

Journalism exists in the context of its audience

Audiences

Different products, in different formats, distributed via different channels have their unique value propositions.

They can coexist, serving different audience segments, different user needs, in different moments of the day.

User needs

An editorial (but also audience and product) trend, pioneered by Dmitry Shishkin when he was working at the BBC World Service in 2016.

He described user needs as:

"you tell a story you want to tell, but you do it from the angle your audience values - as simple as that."

"Those newsrooms that adopted a user needs-based content strategy are more effective internally and distinctive externally."

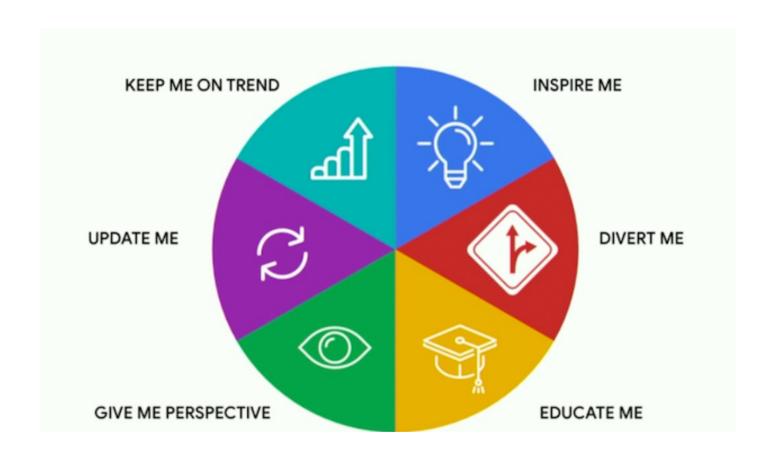
They produce less unneeded content, gain more audience, and engage it better - in short, they really utilise their product-market fit.

Media organisations that are aware of why they exist in the market, what their USP is, and how to serve their niche audience better win, and those that don't first drift and ultimately lose."

