



Professional Diploma in Digital Marketing

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You understand there is a valuable metric which measures the effectiveness of campaigns you run in relation to sales of different products. What is this called? Choose one of the following: A. Conversion rate

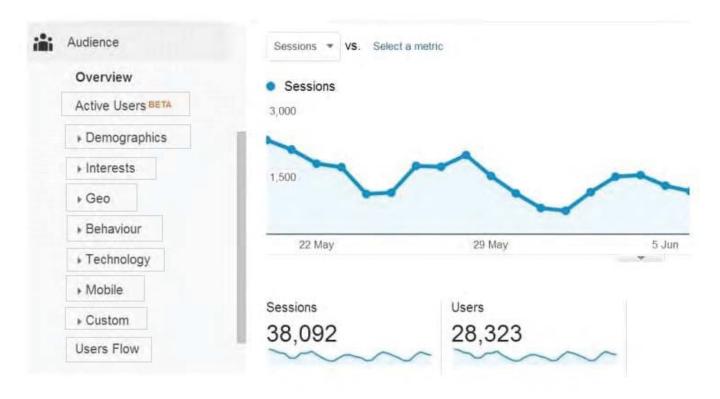
- B. Acquisition rate
- C. Conversion ratio
- D. Acquisition ratio

Correct Answer: A

## **QUESTION 2**

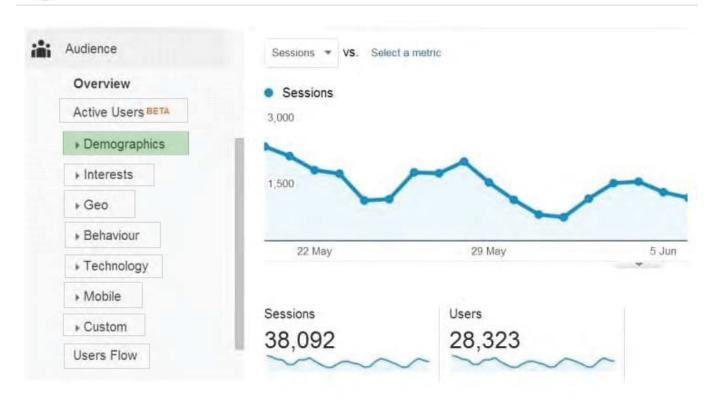
HOTSPOT Your Manager has asked you to prepare a localization plan for the business. To begin, you wish to understand which are the most common languages for visitors to your website. Where would you first click in the Google Analytics screen shown in order to find this information?

Hot Area:



Correct Answer:





#### HOTSPOT

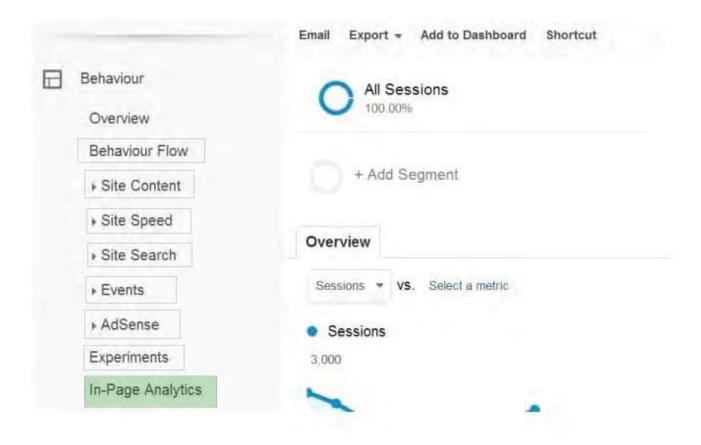
Where would you first click in the Google Analytics screen shown in order to identify how frequently each page on the website has been viewed?

Hot Area:



Email Export + Add to Dashboard Shortcut Behaviour All Sessions 100.00% Overview Behaviour Flow + Add Segment Site Content Site Speed Overview Site Search Select a metric Sessions \* VS. + Events ▶ AdSense Sessions Experiments 3,000 In-Page Analytics

Correct Answer:





HOTSPOT

Below is shown a range of web analytics products. Click in the screen to indicate which one is always free?

Hot Area:



Correct Answer:





DRAG DROP

Match the Key Performance Indicator (KPI) for the latest email marketing campaign on the left with the insight it provides on the right as below:

Select and Place:

<u>KPI</u>	Insight
Conversion	Insights on response rates relative to the objectives set
Traffic	Insights on effectiveness of new visit generation
Click-through Rate	Insight about the quality of audience segmentation
Open Rate	Insight about the quality of the email subscriber list



# Correct Answer:

KPI		Insight
	Click-through Rate	Insights on response rates relative to the objectives set
	Traffic	Insights on effectiveness of new visit generation
	Open Rate	Insight about the quality of audience segmentation
	Conversion	Insight about the quality of the email subscriber list

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