Prof. Alexander Edsel

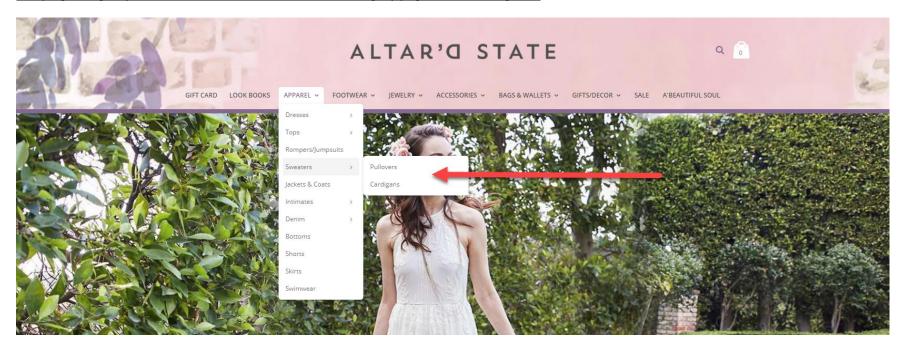
Grading criteria:

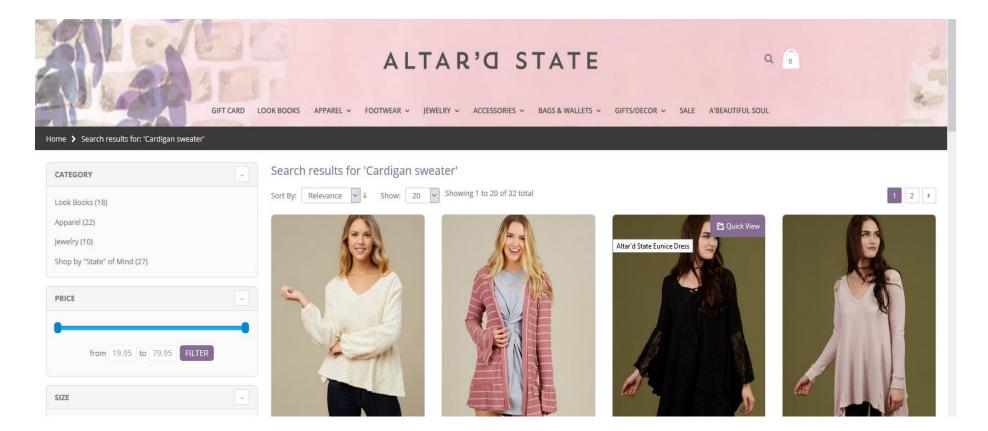
- 1. I will look to make sure you followed the requirements requested, showed screenshots AND a significant **level of effort.** I will especially look at the campaign and ad group structure, keywords (number & match type), and the quality of the written ads and use of a call to action.
- 2. If you did not complete a task or it was very poorly done: you will not get any points for that deliverable
- 3. If the task was not done correctly, the range of point deductions may vary from 10% to 80% off the total points for that deliverable

Requirements for this Homework:

- 1. **This is an individual assignment**; no two assignments should be the same-choose different websites! Please <u>do not check</u> with me, odds are with millions of websites you won't pick the same and if that should happen, none of the Ad Groups, keywords or ads should be the same
- 2. Pick a website that meets the following criteria-25 point deduction, and you will have to resubmit the assignment if you do **NOT** follow these requirements:
 - ☐ The company MUST sell products online and be in English and located in the United States, to avoid extra work find an ecommerce site that also has a physical store/address.
 - ☑ You do not need to ask any company for permission, as you are not actually running any paid ads.
 - It is better if you do NOT pick a large company like Amazon, Best Buy, etc. The reason is that it may (not always) be harder to find problems with either UX or SEO with major websites managed by professional digital marketers/agencies. If you still want to pick a large company, be aware this could later cause you problems, please use your best judgment and do NOT ask me if your website has 20 products and 2 categories you should be able to figure this out. I do not care of they do or do not have physical stores.
 - The website must have at least 2 different categories and over 20 products; pages must be specific to a category; for example, a well-designed website does not lump together say couches and beds or sweaters and shoes on the same page.
 - ☑ You CANNOT pick the company I used in the video tutorial
 - ☑ Do not pick from any Google Ads restricted category (e.g., drugs, gambling, sex, guns, etc.) see listing https://support.google.com/adwordspolicy/answer/6008942?hl=ened
 - ☑ Everything must be typed; I will NOT accept any papers with handwritten comments
 - Save as a pdf before uploading to the eLearning assignment link, so the file size is smaller, and it must all be in one document, do NOT upload 10-15 different files.
 - ☑ Make sure when trying to print that you disable your pop up blockers ads image ads will show up as a pop-up
 - You will need to do screenshots, if you do not know how, do a google search and specify your device, Mac, windows, etc. Also, learn to crop if you do not know how
 - ☑ I recommend you use a word document and do it in landscape layout so screenshots are easy to read if I cannot read a screenshot easily, (will not use a magnifying glass) points will be deducted

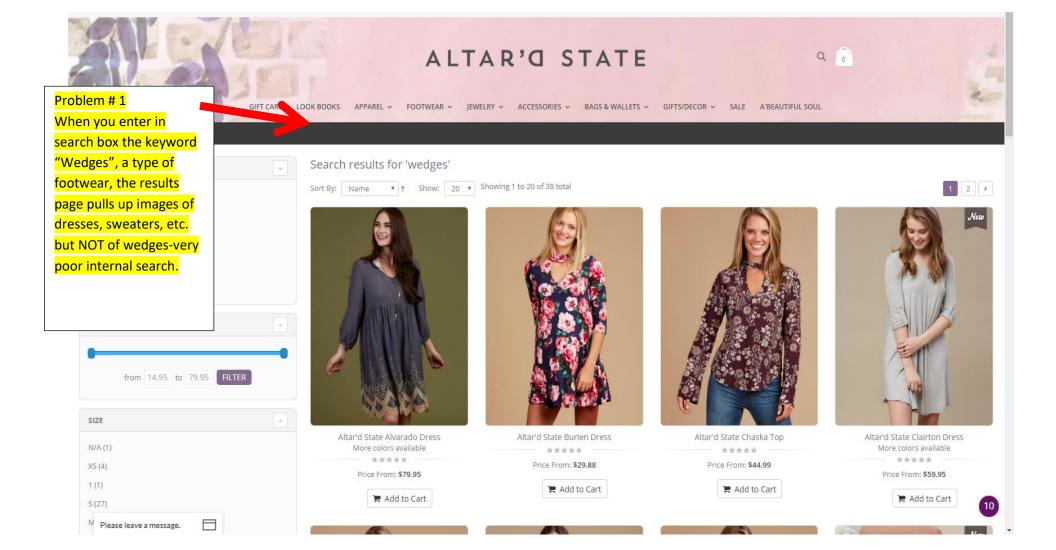
- You must perform ALL the tasks and provide printouts of all as shown at the end of the video tutorial for this homework assignment—printouts and screenshots requested must be legible--if too small or blurry to read, it will be considered incorrect.
- ☑ Use the word template provided to copy and paste the screenshot and type in comments
- 1. DELIVERABLE ONE: HOME PAGE AND PRODUCT PAGE (0 points BUT 10 POINT DEDUCTION IF NOT DONE) —enter screenshots into the template as you find a problem
- a) Enter the URL of your target company that meets the criteria from page one: for example http://www.altardstate.com
- b) Provide two screenshots of the website containing the homepage and a page for the product or service categories you are using in your Google Ads campaign/ad groups- make sure screenshot shows the category page and subcategories

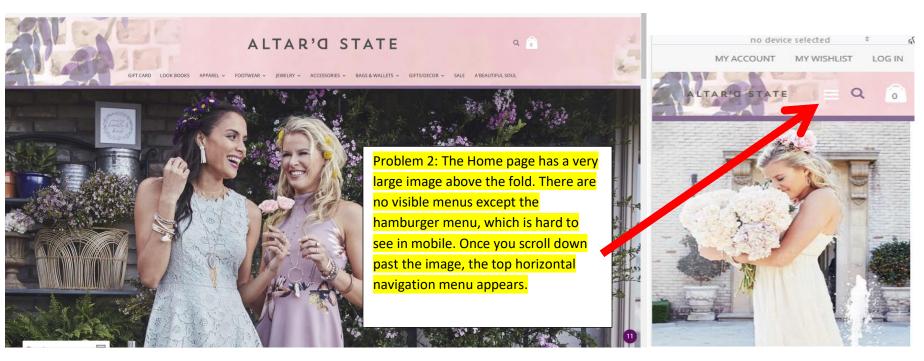




UX-Usability -10 points

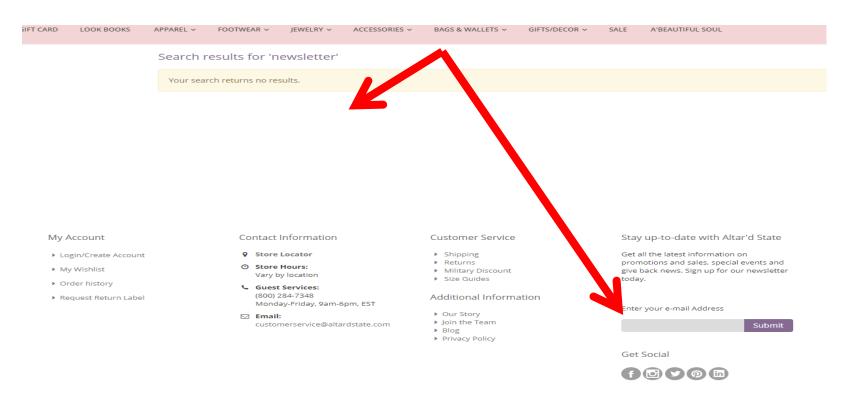
2. UX DELIVERABLE Take screenshots and add to the template as you go along. Identify at <u>least four</u> UX problems based on best practices discussed in the lectures, show with a screenshot what the problem is, see the examples below. Do NOT cite the lack of a "Site Map" (yes, it can be UX but more of an SEO problem). There can be more than one problem per screenshot-however; it must be very clear what the problem is. Highlight it and add a text box comment, as shown below. You **must find at least 4 problems if you cannot use another website.**

