

## Question 1(a) [3 marks]

Explain three important factors that influence a website's SEO ranking.

Answer:

Factor	Description
<b>Content Quality</b>	Fresh, relevant, keyword-optimized content that provides value to users
<b>Backlinks</b>	High-quality external websites linking to your site (domain authority)
<b>Technical SEO</b>	Site speed, mobile-friendliness, SSL certificate, and proper site structure

- **Content Quality:** Search engines prioritize websites with original, valuable content
- **Backlinks:** Act as votes of confidence from other websites
- **Technical SEO:** Ensures search engines can crawl and index your site efficiently

**Mnemonic:** "CBT - Content, Backlinks, Technical"

## Question 1(b) [4 marks]

Define data privacy and its importance in digital marketing.

Answer:

**Data Privacy** is the protection of personal information collected from users during digital marketing activities.

Aspect	Importance
<b>User Trust</b>	Builds customer confidence and loyalty
<b>Legal Compliance</b>	Avoids penalties from GDPR, CCPA regulations
<b>Brand Reputation</b>	Prevents negative publicity from data breaches

- **User Trust:** Customers share more data when they trust your privacy practices
- **Legal Compliance:** Mandatory compliance with data protection laws
- **Brand Reputation:** Data breaches can severely damage brand image

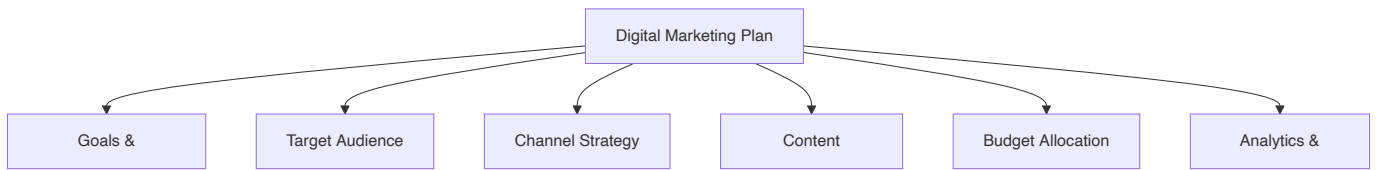
**Mnemonic:** "TLR - Trust, Legal, Reputation"

## Question 1(c) [7 marks]

Explain the key components of a digital marketing plan.

Answer:

Component	Description
Goals & Objectives	SMART goals aligned with business objectives
Target Audience	Demographics, psychographics, and behavior analysis
Channel Strategy	Selection of appropriate digital platforms
Content Strategy	Content types, themes, and publishing schedule
Budget Allocation	Resource distribution across channels
Analytics & KPIs	Measurement frameworks and success metrics



- **Goals & Objectives:** Define specific, measurable outcomes
- **Target Audience:** Create detailed buyer personas
- **Channel Strategy:** Choose optimal mix of social media, email, SEO, PPC
- **Content Strategy:** Develop engaging content calendar
- **Budget Allocation:** Distribute resources based on ROI potential
- **Analytics & KPIs:** Track performance and optimize continuously

**Mnemonic:** "GT-CCBA - Goals-Target, Channels-Content-Budget-Analytics"

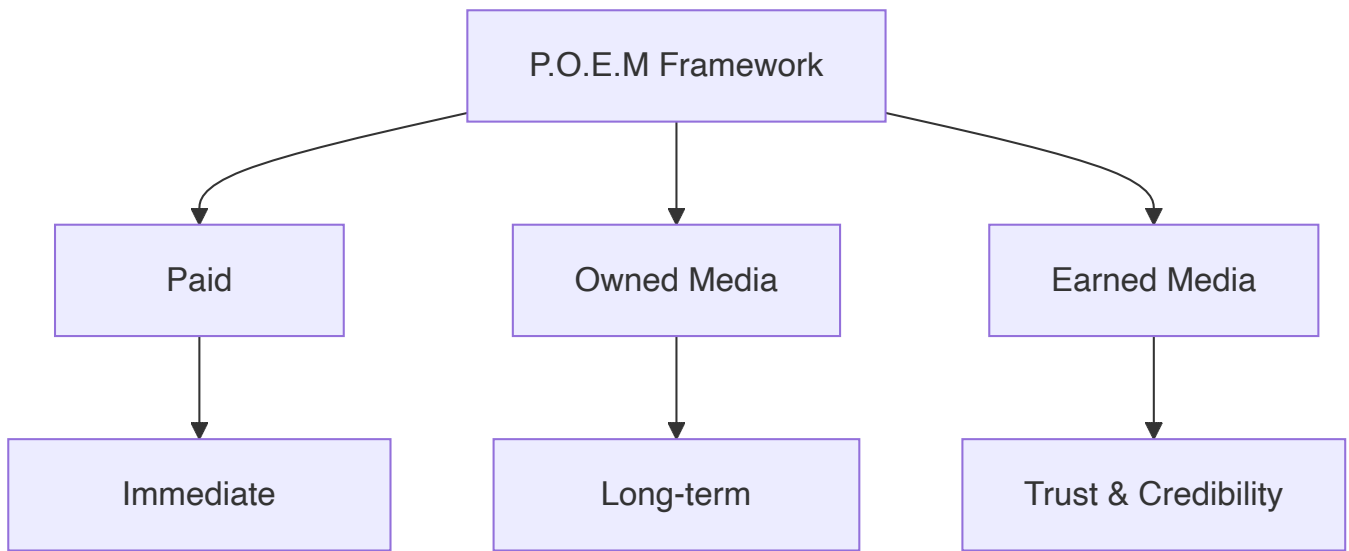
## Question 1(c OR) [7 marks]

