

Effie Hellas 2022 | Κατηγορίες

Το **ίδιο έργο** μπορεί να συμμετάσχει **μέχρι και 4 φορές**, με μέχρι μια φορά στις κατηγορίες Προϊόντων & Υπηρεσιών (Industry Categories) και με μέχρι και δύο φορές στην κατηγορία Shopper & Commerce. Για κάθε υποβολή θα πρέπει να κατατεθεί διαφορετική φόρμα αποτελεσματικότητας.

Industry Categories

1. Αλκοολούχα Ποτά

Ενδεικτικά περιλαμβάνονται: αλκοολούχα ποτά, μπίρες, κρασιά, τσιγάρα, είδη καπνιστού κ.ά.

2. Μη Αλκοολούχα Ποτά

Ενδεικτικά περιλαμβάνονται: χυμοί, αναψυκτικά, εμφιαλωμένα νερά, ροφήματα ζεστά ή κρύα, καφές κάθε τύπου, τσάι κάθε τύπου κ.ά.

3. Τρόφιμα / Γαλακτοκομικά

Ενδεικτικά περιλαμβάνονται: λάδια, βούτυρα, μαργαρίνες, αλλαντικά, σάλτσες, μαγιονέζες, ζυμαρικά, ψωμιά, αρτοσκευάσματα, κονσέρβες, κατεψυγμένα τρόφιμα, έτοιμα φαγητά, γαλακτοκομικά και τυροκομικά προϊόντα, γιαούρτια, ζωτροφές.

4. Γλυκίσματα / Σνακς

Ενδεικτικά περιλαμβάνονται: μπισκότα, σοκολατοειδή, τούρτες, γλυκίσματα, καραμέλες, τσίχλες, κάθε είδους σνακ, κρουασάν, πατατάκια, παγωτά.

5. Φαρμακευτικά Προϊόντα / Προϊόντα και Υπηρεσίες Προσωπικής Φροντίδας & Υγιεινής / Άλλα Προσωπικά Είδη

Ενδεικτικά περιλαμβάνονται: αναλγητικά, αντιβιοτικά, βιταμινούχα σκευάσματα, φυτικές ίνες, καραμέλες λαιμού, έμπλαστρα, τεστ εγκυμοσύνης, άλλα προϊόντα φαρμακείου, καλλυντικά, αρώματα, σαμπουάν και κρέμες μαλλιών, βαφές μαλλιών, προϊόντα για την περιποίηση του σώματος, σερβιέτες, παιδικές πάνες, χαρτομάντιλα, χαρτί υγείας, σαπούνι κάθε τύπου, οδοντόκρεμες, κέντρα αδυνατίσματος, διαιτητικά γεύματα, ρούχα, υποδήματα, αθλητικά είδη, οπτικά είδη, δερμάτινα είδη, ρολόγια, κοσμήματα κ.ά.

6. Εξοπλισμός & Προϊόντα Σπιτιού

Ενδεικτικά περιλαμβάνονται: καθαριστικά, απορρυπαντικά, αρώματα χώρου, εντομοαπωθητικά, λιπάσματα, χαρτί κουζίνας, λευκά είδη, χαλιά, υφάσματα επιπλώσεων, μικροσυσκευές, λευκές συσκευές, συσκευές ήχου και εικόνας, ηλεκτρικά είδη, διακοσμητικά, κλιματιστικά, φωτιστικά κ.ά.

7. Οχήματα / Αντιπροσωπίες / Αξεσουάρ

Ενδεικτικά περιλαμβάνονται: αυτοκίνητα, μοτοσυκλέτες, κάθε είδους μηχανήματα, σκάφη, μηχανές σκαφών, σχετικά αξεσουάρ κ.ά.

8. Τηλεπικοινωνίες / Τεχνολογία / Άλλα Αναλώσιμα

Ενδεικτικά περιλαμβάνονται: υπηρεσίες και συσκευές σταθερής και κινητής τηλεφωνίας, υπολογιστές, περιφερειακά και software, συστήματα ασφαλείας κ.ά.

