

Question 1(a) [3 marks]

Differentiate: Traditional marketing and Digital marketing.

Answer:

Traditional Marketing	Digital Marketing
Physical presence required	Online presence through internet
Limited reach to local audience	Global reach to worldwide audience
One-way communication	Two-way interactive communication
High cost for advertising	Cost-effective campaigns
Difficult to measure ROI	Easy tracking and analytics
Slow feedback from customers	Instant feedback and responses

Mnemonic: "PITCH vs CLICK" (Physical vs Interactive, Traditional vs Trackable, High-cost vs Cost-effective)

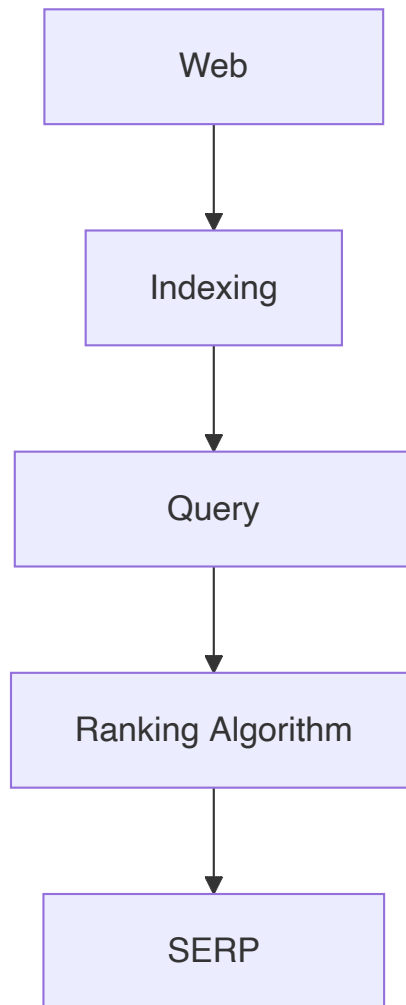
Question 1(b) [4 marks]

Explain working of search engine algorithm.

Answer:

Search engine algorithms work through systematic processes to deliver relevant results:

Process Flow:



- **Crawling:** Search bots scan websites continuously to discover new content
- **Indexing:** Analyzed content is stored in massive databases with keywords
- **Query matching:** User search terms are matched with indexed content
- **Ranking factors:** Content relevance, authority, and user experience determine position

Mnemonic: "CIRR" (Crawl, Index, Rank, Results)

Question 1(c) [7 marks]

Explain the key components of a digital marketing plan.

Answer:

A comprehensive digital marketing plan includes essential components for success:

Component	Description	Purpose
Situation Analysis	Current market position and SWOT	Understanding starting point
Target Audience	Demographics and buyer personas	Focused marketing efforts
Goals & Objectives	SMART goals with KPIs	Measurable outcomes
Strategy Selection	SEO, SEM, Social Media, Email	Channel optimization
Budget Allocation	Resource distribution across channels	Cost management
Content Calendar	Scheduled content publication	Consistent engagement
Analytics Setup	Tracking tools and metrics	Performance monitoring

Key Success Factors:

- **Research-driven** approach with market insights
- **Integration** across multiple digital channels
- **Flexibility** to adapt based on performance data

