Below you will find the **Conversations Specific Event Definitions** with their respective triggers and GA4 Event Properties.

#### **Conversation Started**

| ASC Event           | Trigger   | Custom Dimensions                        |
|---------------------|---|--|
| asc_comm_engagement | The initial start to the chat tool conversation sending a message | comm_status: 'start', comm_type: 'chat', |

#### **Conversation End Confirmed**

| ASC Event           | Trigger                                | Custom Dimensions                         |
|---------------------|--|---|
| asc_comm_engagement | Confirming the end of the conversation | comm_status: 'end',<br>comm_type: 'chat', |

#### **Conversation Escalated**

| ASC Event           | Trigger  | Custom Dimensions                             |
|---------------------|--|---|
| asc_comm_engagement | When the chatbot escalates the conversation to a live employee responder | comm_status: 'escalation', comm_type: 'chat', |



# **Conversation Message Sent**

| ASC Event           | Trigger  | Custom Dimensions                         |
|---------------------|--|---|
| asc_comm_engagement | When the conversations chat bot or chat employee sending a message | comm_status: 'engage', comm_type: 'chat', |

# Receive Video Request

| ASC Event           | Trigger           | Custom Dimensions                          |
|---------------------|-------------------|--|
| asc_comm_engagement | Video chat starts | comm_status: 'engage', comm_type: 'video', |

## **Accept Video Request**

| ASC Event           | Trigger                              | Custom Dimensions                               |
|---------------------|--------------------------------------|---|
| asc_comm_engagement | User accepts the video share request | comm_status: 'video_start', comm_type: 'video', |



# **Revoke Video Request**

| ASC Event           | Trigger                          | Custom Dimensions                             |
|---------------------|----------------------------------|---|
| asc_comm_engagement | User removes video share request | comm_status: 'video_end', comm_type: 'video', |

### **Video Chat Disconnected**

| ASC Event           | Trigger           | Custom Dimensions                             |
|---------------------|-------------------|---|
| asc_comm_engagement | End of video chat | comm_status: 'video_end', comm_type: 'video', |

#### **End Chat Dismiss**

| ASC Event           | Trigger                        | Custom Dimensions              |
|---------------------|--------------------------------|--------------------------------|
| asc_comm_engagement | User chooses to return to chat | comm_status: 'return_to_chat', |



### **Hours Directions Clicked**

| ASC Event           | Trigger   | Custom Dimensions   |
|---------------------|---|---|
| asc_cta_interaction | Hours and directions option is clicked on by the user | element_color: ", element_order: ", element_text: 'get_directions', element_type: 'map', event_action: 'click', event_action_result: 'open', link_url: ", |

### **Launcher Clicked**

| ASC Event           | Trigger                              | Custom Dimensions  |
|---------------------|--------------------------------------|--|
| asc_cta_interaction | starts the chat from the chat prompt | element_color: ", element_order: ", element_text: 'launcher', element_type: 'chat_tool', event_action: 'click', event_action_result: 'start', link_url: ", |

# Messenger Generic Content Clicked

| ASC Event           | Trigger  | Custom Dimensions  |
|---------------------|--|--|
| asc_cta_interaction | Fires when a PDF or video generic content is clicked on by the visitor | element_type: type, event_action: 'click', event_action_result: 'start', |



# Messenger Minimized

| ASC Event           | Trigger                  | Custom Dimensions  |
|---------------------|--------------------------|--|
| asc_cta_interaction | User minimizes Chat tool | element_color: ", element_order: ", element_text: 'minimize_messenger', element_type: 'chat_tool', event_action: 'click', event_action_result: 'close', link_url: ", |

# Toggle Sent to Mobile

| ASC Event           | Trigger   | Custom Dimensions                                 |
|---------------------|---|---|
| asc_comm_engagement | User selects to push chat interactions to their mobile device | comm_status: 'send_to_mobile', comm_type: 'chat', |

# **Unlock Pricing Started**

| ASC Event           | Trigger                          | Custom Dimensions   |
|---------------------|----------------------------------|---|
| asc_comm_engagement | Begin to unlock the price option | <pre>comm_status: 'start', comm_type: 'unlock_pricing',</pre> |



# **Proactive Message Reply Clicked**

| ASC Event           | Trigger                     | Custom Dimensions   |
|---------------------|-----------------------------|---|
| asc_cta_interaction | Chat prompt "reply" clicked | element_color: ", element_order: ", element_text: 'reply', element_type: 'chat_tool', event_action: 'click', event_action_result: 'start', link_url: ", |

# Submit Trade In (formally conversations sent to crm)

| ASC Event           | Trigger                           | Custom Dimensions  |
|---------------------|-----------------------------------|--|
| asc_comm_engagement | When a Trade in flow is completed | comm_status: 'engage', comm_type: 'form', department: 'trade', |