Industry Categories

9. Τραπεζικά / Ασφαλιστικά και Χρηματοοικονομικά Προϊόντα / Υπηρεσίες

Ενδεικτικά περιλαμβάνονται: τράπεζες και τραπεζικά προϊόντα/υπηρεσίες, πιστωτικές κάρτες, ασφαλιστικές εταιρίες και ασφαλιστικά προϊόντα/υπηρεσίες κ.ά

10. Τουρισμός / Ταξίδια / Αναψυχή

Ενδεικτικά περιλαμβάνονται: ταξίδια αναψυχής, ταξιδιωτικοί προορισμοί, ταξιδιωτικά πρακτορεία, ξενοδοχεία, εταιρίες ενοικίασης αυτοκινήτων, αεροπορικές και ναυτιλιακές εταιρίες, αθλητικές εκδηλώσεις, καλλιτεχνικά δρώμενα κ.α

11. Ενέργεια / Πετρελαιοειδή

Ενδεικτικά περιλαμβάνονται: ενέργεια, ύδρευση, πετρελαιοειδή, βενζίνες, καύσιμα, λιπαντικά, πρατήρια καυσίμων και σχετικά προϊόντα και υπηρεσίες κ.ά

12. Τυχερά Παιχνίδια

Ενδεικτικά περιλαμβάνονται: λαχεία, τυχερά παιχνίδια, online betting εταιρίες κ.ά

13. Μέσα Ενημέρωσης / Εκδόσεις / Δημόσιο / Εκπαίδευση / Συγκοινωνίες και Σχετικές Υπηρεσίες

Ενδεικτικά περιλαμβάνονται: υπηρεσίες οδικής βοήθειας, σχολές και προγράμματα σπουδών, εφημερίδες, περιοδικά, ραδιοφωνικοί και τηλεοπτικοί σταθμοί, ενημερωτικές εκστρατείες δημόσιων οργανισμών, μέσα μαζικής μεταφοράς, εκπαιδευτικοί οργανισμοί κ.ά

14. Λιανεμπόριο / Διανομή / Καταστήματα / Ηλεκτρονικά Καταστήματα

Ενδεικτικά περιλαμβάνονται: καταστήματα τροφίμων, ένδυσης και υπόδησης, σταθερής και κινητής τηλεφωνίας, καταστήματα ηλεκτρικών συσκευών, αλυσίδες franchise, καταστήματα επίπλων, εμπορικά κέντρα, ηλεκτρονικά καταστήματα (e-commerce) κ.ά

Specialty Categories

Σε όλες τις ειδικές κατηγορίες (Specialty Categories), με στόχο την καλύτερη κατανόηση τους, έχουμε κρατήσει τις περιγραφές στα αγγλικά, όπως τις δίνουν τα Global Effie.

1. Audience

A) Business to Business

This category is for marketing efforts from businesses targeting other businesses. Business-to-business efforts for any type of product or service, from any marketplace segment, are eligible to enter.

B) Youth Marketing

This category will honor those efforts that successfully communicate to teens or young adults. Your entry should be written in a way that identifies how the case was created and specifically directed to this audience and how it succeeded.

Identify any elements in the creative work or strategy that are specifically directed to the youth market and any relevant dynamics and/or nuances, trends, values, linguistic characteristics, and their significance with respect to your submission. Judges may not be familiar with this particular youth audience, so this is your opportunity to showcase the details that they may miss.