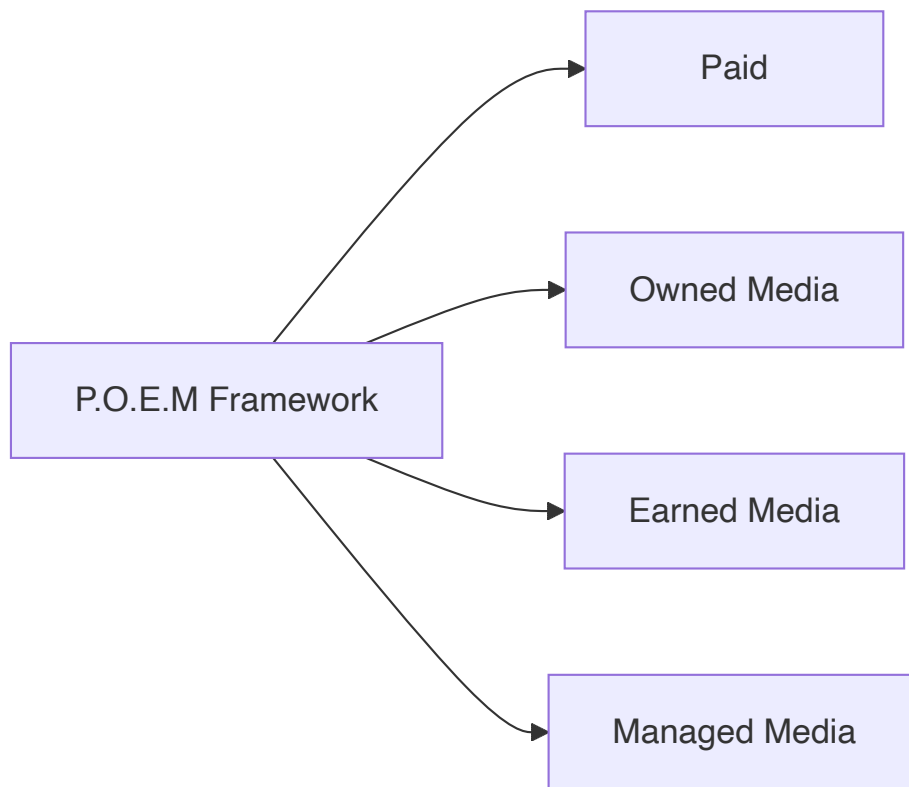
Mnemonic: "STGSBC Analytics" (Situation, Target, Goals, Strategy, Budget, Content, Analytics)

Question 1(c) OR [7 marks]

Explain the components of the P.O.E.M. framework and their relevance in digital marketing.

Answer:

P.O.E.M. framework categorizes digital marketing channels for strategic planning:



Component	Definition	Examples	Relevance
Paid Media	Purchased advertising space	Google Ads, Facebook Ads	Immediate reach and control
Owned Media	Brand-controlled channels	Website, email lists, blogs	Long-term asset building
Earned Media	Third-party endorsements	Reviews, shares, mentions	Credibility and trust
Managed Media	Influenced but not owned	Influencer partnerships	Extended reach through others

Strategic Benefits:

- **Balanced approach** across all media types
- **Cost optimization** through channel mix
- **Amplified impact** when channels work together

Mnemonic: "POEM builds Digital SUCCESS" (Paid, Owned, Earned, Managed)

Question 2(a) [3 marks]

Describe need of SEO.

Answer:

SEO is essential for online visibility and business growth:

- **Organic traffic:** 68% of online experiences begin with search engines
- **Cost-effective:** No direct payment for organic rankings unlike paid ads
- **Trust building:** Higher rankings create credibility with users
- **Long-term results:** Sustainable traffic growth over time

Mnemonic: "OCTL" (Organic, Cost-effective, Trust, Long-term)

Question 2(b) [4 marks]

Differentiate between on-page and off-page optimization.

Answer:

On-Page SEO	Off-Page SEO
Website elements optimization	External factors optimization
Title tags, meta descriptions	Backlinks from other sites
Content quality and keywords	Social media signals
Internal linking structure	Domain authority building
Complete control by website owner	Limited control, depends on others
Technical optimization focus	Authority and popularity focus

Mnemonic: "IN vs OUT" (Internal optimization vs Outbound authority)

Question 2(c) [7 marks]

Explain SEO ranking and ways to improve SEO ranking.

Answer:

SEO ranking determines website position in search engine results pages (SERPs).

Ranking Factors Table:

Factor Category	Techniques	Impact Level
Content Quality	Original, valuable content	High
Keywords	Research and natural placement	High
Technical SEO	Site speed, mobile-friendly	Medium
Backlinks	Quality link building	High
User Experience	Low bounce rate, high engagement	Medium

Improvement Strategies:

- **Content optimization:** Create comprehensive, user-focused content
- **Keyword research:** Target relevant, achievable keywords
- **Technical fixes:** Improve site speed and mobile responsiveness
- **Link building:** Earn quality backlinks from authoritative sites
- **User signals:** Enhance engagement metrics

Success Metrics:

- **SERP position** improvements
- **Organic traffic** growth
- **Click-through rates** increase

Mnemonic: "CKTU for SEO SUCCESS" (Content, Keywords, Technical, User-experience)

Question 2(a) OR [3 marks]

Define: 1. Backlinks 2. Website Speed 3. Keyword stuffing.

