About Vividata

Vividata is an industry organization created through a partnership between Canadian media organizations and Canadian advertisers. They poll Canadians to gather the data needed to answer the perennial questions of advertisers and publishers:

• What magazines and newspapers are Canadians reading, and what products and services are they buying?
• What are their ages, incomes, and other demographic characteristics?
• What are their opinions about such topics as recycling, shopping, traveling, and dieting?
• What leisure activities do they enjoy?

Vividata’s Study of the Canadian Consumer reaches 40,000+ Canadians each year, resulting in detailed data on Canadians’ opinions, demographics, and activities, as well as their product, service, and media purchases.

The Vividata database available via the SFU Library allows you to connect those puzzle pieces in many ways to answer different questions.

For instance...

Which age group (generation) is most likely to frequently purchase energy drinks?

Which province has the most people who attend pro hockey games?

Are Canadian Geographic readers more likely to care about a car’s fuel efficiency than readers of Elle Canada?

Are frequent gardeners likely to be open to trying new food products?

Introduction to Vividata

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Creating a Vividata table

Sample question: Are Canadian kombucha drinkers likely to be Gen Xs, Gen Ys, Gen Zs, or Baby Boomers?

A. Identify splits and questions

Split: Our target portion of the population is the group about whom we want to know something.) In this case, it's Canadian kombucha drinkers. More specifically, we are interested in learning something about the Canadians who are 14 or older who say they personally drank kombucha in the last 6 months. That is, we're splitting the entire population and focusing on a specific group.

Question: The information we would like to have about our target group (i.e., about our split). In this case, we want to know how many people in our split are in each of the major generational cohorts: Gen Zs, Millennials (Gen Ys), Gen Xs, and Baby Boomers.

B. Select the split

Note: The data for this first example is from Vividata's Summer 2023 study. Your results may differ and you may notice minor differences in the interface if you select another study period.
3. Click on "4 of 4 selected" for your chosen kombucha split, then select the "Yes" answer.

You could instead accept the default "4 of 4" (i.e., all answers for the topic) or hold down the control key and select multiple answers, but we're keeping this sample table simple by focusing on just a single answer/split.

4. Search or browse to find the "Generation" demographic variable, then cursor over it and add it as a question to your table OR drag it to the Rows area of the drop zone.

5. As with our splits, we don't need information on every generation. Click on "6 of 6" below that variable and select only Gen X, Gen Y, Gen Z, and Baby Boomers. Confirm the changes by clicking on the X in the corner.
D. Final steps

**We're almost done!** Now we just need to adjust a few settings and add a comparison variable to enable some interesting analysis.

We want to compare the kombucha usage of each generation in our split to the kombucha usage of the population overall. For this example, we're going to use "All Respondents - 14+" as the basis for our comparison, so we need to place that demographic group in the first column. We also need to delete any "All Respondents" rows/questions that were automatically added, and then we need to adjust our benchmark settings. **Note:** Depending on the study/survey year you are using, some of these final steps may have already been completed for you!

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Add "All Respondents - 14+" as the first column/split

6. Add "Demographics \All Respondents" as a split/column
7. Drag that column to the first position (if it isn't already there)
8. Click on "5 of 5" in that column, then select only the "14+" option and close the list by clicking on the X in the corner.

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Delete any unneeded "All Respondents" rows/questions

9. If your table contains a default row/question about demographics, cursor over its right corner and delete it.

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Ensure your splits/columns are *not* nested

10. Click on "Split settings" (above your table) and make sure the option to "Nest variable splits" has *not* been turned on.
We're almost done! Now we just need to add a bit more information to the table to enable some interesting analysis...

11. Click on the Calculations tab, then on Benchmark, then...

A. Toggle the slider to "Enable benchmark calculation"

B. Change the Calculation option from "Units" to "Index/Conversion rate"

C. Change the "Show comparison in" option from "Separate cell" to "Value cell, extra row"

These steps will allow us to compare (benchmark) our results against the first column (in this case, the 14+ population of Canada), which provides a sense of how far from "average" the results might be.