2. Brand Content, Entertainment & Experience

A) Brand Experience

This category is not for efforts that focused on TV, radio or print ads to connect with an audience. It is meant to showcase how you can create a brand experience beyond traditional advertising. Work that truly brought a brand or product to life and interacted with a specific audience to achieve desired objectives should be entered. You may have re-invented the product demo, re-imagined the pop-up store, or led a "brick and mortar" retail overhaul; you could have created a new game, an alternate or virtual reality experience or interactive/immersive film experience that effectively showcases a new product or brand personality – it could have been anything. As long as you can prove it truly came alive and worked. The winners of this award will show how advertisers are reaching out to their audiences to establish meaningful relationships, memorable, engaging experiences, and unique connections with their brands.

Entrants must address how the brand experience related back to the overall brand strategy. Judges will expect to understand the 'participation' in the experience as a core factor.

As with all Effie categories, you can enter whether your work brought the brand to life as the entire marketing effort or as part of the larger marketing program.

B) Branded Content & Entertainment

This category is for efforts that effectively reached their audience through the creation of original branded content that is not advertising. The core of a branded content entry should be content designed to be consumed/experienced and sought out by the consumer for entertaining or informative reasons.

Specialty Categories

Entrants must detail the content created, how it related back to the overall brand and business goals, how it was distributed to, and shared by, the audience, and the results it achieved for the brand and business. Branded content may be produced and distributed by either publishers or independently and can include longform entertainment.

Note: Judges will expect to understand why branded content was chosen as a tactic.

3. Business Achievement

A) Corporate

This category is for marketing efforts that promote corporations, not exclusively their products. Includes sponsorships, image & identity. In addition to presenting metrics related to the reputation, entrants are encouraged to also address how these metrics relate to the business of the brand and why they are important.

In this category covid-19 related campaigns can participate.

B) David vs. Goliath

This is an award for smaller, new, or emerging brands:

- making inroads against big, established leaders
- taking on "sleeping giants"
- moving into a new product/service field beyond their current category and set of competitors to tackle a dominant leader

Entrants must detail the business challenge, the competitive landscape, and how their business succeeded despite the odds. You are required to define your competitive landscape, including the market difference between the David and Goliath to demonstrate why your brand was a David.

Judges will deduct from your case if you do not sufficiently prove that your brand is a David in the situation.

C) Low Budget

Cases eligible for this category must represent the only marketing efforts for this brand (brand defined as listed in the "brand" question of the Effie entry form) during the time period that the effort entered ran.

To be eligible, an entry may not be for a line extension. Effie defines line extension as: a variation of an existing product with the same brand name and same category but with a new characteristic, a derivative of the product or service that offers modified features without significantly changing price; a product bearing the same name and offering a varied option (e.g. new flavor, diet version, etc.).

Value of donated and non-traditional media as well as activation costs must be included.

Budget eligibility is about **80.000€** or less

Specialty Categories

D) Sustained Success

Efforts that have experienced sustained success for more than 3 years are eligible for entry. At a minimum, the creative work and case results must date back to June 1, 2019, and you must include the current year's results. Entries must have a common objective in both strategy and creative executions; with a continuation of core executional elements (e.g., spokesperson, song, theme, tagline, etc.) that demonstrates effectiveness over time. Answer all questions for the initial year and describe how/why change occurred over time.

To enter, you must be able to provide data about the case in its first year, an interim year and the current competition year (28/02/2019).

4. Commerce & Shopper

Honoring the most effective integrated campaigns designed to engage the shopper and guide the purchase process to achieve conversion. You may only enter an effort into a maximum of two Commerce & Shopper categories.

A) Challenger Brand Solution

This is an award for smaller, new, or emerging brands

- making inroads against big, established leaders
- taking on "sleeping giants"
- moving into a new product/service field beyond their current category and set of competitors to tackle a dominant leader

Challenger brands are defined as having less than 15% of branded market share in the product/service category.

Entrants must detail the business challenge, the competitive landscape, and how their business succeeded despite the odds. You are required to define your competitive landscape, including the market difference between the entered brand and its top competitors to demonstrate why your brand was a challenger. Judges will deduct from your case if you do not sufficiently prove that your brand is appropriately classified as a challenger brand.

