



Taking brands further

UBA, BY and FOR Brands

- REPRESENT: Selfregulation,

 Measurement, ...
- FACILITATE: UBA Academy,
 Expert Community
- INSPIRE: UBA Trendsday,
 UBA Mediadate
- CONNECT: UBA Christmass lunch, Executive Forum, Global Mktg Week, DMEXCO, ...

370
Members

Revenue growth: + 12%

- Mid-size advertisers
- Expertise members
 - media
 - agencies



UBA ACADEMY

Build Marketing Expertise,

Building short term value among mid-size advertisers



BRAND TOPICS

- > RESEARCH & INSIGHTS
- > STRATEGY
- > CONTENT
- > DATA & TECHNOLOGY
- > MEDIA

ENABLE TOPICS

- ➤ AGENCY
- > E-COMMERCE & SALES
- > EMPLOYER BRANDING
- > SKILLS
- > SPONSORING & EVENTS









Master Classes - live

Live Training on advanced, current topics (20 new/year) Interactive workshops on skills

Target: Advertisers only marketing department

:

Programme 2022 2472 Training 24/7 Mc Master Class ONC Online Master Class

Effective Tone-of-voice

créateurs de contenu?

Comment élaborer des directives véritablement utiles à mes

BRAND TOPICS

Communication Strategy III

Targeting & Segmentation

Customer Journey

Comment développer une stratégie de communication?

nt définir et segmenter les groupes cibles?

nunication selon le parcours du

Parentfriendly Marketing Comment atteindre le groupe clole 'familles' dans un monde en pleine mutation? Service Logic Thinking omment le 'service thinking' apporte-t-il une nouvelle perspective **RESEARCH & INSIGHTS** à mon business? Plan Efficiency - OGSM Brand Insights Analysis Plan Efficiency - OGSM Advanced Competitor Analysis IIII omment analyser le marché et mes concurrents) **Business Model Innovation** Implementing Trends oser une idée en valeur et lancer son modèle Comment exploiter les tendances pour l'innovation, la stratégie et Customer Experience Management Successful Advertising Comment le marketing peut-il aider à développer une melleure Comment créer un contenu percutant et créatif? Effie Info Class Legal Issues in Marketing Comment gagner un Effle? Comment assimiler les principes juridiques en marketing digital? Research Visual Nudging de la couleur dans la communication a-t-elle plus d'impact? CONTENT Demystifying Neuromarketing Comment utiliser les techniques de neuromarketing? Content Strategy Comment élaborer une stratégie de marketing de contenu? Customer Experience Measurement Content Strategy Comment mettre en place ma stratégie de content marketing? Google Analytics Basics rent mesurer, analyser et évaluer ma présence en ligne? Content Creation Comment réussir la création de contenu i Google Analytics Advanced er des statistiques statiques en insights Content Distribution Comment m'assurer que le public trouve et voie mon contenu? Digital Storytelling STRATEGY ment intégrer un contenu digital percutant dans ma stratégie de marketing? **Email Marketing** Behavioural Science for Sustainability Comment m'assurer que mes campagnes e-mail suscitent une réaction optimale? Influencer Marketing Credible Sustainability Communication Comment faire en sorte que les influenceurs transmettent mes Comment communiquer sur la durabilité de manière crédible? messages? Regenerative Brands IIII nt positionner ma marque et créer de la valeur avec un omment faire émerger ma marque dans l'océan des vidéos impact sociétal? **Branding Constellations** Podcast Marketing [333] des relations de marque solides via une approche ma marque avec les podcast? systémique? Data in Content Marketing Comment faire des données l'ingrédient secret d'un marketing de omment choisir la bonne stratégie de marque et mesurer son Digital Strategy Journalism & Content Marketing ment une approche journalistique peut-elle améliorer mon plan marketing digital et optimiser l'utilisation des canaux? content marketing

