media Capital for Nonprofits: How to Accumulate It, Convert It, and Spend It," by Chao Guo and Gregory D. Saxton, *The Nonprofit Quarterly*, Winter 2016.

## Example: YouTuber



## Example: Fashion Blogger

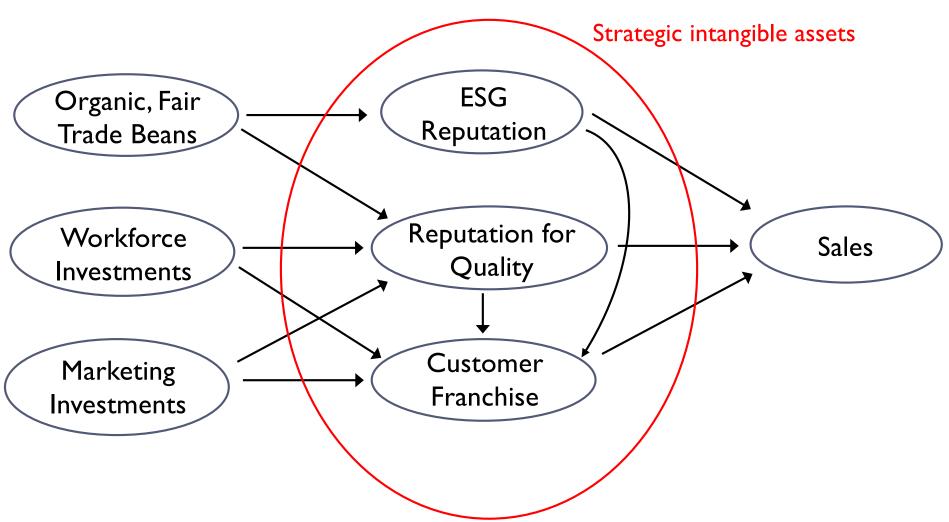


#### Example: Instagram Influencer with no Plan



What is this influencer's social capital worth?