**Define the P.O.E.M. Framework and explain its importance in digital marketing.**

**Answer:**

**P.O.E.M.** stands for **Paid, Owned, Earned, Media** framework for digital marketing strategy.

Media Type	Description	Examples
<b>Paid</b>	Media you pay for	Google Ads, Facebook Ads, YouTube Ads
<b>Owned</b>	Media you control	Website, Blog, Email list, Mobile app
<b>Earned</b>	Media gained through credibility	Social shares, Reviews, PR mentions



- **Paid Media:** Provides immediate visibility and targeted reach
- **Owned Media:** Creates long-term assets and brand control
- **Earned Media:** Builds trust and authentic brand advocacy

**Mnemonic:** "POE - Pay, Own, Earn"

## Question 2(a) [3 marks]

Differentiate between black hat and white hat SEO techniques.

**Answer:**

Aspect	White Hat SEO	Black Hat SEO
Methods	Ethical, guideline-compliant	Manipulative, rule-breaking
Results	Sustainable long-term growth	Quick but temporary gains
Risk	Safe from penalties	High risk of penalties

- **White Hat SEO:** Follows search engine guidelines for sustainable results
- **Black Hat SEO:** Uses deceptive practices for quick ranking gains
- **Risk Factor:** Black hat techniques can result in complete site bans

**Mnemonic:** "WEB - White Ethical Benefits, Black Breaks-rules"

## Question 2(b) [4 marks]

Explain how search engine algorithms work and how they rank websites.

**Answer:**

Process	Function
<b>Crawling</b>	Bots discover and scan web pages
<b>Indexing</b>	Pages stored in search engine database
<b>Ranking</b>	Algorithm determines page relevance and authority
<b>Results</b>	Best matches displayed for user queries

- **Crawling:** Web crawlers follow links to find new content
- **Indexing:** Content analyzed and stored in massive databases
- **Ranking:** 200+ factors determine search result positions
- **Results:** Most relevant pages shown first to users

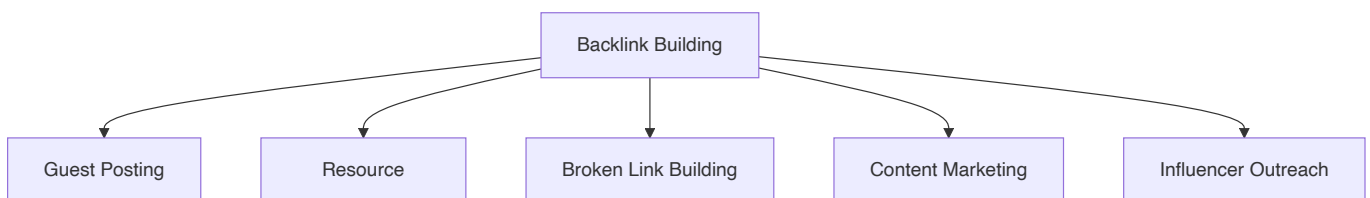
**Mnemonic:** "CIRR - Crawl, Index, Rank, Results"

## Question 2(c) [7 marks]

Describe the strategies for building backlinks.

Answer:

Strategy	Description	Effectiveness
<b>Guest Posting</b>	Write articles for other websites	High
<b>Resource Link Building</b>	Get listed in industry directories	Medium
<b>Broken Link Building</b>	Replace broken links with your content	High
<b>Content Marketing</b>	Create shareable, valuable content	Very High
<b>Influencer Outreach</b>	Partner with industry influencers	High



- **Guest Posting:** Builds relationships and authority in your niche
- **Resource Link Building:** Establishes credibility through directories
- **Broken Link Building:** Provides value by fixing broken resources
- **Content Marketing:** Naturally attracts links through quality content
- **Influencer Outreach:** Leverages established audiences for link opportunities

**Mnemonic:** "GRBCI - Guest, Resource, Broken, Content, Influencer"

## Question 2(a OR) [3 marks]

Explain the importance of backlinks, website speed and performance in search engine ranking.

