

# A to Z Digital Marketing Course













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# Knowledge Of Digital Marketing

# Introduction of Digital Marketing

Inbound & Outbound Marketing

- Strategies of ORM
- Digital Marketing Strategy
- B2B, B2C & B2B2C Marketing
- Understanding of Marketing Mix
- Traditional Marketing Vs Digital Marketing

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# Graphic Designing

Graphic Designing Fundamentals

Designing Online Documents

Create Amazing Posters

Create Graphic Images

• Create Attractive GIF

Create Professional Pdf

Create Digital Card

Create Presentations

Create Professional Brochure

• Design Flyers

• Create Infographic

Create Business Card

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# Video Marketing

Video Marketing Strategies
Product Videos

- Explainer Videos
- Create Graphic Videos
- Create Commercial Videos
- Create Videos through tool
- Brand Development Videos
- Create Videos for Ads



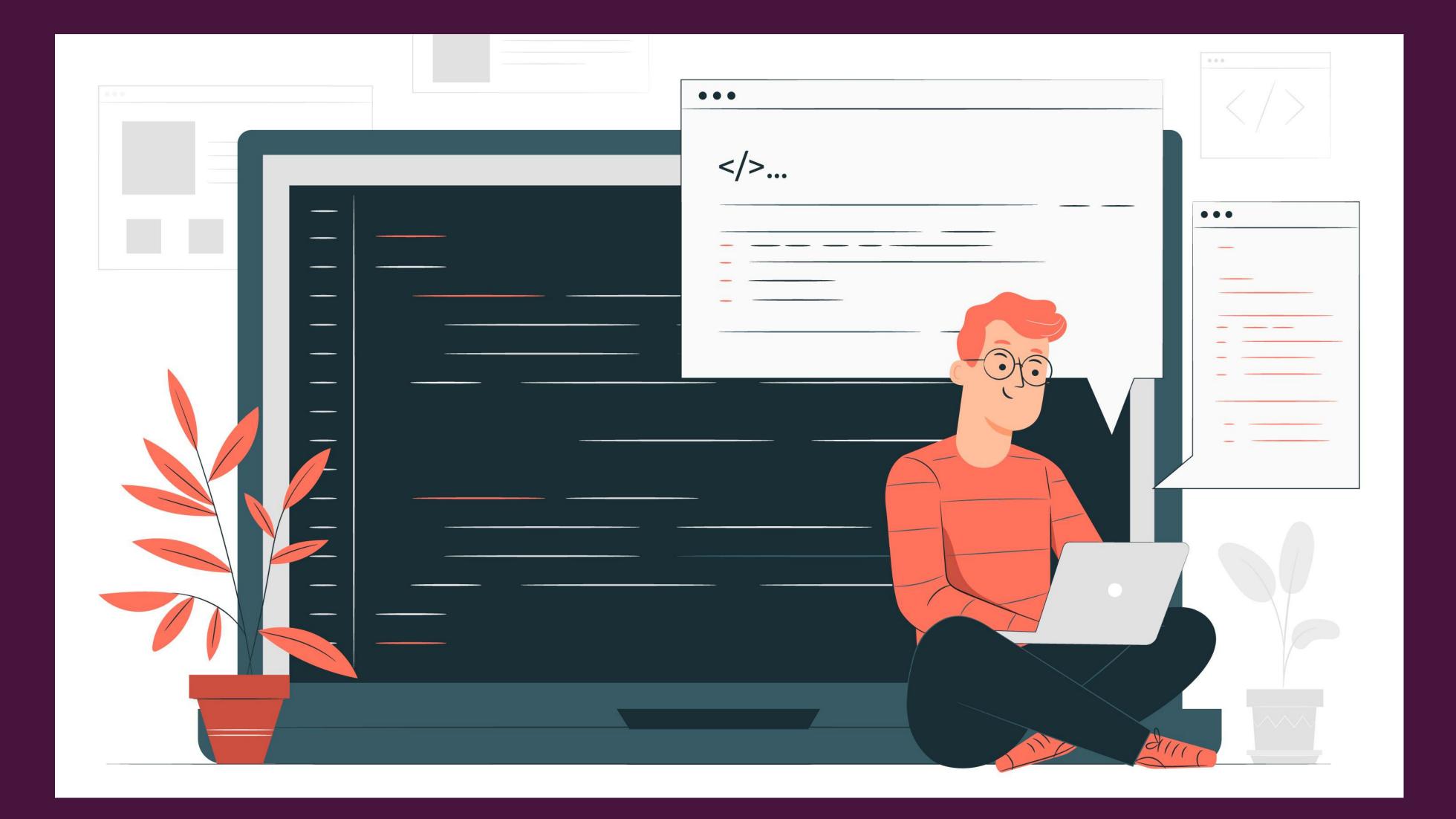
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# Website Creation