## Example: Coffee Shop

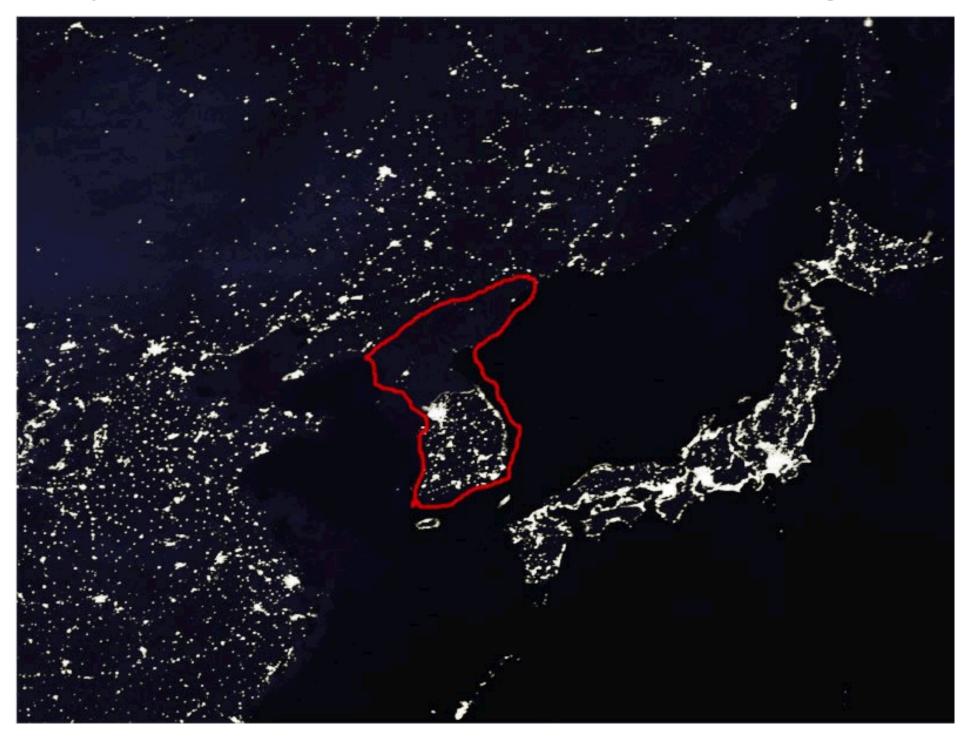


We have our model – now we have to develop measures

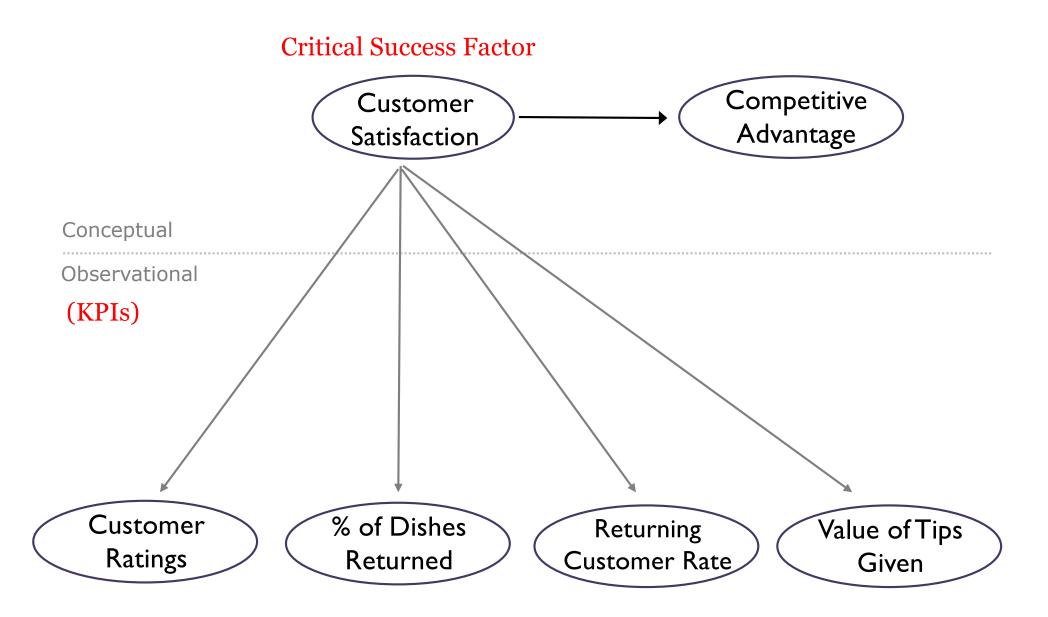
## What is this a Measure of?

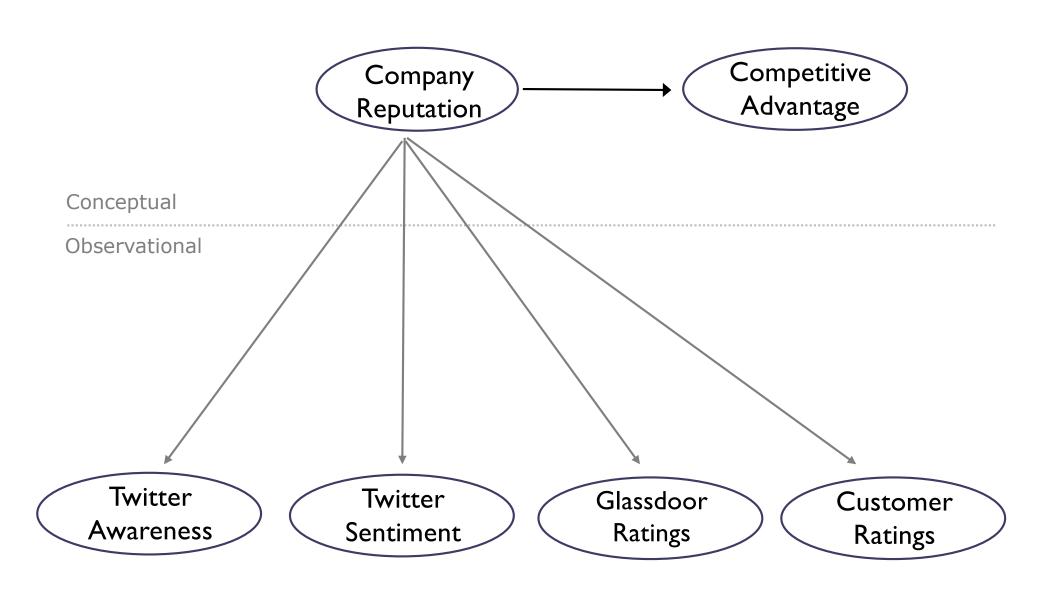


Can you tell where North Korea ends and South Korea begins?