	DATA & TECHNOLOGY
24/7	Data Strategy NCW
	Comment collecter, gérer et partager correctement des données pérennes?
24/7	Data Tools Ecosystem Comment utiliser les nouvelles solutions AdTech et MarTech dans un monde en mutation?
24/7	Data Protection WEW Comment conciler marketing digital et protection des données ?
MC	Customer Relationship LEM Comment développer une stratégie et des tactiques CRM?
МС	Data Aquisition & Unification Comment développer une stratégie d'acquisition et d'unification des données ?
MC	Data Activation Comment lier mes KPI's à ma performance digitale?
ОНС	Data Interpretation Quels sont les risques et les biais associés à l'utilisation des
	données?
ОМС	Growth Hacking Comment appliquer le Growth Hacking aux entreprises établies?
24/7	Third Party Cookieless NEW Comment cibler et activer dans un monde sans cookies tiers?
24/7	Performance Marketing Comment définir une approche marketing basée sur les résultats et la performance?
24/7	UX & Design Thinking Comment créer des expériences digitales centrées sur l'utilisateur par le Design Thinking?
24/7	Search Engine Optimization Comment augmenter mon trafic avec le référencement SEO?
OMC	Marketing Automation Que peut apporter la Marketing Automation et comment la mettre en œuvre?
	Predictive Marketing
ОНС	Comment intégrer les algorithmes prédictifs et le Machine Learning dans le marketing?
МС	Voice Marketing Comment entrer dans l'êre du marketing vocal?
МС	Mixed Reality MIXE Quelles apportunités offrent la VIR et AIR en matière de marketing digital ?
24/7	Al Basics & Concepts Une Introduction à l'Intelligence Artificielle et au Machine Learning
24/7	Al in advertising Comment l'Artificial Intelligence m'aide-t-elle à augmenter la conversion?
МС	Marketing Technology & Ethic Comment les nouvelles technologies en marketing conduisent- elles à des questions d'éthique?
	CDPP undate

GDPR update

Comment m'assurer que je suis conforme au GDPR?

7	Data Governance & Legal Inch. Comment traiter les données de manière correcte et légale?	OMC	Media & Creativity Quels sont les cas les plus réussis et quel a été leur impact?
c	Legal changes in Marketing Automation Comment exploiter is: apps et tools de manière correcte et légale?	24/7	Dashboarding Dashboarding Duele est la puissance du dashboarding et que puis-je en faire?
С	Legal Compliant Websites Comment m'assurer que mon site web est conforme à la ligislation?		Scene ear in baramere an meninomenik er den hans-le en imie i
с	Cookie(less) compliance Comment préparer ma politique de cookies à un avenir sans cookies?	ENA	BLE TOPICS
	MEDIA		AGENCY
7	Belgian Digital Media Formats Que's formats digitaux nos médias proposent-ls?	24/7	Agency Selection Comment sélectionner mon agence et organiser un pitch?
7	Online Targeting Où et comment puis-je trouver mes groupes cibles en ligne?	24/7	Agency Ecosystem Comment créer un écosystème d'agences efficace?
7	Off-line Targeting Comment personnaliser via la télévision, la radio, l'affichage et le	OMC	Remuneration & Evaluation Comment rémunérer et évaluer mon agence?
	drect mail? Hyperpersonalisation	OMC	Media Agency Management Comment tirer le meilleur parti de mon agence média?
	Comment Thyperpersonnalisation en création peut-elle conduire à de meilleurs résultats ?	MC	Client Brief Comment donner un briefing efficace?
7	Radio advertising Comment mettre en place une campagne radio efficace?	OMC	Customerproof Copy Comment évaluer si mes textes publicitaires ont un impact optima
7	Digital Outdoor Comment utiliser POOH et qu'apporte la transition vers le programmatique?		Common coasts of the contract of the compact spons
7	Print & Newspaper Comment utiliser la presse écrite et évaluer une campagne de presse efficace?		E-COMMERCE & SALES
c	Addressable TV Comment ut iliser l'adressable TV de manière optimale?	24/7	E-commerce Basics Quels sont les tendances et les défis du commerce en ligne?
7	Social Media Comment gérer mes réseaux sociaux de manière optimale ?	24/7	Own Webshop Stew Comment gerer man propre webshop?
7	Facebook, Instagram, Linkedin MsJ Quelles sont les options de publicité payante sur Facebook, Instagram et Linkedn?	24/7	Marketplaces NEW Comment vendre et faire de la publicité sur les places de marché?
7	Snapchat, Pinterest, Tiktok Queles sont les options de publicité payante sur Snapchat, Pinterest et Titotok?	24/7	E-commerce Advertising New Commerce des shoppable ads, le commerce et la promotion sur les réseaux sociaux?
7	Programmatic Advertising Comment débuter en publicité programmatique?	24/7	E-commerce Legal NEW De quels facteurs juridiques et administratifs dois-je tenir compte
	Media Briefing Now Comment donner un bon briefing à mon agence média?	MC	E-Retail Media MEM Comment les 'online retailer media' peuvent-ils stimuler mes vente
	Media Management Agences, régles, agences médias qui fait quoi et comment	24/7	Sales Plan op 1 A4 Comment élaborer un plan de vente sur 1 A4?
	colaborer efficacement? Media Measurement	24/7	Masterful Sales Presentations Comment accroître l'impact de mes présentations commerciales?
_	Comment mesurer mes campagnes et leur ROI cross-média? Digital Media Audit	MC	Retail Marketing Comment générer du trafic vers les webshops et les magasins?
	Comment réaliser un audit des dépenses et performances de mes médias numériques?	МС	Social Selling

