



SEMESTER-III

COURSE 8: DIGITAL MARKETING

Theory

Credits: 3

3 hrs/week

**Course Objectives:**

The course aims to identify the impact of digital space and digital marketing in reaching out to customers. Understand the importance of Search Engines and explain the working of Search Engines. Able to Define email Marketing and have knowledge on how Social Media Marketing is to be used by marketers?

**Learning Outcomes:**

The Students will be able to:

Use digital media for the creation of products and services and relate Search Engines in the digital marketing ecosystem. Use Search Engine Marketing for advertisements and know the Social Media platforms like Face book, Twitter, YouTube & LinkedIn for Marketing. Outline email Marketing and strategy to craft email marketing campaign.

**Unit 1: Digital Marketing:** Introduction to Digital Marketing. Traditional Vs. Digital Marketing, Technology behind Digital Marketing, Characteristics of Digital Marketing, Digital Marketing Strategy, Understanding Digital Consumer.

**Case Study:** Analyze the change in ranking of your Web Promotion Page

**Unit 2: Online Advertising:** Introduction, Objective, Where to Advertise, Online AdFormat, Search Engine Ad, Network Advertising, Affiliate Programs, Landing Pages

**Case Study:** Create Google Add for your college

**Unit 3: Email Marketing:** Introduction, Types of Email, Email Marketing Campaign Process, Email marketing Tools, Advantages and Disadvantages, Opt-in Email Advertising, Email tracking

**Case Study:** Analyse the impact of your E-Mail Campaign

**Unit 4: Social Media Marketing (SMM):**

What is Social Media Marketing, Seven Myths of SMM, Characteristics of Successful Social Media Marketer, Social Media Marketing plan, Social Media marketing Tools, Publishing Blogs, Podcast and Webinars, Social Media Monitoring, Social Media: Face book, Twitter?

**Case Study:**

1. Analyze the performance of your Facebook and Instagram Page
2. Analyze the performance of your YouTube Video



**ADIKAVI NANNAYA UNIVERSITY: RAJMAHENDRAVARAM**  
**Single Major B.Com. Computer Applications (w.e.f:2023-24A.B)**

**Unit 5: Search Engine Optimization (SEO):** Understanding SEO, Search Engine Optimization Process – Goals, On-Page Optimization, Off-Page Optimization and Analyze, Search Engine Result Process (SERP), SEO Tools.

**Case Study:** Analyse the impact of your Twitter Campaign

**Text Books:**

1. Digital Marketing by Seema Gupta, McGraw Hill Education
2. Fundamentals of Digital Marketing by Punit Singh Bhatia, Pearson

**References:**

1. Basics of Digital Marketing - Course ([swayam2.ac.in](https://swayam2.ac.in))



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**Single Major B.Com. Computer Applications (w.e.f:2023-24A.B)**

**SEMESTER-III**

**COURSE 8: DIGITAL MARKETING**

Practical

Credits: 1

2 hrs/week

**LIST OF EXPERIMENTS**

1. Digital Marketing Implementation in Business Scenario
2. Create the Digital Marketing Webpage
3. Conducting the Search Engine Optimization and Search Engine Marketing
4. Using Google Analytics to analyze website performance
5. Creating Promotional banner through Canva
6. Face book Promotion using banners
7. Creating YouTube Channel for Marketing
8. Twitter Marketing
9. Instagram Marketing
10. Email Marketing