



Professional Diploma in Digital Marketing

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What is an ad impression? Choose one of the following:

- A. When an ad loads within a web page
- B. When a user views an ad
- C. When a web page loads within a browser
- D. When a user clicks on an ad

Correct Answer: A

## **QUESTION 2**

What is the practice of setting your ad copy to change based on the search phrase used known as? Choose one of the following:

- A. Dynamic Keyword Insertion
- B. Dynamic Ad Word insertion
- C. Dynamic Copy Insertion
- D. Dynamic Insertion

Correct Answer: A

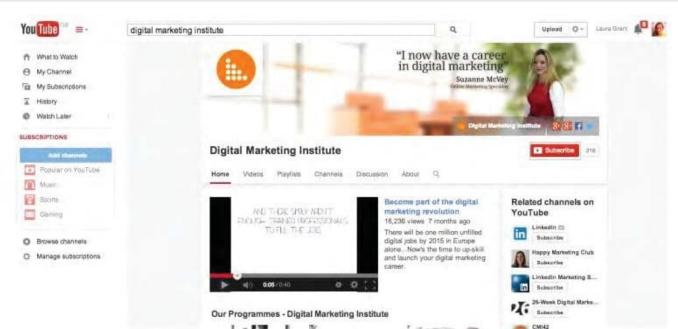
## **QUESTION 3**

HOTSPOT

Click in the screen below to sign up for the Digital Marketing Institute YouTube Channel:

Hot Area:





182

## Correct Answer:



## **QUESTION 4**

Split testing allows you to test user response rates to different versions of your email marketing messages. Which factors can you test on? Choose TWO of the following:

- A. Subject line
- B. Message content



- C. Text only version
- D. Open rate
- E. Click-Through-Rate
- Correct Answer: AB

What is displayed in the Google AdWords screen below? Choose one of the following: Exhibit:

Ad group ideas	group ideas Keyword ideas					L~	± Download	Add all (59
Ad group (by releva	ance)	Keywords		vg. monthly earches 7	Competition 7	Suggested bid	Ad impr. share	Add to plan
Course On Digita	il (41)	digital marketing co	Ľ:	11,340	High	UK£3.48	0%	п
Marketing Consul	lta	digital marketing co	Ŀ	14,300	High	UK£5.65	0%	'n
Marketing Compa	an	digital marketing co	<u>[~</u>	24,330	High	UK£6.08	0%	-32
lobs Digital (10)	i.	digital marketing jo	Ŀ	5,860	Medium	UK£1.73	0%	×.
Diploma In Digita	l	diploma in digital m	1±	1,290	High	UK£3.77	0%	-17
Digital Agency (32	2)	digital marketing a	te	19,940	High	UK£6.47	0%	35

- A. Keyword Research Report
- B. CampaignReport
- C. Traffic Source Report
- D. SEO Report

Correct Answer: A

# **QUESTION 6**

What is the term given to ads that are generally placed between a webpage\\'s masthead and content? Choose one of the following:

- A. Button ads
- B. Skyscraper ads
- C. Leaderboard ads



D. MPU ads

Correct Answer: C

## **QUESTION 7**

Which digital marketing tactic develops engagement with the target audience across a range of different networks, forums and devices? Choose the appropriate digital marketing tactic from the Digital Marketing Institute Framework using the

numbered options given.

#### Exhibit:



- A. 1
- B. 2
- C. 4
- D. 3

Correct Answer: A

## **QUESTION 8**

## HOTSPOT

You need to know how many people are downloading the course brochure each month. Click in the screen shown within Google Analytics in order to begin configuring this metric.



## Hot Area:

Digital Marketing Institute *	All Site Data
Property Settings	View Settings
User Management	User Management
.js Tracking Info	F Goals
PRODUCT LINKING	Content Grouping
AdWords Linking	<b>Filters</b>

#### Correct Answer:

Digital Marketing Institute 🝷 🕒	All Site Data
Property Settings	View Settings
User Management	User Management
.js Tracking Info	F Goals
PRODUCT LINKING	Content Grouping
AdWords Linking	Filters



Which series below reflects the Google AdWords account hierarchy? Choose one of the following:

- A. Account-Campaign-Ad Group-Ad
- B. Account-AdGroup-Campaign-Ad
- C. AdGroup-Campaign-Ad-Account
- D. Account-AdGroup-Ad- Campaign