 Create Website Website Planning

- Connect Domain
- Website Content Managment
- Website Optimization for Google



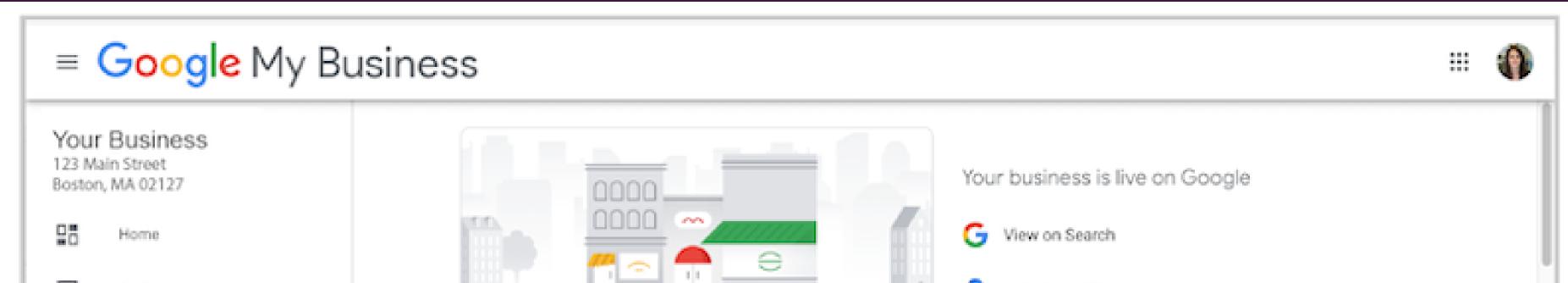
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# **Online Business Presence**

# List Business on Google

Optimize Business Lisiting
Online Reputation Management
Business List on Different Platform
Keyword Planning and Creation



|          | Posts            |  |    | View on Maps                  |   |
|----------|------------------|--|----|-------------------------------|---|
| <b>a</b> | Info             | Your Business  | 0  | Share your Business Profile   |   |
| ıl.      | Insights         | HVAC Contractor<br>Home heating service<br>Air Conditioniong Service | 0  |                               |   |
| Z        | Reviews          | Air Conditioning Repair Service                                      |    | Close this business on Google | ~ |
| E        | Messaging        |  |    |                               |   |
| G        | Photos           | <ul> <li>123 Main Street Boston, MA 02127</li> </ul>                 | 0  | Google Assistant calls        | ~ |
| =        | Services         | <ul> <li>Add service area</li> </ul>                                 | 0  | Advanced information          |   |
|          | Website          |  |    | Advanced mormation            |   |
| 8+       | Users            | Sunday Closed<br>Monday 9:00 AM-5:00 P<br>Tuesday 9:00 AM-5:00 P     |    | Store code 02171              | 0 |
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# Google ADS

 Search Ads Dynamic Search Ads • Display Ads

- Responsive Ads
- Video Ads
- Youtube Ads
- Shopping Ads App Install Ads Local Business Ads

Google Ads Case studies Advanced Contact Sian in

#### Grow your business with Google Ads

Get in front of customers when they're searching for businesses like yours on Google Search and Maps. Only pay for results, like clicks to your website or calls to your business.

Get started

Call to get set up by a Google Ads specialist

| Google   |  |
|--|--|
|  |  |
| online bakery delivery   |  |
| Kabir's Online Bakery Delivery<br>Local bakery, serving up fresh cakes and<br>delicious desserts to your doorstep. |  |
|  |  |

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## Google Ads Dashboard | Left Side Menu Tools

#### Overview

Recommendation



# Ad groups Ad & Extensions Videos

Landing Pages Keyword • Search Keyword

Display & Video Keyword
Negative Keyword
Search Terms
Auction Insights

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### Google Ads Dashboard | Left Side Menu Tools

#### Audience

Demographic

Age
Gender
Parental Status
Household income
Combinations
Exclusion

PlacementsWhere Ads Showed

Settings

# Campaign Setting Account Setting

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# Google Ads Tools & Setting

Planning • Performance Planner

 Keyword Planner Reach Planning Ad Preview and Diagnosis

#### Shared Library

- Audience manager
- Bid strategies
- Negative keyword lists
- Shared budgets
- Location groups

#### Placement exclusion lists

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# Google Ads Tools & Setting

Bulk Actions
All bulk actions
Rules

Scripts
Uploads

Measurement
Conversions
Google Analytics
Attribution

Setup
Business data
Policy manager
Access and security
Linked accounts
Preferences
Google Merchant Center

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# **Google Ads Tools & Setting**

