DEPARTMENT OF COMMERCE DEVA MATHA COLLEGE KURAVILANGAD

Affiliated to Mahatma Gandhi University, Kottayam



REPORT

of

ADD-ON COURSE

in

DIGITAL MARKETING & ONLINE BUSINESS

(Conducted for II DC Commerce students)

Academic Year: 2022-2023

Brochure



Add-on Course in

DMCK/COM/AD 04/2022 Digital Marketing and Online Business

Duration: 30 hours

Number of students enrolled: 48

Customers today are on Facebook, Instagram, Twitter and Youtube, and digital marketing paves the way to connect with them. Digital marketing, in simple terms, is marketing goods and services through digital channels. With the internet revolution, smart phones, data and smart devices have become affordable and have leveraged mass use in India. Digital Marketing has recorded significant growth in the past few years. There are innumerable job opportunities in various segments of social media marketing like SEO analysts, social media experts, PPC executives, content writers, email marketers and beyond. The growth of digital marketing has been extensive over the past few years. The pandemic saw people adapting to online shopping and transactions, and it become the New Normal. People, the world over, are now connected online and hence the future is bright and secure for digital marketers.

The P.G. Department of Commerce Deva Matha College Kuravilangad conducted an Add on Course for the II DC Students of the department on the topic Digital Marketing and Online Business from 13thDecember 2022-19th December 2022.

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DEVA MATHA COLLEGE KURAVILANGAD ADD-ON COURSE FOR THE AY 2022-23

Title: Digital Marketing and Online Business

Instructional Hours: 30 Hours

Duration: 3 months

Mode of Instruction: Offline

Intake Capacity: 50

Eligibility: +2

Course Objectives

- 1. The objective of this course is to make the students familiar with the mechanism of conducting business transactions through electronic media.
- 2. The program aims at developing an overall understanding of digital marketing / online marketing platforms
- 3. This course provides an understanding of the ever evolving digital landscape and examines the strategic role of digital marketing processes and tools in designing the overall Marketing strategy and the Digital Marketing Plan.
- 4. Analyze the role that social marketing plays in the digital landscape and marketing mix.

Module 1 (8 Hours)

Introduction to Digital Marketing

Meaning-Digital Marketing Vs Traditional Marketing —Digital Marketing Platforms-Advantages of Digital Marketing—Digital Marketing Channels—: Digital marketing tools/e-tools—The internet micro— and macro—environment— Keywords—Types of Keywords—Keyword research process—How to use pictures for Digital Marketing—The Digital landscape, Digital Advertising Market in India. Skills required in Digital Marketing. Digital Marketing Plan.

Module 2 (10 Hours)

Website & Search Engine Introduction

Internet –understanding Domain names & Domain extensions-Different types of websites-Planning & Domain extensions of Search Engine Optimisation (SEO)-definition of search engine Optimization (SEO); advantages and disadvantages of SEO - best practice in SEO - Search engine marketing (SEM)-definition of

SEM; Major functions of a Search Engine- -Social Media Marketing-Facebook marketing-Linkedin Marketing-Twitter Marketing-Video Marketing-using Youtube for business-Email marketing-Content marketing

Module 3 (4 Hours)

Digital Innovation and Trends

The contemporary digital revolution-Digital transformation framework-security and privatization issues with digital marketing-understanding trends in digital marketing

Module 4 (8Hours)

Online Business

Meaning and concept – E– commerce v/s Traditional Commerce– E– Business & E–Commerce – History of E– Commerce – EDI – Importance, features & benefits of E–Commerce – Impacts, Challenges & Limitations of E– Commerce – Supply chain management & E – Commerce – E – Commerce infrastructure - Electronic Payment Systems, Need of Electronic Payment System- Digital economy: Identify the methods of payments on the net – Electronic Cash, cheques and credit cards on the Internet-Understanding Ethical, Social and Political issues in E-Commerce

References

- 1. Gangeshwer, D.K., 2013. E-Commerce or Internet Marketing: A business review from Indian context. International journal of u- and e-service, science and technology, 6 (6), 187-194.
- 2. Kingsnorth, S., 2016. Digital Marketing Strategy: An Integrated Approach to Online Marketing, KoganPage, Business& Economics
- 3. Gangeshwer, D.K., 2013. E-Commerce or Internet Marketing: A business review from Indian context. International journal of u- and e-service, science and technology, 6 (6), 187-194.