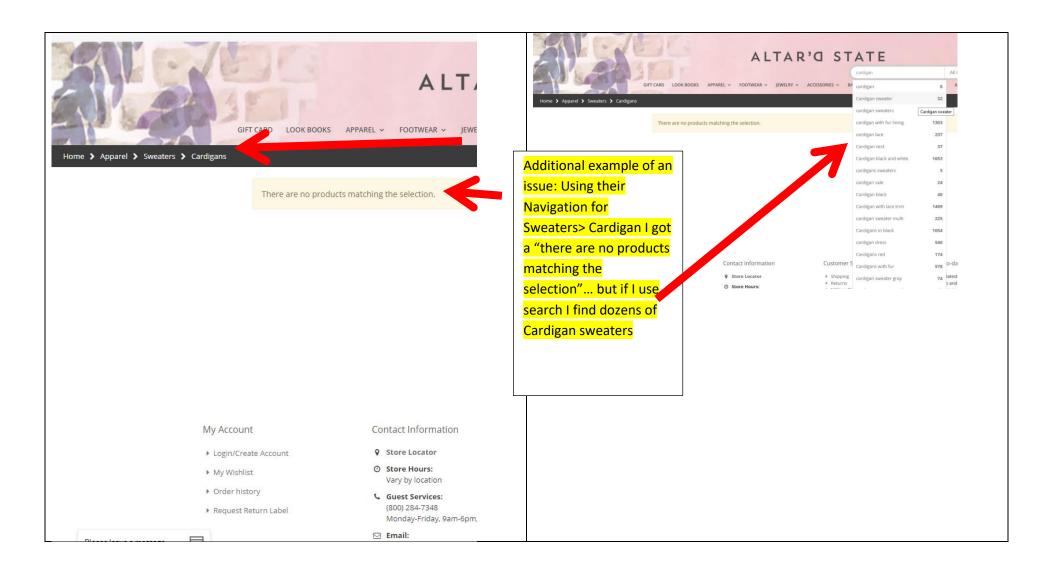






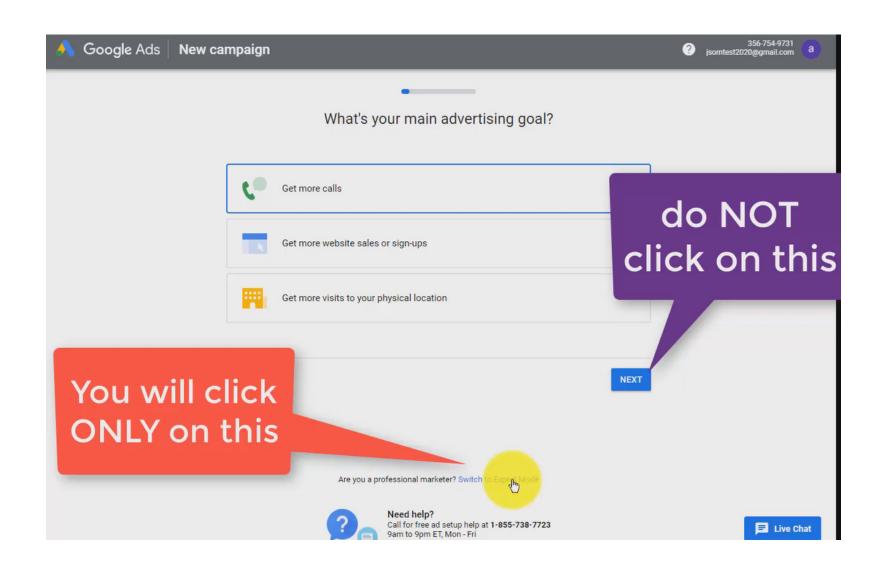
Problem 4: When I use the websites internal search for the keyword "newsletter," no newsletter pages are found however as shown below they actually do have a newsletter



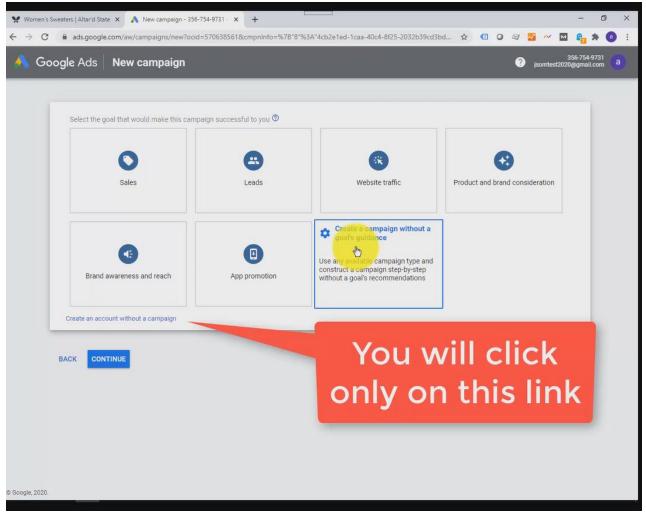


Google Ads Section -64 points-point allocation shown at the end of this section

- A. Use Google Chrome as there are known issues with other browsers especially when creating or printing display ads bit if you have issues with Chrome try another browser
- b) Allow pop-ups in the browser, for Google Chrome, click here for instructions on how to allow pop-ups.
- c) Have the URL of the company you picked based on criteria we discussed earlier up on one of your tabs-no need to ask any company for permission as you will not go live
- d) Create an account in Google Ads; you may want to create a new Gmail account, one you use for Google Ads certification
- e) Avoiding Billing and requirement to enter a credit card is tricky, make sure you click on the "Experienced with Google Ads", or you will have to enter billing information. It may become unavoidable with the new interface, in that case, make sure you pause your campaigns and enter very low dollar amounts, if you can enter \$1 per day for a campaign and .10 cents per click, then use that (often minimum bids change)



After this we can start, you may occasionally when you login or during your work be taken to billing, switch accounts as shown below



Warning, The Google Ads interface changes constantly however the main thing is the outcome; for example, create the campaign or create the ad. If something looks slightly different do not worry, just create the ad or whatever the task is regardless of how something looks vs my video. If you see a major change, do let me know with a screenshot of what is different. Also, make use of Google Help they have tons of quick guides if you do get stuck.



3. DELIVERABLE THREE: Keyword Research

Before doing anything decide which two categories or subcategories you are going to use. Once you know which category and/or subcategories you will use proceed to find 6 keyword groupings in either Google Ads keyword planner. Make sure the first group of keywords uses <u>broad match type</u> for the first Ad Group, the second one should be a combination of Phrase and Exact match as shown in the video. There are many different ways you can create a campaign, Ad Group, ads and add keywords. There needs to be a <u>minimum</u> of six unique keyword "groups" (minimum of 6 keywords) per Ad Group- see HW video. You will do this per video for 2 categories or subcategories

4. DELIVERABLE FOUR – CREATE A SEARCH CAMPAIGN: Choose the settings you think are relevant based on your company, follow the settings requirements in the video, many others are optional. I will review your settings to make sure they make sense. Location is based on where the company sells e.g. if a restaurant

it would not make sense to go outside a 60 mile radius, etc. Create one "search only" campaign	
 □ Location: use the radius selection, must pick 2 radius perimeters per video □ Budget —enter any amount. No need to ask me, this is not going to be an active account so just to be safe use a minimum amount like \$1. In the real world, this usually depends on the business and Lifetime Value to Customer acquisition cost calculation. Do NOT pick for the homework any bidding method other than maximize or manual clicks, in the real world you would pick conversions. □ Create 2 different types of extensions: (minimum 2); create two site link extensions and then create any other type of extension (No need for screenshots now, you will do this all at once at the end of the assignment). 	•

5. **DELIVERABLE FIVE-A:** proceed to create 2 adgroups, add keywords to each and then write **one ad for each of the 2 ad groups created.** Make sure the ads follow best practices and are well written—**many points** will be taken off for poorly written ads or that do not follow best practices (see PPC lecture). Benchmark competitive categories, if necessary, for good ads! One ad in each Ad Group must use the "keyword insertion" and the other "location insertion" in the headline.

Deliverable FIVE-B: Now, research and add negative keywords; this is shown in the next video with deliverable 6- add 6 negative keywords at the Campaign or adgroup level. Total of 6 negative keywords.

6. **DELIVERABLE SIX –SMART DISPLAY & VIDEO:**

- a) Now go back to the campaign tab section and create this time a "Smart" campaign > select subtypes as shown in the video. You can pick any reasonable settings you wish for location, language, bidding, budget etc. There is no need to create extensions again as you now know how to do this. Follow the video for what to include
- b) Now go back to the campaign tab section and select the create a new campaign button and this time pick the "Video" campaign type, select the standard settings mentioned in the video and create a video ad. Make sure you do use impression frequency capping. No one will see this ad. The video you use does NOT have to be made by the company/website you are using--for the HW it can be any related video out there. (Note: In the real world, you would need to be the owner of the video or have permission). Preferably choose "In Stream" but you can do "Video discovery." For targeting pick 3 audience segments, 3 demographic variables (e.g., age, income), 1 topic and keywords

Extra Credit-5 points

Create a **Facebook Ad**, for this best to use your own Facebook login, very hard to get past their security process if a fake Facebook business page and account-reason don't use in homework and very similar to Google Display. Use core audiences as shown in the video