BillingSummary

Documents
Transactions
Settings
Promotions

|                   | Google Ads All ca        | ampaigns               |                  | Q II.<br>SEARCH REPORTS | TOOLS & C ?         | 712-998-7570<br>premiumglobal01@gmail.com |
|-------------------|--------------------------|------------------------|------------------|-------------------------|---------------------|---|
| ✓ Landing p:      | PLANNING                 | SHARED LIBRARY         | BULK ACTIONS     | MEASUREMENT             | SETUP               |   |
| Landing p         | Performance Planner      | Audience manager       | All bulk actions | Conversions             | Business data       | Summary                                   |
| Expanded<br>pages | Keyword Planner          | Bid strategies         | Rules            | Google Analytics        | Policy manager      | Documents                                 |
| Keywords          | Reach Planner            | Negative keyword lists | Scripts          | Attribution             | Access and security | Transactions                              |
| - Audiences       | Ad Preview and Diagnosis | Shared budgets         | Uploads          |                         | Linked accounts     | Settings                                  |
| Audiences         |                          | Location groups        |                  |                         | Preferences         | Promotions                                |

| Exclusions  |                         | Placement exclusion lists   |                       |                               |                         |  | Google I | Merchant Cente | r   |               |              |      |
|---|-------------------------|---|-----------------------|-------------------------------|-------------------------|--|----------|----------------|-----|---------------|--------------|------|
| <ul> <li>Demographics</li> </ul>                        | WIGH 2, LOC I           |   |                       |                               |                         |  | 1        |                | 1   |               | 19101 10,20  |      |
| ✓ Placements  | ADD FILT                | ER  |                       |                               |                         |  |          |                |     | UMNS DOWNLOAD | E3<br>EXPAND | ^    |
| Placements<br>Where ads showed                          | Landing page            |   | Mobile speed<br>score | Mobile-friendly<br>click rate | Valid AMP<br>click rate | Conv.<br>tracking<br>compatibility<br>rate | ↓ Clicks | Impr.          | CTR | Avg. CPC      |              | Cost |
| Exclusions  |                         |   |                       | You don't have any            | landing page d          | ata yet. <mark>Learn mo</mark> re          |          |                |     |               |              |      |
| <ul> <li>Settings</li> <li>Campaign settings</li> </ul> | Some inventory may be p | e. Time zone for all dates and times: (G<br>provided through third party intermedia<br>council (MRC) accreditation noted in the | ries.                 |                               |                         |  |          |                |     |               |              |      |

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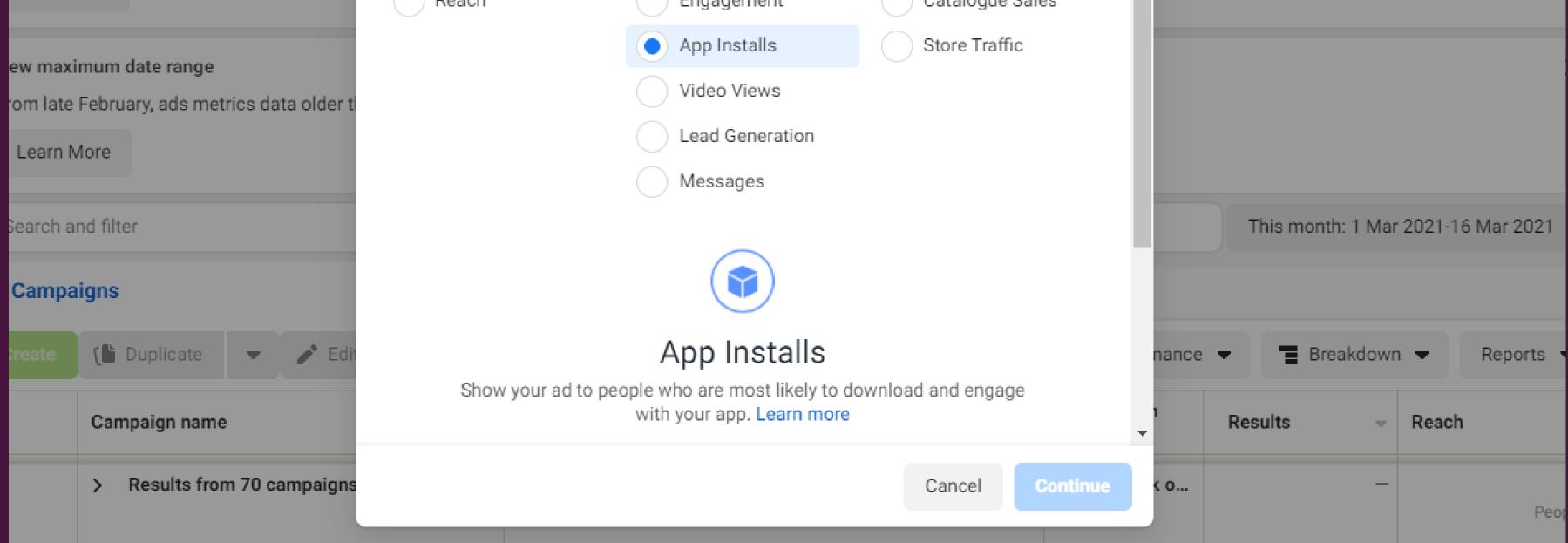
# Facebook & Instagram Marketing