OMC	Media & Creativity NEW Quels sont les cas les plus réussis et quel a été leur impact?		
24/7	Dashboarding Quelle est la puissance du dashboarding et que puis-je en faire		
ENAI	BLE TOPICS		
	AGENCY		
24/7	Agency Selection Comment selectionner mon agence et organiser un pitch?		
24/7	Agency Ecosystem Comment créer un écosystème d'agences efficace?		
OMC	Remuneration & Evaluation Comment rémunérer et évaluer mon agence?		
OMC	Media Agency Management Comment ther le melleur parti de mon agence média?		
МС	Client Brief Comment danner un briefing efficace?		
омс	Customerproof Copy Comment évaluer si mes textes publicitaires ont un impact opti		
	E-COMMERCE & SALES		
24/7	E-commerce Basics KKW Quels sont les tendances et les défis du commerce en ligne?		
24/7	Own Webshop NEW Comment gerer mon propre webshop?		
24/7	Marketplaces NEW Comment vendre et faire de la publicité sur les places de march		
24/7	E-commerce Advertising Comment lancer des shoppable ads, le commerce et la promotis sur les réseaux sociaux?		
24/7	E-commerce Legal NEW De quels facteurs juridiques et administratifs dois-je tenir com		
MC	E-Retail Media NEM Comment les 'online retailer media' peuvent-ils stimuler mes ve		
24/7	Sales Plan op 1 A4 Comment Baborer un plan de vente sur 1 A4?		

ter le social selling pour toucher des clients?

EMPLOYER BRANDING Employer Branding Employer Marketing comment construire une marque plus forte de l'intérieur? Diversity in Recruitment Comment attirer des talents plus diversifiés Change Management Comment inclure tout le monde dans un parcours de changement? SKILLS Leader Attitude Comment adopter l'attitude qui m'ouvrira toutes les portes? Comment augmenter mes chances de succès pour vendre un projet? Creative Thinking Comment renforcer mon esprit créatif? Creativity Development Comment booster mes compétences créatives au quotidien? Critical Thinking KEW Comment rationnaliser et discipliner ma pensée? Brainstorming Techniques Lego Serious Play Comment activer les connaissances de chacun au sein d'un groupe? Persuasion Comment argumenter de manière puissante? Negotiation Skills Comment tirer le meilleur de mes négociations? Storytelling in Presentation

Comment convaincre un public?