To get credit: see screenshots next section

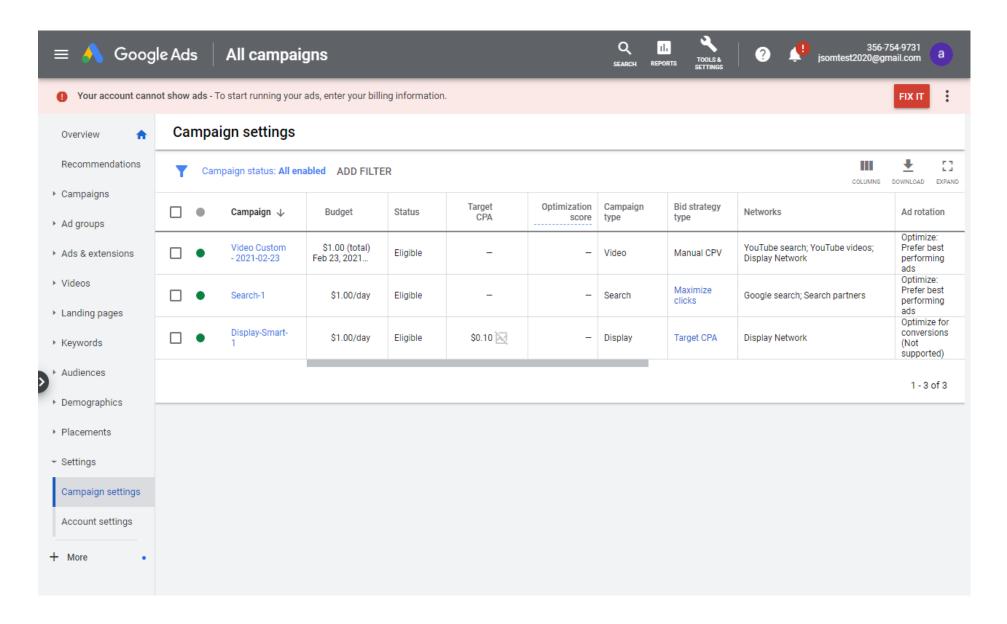
- 1. Show screenshot of a well-done ad following best practices
- 2. Pick at least 5 variables that fit your website category and target audience using core audiences not just default ones in ad section-show a screenshot of targeting options

Because this is for extra credit you have to do this on your own, this ad platform changes a lot and not always easy to access ads from your account,

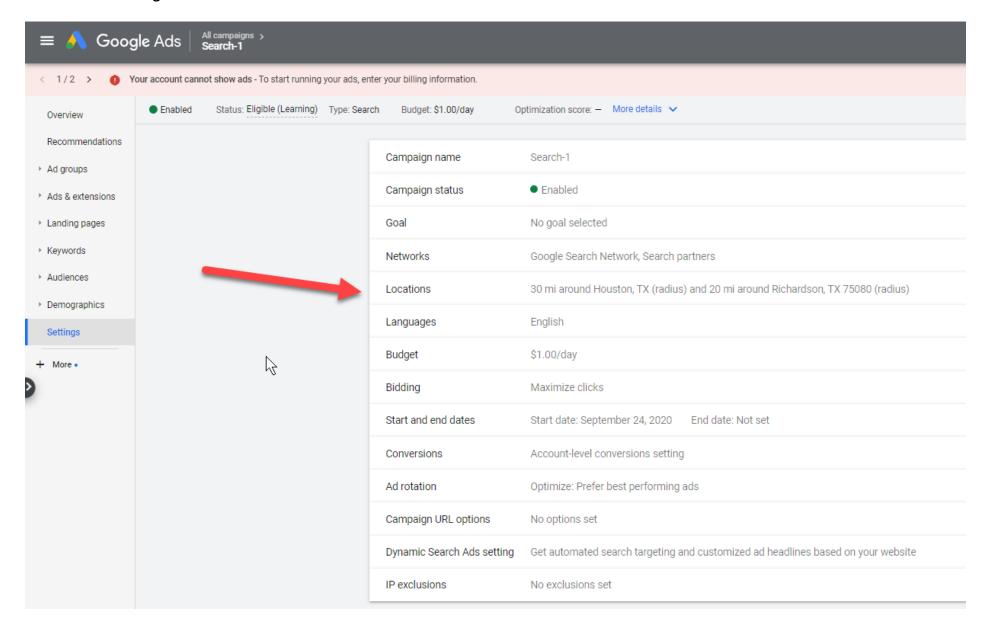
The following is what you will be copying and pasting for PPC deliverables- see "video what to turn in"

Points-out of 64	Points from different deliverables 2-6			
9	a. Click on the all Campaigns tab (should have <u>3 campaigns-Search, Smart Display & Video</u>)-for each campaign as shown in the video copy and paste the detail page showing all your <u>campaign settings</u> that I required when doing that campaign-may require several screenshots. See the examples below for each campaign type-need to see things like localization (search), demographics and/or placements (in display), and impression caps (in video) audiences,			
9	b. Ad groups tab (should have a total of 3 Ad Groups-2 for search and one for video) . Smart display appears elsewhere			
15	c. Ads tab- make sure I can see all your ads including the video ads. To show your display ad, you will have to go into setting area of smart campaign. I must be able to easily read the ads			
20	d. Keywords tab- 6 keywords for each ad group, the first ad group has broad match type, the second ad group a combination of phrase and exact Shown again in Final Video "What to turn in"			
6	e. Negative keywords: make sure all your negative keywords are shown and if campaign vs ad groups-minimum of 6 negative keywords			
5	f. Ad extensions created- must have at least two: site links (with at least 2 links) and one other extension can be any type			
Extra points 5	g. Facebook 5 variables and ad			

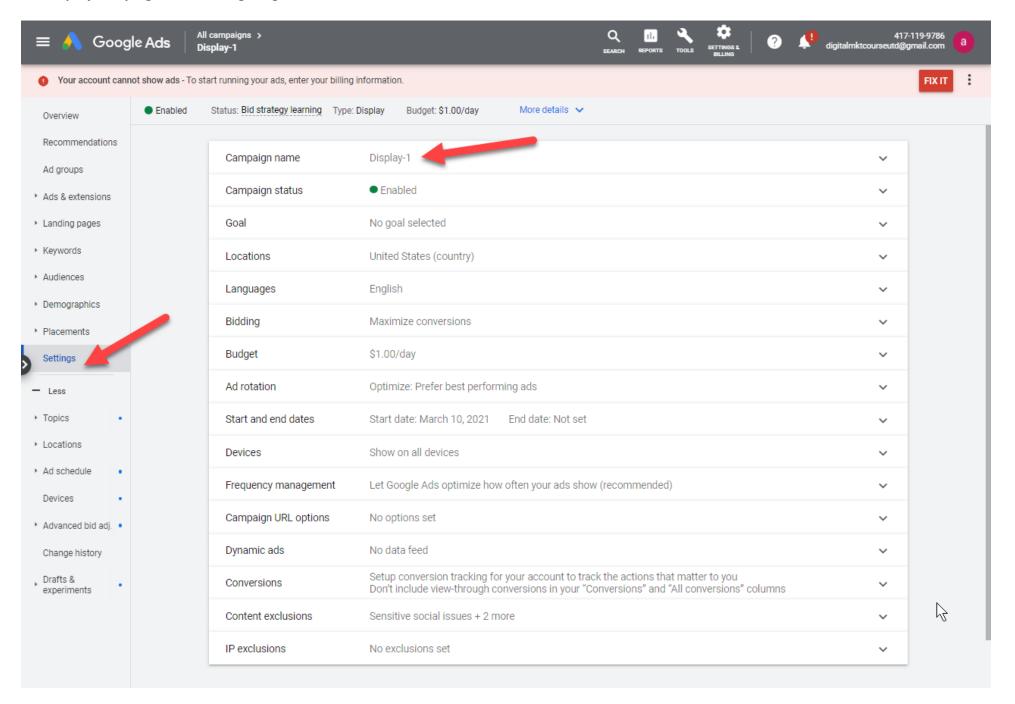
Campaign settings



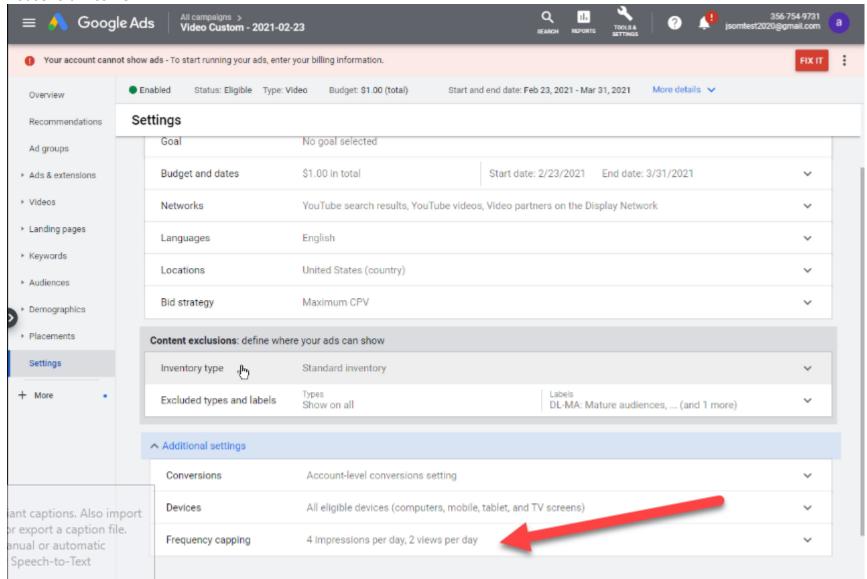
For Search in settings-show 2 localization radius