B) Crisis Response / Critical Pivot

This award is for brands that created positive change by effectively pivoting their commerce/shopper marketing program or business activities in response to significant structural and cultural shifts and moments of crisis (e.g. pandemic, social justice movement, political events, etc.) in the current landscape in order to more effectively connect with the shopper along the path to purchase and drive conversion. Entrants will need to pinpoint the pivot and frame for the judges how the messaging/campaign shifted, the team adjusted the approach to production or go-to-market planning, etc. Demonstrate the effectiveness of the action for the brand. Examples can include a pivot in positioning, a change in portfolio management, a digital acceleration, etc.

Specialty Categories

C) Data-Driven

Brands and retailers using data, analytics, and technology to identify and match the right shopper to the right message at the right time should enter this category. Award submissions should explain how entrants utilized data (*i.e., category data, retail channel data, shopper data*) to guide commercial growth strategies, support the shopper journey, and ultimately meet their business objectives and impact the purchase decision. Highlight any advanced analytic capabilities that contributed to the success of the program, such as market mix modeling, price elasticity, and Return on Investment (ROI) measurement & analysis.

D) e-Commerce

The category is for campaigns that effectively used insights, strategy, creative and analytics to drive e-commerce shopper conversion. By utilizing data, and a deep understanding of the shopper, brands and retailers can succeed in an e-commerce setting. A successful effort will combine strong shopper knowledge with digital marketing practices to increase conversion online. The effort must be based on a shopper insight(s) and be shopper-driven. Explain the strategy of how the effort went to market with e-commerce. Submissions in this category will be solely evaluated on e-commerce effectiveness.

E) Multi-Brand Shopper Solution

Shoppers are looking for ways to tackle everyday challenges, whether it's what to prepare for dinner or how to maintain a beautiful lawn – they want all-in-one solutions. This award will celebrate multi-brand/product/manufacture solutions that came together to address exactly what their target shopper needed. Entries into this category must address the rationale behind the creation of these differentiated shopper solutions. Brands may be from a single manufacturer or multiple manufacturers. Shopper solutions may be developed by manufacturer(s) and/or retailers.

F) Seasonal

The most effective manufacturers and retailers are the ones that can strategically plan for and react to the events that most impact their shoppers. This category will feature events, platforms or programs that were created to meet the demands of the shopper that are driven by a season, holiday or cultural event. Entrants must explain the insight into their shoppers that led to adjusting product and/or creating events/seasonally-based platforms and programs to be in-line with their needs and shopping mindset during a specific time period. Innovative shopper events, strategically created by the retailer and/or manufacturer, may enter here as well.

Specialty Categories

5. Digital

Honoring the most effective convergence of data, technology and all forms of creative that maximize end user engagement and conversion.

A) Influencer Marketing

This category honors those brands that effectively worked with key influencers to reach their target audience to achieve short or long-term marketing goals. Key influencers/opinion leaders may be a social media / vertical platform leader, brand ambassador, bloggers, etc. from micro to macro.

Clearly identify what the strategy was, who your audience was, and why the influencer was important to your audience. Explain what the influencer did for your audience. Explain why the brand selected that influencer, how

they were used to carry out marketing activities, and what consumer behaviors were impacted and how the business was impacted.

B) Performance Marketing

This category recognizes the most effective performance marketing efforts. To participate your effort must be led by performance marketing and you must demonstrate how your effort drove results for the business using performance marketing KPIs.

Note: Entrants must use the performance marketing entry form when submitting under this category

C) Social Media

This category is for campaigns that set out with the explicit purpose of using social as the primary touchpoint or have social at their heart. The kind of idea that is specifically designed to take advantage of the socially connected consumer and the influence of social. Judges are looking for campaigns that begin with a social idea, as opposed to advertising or integrated campaigns with a social media element. They will need a clear rationale for why social was the right way to tackle the brief, and evidence of how social activity measurably and materially drove the commercial result. It is not enough to count the number of impressions, likes or shares. You will need to measure and prove the commercial value of social through the direct effect it had on audience behavior or perceptions and demonstrate correlation with the achieved business results.