Answer:

Factor	Impact on SEO
Backlinks	Authority and trust signals
Website Speed	User experience ranking factor
Performance	Core Web Vitals affect rankings

- **Backlinks:** Act as votes of confidence from other websites
- **Website Speed:** Faster sites rank higher and reduce bounce rates
- **Performance:** Google prioritizes sites with good Core Web Vitals

Mnemonic: "BSP - Backlinks, Speed, Performance"

## Question 2(b OR) [4 marks]

Differentiate between on-page and off-page SEO, and provide examples of each.

Answer:

SEO Type	Focus	Examples
On-Page	Website optimization	Title tags, meta descriptions, content optimization
Off-Page	External factors	Backlinks, social signals, brand mentions

- **On-Page SEO:** Controls elements within your website
- **Off-Page SEO:** Builds authority through external validation
- **Examples:** On-page includes keyword optimization; off-page includes link building

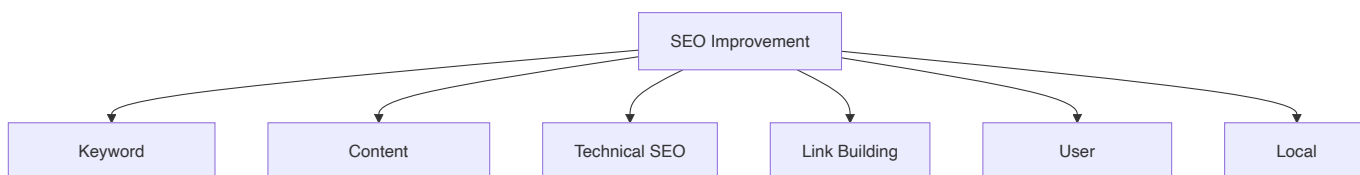
Mnemonic: "IO - Internal Optimization, External Elevation"

## Question 2(c OR) [7 marks]

Explain Different ways to improve SEO rankings.

Answer:

Method	Description	Impact
<b>Keyword Research</b>	Target relevant, low-competition keywords	High
<b>Content Optimization</b>	Create valuable, keyword-rich content	Very High
<b>Technical SEO</b>	Improve site speed, mobile-friendliness	High
<b>Link Building</b>	Acquire quality backlinks	Very High
<b>User Experience</b>	Enhance site usability and engagement	Medium
<b>Local SEO</b>	Optimize for local search results	High (for local business)



- **Keyword Research:** Foundation for all SEO efforts
- **Content Optimization:** Provides value while targeting keywords
- **Technical SEO:** Ensures search engines can effectively crawl your site
- **Link Building:** Builds domain authority and trust
- **User Experience:** Reduces bounce rate and increases engagement
- **Local SEO:** Critical for businesses with physical locations

**Mnemonic:** "KC-TLUL - Keywords, Content, Technical, Links, User-experience, Local"

### Question 3(a) [3 marks]

**Differentiate between single-touch and multi-touch attribution models.**

**Answer:**

Model Type	Credit Assignment	Use Case
<b>Single-Touch</b>	100% credit to one touchpoint	Simple customer journeys
<b>Multi-Touch</b>	Credit distributed across touchpoints	Complex customer journeys

- **Single-Touch:** First-click or last-click gets full credit
- **Multi-Touch:** Linear, time-decay, or position-based attribution
- **Usage:** Multi-touch provides more accurate customer journey insights

**Mnemonic:** "SM - Single Simple, Multi Multiple"

### Question 3(b) [4 marks]

**Explain how businesses can set up goals in Google Analytics.****Answer:**

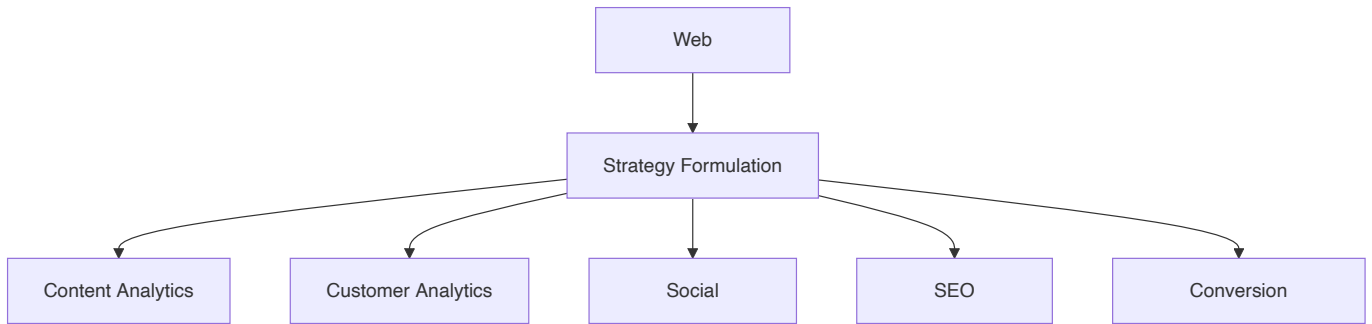
Step	Action
1. Access Goals	Navigate to Admin → View → Goals
2. Choose Template	Select from template or create custom
3. Configure Details	Set goal name, type, and conditions
4. Verify Setup	Test goal using verification feature