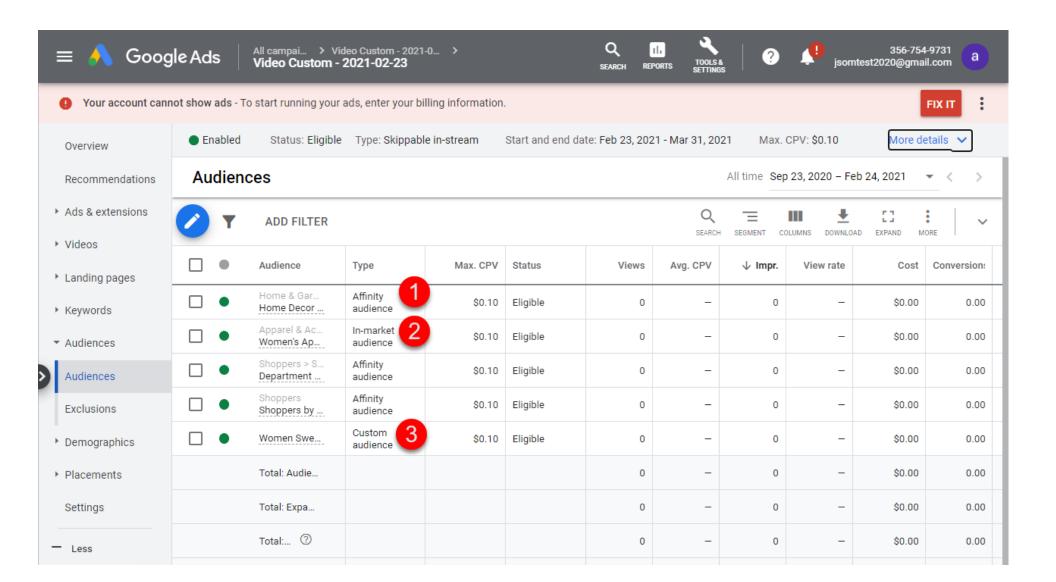


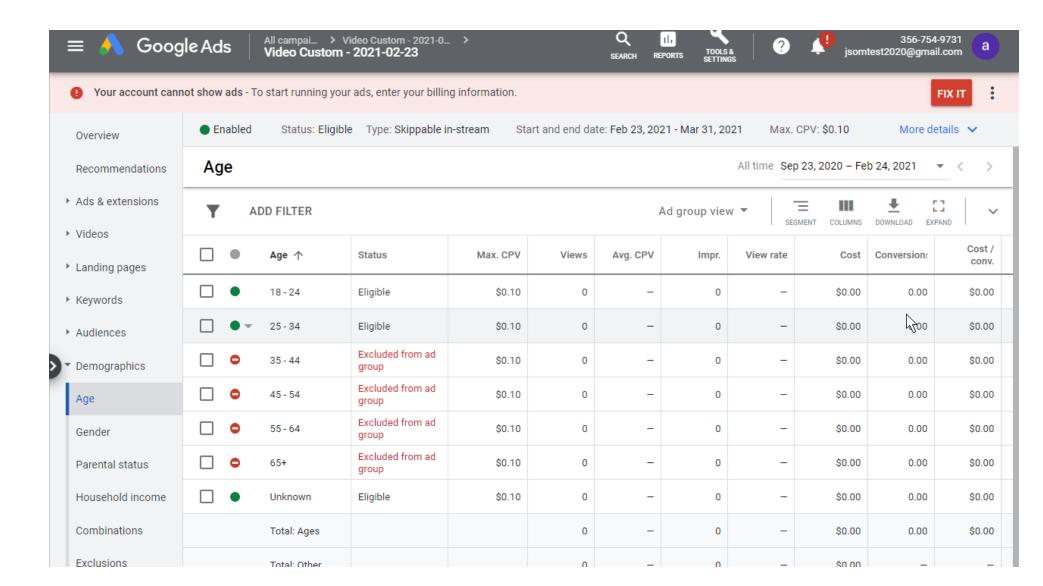
For display campaign a smart targeting

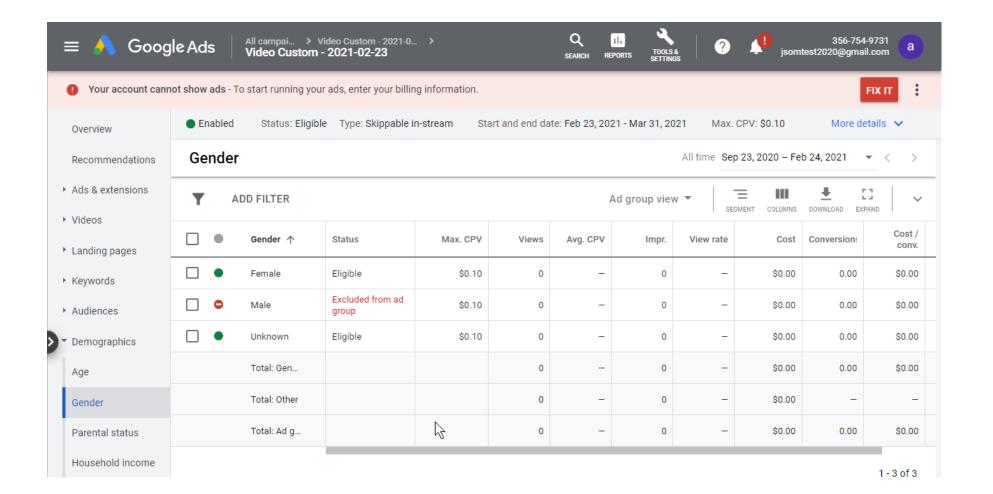


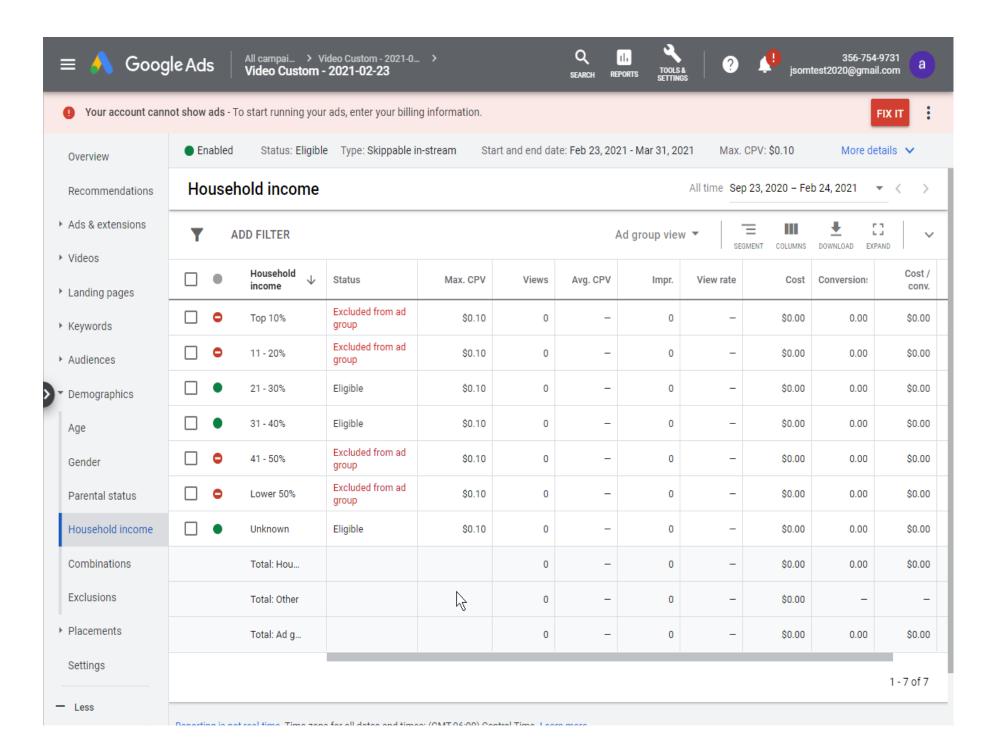
In Video go to settings, frequency capping and for audiences- and inmarket, custom and affinity audiences; also need demographics-age, gender, household income



