

**GUJARAT TECHNOLOGICAL UNIVERSITY****MBA - SEMESTER - III EXAMINATION - WINTER 2019****Subject Code: 4539287****Date: 02-12-2019****Subject Name: Digital and Social Media Marketing****Time: 10:30 AM TO 1:30 PM****Total Marks: 70****Instructions:**

1. Attempt all questions.
2. Make suitable assumptions wherever necessary.
3. Figures to the right indicate full marks.
4. Support your answers with relevant examples wherever applicable.

| <b>Q. No.</b> | <b>Question</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | <b>Marks</b>           |
|---------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------|
| <b>Q.1</b>    | Definitions / terms / explanations / short questions based on concepts of theory/practical<br>(a) P.O.E.M.<br>(b) Click through rate<br>(c) Call To Action<br>(d) Lead generation<br>(e) Search Engine Marketing<br>(f) ORM<br>(g) Social Media Marketing                                                                                                                                                                                                                                                                                                                                                                                                                                          | <b>14</b>              |
| <b>Q.2</b>    | (a) In your opinion, does Digital Marketing deserve its appreciation as an effective communication medium? Express your opinion in light of the growth of DM as a vital tool of marketing.<br>(b) Imagine yourself as an owner of a business venture. You are asked to identify the strengths and capabilities of the different digital and social media platforms which can help you in marketing your venture.<br><b>OR</b><br>(b) Think of a recent campaign (by any type of organization) that you came across on the digital landscape (website / Social media / etc.). Did you like or dislike the campaign? What were the reasons for the same? (Explain aspects of the campaign in brief). | <b>07</b><br><b>07</b> |
| <b>Q.3</b>    | (a) What is SEO? Explain the difference between on-page and off-page SEO. Explain major on-page SEO tools and techniques.<br>(b) How can you use Facebook for marketing your personal commercial venture?<br><b>OR</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | <b>07</b><br><b>07</b> |
| <b>Q.3</b>    | (a) Explain the significance of mobile marketing, along with the types of mobile marketing.<br>(b) How will you create a Google search campaign for any marketer? Explain the process and the key decisions to be taken.                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | <b>07</b><br><b>07</b> |
| <b>Q.4</b>    | (a) Content is king in DSMML. But your content should have the right kind of keywords. Why are keywords so important? Which are the different types of classifying keywords?<br>(b) You are a marketing solutions provider in a prominent city in Gujarat, with ambitions of becoming a national marketing consultant. How can LinkedIn and Twitter be helpful to you? Explain the tools which you would use on these platforms.<br><b>OR</b>                                                                                                                                                                                                                                                      | <b>07</b><br><b>07</b> |

# 3320903 Gtu Last Year Question Paper

**M Lipman**



**3320903 Gtu Last Year Question Paper:**

## **3320903 Gtu Last Year Question Paper** Book Review: Unveiling the Power of Words

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