Social Media For Business

Create Facebook Page

- Manage Professional Pages
- Manage Professional Instagram
- Facebook Marketing Strategies
- Instagram Professional Marketing
- Creating a Content Strategy

| aigns      | Abhishek Rana (730352647055                              | 087) 🔻     | <b>A</b> • |                       | Updated today at 13:34 | Ø | Discard Drafts | Review and publish (147) |
|------------|--|------------|------------|-----------------------|------------------------|---|----------------|--------------------------|
| arning     |  | Create New | Campaign   | Use existing campaign |                        |   | ×              |                          |
| nly active | accounts can create or edit ads.                         | Choose a   | campaign   | objective             |                        |   | Î              |                          |
| d account  | : <b>disabled</b><br>se this account to run ads. Its ad: | Awareness  | Awareness  | Consideration         | Conversion             |   |                |                          |
| See Deta   | ils  | Beach      |            | Engagement            | Catalogue Sales        | 5 |                |                          |



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# Facebook & Instagram Ads

## Brand Awareness Ads

- Customer Reach Ads
- Website Traffic Ads
- Store Traffic Ads
- Video Ads
- Facebook Messenger Ads
- Increase Page Likes through Ads
- Increase Followers on Instagram
- Customer Lead Generation Ads

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# Facebook Ad Manager

#### Awareness

- Brand Awareness
- Reach

# Consideration

- Traffic
- Engagement
- App Installs
- Video Views
- Lead Generation
- Messages

# Conversion

 Conversions • Catalogue Sales • Store Traffic

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# Facebook Business Tools

# Business Tools

 Ads Manager Shop Locations Audiences Commerce Manager • Billing • Analytics

# Ad account Setting

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# Professional Video Editing

# Understand Timeline

Create New Sequence

Trim Clip, Split, Video Effect etc.

Adjust Multiple Audio

Reduce Background Noise

Video Colour Correction

Add Text, Images & Elements

# Editing on Green Screen

# Rendering on Different format

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# Youtube Optimization

Understand YouTube Algorithms

Manage YouTube Channel

Youtube Marketing Strategies
Youtube Keyword Research
Youtube Monetization
Youtube thumbnail, i- Button, End Screen etc.



# YouTube Optimization Tips for SEOs



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# Affiliate Marketing

# Understanding Affiliate Marketing

# • Earn Money through Affiliate Become Affiliate of Expert



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# Search Engine Optimization

# How Search Engines Work?

 Targeted Keyword Research On Page Optimization Off Page Optimization Understantand google search engine algorithm Google Technique to Improve Search Ranking

# Best Practices of SEO

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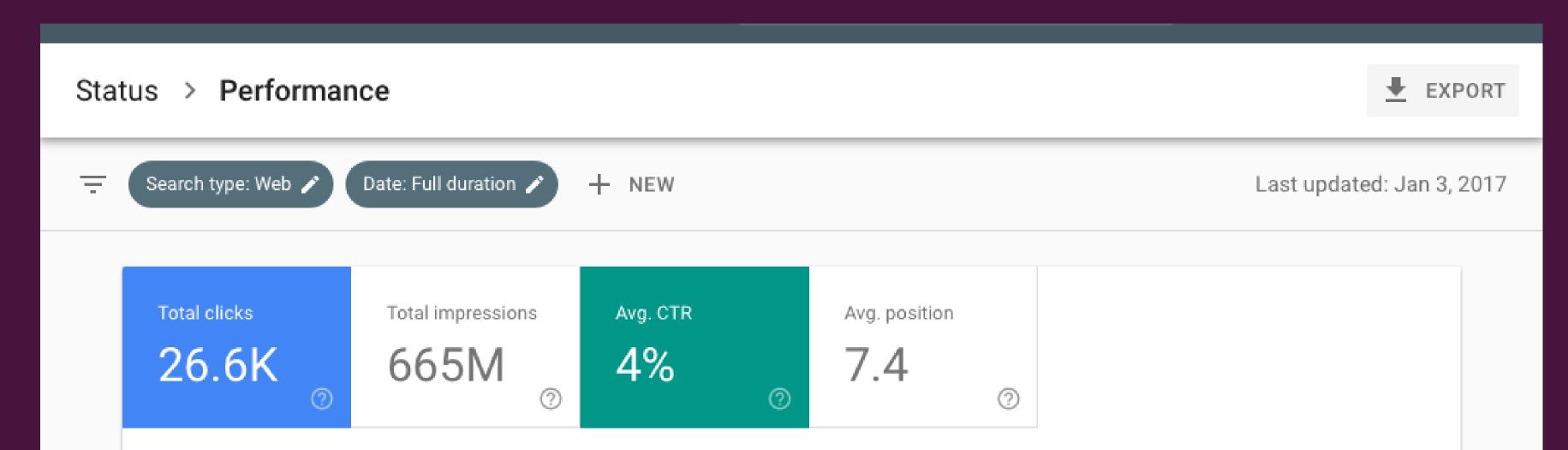
# Google Search Console