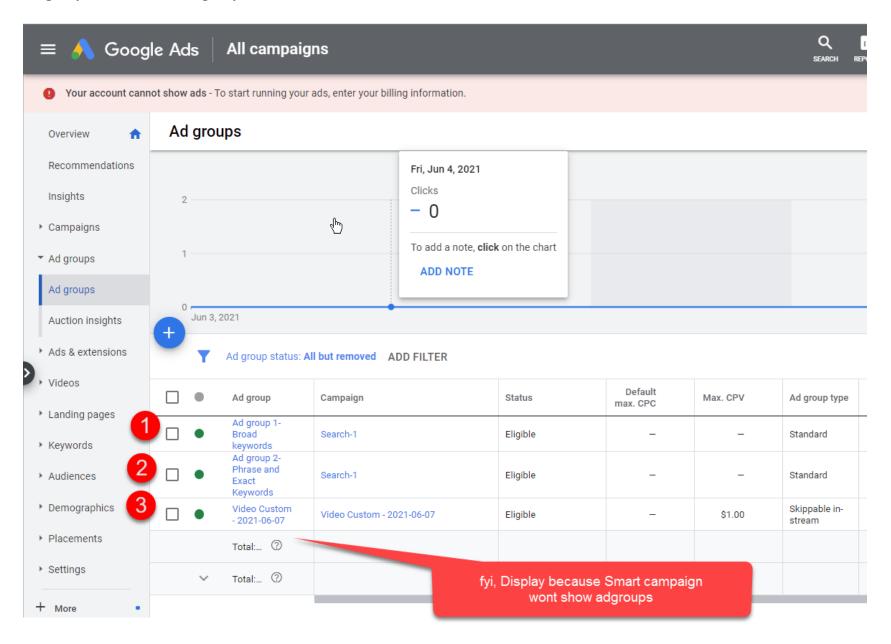






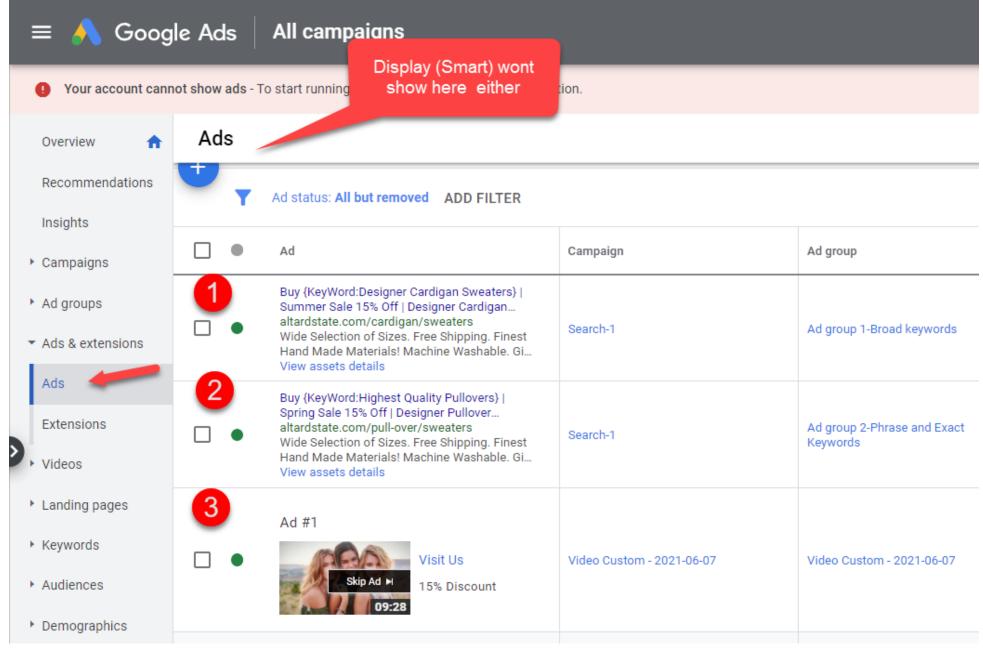


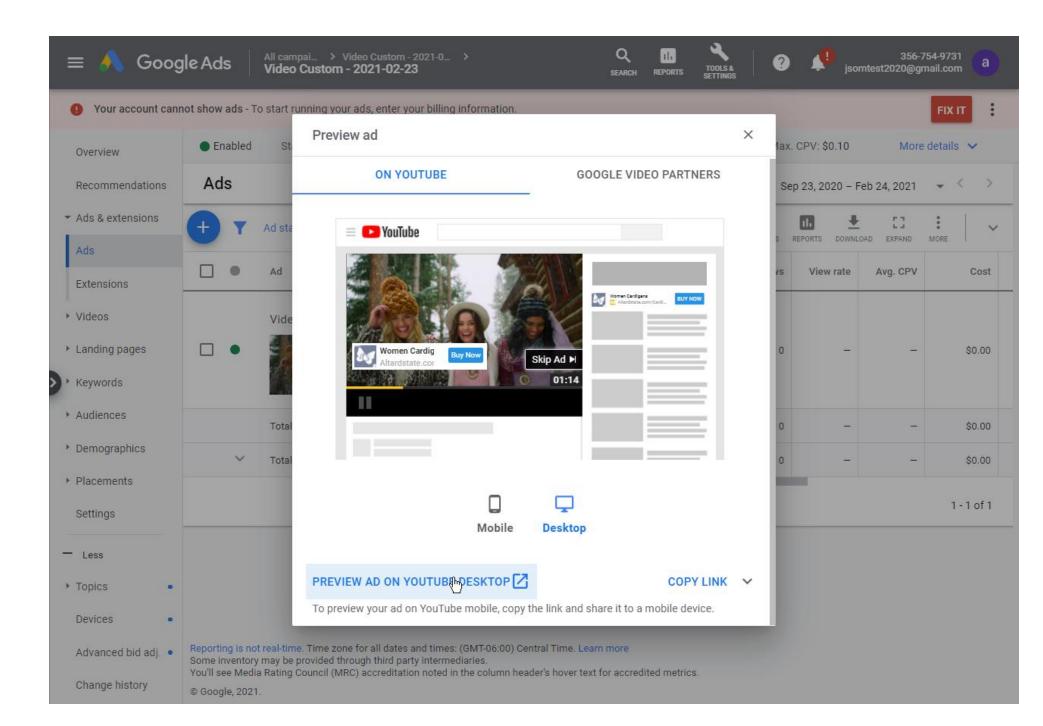
Ad groups- should see 3 adgroups



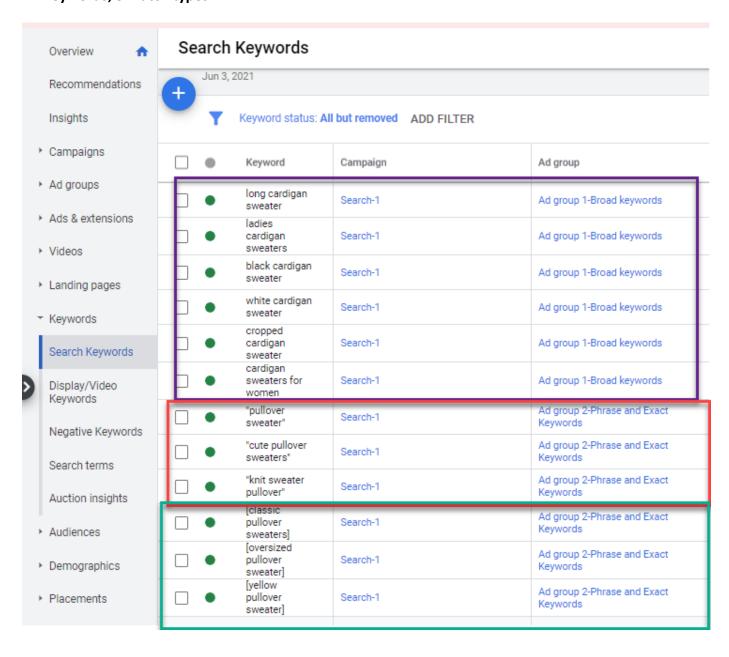
Ads-should see 3 ads

Detail for display and video

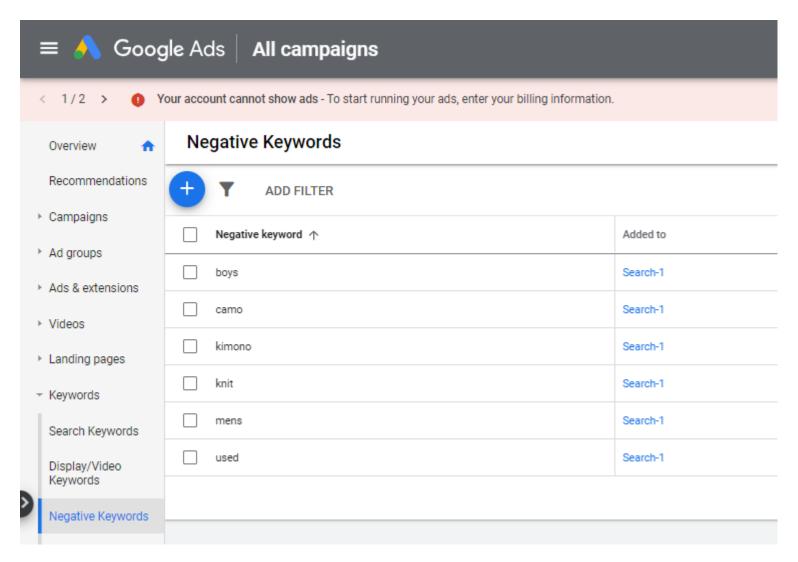




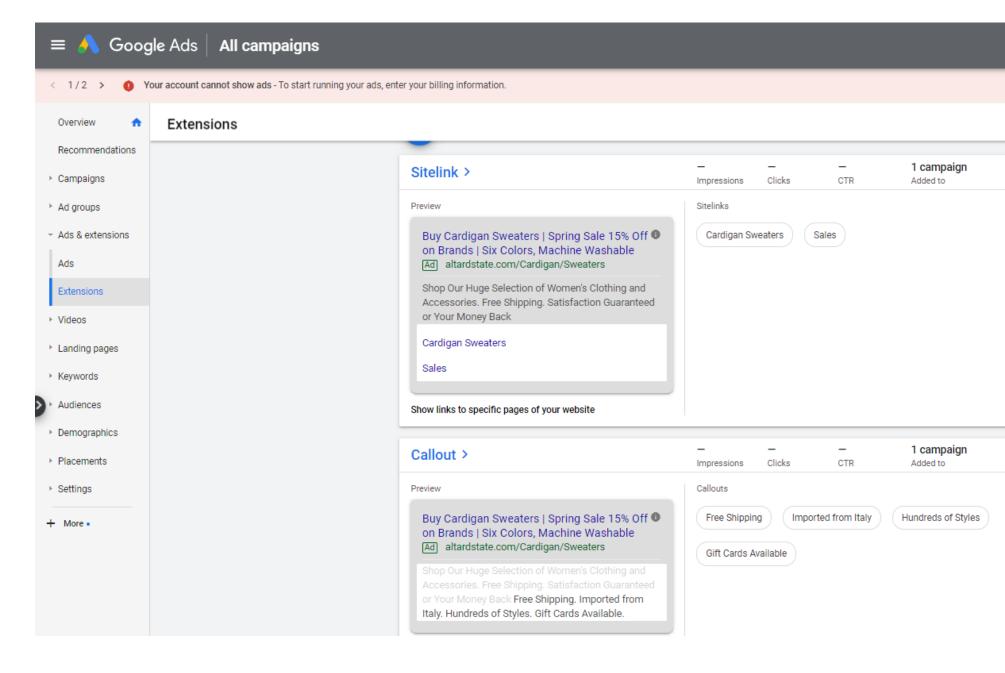
12 Keywords, 3 match types



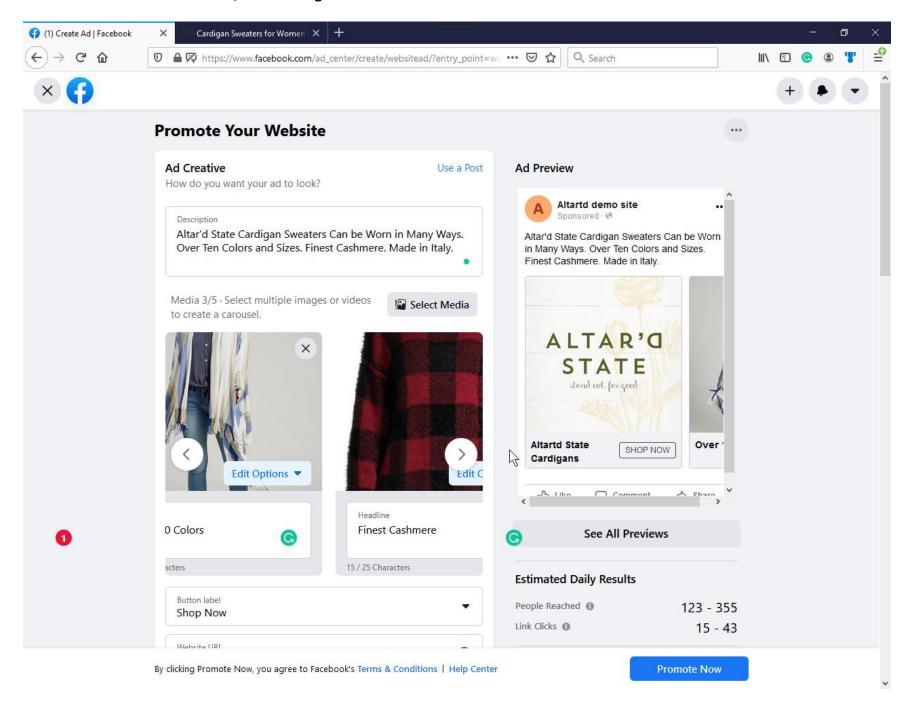
Negative keywords

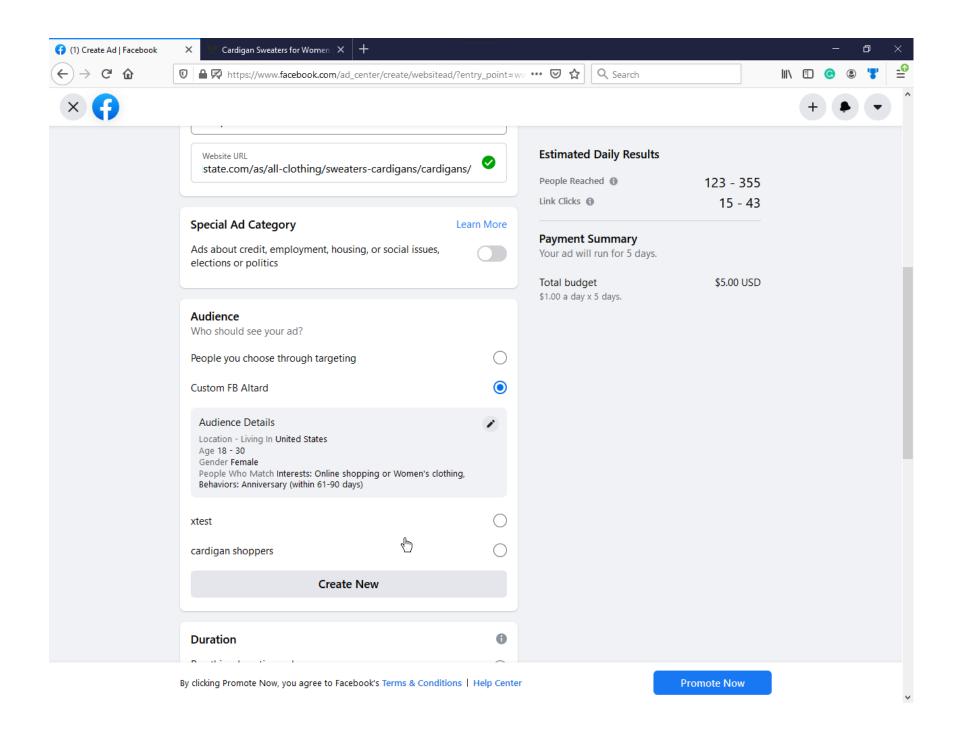


Extensions



Extra Credit Facebook Ad-Video, text or image



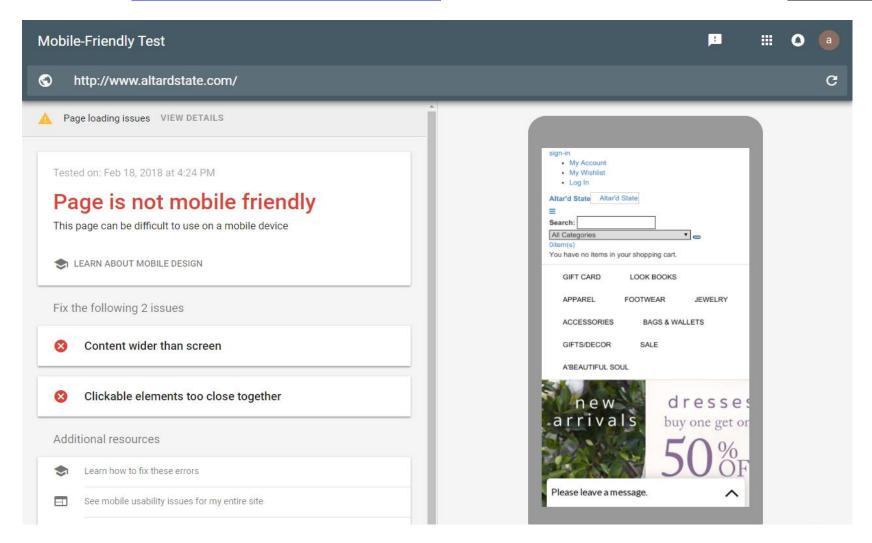