The last step (C) allows us to display and analyze additional information in the table. Look for the mention of 11(C) in the discussion below for details on the data this step makes visible.

Still in the Calculations area...

12. Select Base Size Options and ensure both the "Weighted" & "Unweighted" bases are selected (turned on) so they will appear in the table.

13. Select Standard Calculations and ensure the "Count" option is selected (turned on).

14. Finally, click on the Generate table tab.

We're done! Time to move on to interpreting the table we've created...
Interpreting a Vividata table

If all went well, you should now see this table:

(The highlighted numbers will be explained on the next page.)
That simple table with just 24 cells and 32 numbers is packed with information about the ages of kombucha drinkers, the drink choices of different generations, and the survey response rates overall:

- **OF** the 45,648 respondents (representing 33,017,000 Canadians who are 14+), 12,316 of them reported drinking kombucha in the last 6 months. This represents approximately 8,943,000 consumers overall.

- **OF** all of the people who drank kombucha in the last 6 months, 27.6% are Gen Z. However, only 18.1% of the 14+ population are Gen Z, so kombucha drinkers appear to be significantly more likely to be Gen Z than you might expect given that generation’s share of the population.

- In fact, the 152.3 index value tells us that our kombucha group is roughly 52.3% more likely to be Gen Z than is the overall 14+ population. (Index calculation: 100*(1 + (27.6-18.1)/18.1), with minor variation due to rounding of intermediate values.)

- Conversely, **OF** all the 14+ Gen Z people represented by this survey (5,976,000), 41% (i.e., 2,465,000) state that they drank kombucha in the last 6 months. (Note that we’re starting off this statement by reading horizontally along a row this time. This is why we adjusted the settings in 11(C): those adjustments allowed us to see the 41% number and say something about the people who selected a given answer from our chosen questions.)

**Your turn!** Using the sample kombucha table on the previous page, complete the following statements. (Answers are on the next page.)

1. Of all Canadians who are 14+ and who reported drinking kombucha in the last 6 months, approximately _____% are in the Baby Boomer generation.

2. The Baby Boomer generation makes up about ____% of the 14+ population overall.

3. Comparing the two numbers above, it appears that Baby Boomers are under/over represented amongst kombucha drinkers given their share of the broader population. You can also see this by the index number of _____, which is less than 100.

4. _____% of all Gen Xers report drinking kombucha in the last 6 months, and that generation makes up _____% of all the kombucha drinkers.

5. The index number of 93.0 for kombucha drinkers who are Gen Xers means that kombucha drinkers are roughly _____% less likely than the 14+ population overall to be in the Gen X generation.
More practice!

The table below is about the people who report having read either Zoomer Magazine or Elle Canada in the last year. The question asked about each split/group is whether their household is intending to sell their home in the next 12 months. Interpret this table to answer the questions that follow.

1. What percentage of Elle Canada readers intend to sell their homes in the next 12 months? How about Zoomer Magazine readers?

2. What percentage of people who say their household intends to sell their home in the next 12 months read Elle Canada? And what percentage are Zoomer Magazine readers?

3. Which magazine has a higher index for the “sell” question when benchmarked against the overall 18+ population? (Note we benchmarked against the 18+ population this time: check the first column!)

4. Based solely on the answers to these questions, which magazine seems like it would be a better fit for an advertisement relevant to real estate?

Answers from previous page:
1. 18.4%
2. 31.9%
3. under represented, 57.5
4. 25%, 19.4%
5. 7% (index=7 below 100, or calculate: (20.8-19.4)/20.8)

Answers from this page:
1. Elle Canada: 11.5%, Zoomer Magazine: 7.9%
2. Elle Canada: 20%, Zoomer Magazine: 7%
3. Elle Canada (index=132.6) vs Zoomer Magazine (index=90.8)
4. Elle Canada: a larger portion of its readers are considering selling, and a larger portion of potential sellers read it.