Answer:

Term	Definition
Backlinks	Incoming hyperlinks from external websites pointing to your site
Website Speed	Time taken for web pages to load completely in browser
Keyword Stuffing	Overuse of keywords unnaturally in content to manipulate rankings

Mnemonic: "BWK" (Backlinks, Website speed, Keyword stuffing)

Question 2(b) OR [4 marks]

Differentiate between Black Hat and White Hat SEO Techniques.

Answer:

White Hat SEO	Black Hat SEO
Ethical practices following guidelines	Manipulative tactics violating rules
Quality content creation	Content scraping and duplication
Natural link building	Link farms and paid links
Long-term results	Quick but risky gains
Search engine approved	Penalty risks from search engines

Mnemonic: "GOOD vs BAD" (Guidelines-following vs Penalty-risking)

Question 2(c) OR [7 marks]

Give name of any three common SEO tools and describe their functions.

Answer:

SEO Tool	Primary Functions	Key Features
Google Analytics	Website traffic analysis	Visitor behavior, conversion tracking, audience insights
SEMrush	Keyword research and competitor analysis	Keyword difficulty, backlink analysis, site audit
Yoast SEO	On-page optimization (WordPress)	Content optimization, technical SEO, readability analysis

Detailed Functions:

- **Google Analytics:** Tracks user journey, bounce rates, and goal completions
- **SEMrush:** Identifies ranking opportunities and monitors competitor strategies
- **Yoast SEO:** Provides real-time optimization suggestions for content and meta tags

Benefits:

- **Data-driven decisions** through comprehensive analytics
- **Competitive advantage** with market insights
- **Efficiency** in optimization tasks

Mnemonic: "GSY Tools" (Google Analytics, SEMrush, Yoast)

Question 3(a) [3 marks]

Explain any one Multi-touch attribution model with example.

Answer:

Linear Attribution Model distributes credit equally across all touchpoints in customer journey.

Example Scenario:

Customer journey: Social Media Ad → Email → Website Visit → Purchase

Credit Distribution:

- Social Media Ad: 25%
- Email: 25%
- Website Visit: 25%
- Purchase Page: 25%

Mnemonic: "EQUAL Credit for ALL Touches" (Linear = Equal distribution)

Question 3(b) [4 marks]

Explain following Key metrics: Unique Visitors, Bounce Rate.

Answer:

Metric	Definition	Significance
Unique Visitors	Count of individual users visiting website in specific period	Measures audience reach and growth
Bounce Rate	Percentage of visitors leaving after viewing only one page	Indicates content relevance and engagement

Optimization Tips:

- **Unique Visitors:** Increase through SEO and social media
- **Bounce Rate:** Improve with better content and site navigation

Mnemonic: "UV-BR" (Unique Visitors measure reach, Bounce Rate measures engagement)

Question 3(c) [7 marks]

Explain following tracking code with their advantage and disadvantage: Long tracking code, UTM code.

Answer:

Tracking Code Type	Description	Advantages	Disadvantages
Long Tracking Code	Detailed parameters with extensive information	Comprehensive data collection, Detailed insights	Complex URLs, User-unfriendly appearance
UTM Code	Urchin Tracking Module parameters for campaign tracking	Simple implementation, Campaign-specific tracking	Limited data, Manual management required

UTM Parameters:

- **utm_source:** Traffic source (google, facebook)
- **utm_medium:** Marketing medium (cpc, email)
- **utm_campaign:** Campaign name (summer_sale)

Best Practices:

- **Consistent naming** conventions
- **URL shortening** for long tracking codes
- **Regular monitoring** of campaign performance

Mnemonic: "LONG vs SHORT" (Comprehensive vs Simple tracking)

Question 3(a) OR [3 marks]

Explain any one Single-touch attribution model with example.

Answer:

Last-Click Attribution Model gives 100% credit to the final touchpoint before conversion.

Example Scenario:

Customer journey: Social Media → Email → Google Search → Purchase

Credit Distribution:

- Google Search: 100%
- Other touchpoints: 0%

Use Case: Simple e-commerce tracking focusing on immediate conversion drivers

Mnemonic: "LAST WINS ALL" (Final touchpoint gets full credit)

Question 3(b) OR [4 marks]

Explain following Key metrics: Pageviews, New Visits.

Answer:

Metric	Definition	Measurement Value
Pageviews	Total number of pages viewed including repeat views	Content popularity and site usage
New Visits	Percentage of first-time visitors to website	Audience growth and reach expansion

Analysis Importance:

- **Pageviews:** Higher numbers indicate engaging content
- **New Visits:** Growth shows effective marketing outreach

Mnemonic: "PN Metrics" (Pageviews for engagement, New visits for growth)

Question 3(c) OR [7 marks]

Describe various types of web analytics tool.