Work-life Balance

Sponsoring Contract

Sponsorship Impact

Comment préparer et réussir mon entretien avec les journalistes?

Comment optimiser l'équilibre entre ma vie privée et

SPONSORING & EVENTS

mment négocier un contrat de sponsoring en béton ?

nent garantir l'efficacité de mes actions de sponsoring ?

Media Training



modules d'e-learning

24/7

Training 24/7 - video



Video e-learnings: basics in (digital) communication Target: juniors, multi-functionals (Sales, HR, Legal, ...) Local media market development, Agencies training



Master Classes - live

Live Training on advanced, current topics (20 new/year) Interactive workshops on skills

Target: Advertisers only marketing department

Programme 2022 Training 24/7

BRAND TOPICS

RESEARCH & INSIGHTS			
24/7	Brand Insights Analysis Hoe analyseer ik mijn merk online?		
24/7	Competitor Analysis Mod Hoe analyseer it de markt en mijn concurrenten?		
24/7	Implementing Trends Hoe gebruik ik trends voor innovatie, strategie & campagnes?		
24/7	Successful Advertising Hoe creëer it impact valle en creatieve content?		

STRATEGY

Communication Strategy NEW Hoe ontwikkel ik een communicatiestrategie?			
24/7	Customer Journey NEW Hoe plan ik mijn communicaties in functie van mijn consument?		
24/7	Targeting & Segmentation NEW Hoe kan ik doelgroepen bepalen en segmenteren?		
	CONTENT		
24/7	Content Strategy		
	Hoe een content marketing strategie ontwikkelen?		
24/7	Content Creation No. Hoe maak ik van mijn content een succes?		
24/7 24/7	Content Creation NEW		

24/7	Influencer Marketing Hoe laat ik influencers de berichten verspreiden die ik wil dat ze verspreiden?
24/7	Video Content NEW Hoe zong ik ervoor dat mijn merk opvalt in het overaanbod aan video's op internet?
	DATA & TECHNOLOGY
24/7	Data Strategy Hoe kan ik data correct en duurzaam verzamelen, beheren en delen?
24/7	Data Tools Ecosystem Hoe nieuwe AdTech & MarTech oplossingen gebruiken in een veranderende wereld?
24/7	Data Protection HEN Hoe kan it digitale marketing en bescheming van gegevens met ekaar verenigen?
24/7	Third Party Cookieless Hoe targetten en activeren in een wereld zonder third-party cookies?
24/7	Performance Marketing NEW Hoe creëer ik een resultaatgerichte marketing aanpak?
24/7	UX & Design Thinking
24/7	Search Engine Optimization Hoe kan ik SEO inzetten voor een groter bereik?
24/7	Al Basics & Concepts Een inleiding tot Artificial Intelligence & Machine Learning
24/7	Al in advertising Hoe kan Artificial Intelligence helpen om conversie te verhogen?
24/7	Data Governance & Legal MEM Hoe ga ik op een correcte en wettelijke manier om met data?

MEDIA			
24/7	Belgian Digital Media Formats Welke digitale formaten hebben onze Belgische media te bieden?		
24/7	Online Targeting HELP Hoe kan ik online een doelgroep vinden en bereiken?		
24/7	Off-line Targeting IIII Hoekan ik mijn doelgroep bereiken via TV, Radio, OOH en Direct Mail?		
24/7	Radio advertising House Radio advertising House Radio Republic Radio en zet ik een effectieve radiocampagne op?		
24/7	Digital Outdoor		
24/7	Print & Newspaper NEW Hoe gebruik ik printmedia en hoe zet ik een effectieve printcampagne op?		
24/7	Social Media Mow Hoe beheer ik mijn sociale media kanalen op optimale wijze?		
4/7	Facebook, Instagram, LinkedIn LinkedIn Hoe kan ik adverteren op Facebook, Instagram en Linkedin?		
4/7	Snapchat, Pinterest, Tiktok NEW Hoe kan ik adverteren op Snapchat, Pinterest en Tiktok?		
4/7	Programmatic Advertising Hoe ga ik van start met programmatic advertising?		
24/7	Dashboarding WEN Wat is de kracht van dashboarding en wat kan ik ermee?		