- **Goal Types:** Destination, Duration, Pages/Session, Event goals
- **Configuration:** Define specific conditions for goal completion
- **Verification:** Ensure goals track correctly before implementation
- **Monitoring:** Regular review and optimization of goal performance

**Mnemonic:** "ACCV - Access, Choose, Configure, Verify"**Question 3(c) [7 marks]****What is the role of web analytics in formulation of digital marketing strategy? Discuss different types of web analytics.****Answer:****Role in Strategy:**

Web analytics provides data-driven insights for informed decision-making in digital marketing.

Analytics Type	Purpose	Key Metrics
Content Analytics	Content performance tracking	Page views, time on page, bounce rate
Customer Analytics	User behavior analysis	Demographics, interests, conversion paths
Social Media Analytics	Social engagement measurement	Shares, likes, comments, reach
SEO Analytics	Search performance tracking	Keywords, rankings, organic traffic
Conversion Analytics	Goal completion tracking	Conversion rate, revenue, ROI



- **Strategic Role:** Identifies opportunities, measures performance, guides optimization
- **Content Analytics:** Helps optimize content strategy based on engagement
- **Customer Analytics:** Enables better audience targeting and personalization
- **Social Media Analytics:** Measures social media ROI and engagement
- **SEO Analytics:** Tracks organic search performance and opportunities
- **Conversion Analytics:** Measures bottom-line impact of marketing efforts

**Mnemonic:** "CCSSC - Content, Customer, Social, SEO, Conversion"

### Question 3(a OR) [3 marks]

**Define the terms: Unique visitors, Average Visit Duration, Bounce rate.**

**Answer:**

Metric	Definition
<b>Unique Visitors</b>	Individual users visiting site in specific time period
<b>Average Visit Duration</b>	Average time users spend on website per session
<b>Bounce Rate</b>	Percentage of visitors leaving after viewing one page

- **Unique Visitors:** Counts each person once, regardless of return visits
- **Average Visit Duration:** Indicates content engagement and site stickiness
- **Bounce Rate:** High rates may indicate poor content match or site issues

**Mnemonic:** "UAB - Unique, Average, Bounce"

### Question 3(b OR) [4 marks]

**Explain A/B testing in web analytics.**

**Answer:**

**A/B Testing** is comparing two versions of a webpage to determine which performs better.



Component	Description
Version A	Original webpage (control)
Version B	Modified webpage (variant)
Traffic Split	Usually 50/50 random distribution
Metrics	Conversion rate, click-through rate, engagement

- **Process:** Split traffic between two versions and measure performance
- **Duration:** Run tests long enough for statistical significance
- **Variables:** Test one element at a time (headlines, buttons, images)
- **Decision:** Implement winning version based on data

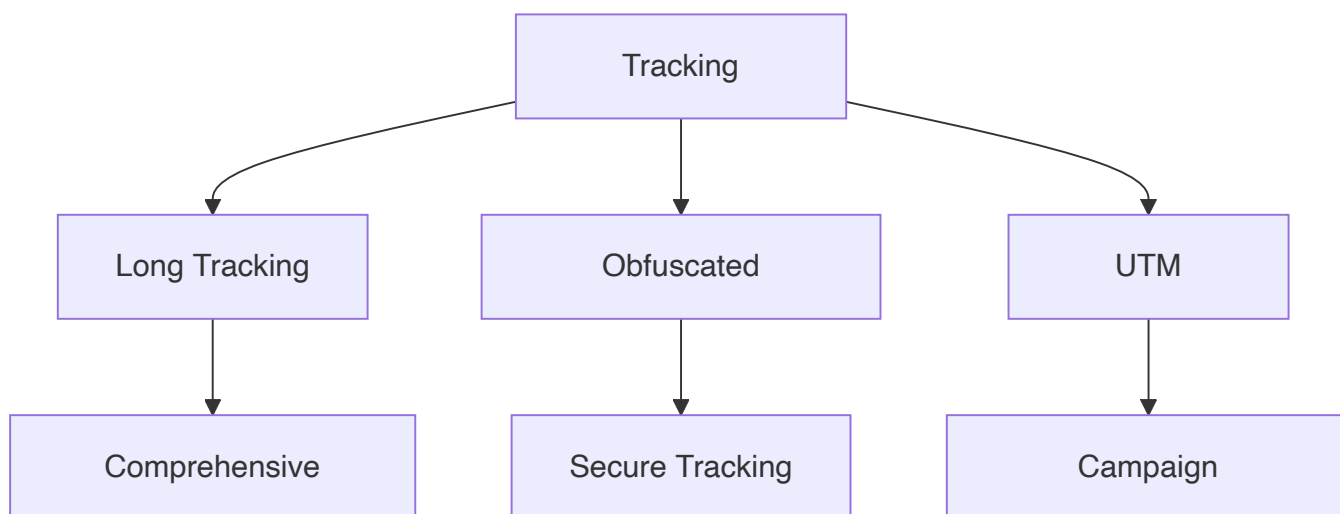
**Mnemonic:** "ABCD - A-version, B-version, Compare, Decide"