Answer:

Tool Category	Purpose	Examples	Key Features
Content Analytics	Content performance tracking	Google Analytics, Adobe Analytics	Page views, time on page, bounce rate
Customer Analytics	User behavior analysis	Hotjar, Crazy Egg	Heatmaps, session recordings
SEO Analytics	Search optimization	SEMrush, Ahrefs	Keyword rankings, backlink analysis
Social Media Analytics	Social performance	Facebook Insights, Twitter Analytics	Engagement rates, reach metrics
A/B Testing Tools	Conversion optimization	Optimizely, VWO	Split testing, conversion tracking

Selection Criteria:

- **Business objectives** alignment
- **Integration capabilities** with existing tools
- **Cost-effectiveness** for organization size

Implementation Benefits:

- **Data-driven decisions** for marketing strategy
- **ROI measurement** across channels

- **User experience** optimization

Mnemonic: "CCSSA Analytics" (Content, Customer, SEO, Social, A/B testing)

Question 4(a) [3 marks]

Explain Social Media Marketing.

Answer:

Social Media Marketing uses social platforms to promote products and engage audiences.

Core Elements:

- **Content creation** for target audience engagement
- **Community building** through consistent interaction
- **Brand awareness** through organic and paid strategies
- **Customer support** via social channels

Mnemonic: "CCBC" (Content, Community, Brand awareness, Customer support)

Question 4(b) [4 marks]

Explain types of Instagram Ads.

Answer:

Ad Type	Format	Best Use Case
Photo Ads	Single image with caption	Product showcasing and brand awareness
Video Ads	Short video content	Storytelling and engagement
Carousel Ads	Multiple images/videos	Product catalogs and features
Stories Ads	Full-screen vertical format	Immediate action and urgency

Mnemonic: "PVCS Instagram" (Photo, Video, Carousel, Stories)

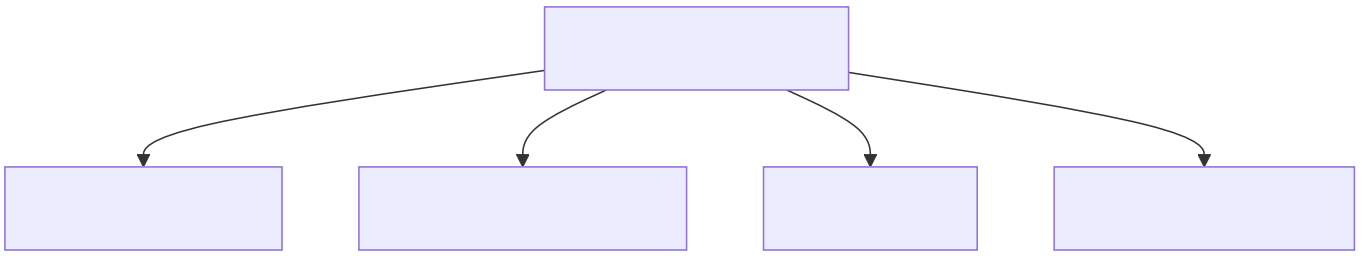
Question 4(c) [7 marks]

Explain YouTube Marketing and its importance in digital marketing.

Answer:

YouTube Marketing leverages video content for brand promotion and audience engagement.

YouTube Marketing Components:



Component	Strategy	Importance
Content Strategy	Educational, entertaining videos	Audience engagement and value delivery
Channel Optimization	Branding, playlists, descriptions	Professional presence and discoverability
Video SEO	Keywords, thumbnails, titles	Search visibility and organic reach
YouTube Ads	TrueView, bumper ads	Targeted promotion and quick results

Digital Marketing Importance:

- **Visual storytelling** builds emotional connections
- **Search engine benefits** (YouTube is 2nd largest search engine)
- **Cross-platform integration** with other marketing channels
- **Cost-effective** compared to traditional video advertising

Success Metrics:

- **Watch time** and retention rates
- **Subscriber growth** and engagement
- **Conversion tracking** from video to website

Mnemonic: "CCVA Success" (Content, Channel, Video SEO, Ads for YouTube success)

Question 4(a) OR [3 marks]

List the metrics available on Instagram for tracking the success of marketing strategies.