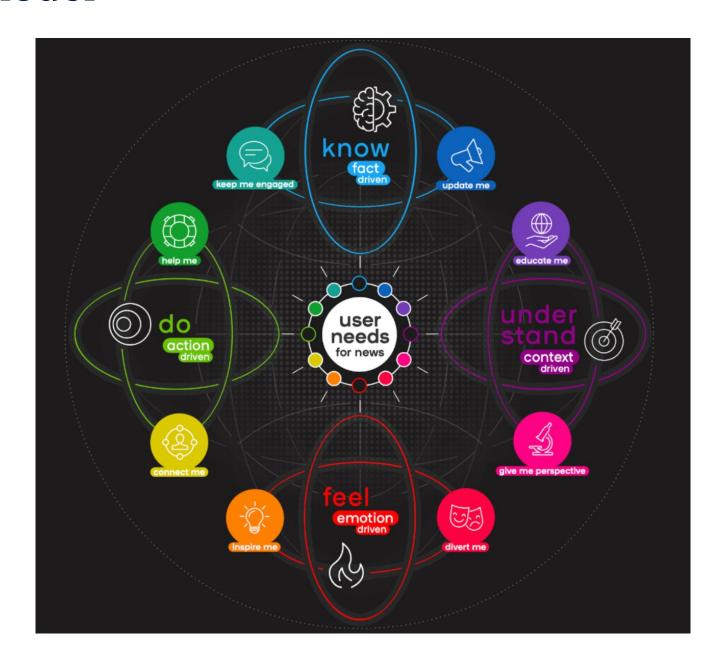
Dmitry Shishkin

Let's see some examples

BBC's World Service user needs



The new model



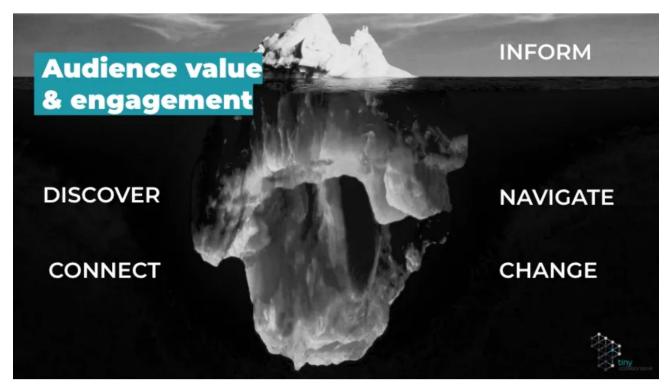
The Atlantic

Reader & listener needs



- Give me deeper clarity & context
- Help me discover new ideas
- Challenge my assumptions
- Let me take a meaningful break
- Introduce me to writers at the top of their craft

KPCC/Laist's Modes



Developed by Tran Ha/Tiny Collaborative for KPCC/LAist

Discover, driven by: Curiosity **Navigate**, driven by: Confusion

Connect, driven by: Isolation **Change**, driven by: Dissatisfaction or Concern

Back to products, formats and channels: let's see some examples

Explainers

BBC News

Website and YouTube 60 seconds



BBC News

YouTube 2mins 30seconds



BBC News – Ros Atkins on...



WHO, Viral Facts Africa

Instagram



Fact-checking

MediaWise, Teen Fact-Checking Newsroom

TikTok and YouTube



Teen Fact-Checking Newsroom (TFCN): its purpose is to help young people sort out what is fact from fiction.

All the reporters are mostly 13 through 21 years old.

They are now partnering with Agência Lupa in Brazil and Deutsche Presse-Agentur (DPA) in Germany.

More here: https://reutersinstitute.politics.ox.ac.uk/news/how-newsroom-teens-fact-checking-news-their-generation-brazil

Short-form videos

The News Movements

TikTok



The Economist

TikTok



The videos are primarily made for TikTok, but the content also gets repurposed to Instagram Reels, YouTube Shorts, LinkedIn and X (formerly Twitter).

Key staff guidelines: No dancing TikTok videos

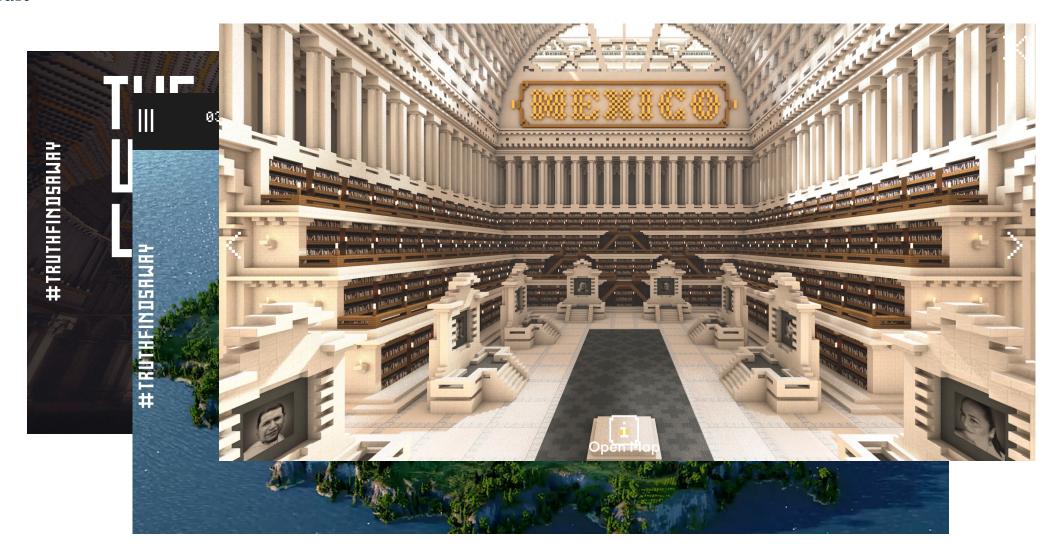
- Simple, concise explanations of tough questions, with clever graphics, and clear narration.
- Irreverent wit and personality. "It is possible to have a personality without having a person."
- Sticking to core pillars of coverage Geopolitics, economics, finance, profiles of world leaders, science, tech, and data, but also executing quirky stories.
- Commission according to clear content strands. The brand has eight playlists on its TikTok account – People you should know; Did you know...?; Secret Economies; Economics explained; Geopolitics explained; War in Ukraine; Reading recommendations; and Political cartoons.