### Question 3(c OR) [7 marks]

Explain following tracking code with their pros and cons: Long tracking code, Obfuscated tracking code, UTM codes

Answer:

Tracking Type	Description	Pros	Cons
Long Tracking Code	Detailed parameters for comprehensive tracking	Complete data collection, detailed insights	Slow page load, complex implementation
Obfuscated Tracking	Encrypted/hidden tracking parameters	Data security, prevents tampering	Difficult debugging, complex setup
UTM Codes	URL parameters for campaign tracking	Easy implementation, campaign attribution	Manual tagging required, URL appearance



- **Long Tracking Code:** Best for enterprise-level detailed analytics

- **Obfuscated Tracking:** Ideal for sensitive data protection requirements
- **UTM Codes:** Perfect for campaign tracking and traffic source identification

**Mnemonic:** "LOU - Long comprehensive, Obfuscated secure, UTM simple"

## Question 4(a) [3 marks]

Explain different types of YouTube ads.

**Answer:**

Ad Type	Format	Placement
Skippable In-Stream	5-second skip option	Before/during videos
Non-Skippable	15-20 seconds, no skip	Before/during videos
Bumper Ads	6 seconds, non-skippable	Before videos

- **Skippable In-Stream:** Cost-effective, pay only for engaged viewers
- **Non-Skippable:** Guaranteed message delivery, higher completion rates
- **Bumper Ads:** Brand awareness, quick memorable messages

**Mnemonic:** "SNB - Skippable, Non-skippable, Bumper"

## Question 4(b) [4 marks]

Explain the concept of LinkedIn marketing and discuss its significance in the digital marketing landscape.

**Answer:**

**LinkedIn Marketing** focuses on professional networking and B2B relationship building.

Aspect	Significance
Professional Audience	Decision-makers and industry professionals
B2B Focus	Ideal for business-to-business marketing
Content Authority	Establishes thought leadership
Networking	Direct access to key business contacts

- **Professional Audience:** Higher income, educated demographics
- **B2B Focus:** 80% of B2B leads come from LinkedIn
- **Content Authority:** Share industry insights and expertise
- **Networking:** Build valuable business relationships

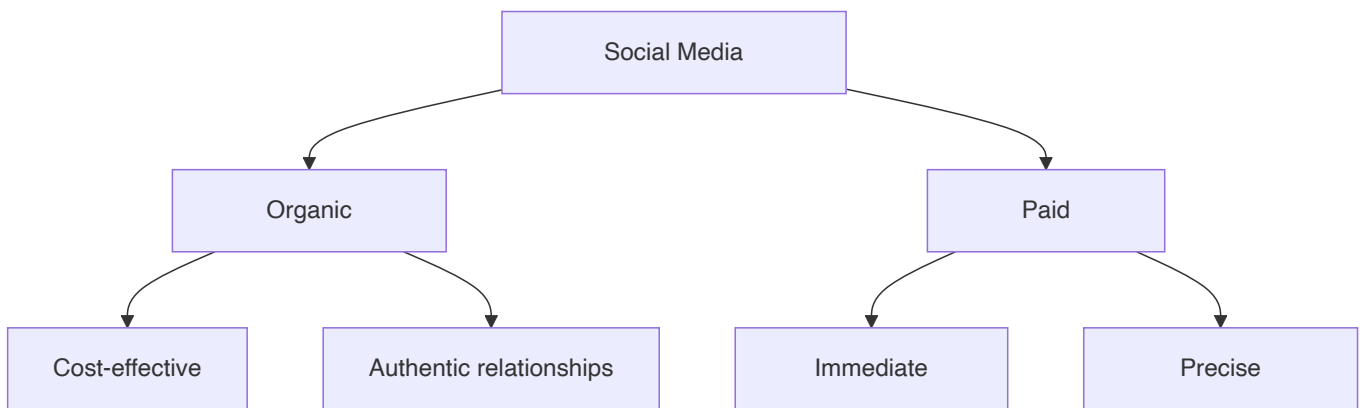
**Mnemonic:** "PBCN - Professional, B2B, Content, Networking"

## Question 4(c) [7 marks]

Describe the key differences between organic and paid social media marketing strategies. Provide two advantages and two disadvantages for each strategy.