Course Outcome:

- Students gain an overall understanding of digital marketing and online business.
- Provides introduction to Social Media Marketing platforms like Facebook, Twitter, You Tube, Pinterest, etc.
- Students will be able to identify the importance of the digital marketing for marketing success.
- Students will develop an understanding of the latest digital practices for marketing and promotion.

Assessment Procedure:

One hour duration written examination

Grading

Grading Scale	Grade
90-100%	A
80-89.9%	В
70-79.9%	С
60-69.9%	D
50-59.9%	Е
0-49.9%	F

Resource Persons

	1				
Sl.No	Date & Time	Details of Resource Persons			
1	13/12/22	SAMEETH RAJ			
	9.30-11.00 AM	MANAGING DIRECTOR			
		PH: 9526436622			
		Mail id: sameeth.raj@digiperform.com			
2	13/12/22	UNNIMAYA K SURENDRAN			
	11.00 AM-	TRAINER			
	12.30 PM	PH: 7012097016			
		Mail id: unnimaya.digiperform@gmail.com			
3	13/12/22	ASWATHY C.S			
	1.15-2.15	TRAINER			
		PH: 9995085822			
		Mail id: aswathyshaji2345@gmail.com			
4	13/12/22	SOORAJ B PAI			
	2.15-3.00 PM	Head Trainer			
		PH: 9526269022			
		Mail id: soorajdigiperform@gmail.com			
5	14/12/22	SAMEETH RAJ			
	9.30-10.00	MANAGING DIRECTOR			
	12.00-12.30	PH: 9526436622			
		Mail id: sameeth.raj@digiperform.com			
6	14/12/22	SOORAJ B PAI			
	10.00-12.00	Head Trainer			

	1.15 PM -3.15	PH: 9526269022
		Mail id : soorajdigiperform@gmail.com
7	15/12/22	SAMEETH RAJ
	9.30-10.30	MANAGING DIRECTOR
		PH: 9526436622
		Mail id: sameeth.raj@digiperform.com
8	15/12/22	SOORAJ B PAI
	10.30-12.30	Head Trainer
	1.15 -3.15	PH: 9526269022
		Mail id: soorajdigiperform@gmail.com
9	16/12/22	SAMEETH RAJ
	9.30- 10.00	MANAGING DIRECTOR
	2.15-3.15	PH: 9526436622
		Mail id: sameeth.raj@digiperform.com
10	16/12/22	SOORAJ B PAI
	10.00-12.30	Head Trainer
	1.15-2.15	PH: 9526269022
		Mail id: soorajdigiperform@gmail.com
11	17/12/22	SOORAJ B PAI
	9.45-3.15	Head Trainer
		PH: 9526269022
		Mail id: soorajdigiperform@gmail.com















Attendance Sheet

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1	-	Abhijith K S	13.12.22	14.12.22	15.12.22	16.12.22	17.12.22	19.12.22
2		Anderson Joshy	A	1	M	CM	(N)	(Ma.
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44	845 Krishnapriya Ramanar	n Constant	A draw	Mata	Maria	V	
45	846 Neha Joshy	Datus.	See	Poline	Rodle	Palase	Palline
46	847 Radhika K R	Pelm	Rive	2060	Right	Dago	Right.
47	848 Riya Thomas	Rich	(Viete	Ship.	Roug	Set .	3000