More here: https://wan-ifra.org/2023/08/how-short-form-video-is-helping-the-economist-gain-young-users/

Games

Reporters Without Borders

Minecraft



Long Beach Post (California)

Minecraft

IEWS

We built Long Beach in Minecraft. Play with us!





Rainbow Lagoon and a big lot that we can do anything with

More here: https://www.lenfestinstitute.org/solution-set/how-the-long-beach-post-used-minecraft-to-reach-younger-audiences-during-the-pandemic/

Newsletters

Limited series: WSJ's Challenge series

- Limited-time, from 4 to 6 weeks of emails
- A finite-product, using ever-green content
- Some journey for every reader, no matter when they sign up

WSJ Healthy Habits Challenge

A four-week course from WSJ's Health & Wellness team with science-backed tips to improve your sleep, eating and more.

WSJ Networking Challenge

A five-week challenge from the WSJ careers and work team designed to boost your network and make the connections that matter.

WSJ Fitness Challenge

A six-week program of exercises designed by an NBA sports performance coach for all skill levels that can be done almost anywhere, and delivered to your email inbox.

WSJ Money Challenge

A six-week course designed by the WSJ personal finance team to help you improve your knowledge of your finances, delivered to your email inbox.

WSJ Investing Challenge

A five-part course from WSJ columnists to introduce you to the basics of investing, delivered to your email inbox.

Audio / Podcasts

Podcasts in Africa

Podcasting is becoming increasingly popular in Africa, attracting young audiences in search of new ideas and captivating stories.

"Radio is still widely consumed in Africa and podcasting is an extension of this," says Molly Jensen, CEO of Afripods, a pan-African podcast hosting platform headquartered in Nairobi.

The medium has created spaces for people who have often been excluded or misrepresented in the mainstream media.

Some of the pioneering podcasts in the continent, for example, were queer-led or queer stories such as Afroqueer and The Spread.





Instagram

Will Media, Italy











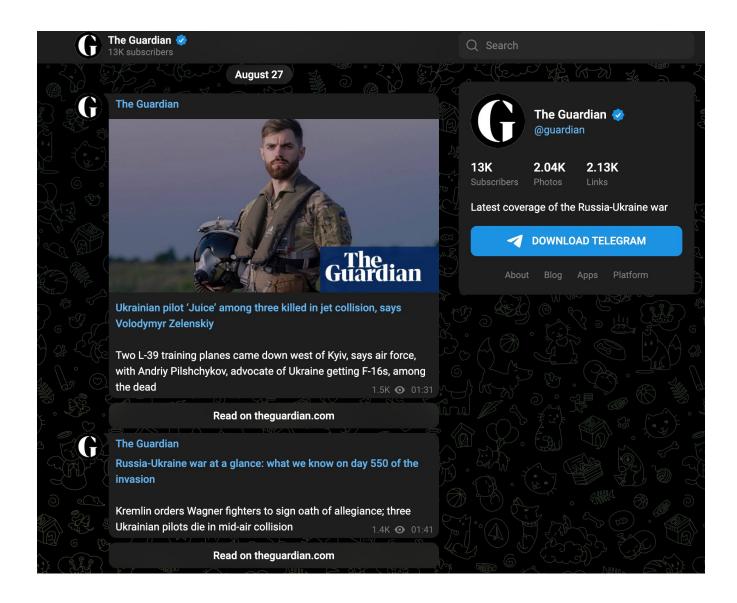






Telegram

The Guardian



RFE/RL (!)

Mapping Journalism on social platforms



Q&A: How RFE/RL avoid censorship while building communities on Telegram