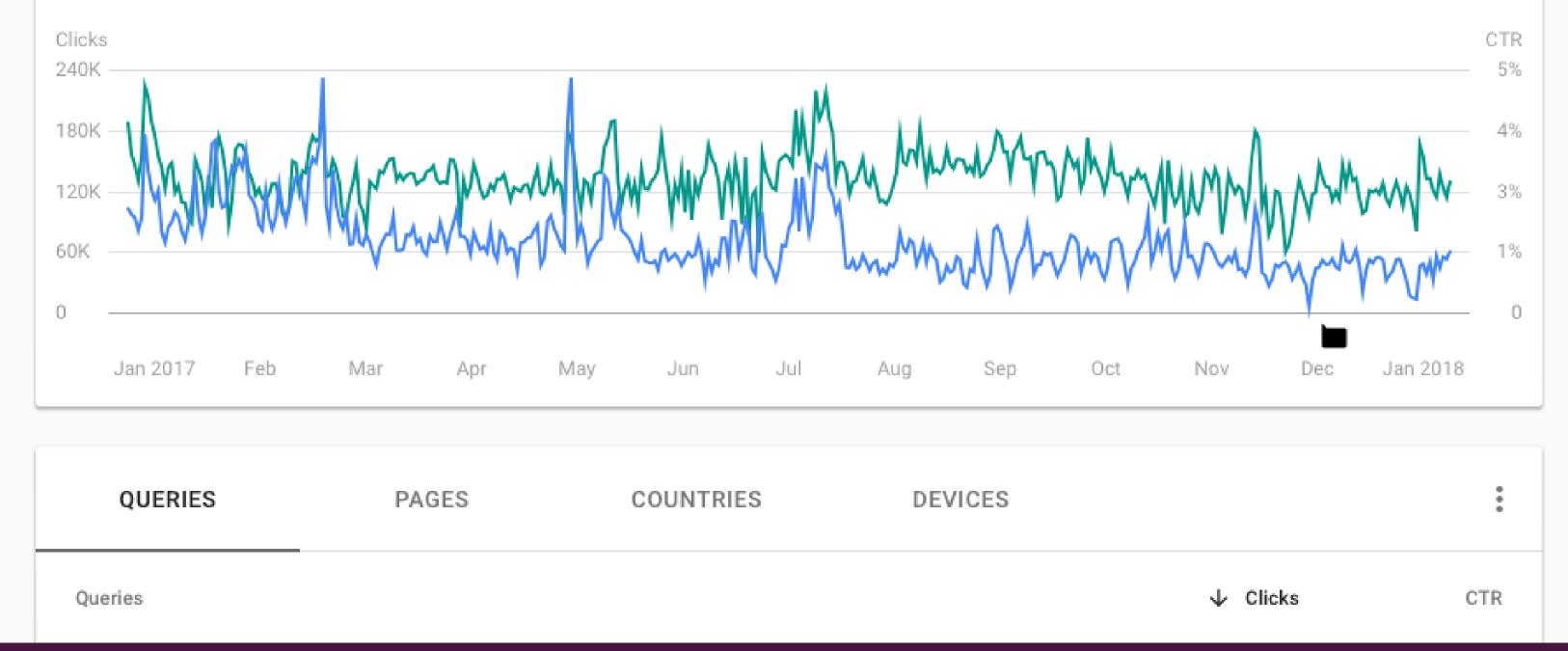
# Performance Analyse

# Analyse Mobile Usability

# URL Inspection

• Sitemap





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# Email Marketing

# Importance of Email Marketing

 Email Strategies Email Marketing Tool

- Platform to do Email Marketing
- How to do Bulk Emailing
- How to write effective content
- How to increase leads through