#### Key Skills: Conceptualization and Measurement

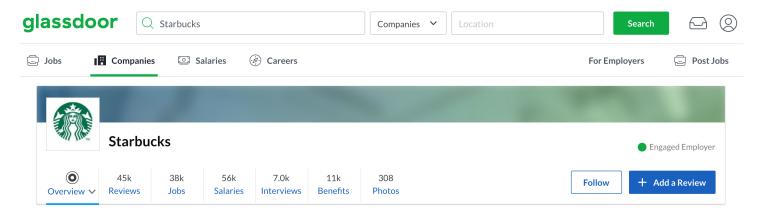




# ACCESSING THE DATA: APIs AND WEB SCRAPING

## Web Scraping

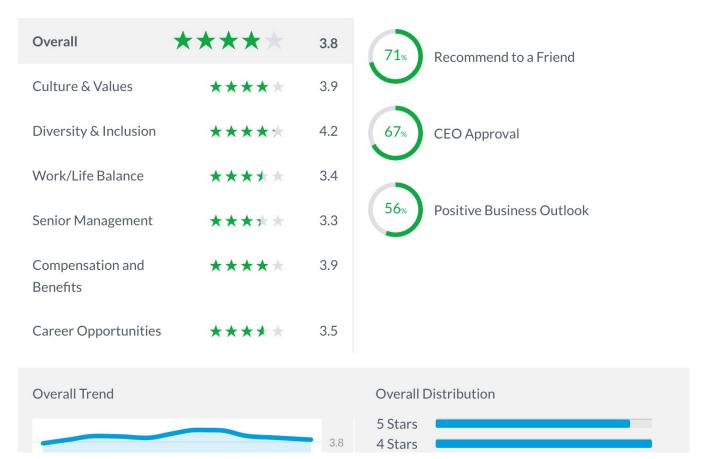
When you're not lucky, and there's no API



#### **Starbucks Ratings and Trends**

#### **About Glassdoor ratings**

Ratings may vary depending on what filters are applied, but ratings include reviews in all languages. Learn More



## Application Programming Interfaces

Accessing Social Media Data



tacos, cheap dinner, Max's

Toronto, ON, Canada

Q

Write a Review

For Businesses





Restaurants 🗸

Home Services ✓

Auto Services 🗸

More 🗸



☆ Write a Review

Add Photo

☐ Share

□ Save

Menu

**Most mentioned dishes** 

(416) 203-2632



**Get Directions** 

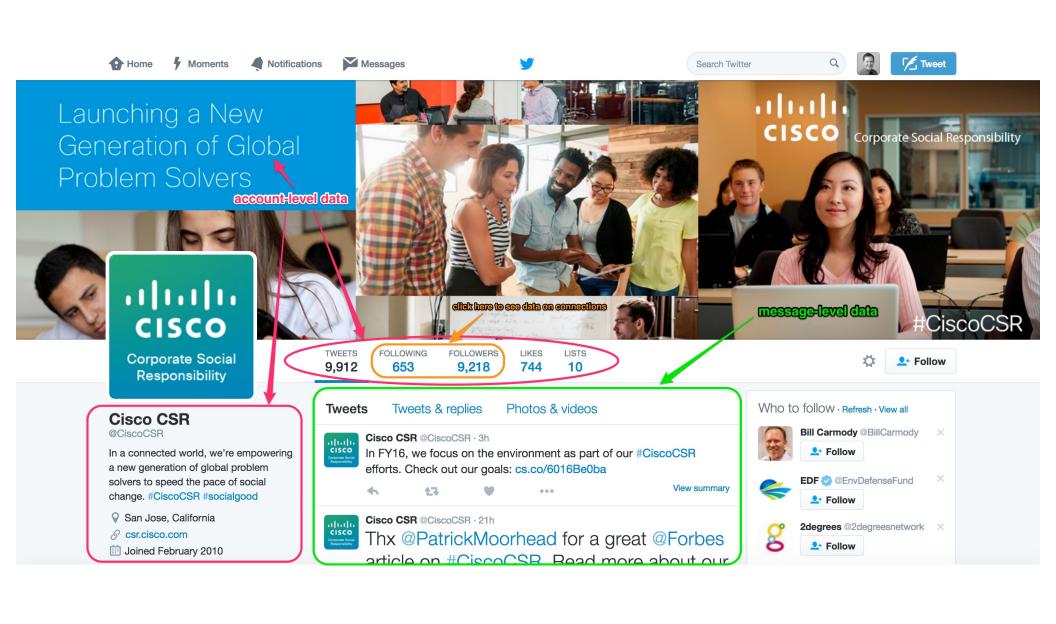
35 Tank House Lane Toronto, ON M5A 3C4 Canada