C. SEO Section-(44 points) continue using the same website as you did for PPC

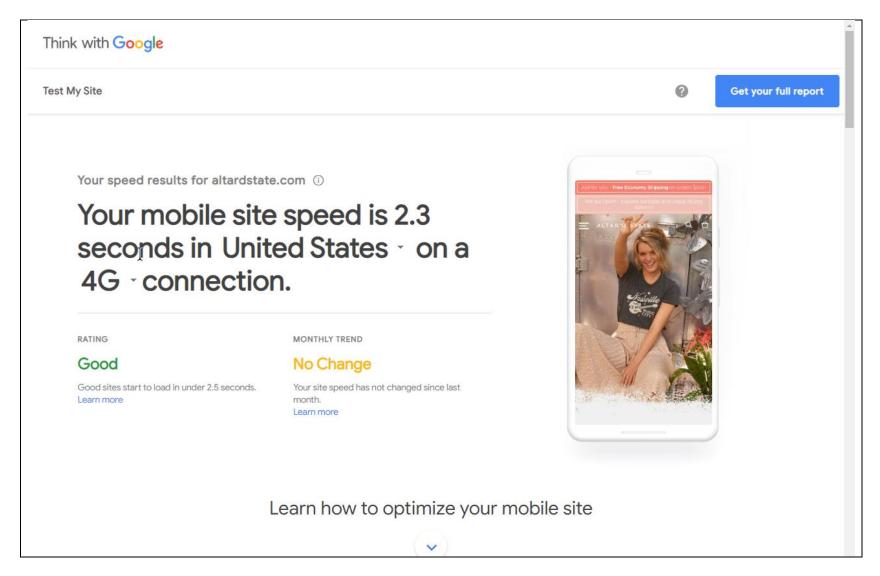
Create a free account at both https://moz.com/community/join and download the extension to the Chrome browser then also create a free account with http://seositecheckup.com/

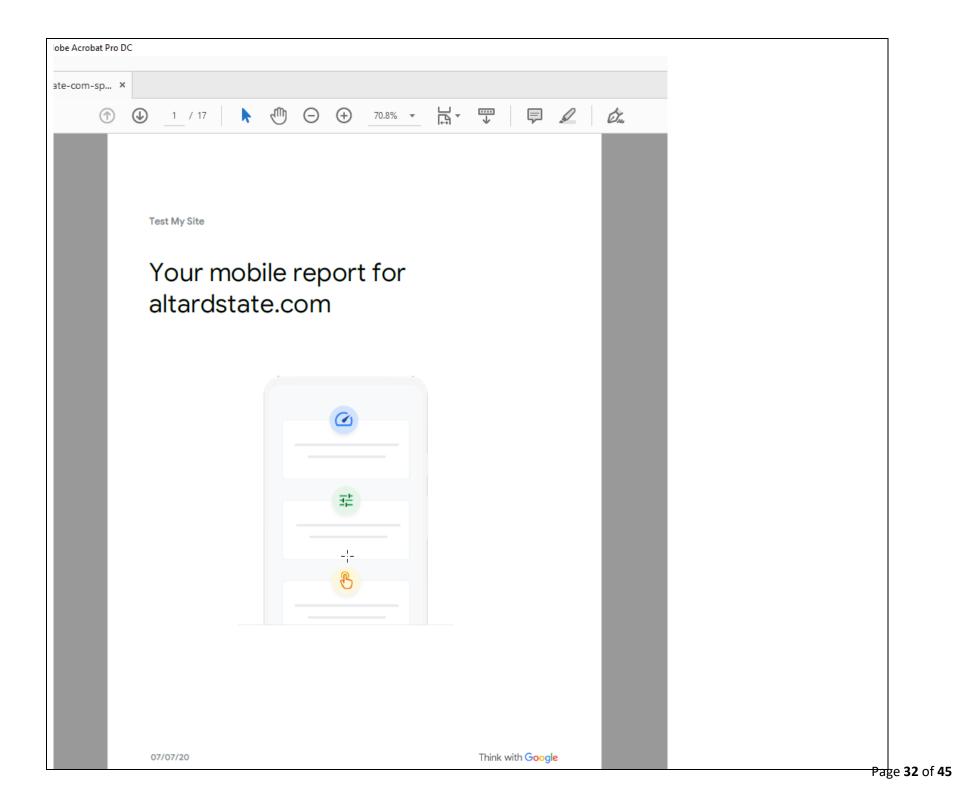
DELIVERABLE SEVEN (4 points): Is the site mobile friendly and what is the speed rating is given by Google (show screenshot)

a) First, go to https://search.google.com/test/mobile-friendly enter URL and take a screenshot of the results page, no need to make comments