Answer:

Instagram Analytics Metrics:

- **Reach:** Number of unique accounts seeing content
- **Impressions:** Total content views including repeats
- **Engagement Rate:** Likes, comments, shares percentage
- **Profile Visits:** Traffic to Instagram business profile

- **Website Clicks:** Traffic driven to external website
- **Story Completion Rate:** Percentage viewing full stories

Mnemonic: "RIEPSW" (Reach, Impressions, Engagement, Profile visits, Story completion, Website clicks)

Question 4(b) OR [4 marks]

Explain types of YouTube Ads.

Answer:

YouTube Ad Type	Format	Duration	Best For
TrueView In-Stream	Skippable video ads	12 seconds+	Brand awareness campaigns
TrueView Discovery	Thumbnail + text	Variable	Content promotion
Bumper Ads	Non-skippable short ads	6 seconds	Quick messaging
Overlay Ads	Banner on video	Static	Website traffic

Mnemonic: "TTBO YouTube" (TrueView In-stream, TrueView Discovery, Bumper, Overlay)

Question 4(c) OR [7 marks]

Describe the targeting options available in Facebook advertising.

Answer:

Facebook offers comprehensive targeting for precise audience reach:

Targeting Category	Options	Purpose
Demographics	Age, gender, education, income	Basic audience definition
Location	Countries, cities, radius	Geographic targeting
Interests	Hobbies, pages liked, activities	Behavioral targeting
Behaviors	Purchase history, device usage	Action-based targeting
Custom Audiences	Website visitors, email lists	Retargeting existing contacts
Lookalike Audiences	Similar to existing customers	Audience expansion

Advanced Features:

- **Detailed targeting** with inclusion/exclusion options
- **Audience insights** for optimization

- **A/B testing** different audience segments

Campaign Optimization:

- **Narrow targeting** for specific products
- **Broad targeting** for brand awareness
- **Dynamic audiences** based on user behavior

Performance Benefits:

- **Higher conversion** rates through precision
- **Cost efficiency** with relevant audiences
- **Scalable growth** through lookalike expansion

Mnemonic: "DLIBCL Targeting" (Demographics, Location, Interests, Behaviors, Custom, Lookalike)

Question 5(a) [3 marks]

Explain the concept of LinkedIn marketing.

Answer:

LinkedIn Marketing focuses on professional networking and B2B relationship building.

Key Concepts:

- **Professional audience** targeting for B2B sales
- **Thought leadership** through industry content
- **Network expansion** via connections and groups
- **Lead generation** through targeted campaigns

Mnemonic: "PTNL" (Professional, Thought leadership, Network, Leads)

Question 5(b) [4 marks]

Explain different types of email marketing campaigns.

Answer:

Campaign Type	Purpose	Timing
Welcome Series	New subscriber onboarding	Immediate after signup
Newsletter	Regular content updates	Weekly/Monthly schedule
Promotional	Sales and special offers	Event-based campaigns
Abandoned Cart	Recovery incomplete purchases	24-48 hours after abandonment

Mnemonic: "WNPA Emails" (Welcome, Newsletter, Promotional, Abandoned cart)

Question 5(c) [7 marks]