# nurturing

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# Google Analytics

 Setup Analytics Real Time Anaylse

Audience Overview

• User Acgisition

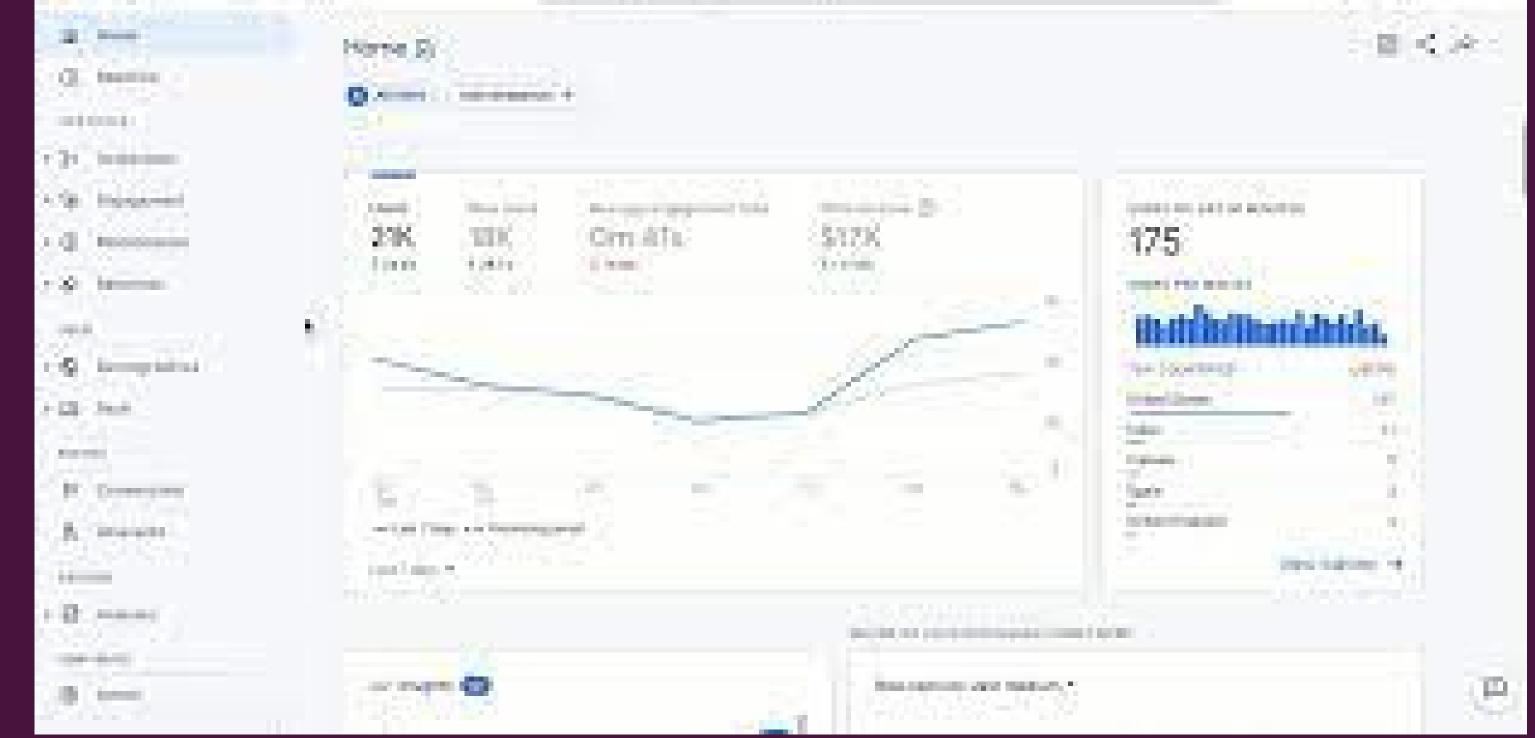
User Behaviour

Conversion Methods

• Traffic Insight







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# Adsense

# Google Adsense Overview Adsense Approve Technique

- Manual Ads Placement
- Responsive Ads Placement
- Adsense Payments Methods
- Analyse Adsense CPC

| AdSense | Home | 0 | Ļ |  |
|---------|------|---|---|--|
|         |      |   |   |  |

| Estimated earni<br>Today so far<br><b>\$1.33</b> | Yesterday<br>\$2.23<br>▲ +\$0.29 (+15%) | Last 7 days<br><b>\$16.44</b><br>▲ +\$1.41 (+9%) | E<br>This month<br>\$21.49<br>▲ +\$15.57 (+263%) | Balance<br>\$95.51<br>Last payment |
|--|---|--|--|------------------------------------|
|  |   |  |  |                                    |
| 🔮 We thought y                                   | ou might find this card interes         | sting  | We thought you might find                        | this card interesting              |
| <i>We thought y</i><br>Optimization              | ou might find this card interes         |  | We thought you might find                        | I this card interesting            |