## Leave A Message Form Engage

| ASC Event           | Trigger  | Custom Dimensions                         |
|---------------------|--|---|
| asc_comm_engagement | Fires when no agent is available and the Leave a Message Form is started | comm_status: 'engage', comm_type: 'form', |



<sup>\*\* =</sup> conversion event

# Leave A Message Form Submit

| ASC Event                          | Trigger  | Custom Dimensions  |
|------------------------------------|--|--|
| asc_comm_submission                | Fires when no agent is available and<br>the Leave a Message Form is<br>submitted | comm_status: 'send_deal',<br>comm_type: 'form',<br>department, |
| asc_comm_submission_\${department} | Fires when no agent is available and the Leave a Message Form is submitted       | comm_status: 'send_deal',<br>comm_type: 'form',<br>department, |

## Send to SMS Long

| ASC Event                          | Trigger  | Custom Dimensions                                       |
|------------------------------------|--|---|
| asc_comm_submission                | Fires long form event when SMS Long Form is submitted. | comm_status: 'send_deal', comm_type: 'sms', department, |
| asc_comm_submission_\${department} | Fires long form event when SMS Long Form is submitted. | comm_status: 'send_deal', comm_type: 'sms', department, |

### Send to SMS Short

| ASC Event                          | Trigger  | Custom Dimensions   |
|------------------------------------|--|---|
| asc_comm_submission                | Fires short form event when phone number is submitted. | comm_status: 'send_deal',<br>comm_type: 'sms',<br>department, |
| asc_comm_submission_\${department} | Fires short form event when phone number is submitted. | comm_status: 'send_deal',<br>comm_type: 'sms',<br>department, |



## **Lead Gate**

| ASC Event                          | Trigger  | Custom Dimensions  |
|------------------------------------|--|--|
| asc_comm_submission                | Fires when the user's name and phone or email is collected from the bot or agent | comm_status: 'send_deal',<br>comm_type: 'form',<br>department, |
| asc_comm_submission_\${department} | Fires when the user's name and phone or email is collected from the bot or agent | comm_status: 'send_deal',<br>comm_type: 'form',<br>department, |



<sup>\*\* =</sup> conversion event

#### **Parameters**

are the additional data points, collected/associated with events, allowing for deeper analysis/insights into the performance of Online Shopper. For example, on a sales form event (asc\_form\_submission\_sales), we will also pass along the vehicle information through parameters (such as vin, make, model, year...) if your website has the asc\_datalayer.

While parameters are being passed with the events, they (parameters) need to be registered as **Custom Dimensions** within GA4 in order to have access to the additional data within the GA4 interface.

Below is all the parameters which are associated with Online Shopper events. Parameters notated with a \* are the parameters DI has registered as custom dimensions in our DI managed GA4 properties.

| PARAMETERS/<br>CUSTOM DIMENSION | PARAMETER DEFINED   | EXAMPLE VALUE           |
|---------------------------------|---|-------------------------|
| event_owner *                   | Who is triggering the event   | conversations           |
| department *                    | Department associated with the event                                    | sales                   |
| flow_outcome *                  | If event action resulted in an specific outcome that was part of a flow | Viewed, finished, added |
| item_payment                    | Payment shown, or selected which is associated with the event           | loan                    |
| item_id *                       | VIN Number  | 4Y1SL65848Z411439       |
| event_action                    | What action was taken for the event                                     | click                   |



<sup>\* =</sup> parameter is recommended to be set up as a Custom Dimension

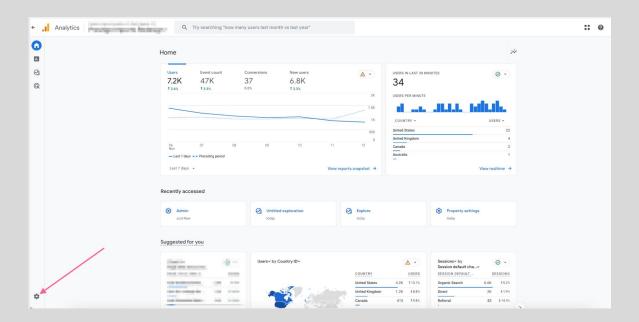
<sup>\*\* =</sup> conversion event

| PARAMETERS/<br>CUSTOM DIMENSION | PARAMETER DEFINED                                | EXAMPLE VALUE      |
|---------------------------------|--|--------------------|
| item_number *                   | Stock Number                                     | 1234567890         |
| item_price *                    | Price of the vehicle                             | 28000              |
| item_condition *                | Industry condition of item associated with event | new                |
| item_year *                     | Year of the vehicle                              | 2023               |
| item_make *                     | Make (Brand) of item associated with event       | ford               |
| item_model *                    | Model of item associated with event              | f-150              |
| item_variant *                  | Specific trim of the vehicle                     | sport              |
| item_type *                     | Body style of vehicle                            | sedan              |
| comm_type *                     | Type of communication that took place            | form               |
| form_name *                     | Name of the form that was filled out             | conversations      |
| comm_status                     | Communication stage                              | engage             |
| element_text                    | The value of what was interacted with            | minimize_messenger |
| element_type                    | What is being interacted with                    | chat_tool          |
| event_action_result             | What is the result of the action that took place | close              |