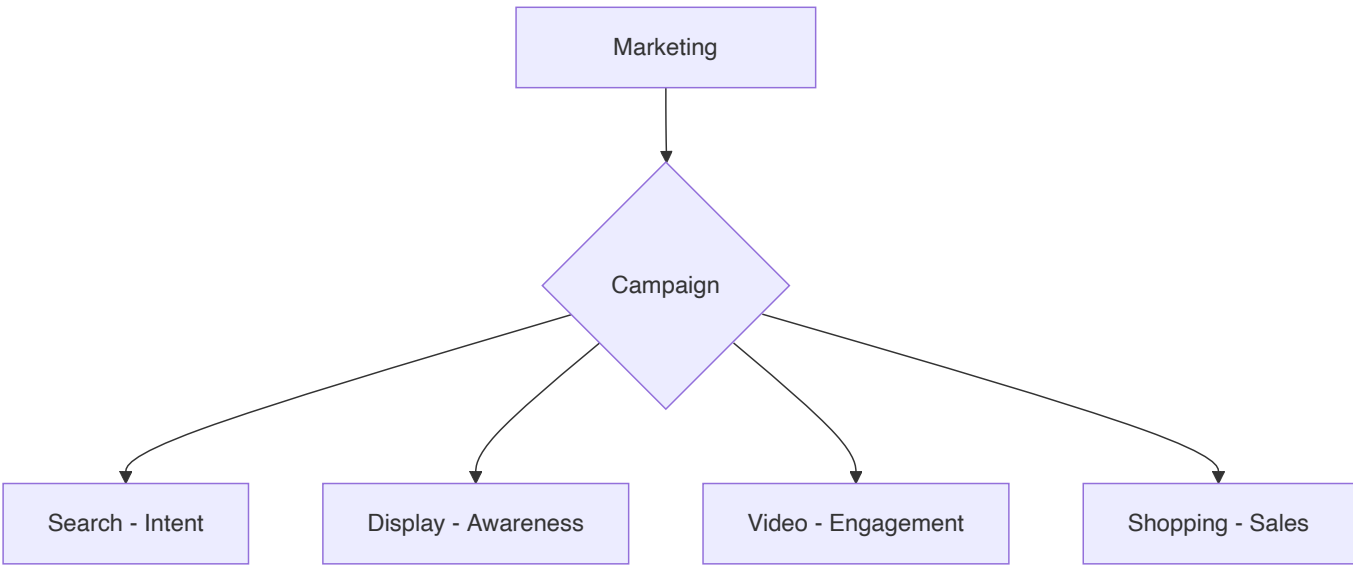
Explain the different types of Google Ads Campaigns.

Answer:

Google Ads offers multiple campaign types for different marketing objectives:

Campaign Type	Platform	Ad Format	Best For
Search Campaigns	Google Search	Text ads	High-intent keyword targeting
Display Campaigns	Partner websites	Banner/image ads	Brand awareness and retargeting
Video Campaigns	YouTube	Video ads	Engagement and storytelling
Shopping Campaigns	Google Shopping	Product listings	E-commerce sales
App Campaigns	Multiple platforms	Automated ads	App downloads and engagement
Smart Campaigns	Automated placement	Mixed formats	Small business automation

Campaign Strategy Framework:



Optimization Strategies:

- **Keyword research** for search campaigns
- **Audience targeting** for display campaigns
- **Creative testing** across all formats

- **Conversion tracking** for ROI measurement

Budget Allocation:

- **Search:** 40-50% for high-intent traffic
- **Display:** 20-30% for brand building
- **Video:** 15-25% for engagement
- **Shopping:** 10-20% for e-commerce

Performance Metrics:

- **Click-through rates** (CTR)
- **Cost per acquisition** (CPA)
- **Return on ad spend** (ROAS)

Mnemonic: "SDVSAS Google" (Search, Display, Video, Shopping, App, Smart campaigns)

Question 5(a) OR [3 marks]

Explain the concept of Twitter Marketing.

Answer:

Twitter Marketing utilizes real-time communication for brand engagement and customer service.

Core Elements:

- **Real-time engagement** with trending topics
- **Customer support** through direct responses
- **Content amplification** via retweets and hashtags
- **Influencer partnerships** for extended reach

Mnemonic: "RCCI Twitter" (Real-time, Customer support, Content amplification, Influencer partnerships)

Question 5(b) OR [4 marks]

Give the difference between SEO and PPC.

Answer:

SEO (Search Engine Optimization)	PPC (Pay-Per-Click)
Organic results placement	Paid advertisement placement
Long-term strategy (3-6 months)	Immediate results (within hours)
No direct cost per click	Cost per click payment
Sustainable traffic growth	Traffic stops when budget ends
Trust and credibility higher	Lower trust (marked as ads)
Requires ongoing SEO efforts	Requires continuous budget

Mnemonic: "OLNSTN vs PICRCR" (Organic, Long-term, No cost vs Paid, Immediate, Cost-per-click)

Question 5(c) OR [7 marks]