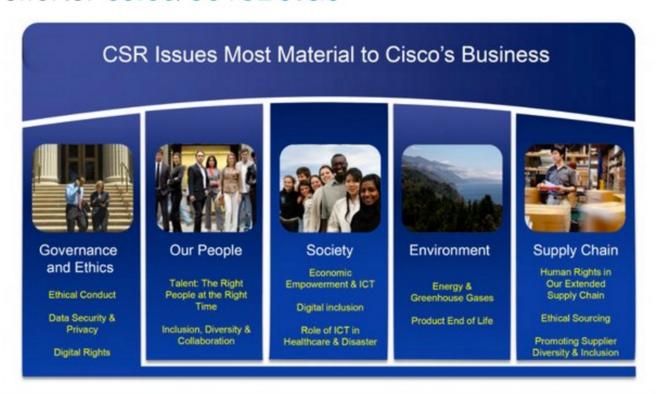








Thx @PatrickMoorhead for a great @Forbes article on #CiscoCSR. Read more about our efforts: cs.co/6018BetGe



RETWEETS

LIKES















5:14 PM - 9 Mar 2016







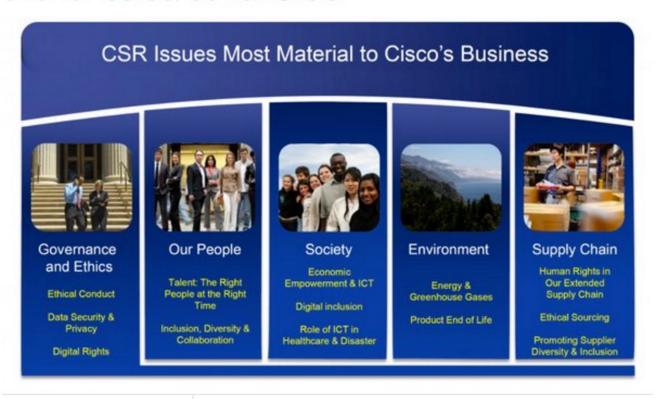








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RETWEETS

LIKES















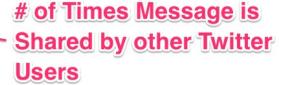












#### JSON Format – Tweet Object

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{"contributors": null, "truncated": false, "text": "Thx @PatrickMoorhead for a great @Forbes article on #CiscoCSR. Read more about our
efforts: https://t.co/RSSxO1ZB2G https://t.co/xZaT84Tuen", "is quote status": false, "in reply to status id": null, "id":
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## **Sentiment in Public Replies**

- Human coding combined with supervised machine learning
  - Support Vector Machine (SVM) algorithm

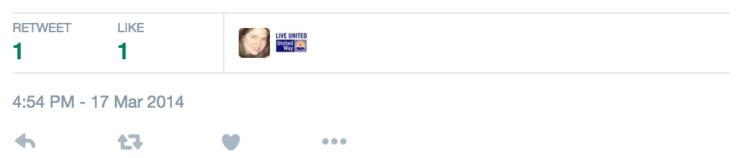
#### **Positive Reply**







@BofA\_Community @FeedingAmerica @UnitedWaysCA So proud to partner with you and bring some much-needed relief!



#### **Neutral Reply**







@BofA\_Community @CAFoodBanks
@FeedingAmerica @UnitedWaysCA Are people only donating canned goods?

9:10 AM - 17 Mar 2014







•••

#### **Negative Reply**



Bank of America @BankofAmerica · 17 Mar 2014

We're working w/ @CAFoodBanks @FeedingAmerica @UnitedWaysCA to provide critical services around the #CA drought go.bofa.com/rtc8

**13** 14

10







@BofA\_Community @CAFoodBanks @FeedingAmerica @UnitedWaysCA Trying to improve your crappy image?