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# Lead Generation

### What is Lead Generation

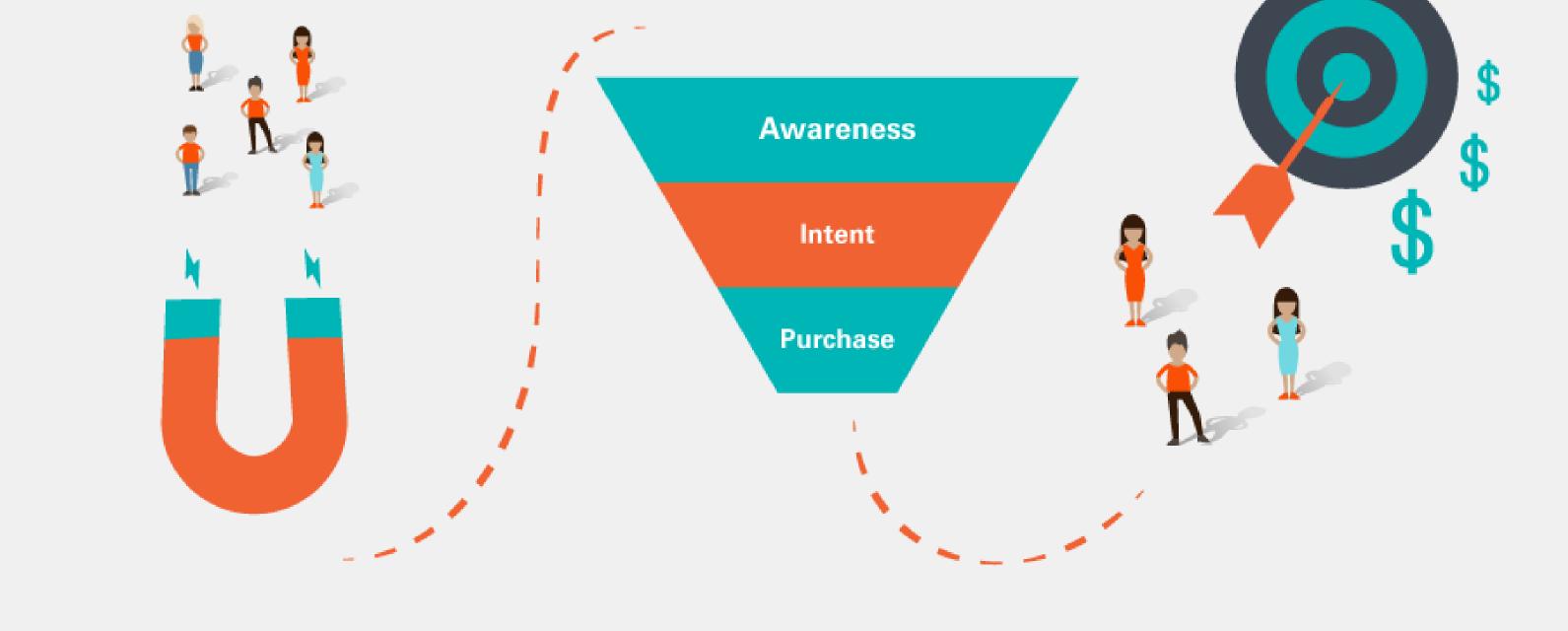
Understand Lead Generation for Business

- Why Lead Generation is Important
- Understand Landing Pages
- Content Creating for Lead Generation
- Best practices of Lead Generation









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# Remarketing Ads

### Data Based Remarketing

Google Remarketing Ads

# Facebook Remarketing Ads Instagram Remarketing Ads



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# How to Grab Freelancing Project

# • Explore Online Platform

Key Services to Offer

# Create Freelancing Proposal Method to Get Project



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# Certification

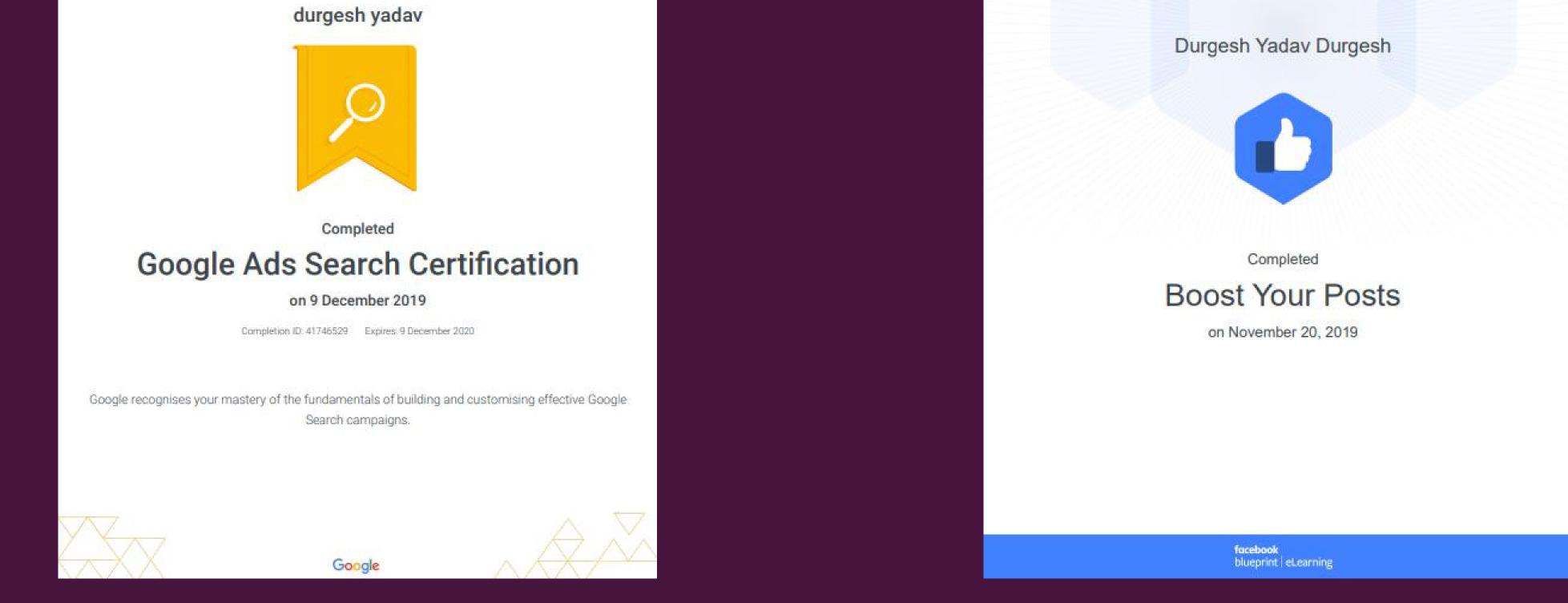
# 15 Facebook Certificate 7 Google Certificate

1 Microsoft Bing Certificate
Expert IOS Certified Certificate

# Intership



#### **Congratulations!**



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## SBI Bank

#### Account Name: EXPERT INSTITUTE OF ADVANCE TECHNOLOGIES PVT LTD Account No : 32883665940 IFSC Code : SBIN0001714 Bank Branch : H-6A, VIJAY NAGAR, New DELHI