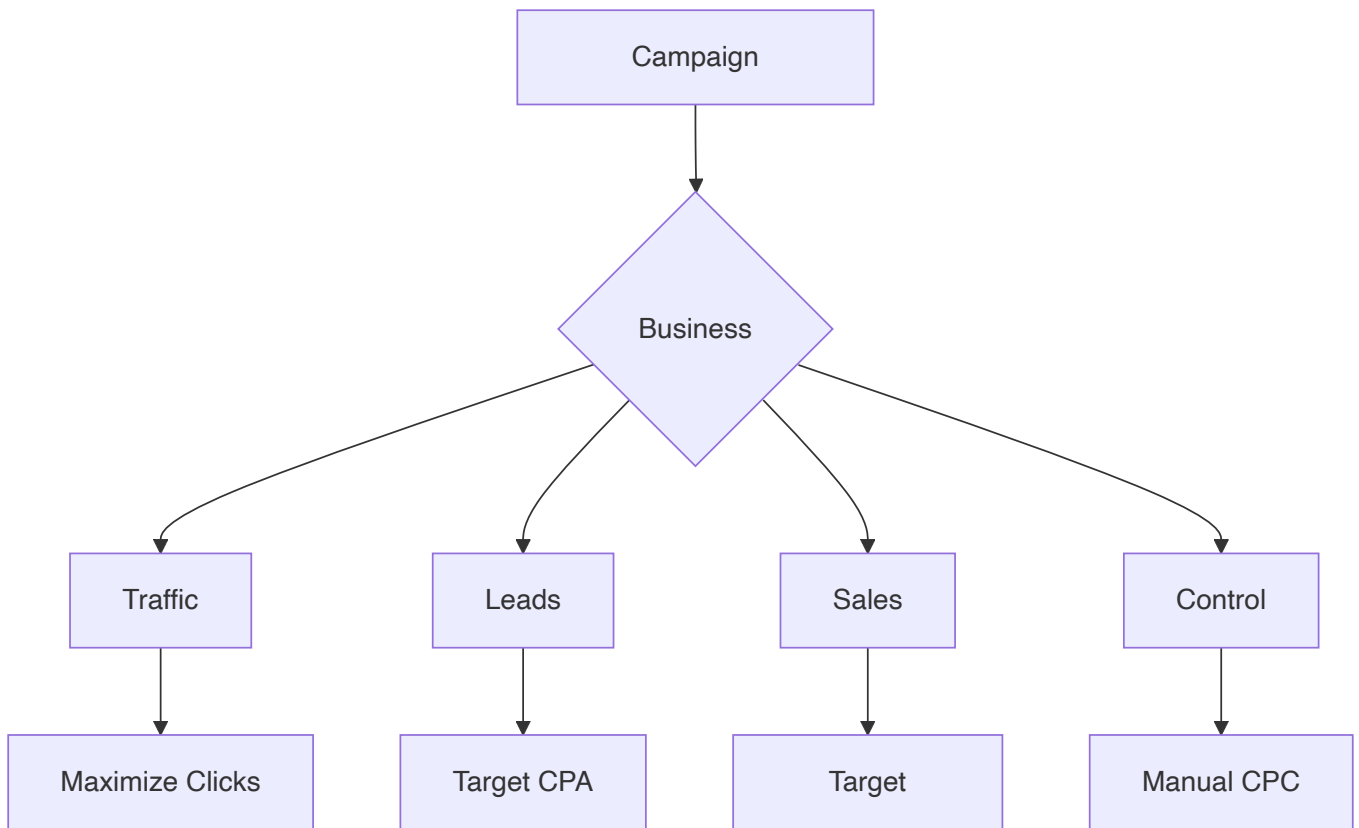
Explain various bidding strategies available in Google Ads.

Answer:

Google Ads provides multiple bidding strategies for different campaign goals:

Bidding Strategy	Type	Goal	Best For
Manual CPC	Manual	Traffic control	Experienced advertisers
Enhanced CPC	Semi-automated	Conversion optimization	Balanced control
Target CPA	Automated	Cost per acquisition	Lead generation
Target ROAS	Automated	Return on ad spend	E-commerce sales
Maximize Clicks	Automated	Traffic volume	Brand awareness
Maximize Conversions	Automated	Conversion volume	Campaign scaling

Strategy Selection Framework:



Implementation Guidelines:

- **Manual CPC:** Start with bid adjustments and keyword-level control
- **Enhanced CPC:** Allows Google to adjust bids up to 30% for better conversions
- **Target CPA:** Set based on historical conversion data
- **Target ROAS:** Requires sufficient conversion tracking data

Performance Monitoring:

- **Bid strategy reports** for effectiveness analysis
- **Search term reports** for keyword optimization
- **Auction insights** for competitor comparison

Advanced Considerations:

- **Conversion tracking** setup is crucial for automated strategies
- **Learning period** of 2-4 weeks for optimization
- **Budget sufficiency** for automated bidding effectiveness

Mnemonic: "METMM Bidding" (Manual, Enhanced, Target CPA, Target ROAS, Maximize clicks, Maximize conversions)