9:14 AM - 17 Mar 2014

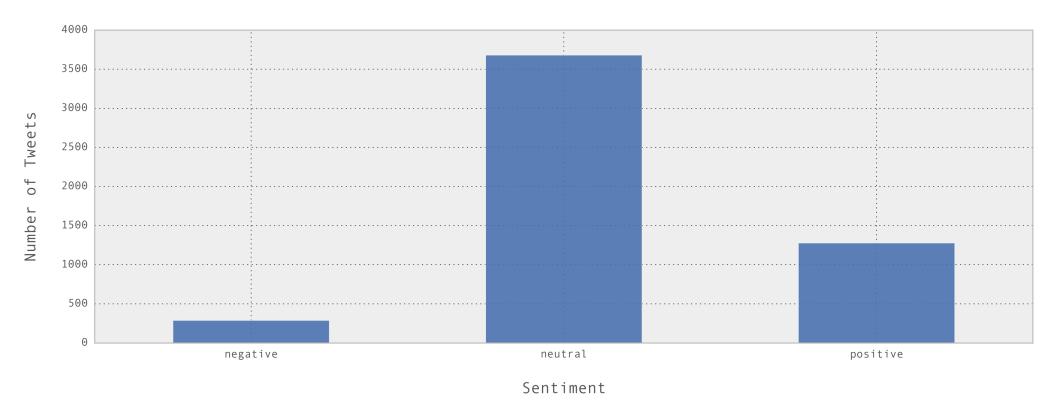


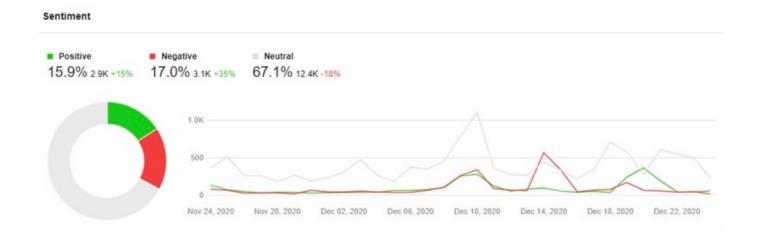


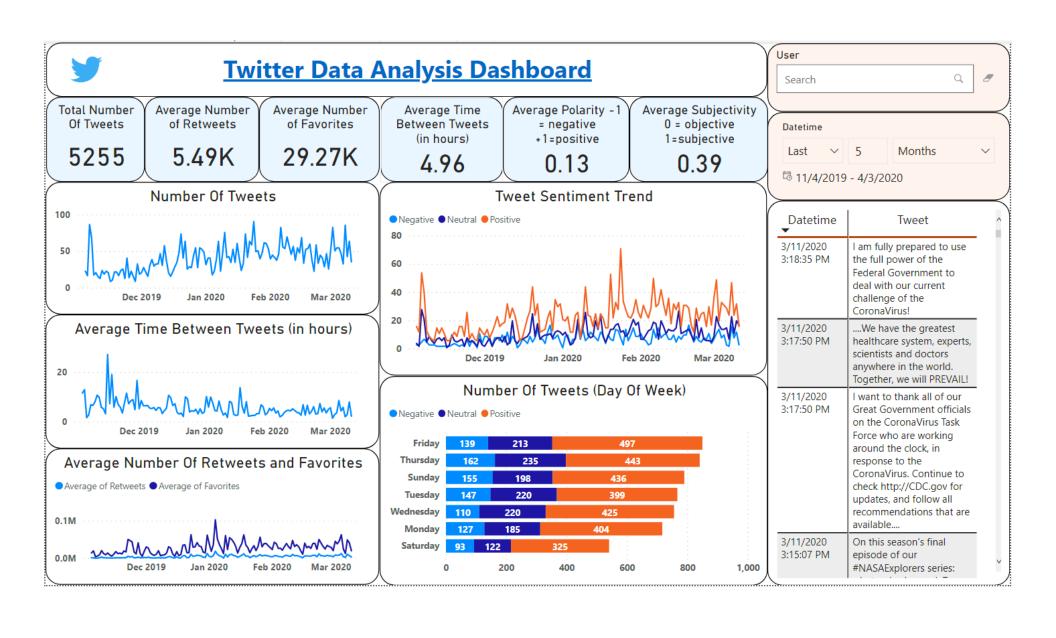


...

#### Frequency of Sentiment Categories in 5,247 Replies







## Key Takeaways

- Power laws
- Network view
- ▶ Linking intangibles to business model → modeling
- Mapping concepts to measures
- Multiple measures and dimensions
- Distinguish between expenses and value-creating investments if you want to measure performance and assess growth potential.
  - e.g., disclose investments in strategic (intangible) assets in MD&A
- Goal: measure and disclose future value streams
  - Forward-looking rather than backward-looking
- Challenges: data access, format, volume, variety, etc.
- Knowing/learning what is possible
  - You can't rely on computer science staff
  - Be an "analytics translator"