ENABLE TOPICS

AGENCY			
24/7	Agency Selection Hoe selecteer ik mijn bureau en organiseer ik een pitch?		
24/7	Agency Ecosystem Hoe creiter ik een effectief ecosysteem van agentschappen?		
	E-COMMERCE & SALES		
24/7	E-commerce Basics NEW Wat zijn de trends en uitdagingen in e-commerce?		
24/7	Own Webshop NEW Hoe beheer ik een eigen webshop?		
24/7	Marketplaces MEM Hoe verkopen en adverteren op marktplaatsen?		
24/7	E-commerce Advertising NEW Hoe zet ik shoppable ads, social commerce en promotie in?		
24/7	E-commerce Legal NEW Met welke legale en administratieve factoren moet ik rekening houden?		
24/7	Sales Plan op 1 A4 Hoe bouw ik een Sales Plan op 1A4?		
24/7	Masterful Sales Presentations Hoe vergroot ik de impact van mijn verkooppresentatie?		
	SPONSORING & EVENTS		
24/7	Sponsoring Contract Hoe sluit ik een efficient sponsorcontract af?		
24/7	Sponsorship Impact Hoe laat ik mijn sponsoring acties maximaal renderen?		

Communication Management College

For Junior Talent
Basics in Communication

Digital Bootcamp



The best of on and off-line

Pre-work with Video e-learnings 24/7

4 interactive workshops to activate knowledge







Expert Communities:

Where Advertisers only discuss current topics among experts; Media & Agencies on invite only.

5 Expert Communities

- 1. Media
 - Cookieless
- 2. Data & Technology
 - Marketing Automation, Data Collection, Programmatic Buying, Affiliate marketing,...
- 3. Research Panels
 - Key voor Retail & FMCG
- 4. Research, Data & ROI CMI
 - Research on changing consumer habits, nudging, neuro-marketing, ...
- 5. Content Marketing
 - Storytelling, channels of communication

UBA Trendsday 17 03 2022 (1500 attendance)



Benedict Evans (UK) Independent Analyst



Paul Polman (NL) Influencer, Business leader, Campaigner



Peter Hinssen (BE)

Moderator



Anders Indset (NO)
Philosopher

Ontdek de UBA Trends Day Sprekers



Matt Brittin (UK)
President, EMEA Business &
Operations, Google



Miri Rodriguez (US) Storyteller at Microsoft and Author of Brand Storytelling



Crystal Washington (US)
Technology Strategist and
Futurist



Neil Deshmuck (US) Founder/CEO of PlantumAI



Vicki Loomes (UK)
Head of Premium Content at
TrendWatching



lanka Fleerackers Host

Overview

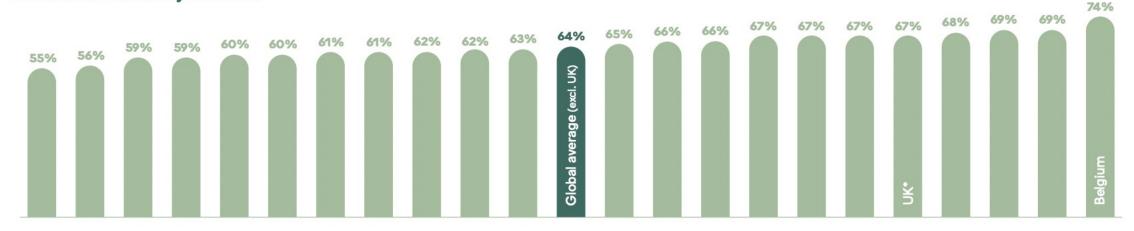
		Advertiser Members	Expertisepartners	Media Partners
		cfr barema's	5.000 €	15.000 €
News & Resources	News & Insights	free	free	free
	Weekly E-news	free	free	free
	Guidelines & Charters	free	free	free
	Care Line	free	free	free
Academy	Training 24/7	free	free	free
	Master Class	free	50%	50%
	Communication Management College	free	50%	50%
	Digital Bootcamp	free	50%	50%
Events	Trends Day	member price	member price	member price
	Xmas lunch	member price	member price	member price
	CEOBF	free	on invitation	on invitation
	Belgian Media Date	free	on invitation	on invitation/partnership
Expert Comunity	Meeting on site or online	free	on invitation	on invitation