Answer:

Strategy	Description	Advantages	Disadvantages
<b>Organic</b>	Free content posting and engagement	<ul style="list-style-type: none"> <li>• Cost-effective</li> <li>• Builds authentic relationships</li> </ul>	<ul style="list-style-type: none"> <li>• Limited reach</li> <li>• Time-intensive</li> </ul>
<b>Paid</b>	Sponsored content and advertisements	<ul style="list-style-type: none"> <li>• Immediate reach</li> <li>• Precise targeting</li> </ul>	<ul style="list-style-type: none"> <li>• Requires budget</li> <li>• Temporary results</li> </ul>



### Organic Advantages:

- **Cost-effective:** No advertising spend required
- **Builds authentic relationships:** Genuine community engagement

### Organic Disadvantages:

- **Limited reach:** Algorithm restrictions reduce visibility
- **Time-intensive:** Requires consistent content creation and engagement

### Paid Advantages:

- **Immediate reach:** Instant visibility to target audience
- **Precise targeting:** Advanced demographic and interest targeting

### Paid Disadvantages:

- **Requires budget:** Ongoing advertising costs
- **Temporary results:** Results stop when advertising stops

**Mnemonic:** "OPAL - Organic Patient Authentic Low-cost, Paid Quick Targeted Expensive"

## Question 4(a OR) [3 marks]

What are the different types of Twitter ads? Explain any one type briefly.

Answer:

Ad Type	Purpose
Promoted Tweets	Increase tweet visibility
Promoted Accounts	Gain more followers
Promoted Trends	Boost trending topics

**Promoted Tweets:** Regular tweets that businesses pay to show to wider audiences beyond their followers, appearing in users' timelines and search results with "Promoted" label.

**Mnemonic:** "PAT - Promoted tweets, Accounts, Trends"

## Question 4(b OR) [4 marks]

Samsung launched a new smart phone in market and want to run YouTube ads. As social media marketing expert which type of YouTube ad format would you will choose and why?

Answer:

**Recommended Format: Skippable In-Stream Ads**

Reason	Benefit
Cost-Effective	Pay only when users watch 30+ seconds
Product Demonstration	Longer format allows feature showcase
Audience Interest	Skip option ensures engaged viewers
Brand Awareness	Reaches broad audience with smartphone interest

- **Product Demonstration:** Smartphones need visual demonstration of features
- **Audience Interest:** Skip option filters for genuinely interested viewers
- **Cost-Effective:** Only pay for engaged viewers who watch beyond 30 seconds
- **Brand Awareness:** Broad reach for new product launch

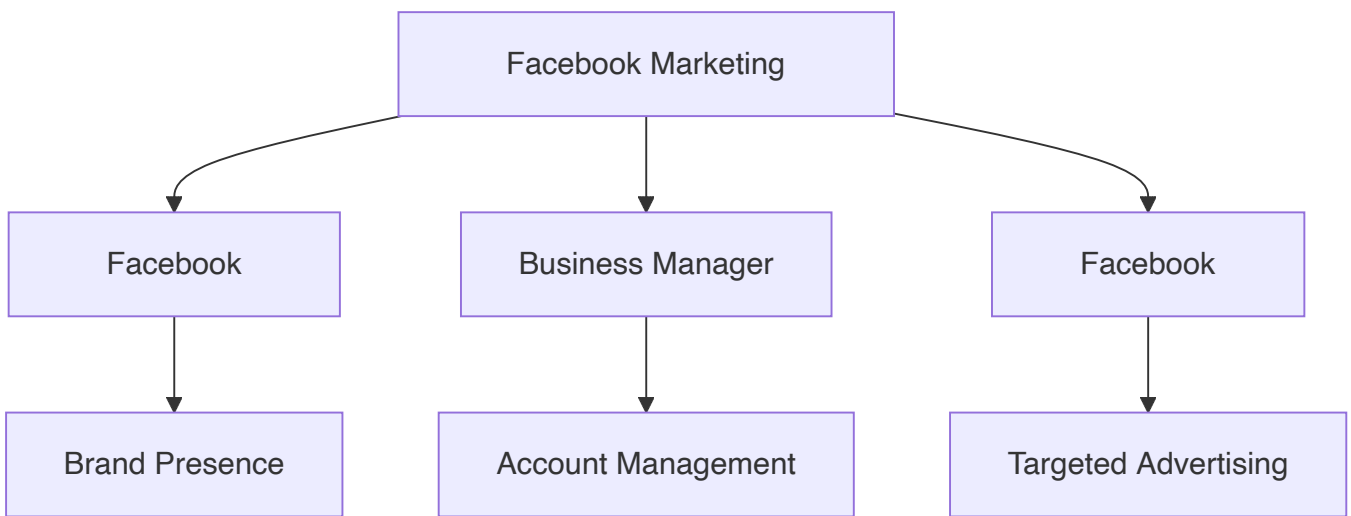
**Mnemonic:** "PCAB - Product demo, Cost-effective, Audience interest, Brand awareness"

## Question 4(c OR) [7 marks]

Describe the main functions of a Facebook Page, Business Manager, and Facebook Ads. How can these assets help businesses in their marketing efforts?