6. Media Planning & Innovation

Media Idea

This is about outstanding effectiveness as a result of media-led ideas. The line between what constitutes a creative idea and a media idea is blurring. There are occasions when the media idea drove the entire effort. Of course, media cannot exist without the content, but this award is intended to recognize those cases that were led by the media thinking – where the integration of media and message led to success. The award honors media-led ideas that are powerful enough to become the genesis of the marketing program itself, to the extent that the program would not have been successful without the strategic media idea.

Specialty Categories

7. Marketing Innovation Solution

A) Business / Product / Service Innovation

In this category, innovative single marketing & business activities or entire marketing programs will be awarded. You can submit any action or business idea regarding innovation for the product, service or business that has had an exceptionally positive impact on the market position of a business, brand, product or service. If communication was a significant element of marketing mix, work should be submitted in another competition category of Effie.

Examples of eligible activities in this category include: product/service innovation; change in packaging, both in terms of its appearance and size; design, technology or ux innovation for the business, product or service; consumer involvement in product development; operation change, etc.

8. Positive Change

A) Environmental

The Positive Change: Environmental category celebrates efforts that have measurably shifted audience behavior toward more environmentally sustainable choices, and/or grown demand for more sustainable products and services by incorporating environmentally-conscious messaging into their marketing.

Winners of this award showcase how effective marketing programs that incorporate sustainable strategies can make a positive difference for brands and for the environment.

Over and above the standard Effie requirements to demonstrate a positive impact on business, there are specific areas of interest that relate to this award.

Efforts entered must have as one of their main strategic objectives changing audience behavior towards more environmentally sustainable choices and environmentally conscious messaging must be a part of the marketing.

Entrants should address how the sustainability goal relates back to the overall brand and business strategy.

Criterion for this award is the result of behavior change toward more environmentally sustainable choices, with these elements being considered in judging:

- Awareness – Making the audience aware of a sustainable product, service or action.
- Trial – Trying the sustainable product, service or action for the first time.
- Product/Service Substitution – Switching to a more sustainable product, service or action.
- Change in Use – Using a product/service more sustainably than before or taking a more sustainable action.

Specialty Categories

Enter your case into one of the following categories:

Environmental – Brands

Recognizing brands with marketing programs that have measurably shifted audience (B2B or B2C) behavior toward more environmentally sustainable choices, and/or grown demand for more sustainable products and services by incorporating environmentally conscious messaging into their marketing.

Environmental – Non-Profit

Recognizing non-profit organizations and associations with marketing programs that have measurably shifted audience (B2B or B2C) behavior toward more environmentally sustainable choices, grown demand for more sustainable products and services, and/or measurably drove positive impact for their cause by incorporating environmentally conscious messaging into their marketing.

B) Social Good / Brands

Recognizing brands that are making the world a better place by using the power of their marketing platforms for "good." This category celebrates for-profit brand efforts that effectively combined business goals with a social

cause and successfully related that cause back to the company's overall brand strategy, resulting in positive business and social impact.

C) Social Good / Non Profit

Recognizing non-profit organizations and associations whose marketing efforts have effectively driven positive change for society and successfully contributed back to the organization's purpose. Campaigns must show measurable impact and proven results in support of the cause.

9. Topical & Annual Events

Seasonal Marketing

Seasons, holidays and annual events allow marketers the opportunity to build strategic efforts based on the time-based interests of their target audience. This category will honor those efforts that effectively capitalized on a season, holiday or annual cultural event to drive results for their business.

Η διοργάνωση διατηρεί το δικαίωμα, να μετατάξει μια συμμετοχή από μια κατηγορία σε άλλη και να δημιουργήσει νέες κατηγορίες.