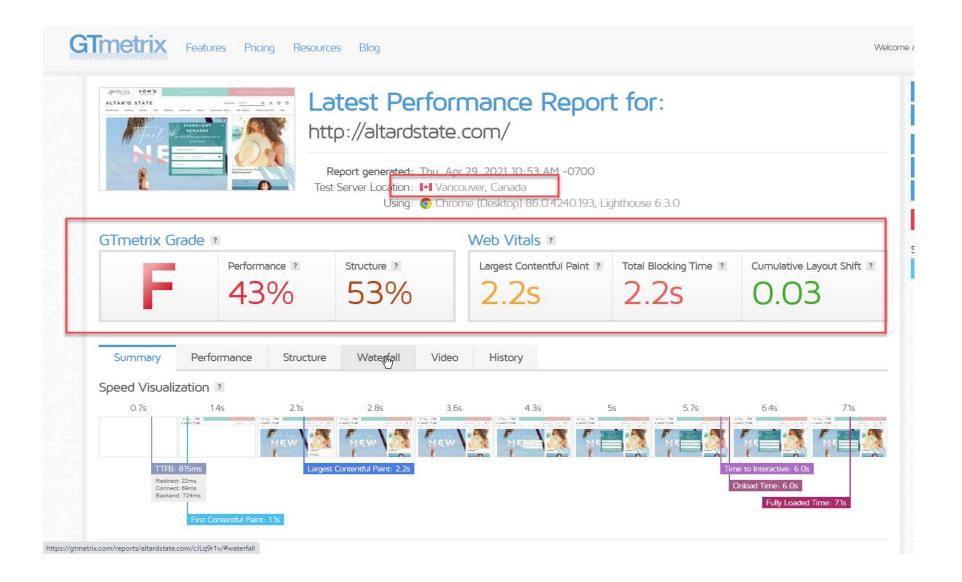


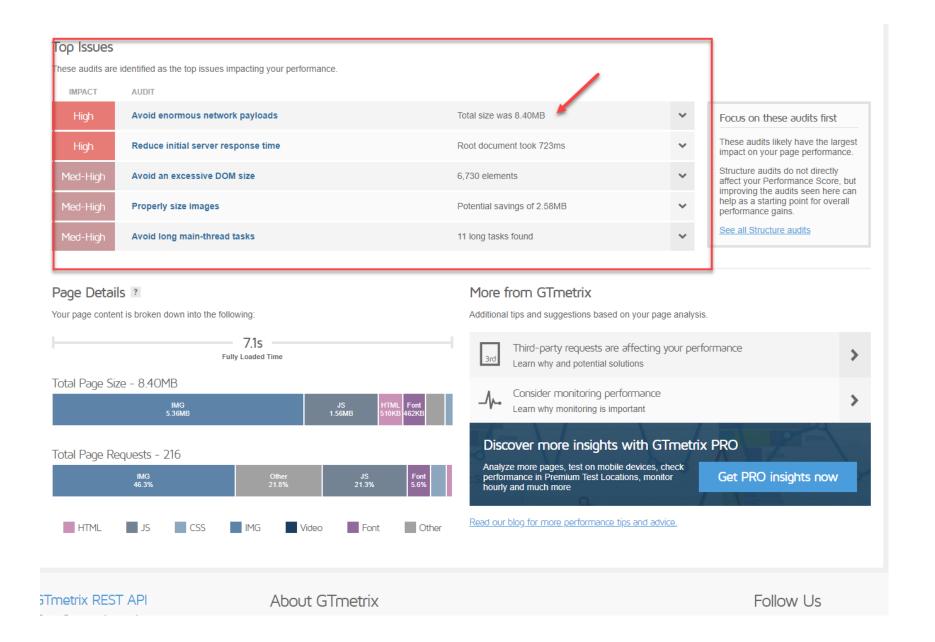
b) SPEED: two tools lets go to https://testmysite.thinkwithgoogle.com/ enter the domain and take 3 screenshots shown below by scrolling down. Benefit of this tool shows you average lost visitors and industry comparison, etc. in the real world you would want to read the free report they email you. No comments needed.





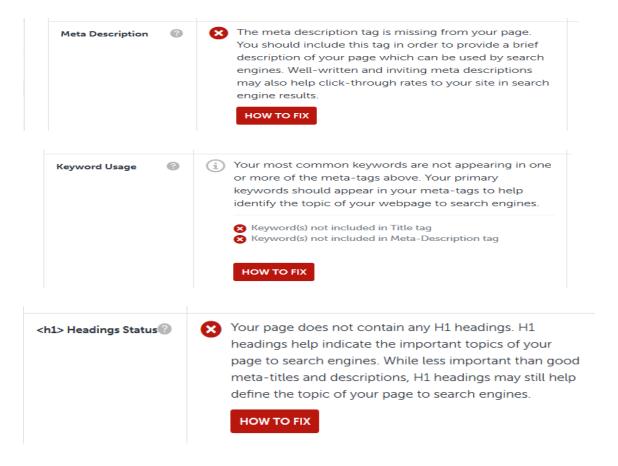
Now go to https://gtmetrix.com (FYI there are other tools such as https://tools.pingdom.com/ you can use for homework) and enter your domain, pick any city and run the test, highlight results highlight problem areas (if they are all great still show this), Identify and highlight which items are slowing down your website the most.

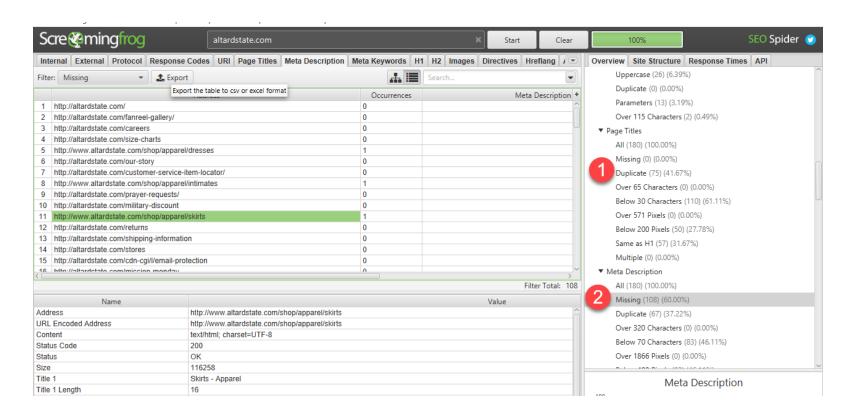


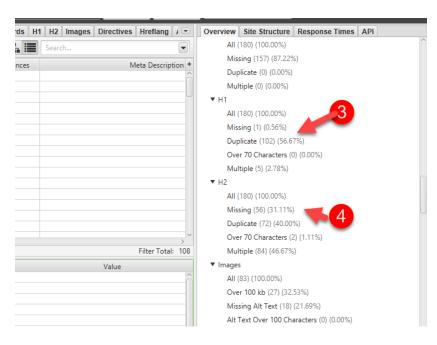


DELIVERABLE EIGHT: Using https://seositecheckup.com/ (or any other free SEO tool such as https://seositecheckup.com/ (or any other free SEO tool such as https://seositecheckup.com/ (or any other free SEO tool such as https://www.seobility.net/, Screaming Frog or https://sitechecker.pro/

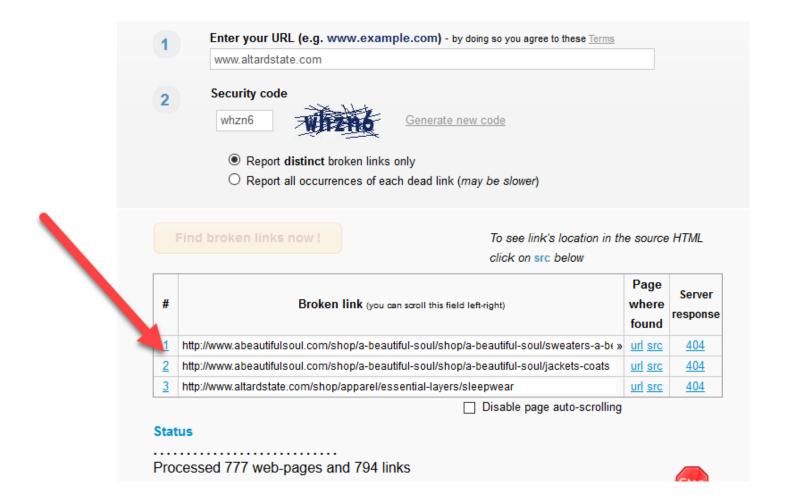
a) Go to their checkup tab and take a screenshot and highlight at least 3 problem areas --make sure it's for your target website. It can be things like the metatag descriptions, page titles, etc. show screenshots. No need for an explanation, in the real world you would want to make specific recommendations by seeing the "How to Fix" Here are some from seositecheckup and Screaming frog, I show examples from different tools, you just pick one and show 3 problems







b) Use if they still have them in free versions a "broken links checker", some may not offer free, in that case, use a website that only checks for broken links, you can always google for broken links checkers: https://www.brokenlinkcheck.com/ take a screenshot showing the results if no broken links still show the screenshot. Here is mine but yours may look different if you used another platform, key thing is to show broken links result



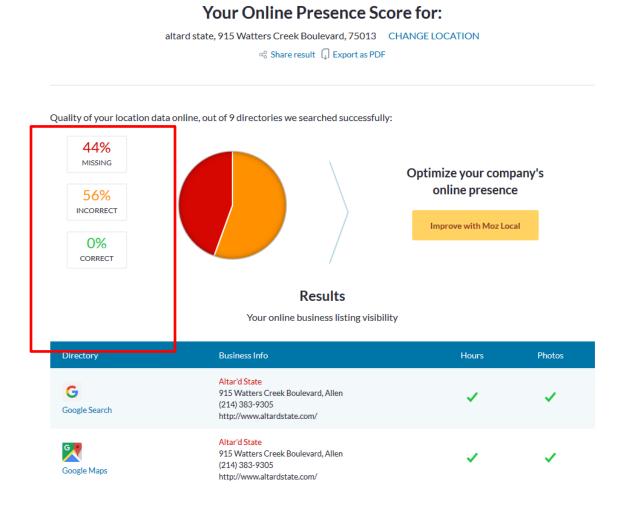
DELIVERABLE NINE. (3 points)