HOW TO TURN WFA TOOLS INTO YEAR LONG INDUSTRY PROGRAM

Diversity & Inclusion Case in Belgium

Global WFA DEI SURVEY: top 4 survey responses globally

Inclusion Index by market



*UK All In Census was conducted in March 2021. The UK results are not built into the global results but we have included the index here for the sake of comparison.







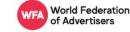
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DIVERSITY & INCLUSION GUIDE DURING THE CREATIVE PROCESS



Distributed by all associations as well as leading industry magazine: reach 10 000 people in Marcom

BUILD AWARENESS ON D&I JOURNEY IN TOTAL INDUSTRY

On a Journey Towards More Diverse Creative

Diversity is a priority which impacts not only internal inclusion, but also external representation. Inclusive workplaces inspire diversity of thinking, which drives creativity & innovation. This allows us to better understand and reflect consumers, and in turn helps brands differentiate. Inclusive marketing and communications not only make a positive impact on society but also have been shown to outperform from an effectiveness perspective.

At all stages of the marketing process, including but not limited to the communications we create, there is an opportunity to better represent. We can all go on a journey from not considering diverse audiences to fairly representing them, or even purposefully driving action for change – wherever you are in that process we hope to help you take the next step.

Often the barriers to representative creative come in the form of unconscious bias. This guide to the creative process, initially created by the WFA, aims to highlight some of the simple nudges and critical questions marketers can use to steer themselves throughout.

Marc Fauconnier President ACC



Mira De Maeyer President UBA



Hugues Rey President UMA



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inspired b









What steps are you taking to make sure your brand is accessing all the diverse opportunities for growth?

More progressive and inclusive brands perform better, and all brands can positively reflect and engage consumers.



Who is your audience? Who is excluded? Are they a potential business opportunity? Does your audience reflect the emerging consumer base for the category? Is there a deliberate diversity & sustainability opportunity for your brand? What's the next credible but authentic step forward your brand can take? Is your business willing stand up for what's right and truly reflect your consumers? Are senior stakeholders bought in?



Jules' ambition is to create a movement of men who are aware, positive, sensitive and ready to bring about change, including when it comes to their masculinity. All this can be summed up in 3 words in a new brand signature: "Men In Progress"



How are you ensuring your strategy is grounded in diverse consumer insight?

Our bias can get in the way and sometimes we don't understand the nuances of diverse audiences.

Some questions to ask yourself

Is there any bias in research used to gather insight? Does it capture representative perspectives or just broad generalisations?

How are consumer 'pen portraits' or mood boards depicted/visualized?

Have you managed to capture nuance & avoid generalization?

What are the perceptions of your brand within representative targets? What do you know about the cultural tensions and audience in each active market?

Are stereotyping concerns tested with the affected group?

Have you engaged experts who can help advise on how specific audiences might positively or negatively interpret your intentions?



'Lets run fearless', with this powerfull statement Garmin is empowering women who don't feel safe running outdoor alone. Starting from this insights, they launched the 'Combat Warm-Up', three warming up exercises where you prepare for your run, as well as learning some self-defense techniques.



Are you bringing representative inspiration and deep insight to the brief?