# New Batches Start in 2 Days





#### Pay ₹ 300.00



paytm



# <u>Call for Free Demo</u> 9718888700

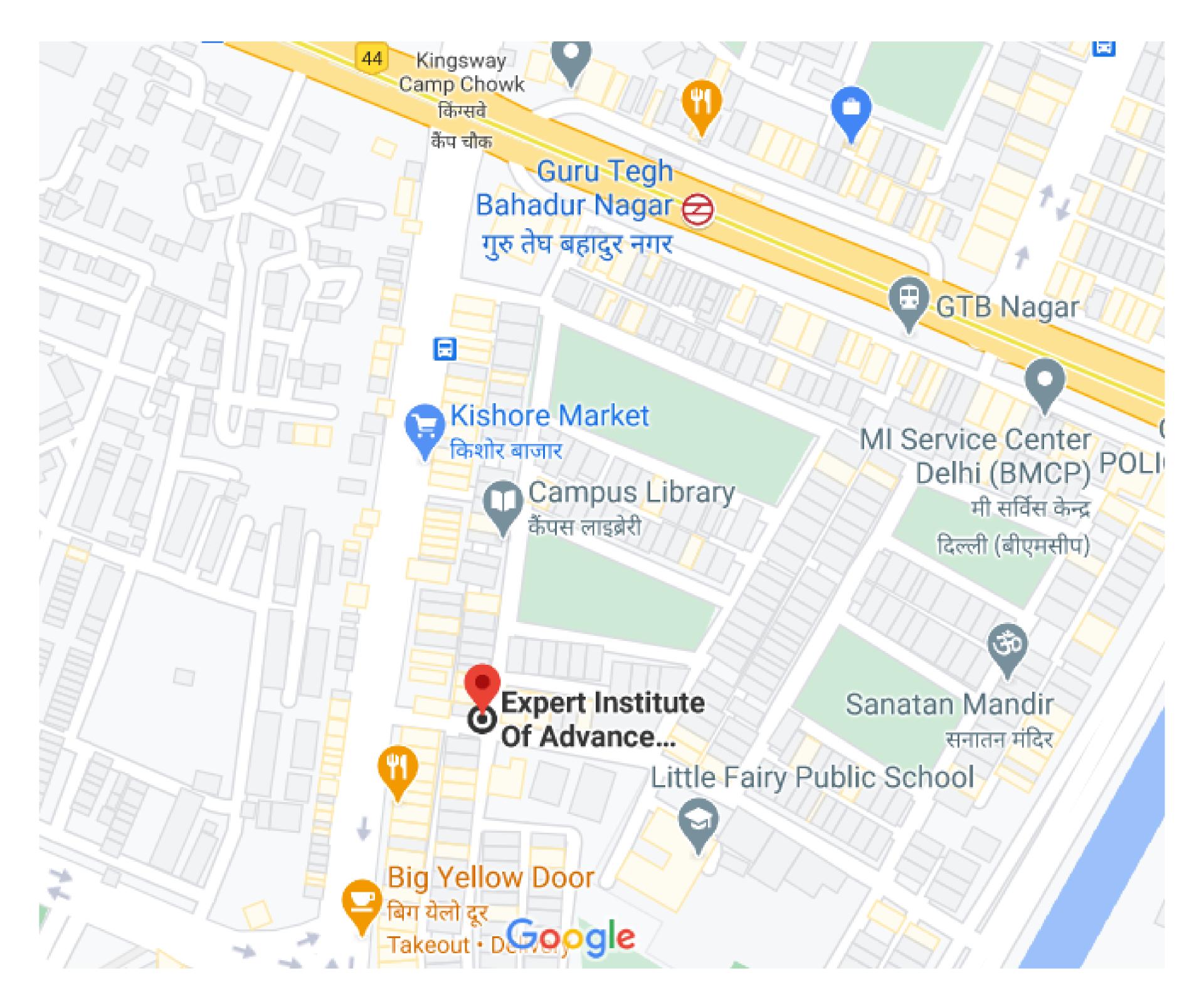
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# Head Office:

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## **Click Here, For Live Location**



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# **CERTIFICATE OF REGISTRATION**

This is to Certify that Quality Management System of

# EXPERT INSTITUTE OF ADVANCE TECHNOLOGIES PVT. LTD.

Address:- 2453, Hudson Line, Kingsway Camp, Delhi-110009, India

has been assessed and found to Comply with requirements of

# **ISO 9001:2015**

#### **QUALITY MANAGEMENT SYSTEM**

For the following activities:-

Institute of Digital Marketing, Laptop, Mobile, Tablet PC, Projector Printer, CCTV Camera, LED Smart TV Repairing Center."

Certificate Number: QMS-20-03-76

Original Certification Date:16/03/20201st Surveillance Due on:15/03/20212nd Surveillance Due on:15/03/2022Certificate Expiration Date:15/03/2023



#### Deutsche Accreditation Board

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