Answer:

Asset	Main Functions	Marketing Benefits
<b>Facebook Page</b>	<ul style="list-style-type: none"> <li>• Brand presence</li> <li>• Content sharing</li> <li>• Customer engagement</li> </ul>	<ul style="list-style-type: none"> <li>• Builds brand awareness</li> <li>• Direct customer communication</li> </ul>
<b>Business Manager</b>	<ul style="list-style-type: none"> <li>• Account management</li> <li>• Team access control</li> <li>• Asset organization</li> </ul>	<ul style="list-style-type: none"> <li>• Centralized control</li> <li>• Secure collaboration</li> </ul>
<b>Facebook Ads</b>	<ul style="list-style-type: none"> <li>• Targeted advertising</li> <li>• Campaign management</li> <li>• Performance tracking</li> </ul>	<ul style="list-style-type: none"> <li>• Precise audience targeting</li> <li>• Measurable ROI</li> </ul>



#### Marketing Benefits:

- **Facebook Page:** Creates professional brand presence and enables organic reach
- **Business Manager:** Provides security and organization for multiple accounts and team members
- **Facebook Ads:** Delivers targeted campaigns with detailed analytics and ROI tracking

#### Integration Benefits:

- **Unified Strategy:** All three work together for comprehensive Facebook marketing
- **Data Sharing:** Pixel data from page enhances ad targeting
- **Brand Consistency:** Consistent messaging across organic and paid content

**Mnemonic:** "PMA - Page presence, Manager control, Ads targeting"

## Question 5(a) [3 marks]

List the Types of Instagram Content and Ads.

Answer:

Content Types	Ad Types
Posts	Photo Ads
Stories	Video Ads
Reels	Carousel Ads
IGTV	Stories Ads
Live	Reels Ads

- **Content Types:** Various formats for organic engagement
- **Ad Types:** Sponsored versions with targeting capabilities
- **Integration:** Ads blend naturally with organic content

**Mnemonic:** "PSRIL - Posts, Stories, Reels, IGTV, Live"

## Question 5(b) [4 marks]

**What is e-mail marketing? What are different types of e-mail marketing?**

**Answer:**

**Email Marketing** is direct digital communication with customers through personalized email messages.

Type	Purpose	Example
Newsletter	Regular updates and information	Monthly company news
Promotional	Sales and offers	Discount codes, new products
Transactional	Purchase confirmations	Order receipts, shipping updates
Welcome Series	New subscriber onboarding	Introduction to brand and products

- **Newsletter:** Builds relationships through valuable content
- **Promotional:** Drives sales and conversions
- **Transactional:** Provides essential customer service information
- **Welcome Series:** Nurtures new subscribers into customers

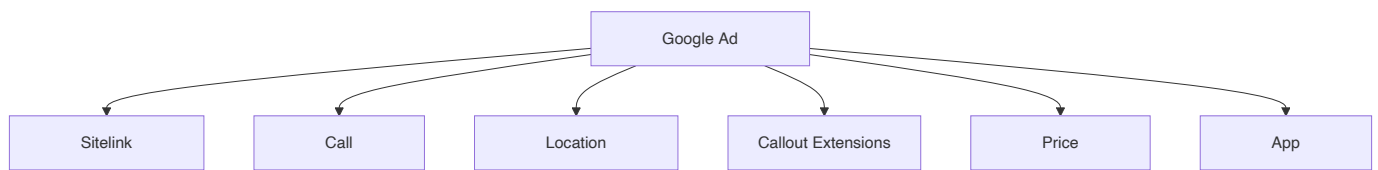
**Mnemonic:** "NPTW - Newsletter, Promotional, Transactional, Welcome"

## Question 5(c) [7 marks]

**Explain different types of ad extensions available in Google Ads with an example of each.**

**Answer:**

Extension Type	Function	Example
Sitelink Extensions	Additional page links	"About Us", "Contact", "Products"
Call Extensions	Phone number display	"+1-800-123-4567"
Location Extensions	Business address	"123 Main St, City, State"
Callout Extensions	Highlight features	"Free Shipping", "24/7 Support"
Price Extensions	Product/service pricing	"Basic Plan: \$19/month"
App Extensions	Mobile app downloads	"Download our iOS/Android app"



### Benefits:

- **Increased CTR:** Extensions make ads more prominent and informative
- **Better Quality Score:** Improved ad performance leads to lower costs
- **Enhanced User Experience:** Users get more relevant information
- **Competitive Advantage:** More screen real estate than competitors

### Implementation:

- **Automatic:** Google may show relevant extensions automatically
- **Manual:** Advertisers can create and customize specific extensions
- **Performance:** Extensions shown based on predicted impact

**Mnemonic:** "SCLCPA - Sitelink, Call, Location, Callout, Price, App"

## Question 5(a OR) [3 marks]

Explain importance and benefits of social media marketing.