Sometimes we bring our own stereotypes to the brief, or fail to inspire with our intent or our insight.



What steps are you taking with your suppliers to bring in more diverse talent?

Diverse teams bring new perspectives and make better work, but our industry is simply not diverse enough

Some questions to ask yourself

When working on a campaign that is centered around a specific issue and/or group of people What stereotypes, biases and/or prejudices does this issue/group deal with on a daily basis? How might we counter these with this campaign?

Are your insights based on knowledge or thoughts that are supported by this group of people? How or who could this campaign (un)consciously exclude or ridicule? Have you researched different perspectives and views about the topic?

What are some values of the brand that can be original assets to this campaign?

How does your target audience relate to the campaign's topic?

In what ways can diversity and inclusion elevate the story you want to tell? Is there a way in which you can gather and incorporate real stories?







With Brussels Accessible to All, Equal Brussels switches the traditional narrative of disability as being something that holds you back from being included. Instead, they focus on the ways in which disabled people are actively excluded by their environment and how this can be prevented by taking positive actions. To encourage the people of Brussels, the campaign included examples of best practices to show what a Brussels that is accessible to all looks like.

Some questions to ask yourself

Do you have a procurement diversity approach and a supply chain of diverse partners? Have you asked partners for evidence of representation across their overall output? Could a minority owned, or focused, partner augment the work of your AOR? Are you working together with your agency on this journey? Is there more you could be doing to support them to become more representative and diverse?



Many advertisers today are actively addressing diversity in their communications. They are looking for communication agencies that can develop non-stereotypical campaigns. PitchPoint therefore includes diversity as one of the important criteria in the selection process.

MONTHLY DEEP DIVE ON 1 ASPECT

News

Charter & Guideline

Comment Unilever aborde la diversité et l'inclusion ? En montrant, en expliquant et en inspirant - interview Silvia Wiesner

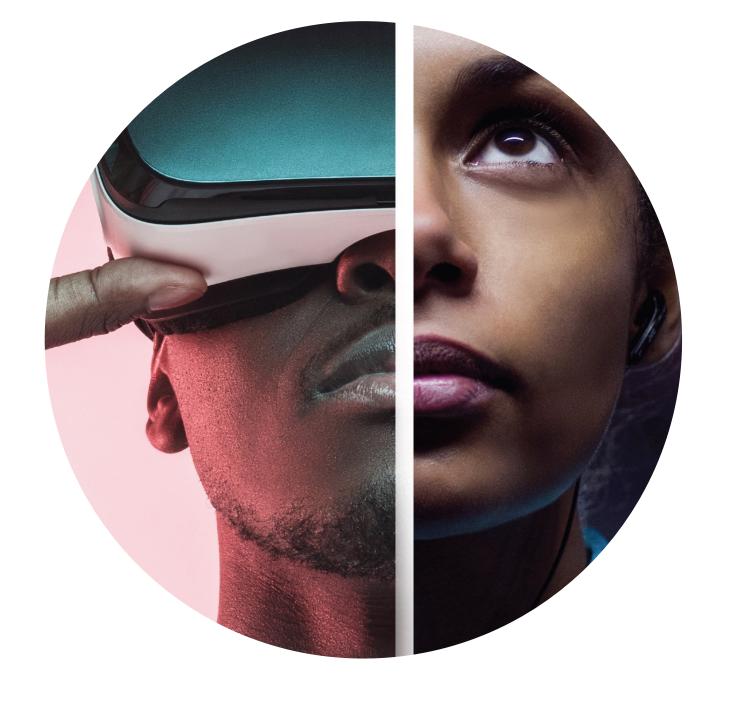
25-01-22

Notre nouveau guideline « <u>Diversity & Inclusion</u> » parcourt les 12 étapes du processus créatif, du positionnement de la marque à l'analyse des résultats de



Distributed with total industry coverage

Organise masterclasses: f.e. employer branding





Taking brands further