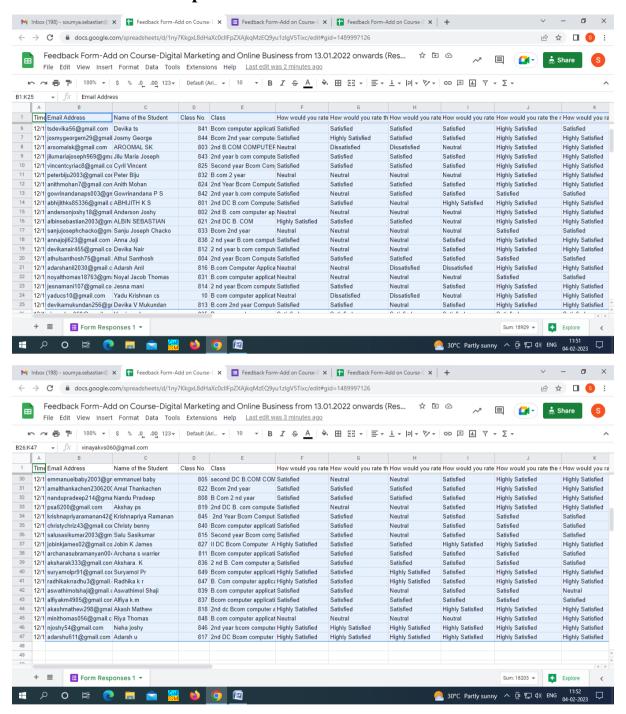
MARK SHEET ADD ON COURSE DIGITAL MARKETING & ONLINE BUSINESS (2022-23)

MARK (50)

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SL.N O	Cl.N o	NAME	DEPARTMENT	
1	801	Abhijith K S	Commerce	50
2	802	Anderson Joshy	Commerce	50
3	803	Aroomal S K	Commerce	42
4	804	AthulSanthosh	Commerce	46
5	805	Emmanuel Baby	Commerce	44
6	806	JaisonSavio	Commerce	36
7	807	Jubin Kurian	Commerce	50
8	808	Nandu Pradeep	Commerce	42
9	809	Robin K Dennis	Commerce	42
10	810	Yadukrishnan C S	Commerce	44
11	811	Archana S Warrier	Commerce	50
12	812	Devika Nair	Commerce	48
13	813	Devika V. Mukundan	Commerce	46
14	814	Jesna Mani	Commerce	42
15	815	SaluSasikumar	Commerce	50
16	816	Adarsh Anil	Commerce	48
17	817	Adarsh U	Commerce	42
18	818	Akash Mathew	Commerce	38
19	819	Akshay P S	Commerce	50
20	820	Albin Sebastian	Commerce	32
21	821	Albin Sebastian	Commerce	50
22	822	AmalThankachan	Commerce	48
23	823	Anandhu N Biju	Commerce	48
24	824	Anith Mohan	Commerce	48
25	826	Cyril Vincent	Commerce	48
26	827	HementHezekiel	Commerce	48
27	828	Jobin K James	Commerce	42

28	829	Linu Paul Mathew	Commerce	44
29	830	Naveen John	Commerce	38
30	831	Naveen Suresh	Commerce	40
31	832	Noyal Jacob Thomas	Commerce	48
32	833	Peter Biju	Commerce	50
33	834	Sanju Joseph Chacko	Commerce	46
34	835	V S Vinayak	Commerce	44
35	836	Alfiya K. M	Commerce	50
36	837	Akshara K	Commerce	46
37	838	Anna Joji	Commerce	48
38	839	AswathimolShaji	Commerce	50
39	840	Christy Benny	Commerce	40
40	841	Devika T S	Commerce	44
41	842	Gowrinandana P S	Commerce	48
42	843	Jilu Maria Joseph	Commerce	50
43	844	Josmy George	Commerce	44
44	845	KrishnapriyaRamanan	Commerce	50
45	846	NehaJoshy	Commerce	50
46	847	Radhika K R	Commerce	48
47	848	Riya Thomas	Commerce	50
48	849	Suryamol P R	Commerce	44

Feedback Form of Respondents



Certificate:





Certificate Distribution



Conclusion

Digital Marketing is the most powerful way of marketing in this highly competitive economy. It has opened horizons of possibilities in business and has improved marketing strategies over time. The importance of and future scopes of Digital Marketing can't be simply ignored because of its psychological impacts on your customer. Compared to any other marketing, this technique allows you to have an advantage over your competitors.

This promotes the interaction of sellers and buyers for a better understanding of products as well as the choices of customers. This builds a strong rapport within the seller-buyer community.

Soumya Sebastian

Add on course coordinator

Bring Mether
Dr. Brincy Mathew

Add-on Course General Coordinator

* ANTHA COLLAR C

Principal Deva Matha College Kuravilangad - 686 633