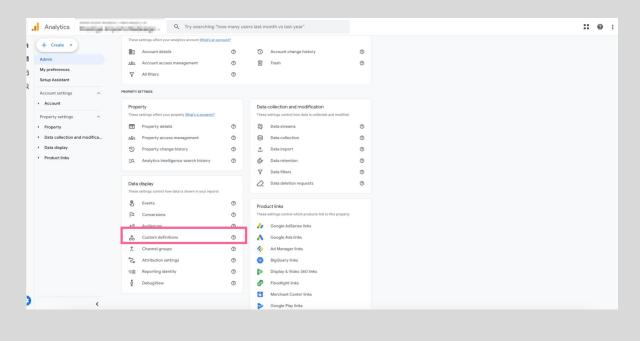


#### Please follow these steps to set up custom definitions in a GA4 property:

Go to admin

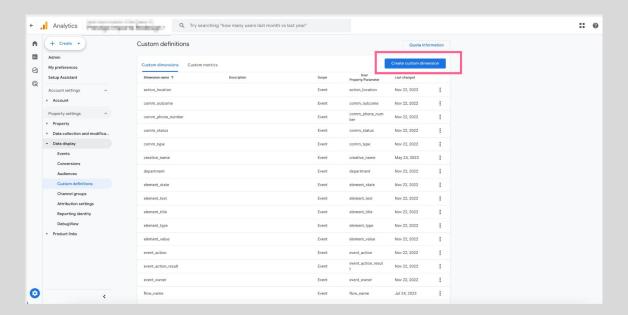


• Under 'Data display' click 'Custom Definition'

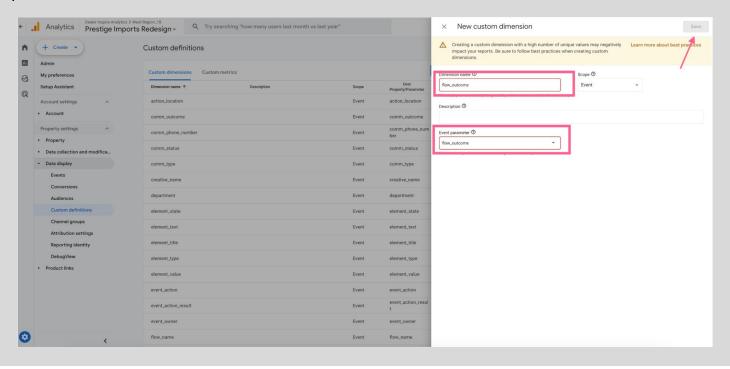




Click on 'Create Custom Dimensions' button



• Fill out the dimension name (in this example we are using 'flow\_outcome') and choose the parameter that correlates. Then click 'Save'





Below are the events you'll receive from Online Shopper along with the associated parameters.

<sup>\*</sup>Please note that if a parameter is not available or does not apply for that specific event, it will be passed as a blank value.

| EVENT               | ASSOCIATED PARAMETERS   |
|---------------------|---|
| asc_cta_interaction | event_owner page_type element_text element_color element_order element_type event_action event_action_result link_url item_id item_number item_price item_condition item_year item_make item_model item_variant item_color item_type item_category item_fuel_type item_inventory_date |
| asc_comm_engagement | event_owner page_type comm_type affiliation element_position department affiliation_id comm_status item_id item_number item_price item_condition item_year item_make item_make item_model item_variant item_color item_type item_category item_fuel_type item_inventory_date          |



| EVENT                              | ASSOCIATED PARAMETERS  |
|------------------------------------|--|
| asc_comm_submission                | event_owner page_type comm_type affiliation element_position department affiliation_id comm_status item_id item_number item_price item_condition item_year item_make item_make item_model item_variant item_color item_type item_category item_fuel_type item_inventory_date |
| asc_comm_submission_\${department} | event_owner page_type comm_type affiliation element_position department affiliation_id comm_status item_id item_number item_price item_condition item_year item_make item_make item_model item_variant item_color item_type item_category item_fuel_type item_inventory_date |