Answer:

Benefit	Impact
Brand Awareness	Increases visibility and recognition
Customer Engagement	Direct interaction and relationship building
Cost-Effective	Lower costs compared to traditional advertising

- **Brand Awareness:** Exponential reach through sharing and viral content

- **Customer Engagement:** Real-time feedback and community building
- **Cost-Effective:** High ROI with targeted advertising options

**Mnemonic:** "BEC - Brand awareness, Engagement, Cost-effective"

## Question 5(b OR) [4 marks]

Give the difference between PPC and SEO.

Answer:

Aspect	PPC (Pay-Per-Click)	SEO (Search Engine Optimization)
Cost	Paid advertising	Organic/Free traffic
Results	Immediate visibility	Long-term sustainable results
Control	Full control over ads	Limited control over rankings
Duration	Results stop when payments stop	Long-lasting results

- **PPC:** Immediate results but requires ongoing investment
- **SEO:** Takes time to build but provides sustainable long-term value
- **Integration:** Best results come from combining both strategies
- **Budget:** PPC needs advertising budget; SEO needs time investment

**Mnemonic:** "ICRD - Immediate vs Continuous, Results vs Duration"

## Question 5(c OR) [7 marks]

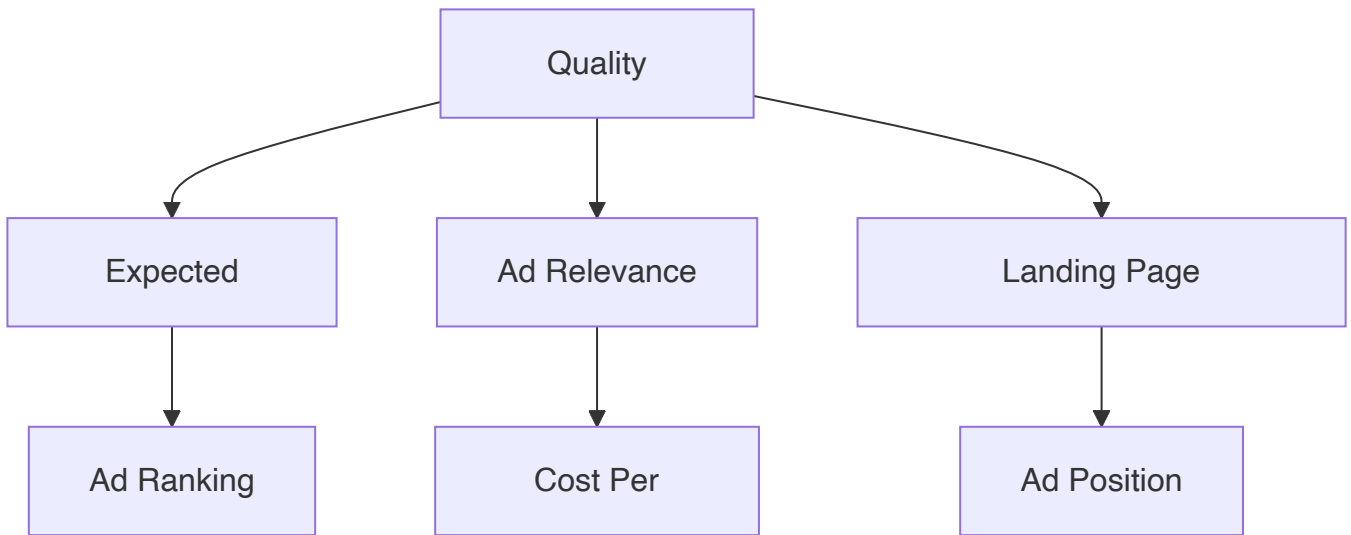
Explain the concept of Quality Score in Google AdWords and its impact on ad rankings.

Answer:

**Quality Score** is Google's rating (1-10) of ad quality, keywords, and landing pages.

Component	Weight	Impact
Expected CTR	High	Predicted likelihood users will click
Ad Relevance	High	How closely ad matches search intent
Landing Page Experience	Medium	Page quality and user experience





**Impact on Ad Rankings:**

Quality Score	Ad Rank Impact	Cost Impact
High (8-10)	Higher positions	Lower CPC
Medium (5-7)	Average positions	Average CPC
Low (1-4)	Lower positions	Higher CPC

**Benefits of High Quality Score:**

- **Lower Costs:** Pay less per click than competitors
- **Better Positions:** Appear higher in search results
- **Increased Visibility:** More ad extension eligibility
- **Improved ROI:** Better performance at lower costs

**Optimization Strategies:**

- **Keyword Relevance:** Match keywords closely to ad copy
- **Ad Copy Quality:** Write compelling, relevant ad text
- **Landing Page:** Ensure fast, relevant, user-friendly pages
- **Account Structure:** Organize campaigns and ad groups logically

**Mnemonic:** "EAL-RCP - Expected CTR, Ad relevance, Landing page affect Rank, Cost, Position"