Correct Answer: A

#### **QUESTION 10**

What do Google Webmaster Tools allow website owners to see? Choose one of the following: Exhibit:



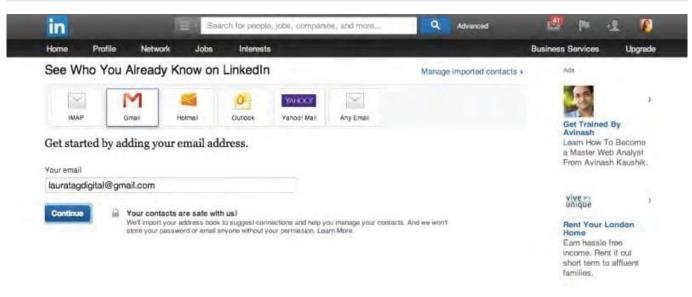
- A. How a search engine interacts with the website.
- B. The most expensive keywords for the website.
- C. The keyword density on the website.
- D. The number of visitors to the website.

Correct Answer: A

## **QUESTION 11**

What is going on in the screen shown below? Choose one of the following: Exhibit:





- A. LinkedIn is inviting you to import contacts from your address book
- B. LinkedIn is inviting you to download email addresses from your webmail.
- C. LinkedIn is inviting you to export email addresses from your Outlook address book.
- D. LinkedIn is inviting you to import email addresses from your Twitter account.

```
Correct Answer: A
```

You wish to engage with the subscribers to your email marketing campaign and you understand that the subject line is really important. Which practice will help with open rates?

- A. Using a short and snappy subject line
- B. Using an elaborate and descriptive subject line
- C. Using a technically correct subject line
- D. Using a subject line with a price on it

Correct Answer: A

#### **QUESTION 13**

You have been running some promotions using NFC technology. What kind of marketing is this? Choose one of the following:

- A. Mobile
- B. Search
- C. Social



D. Display

Correct Answer: A

# **QUESTION 14**

## HOTSPOT

You are working on a Product Launch event within Facebook. Click in the screen shown to begin adding a map of the event location:

## Hot Area:

Events List Calendar	Invites 🖸 🖣	Create Eve	ivent Today D *						
Jpcoming Events									
Today		Create Ne	w Event				View Month		
5.00pm	SUGGESTED EVENT IN	Name	as Bethday Party		1	Wed	Thu		Sul
	Selfridges in London, Units By Jo Malone London - Yo	Details	Add more into			7.		2	3
L'AL	1. Join Maybe H	Where	Q Aiki a place?			- 14	15	18	17
Seturday		When	5/29/2014 📩 Add a lime?			21	-	22	
10.00pm	Wisdom Of The Glov Moses & Tricky - Sat	Privacy	🖾 Invite Only 📼			26	2	30 Croat	31
Glove	The Arches in Glasgow, U Tricky Bicketton invited yo		i€ Guests can invite friends					C. C.	
and the second sec	L. Join Maybe D	1 Invite Fra	iends	Create	Cancel	\$40.00	- Refe	KOROGY	

## Correct Answer:

Events List Calendar						+ Create Ev	Event Today 0 *			
Jpcoming Events										
Today		Create Ne	w Event					View Month		
5.00pm	SUDDESTED EVENT 14 Limited Edition Silk Selfräges in London, Units By Jo Malone London - Yo	Name	au: Bethday Party				Wed	Thu	Fit	Sul
			Add more into				7.		2	3
R.S.C.	La Join Maybe H	Where	· Q. Ackt a place?				34	15	18	17
Saturday		When	5/29/2014	Add a lime?	-		21	22	23	24
10:00pm	Wisdom Of The Glov	Privacy	Invite Only +				26	2	30	31
Giere	Moses & Tricky - Sat The Arches in Glasgow, U Tricky Bickerton Invind y		Cuests can invite	friends					Linga	Ite Ad
1 and 1	1. Join Maybe C	1, Invite Fri	iends		Create	Caricel	\$40.04	- Refe	XDIDO	Y.



What does the term CPM refer to? Choose one of the following: Exhibit:



- A. Cost Per Thousand
- B. Cost Per Hundred
- C. Cost Per Million
- D. Cost Per Click

Correct Answer: A

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