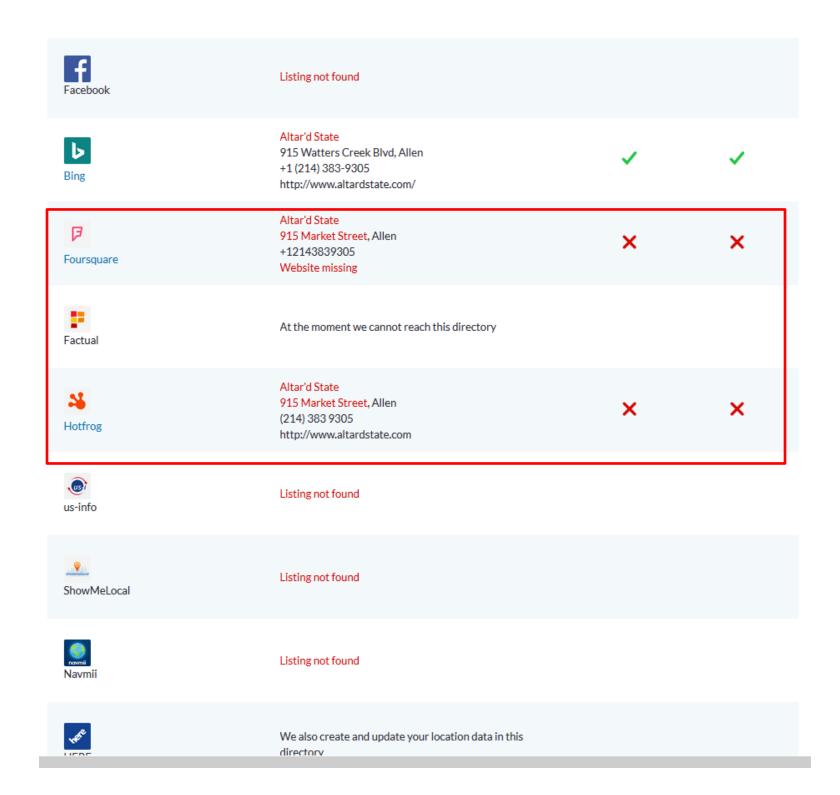
Create a MOZ account, click on create an account vs trying to login

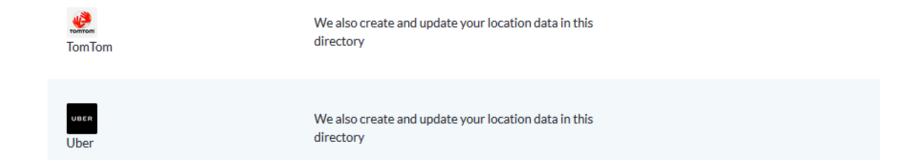
Download the MOZ tool bar-only with Chrome

See this for troubleshooting issues with MOZ toolbar

Localization, using https://moz.com/local/overview, show a screenshot of what listings they have and don't have. If no results make sure you look through all the "addresses" they provide, show screenshot of what addresses were available if no results. Highlight incomplete and inconsistent or duplicate listings as shown below, no need for comments





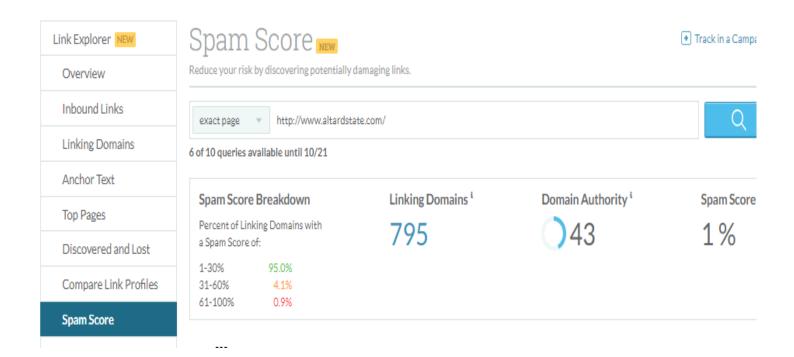


DELIVERABLE 10 -34 points

A) Using the MOZ toolbar for your target website (you must be logged in to MOZ). Take a screenshot of your website's home page and highlight its Domain Authority (DA), Page Authority (PA) and Spam Score, as shown below. Make sure it is easily visible as the tools black background makes it hard to read with a screenshot unless cropped and made larger.



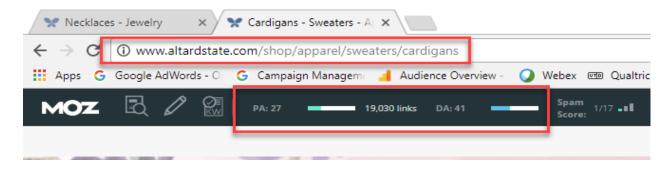
i) Click on the spam score and take a screenshot of issues as shown below, highlight top 4-5 "spammy" issues, in the real world you would request that those websites removed their links to you and if they don't, submit a link disavowal with Google, Bing, etc. No comments needed.



1-50	Inbound Links	+ Add to	Add to Link Tracking List	
	URL	Spam Score i	DA ⁱ	Date Crawled
	www.wittynpretty.com/page/33/ They need to	86%	28	08/30/2018
	have these links removed or	86%	28	08/30/2018
	travel Archives - Witty N Pretty www.wittynpretty.com/tag/travel/ high spam index	86%	28	07/21/2018
	www.wittynpretty.com/author/emorrisons	86%	28	09/03/2018
	www.wittynpretty.com/tag/summer/page/2/ 🗗	86%	28	09/23/2018
	beach Archives - Witty N Pretty www.wittynpretty.com/tag/beach/	86%	28	07/02/2018
	Lifestyle Archives - Page 13 of 44 - Witty N Pretty Page 13 www.wittynpretty.com/tag/lifestyle/page/13/	86%	28	07/17/2018
	www.wittynpretty.com/versatile-beach-coverups/ 🗗	86%	28	09/11/2018
	Altar'd State in Zion - allGLAMMEDup allglammedupstyle.com/altard-state-zion/	82%	25	09/20/2018
	redurl.info/http/www.altardstate.com/ 🗗	/9%	44	07/02/2018
	Altar`d State Sales in Broadway Square, Texas, USA promomall.us/store/Broadway_Square_TX/Altar%60d_State.html nofollow	70%	17	10/01/2017
	Altar`d State Sales in Summit Mall, Ohio, USA promomall.us/store/Summit_Mall_OH/Altar%60d_State.html	70%	17	09/13/2017
	Coupons code www.vedasecoupons.com/altardstate-corporate-address nofoliow	67%	25	08/12/2018
	Coupons code www.vedasecoupons.com/axonify-inc nofoliow	67%	25	08/12/2018
	Coupons code www.vedasecoupons.com/axonify-altardstate 🗗	67%	25	08/12/2018

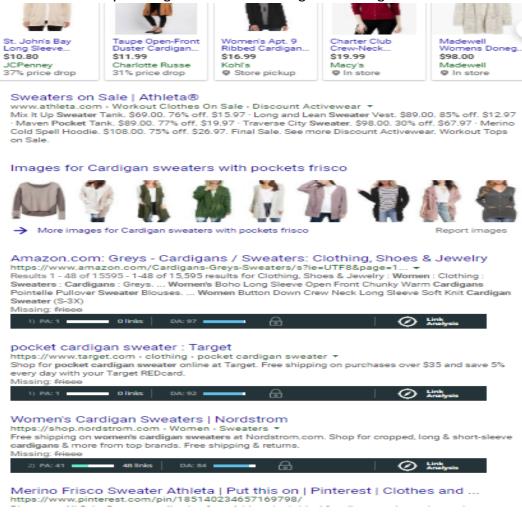


- B. As shown in the video, pick one long-tail keyword (must have at least three words). If your keyword is already in the top 3 results, then pick another one that is not. I suggest you add a location like Frisco, Dallas, etc. relevant to your website and show screenshots of the SERP. Then add a comment about your recommendation based on the PA and DA of other websites (for page authority for your product, pick a category or subcategory page-not search results--and do not add localization). Need to show screenshots for your page for that category/subcategory and then one for SERP. You must add comments of what you would recommend-your business objective is to try to get up into the top 3 results).
- i) Enter what long-tail keyword you used: Cardigan sweaters with pockets Frisco
- ii) Show a cropped screenshot of the category/subcategory or product detail page with its PA and DA.



iii) There are tools/software that will show the SERP organic rankings for a keyword but these are usually not free; unfortunately, the free

tools outside of MOZ, SEM Rush seldom work well. So just enter the long tail search keyword into Google search (e.g., Cardigan sweaters with pockets Frisco) and see if it appears in the first two pages of the search results. Show a screenshot of at least the top 3 results and add comments based on your target websites SERP organic ranking with a recommendation, as shown below.



1. We are not in the top 20 positions For "Cardigan sweaters with pockets Frisco". It will be hard to get into top 3 SEO rankings given that the Domain Authority of the top 3 are all over 80 and my website's DA is only a 41

Recommendation for this keyword: I suggest we focus on doing PPC shopping ads in Google Ads and find other keywords to focus on for SEO purposes

WHAT TO PRINT AND TURN IN

The last video shows you what to turn in. Upload to elearning but make sure you save it as a pdf and upload as ONE document to elearning, do not upload 10 different documents. Use one of the free pdf compression tools to reduce the file size, <a href="https://www.google.com/search?q=pdf+shrinker&ie=utf-8&oe=utf-8&e=utf-8&oe=utf-8&e=

If you do not follow these requirements in 8.5 x 11 size, (landscape, portrait, or combination is fine) and as one document- you will have to re-upload and have a 10-point deduction for not following instructions plus any late penalties.