

Certified Advertising Manager VS-1090



www.vskills.com Page 1

Certified Advertising Manager

Certification Code VS-1090

Vskills Certification in Advertising Management provides an overview of tools of advertising, process of decision making, techniques of sales promotion, integrated marketing strategies, public relation skills etc. The certification focuses on assessing the candidates skills for reviewing advertising opportunities, procedure of setting advertising objectives, handling advertising budget, evaluating creative strategies, developing media plans and conducing advertising research.

Why should one take this certification?

This Course is intended for professionals and graduates wanting to excel in their chosen field. It is also well suited for those who are already working and would like to take certification for further career progression.

Earning Vskills Advertising Manager Certification can help candidate differentiate in today's competitive job market, broaden their employment opportunities by displaying their advanced skills, and result in higher earning potential.

Who will benefit from taking this certification?

Job seekers looking to find employment in advertising and marketing departments of various companies, students generally wanting to improve their skill set and make their CV stronger and existing employees looking for a better role can prove their employers the value of their skills through this certification

Test Details

Duration: 60 minutesNo. of questions: 50

• Maximum marks: 50, Passing marks: 25 (50%)

There is no negative marking in this module.

Fee Structure

Rs. 3,499/- (Excludes taxes)*

Companies that hire Vskills Certified Advertising Manager

Vskills Certified Advertising Manager might find employment in advertising firms, media outlets, marketing and PR department of various companies.

^{*}Fees may change without prior notice, please refer http://www.vskills.in for updated fees

Table of Contents

1. Advertising Environment

- 1.1 Evolution of Advertising Industry
- 1.2 Theory and Principles of Advertising
- 1.3 Purpose and functions of Advertising
- 1.4 Modes of Advertisement
- 1.5 Advertising Process flow
- 1.6 Planning Advertising Framework

2. Advertising Management

- 2.1 Advertising Process Control
- 2.2 Role of advertising department
- 2.3 Advertising Agency
- 2.4 Advertisement Objective
- 2.5 Advertisement budget

3. Advertising Planning and Decision making

- 3.1 Marketing Plans and Strategies
- 3.2 Communication and Persuasion
- 3.3 Advertising Communication System
- 3.4 Advertising Plans
- 3.5 Role of social, legal and global factors in Advertising Management
- 3.6 Decision making Process

4. Integrated Marketing Communication

- 4.1 Communication Mix
- 4.2 Role of advertising within marketing
- 4.3 Direct Marketing
- 4.4 Sales Promotion
- 4.5 Public Relations
- 4.6 Action-oriented communication

5. Brand Building

- 5.1 Segmentation and Positioning
- 5.2 Attention and Comprehension
- 5.3 Understanding benefits-based attitudes
- 5.4 Brand equity, image and personality
- 5.5 Word-of-mouth advertising

6. Advertising tactics

- 6.1 Creative approach and Styles
- 6.2 Distraction effect
- 6.3 Copywriting

7. Production and Implementation

- 7.1 Advertising Production Process
- 7.2 Creation and Production
- 7.3 Client-agency relationship

8. Media Strategy and Tactics

- 8.1 Advertising Media
- 8.2 Market Experimentation and budget allocation
- 8.3 Media Decisions
- 8.4 Timing and scheduling
- 8.5 Media Planning and Scheduling
- 8.6 Media Buying and Organization

9. Advertising - Laws and Ethics

- 9.1 Advertising Standards Council of India
- 9.2 Social Responsibility and Self Regulation Code
- 9.3 Competitors Lawsuits
- 9.4 Advertising agencies and regulation
- 9.5 Advertising laws, code and constitution
- 9.6 Indian Contract Act, 1872
- 9.7 Copyright Act, 1957
- 9.8 Patent & Trademarkets Act
- 9.9 Defamation & Emblem and Names Act, 1980

10. Global Marketing and Advertising

- 10.1 Market globalization
- 10.2 Global production and marketing
- 10.3 Cultural differences
- 10.4 Consumer behavior and Segmentation
- 10.5 Advertising Research
- 10.6 Global Branding and Positioning
- 10.7 Global Advertising and Organization
- 10.8 Message Strategy and Tactics
- 10.9 Media tactics

Sample Questions

1. Which of the following defines brand extension?

- A. A benchmark that measures the performance of a brand
- B. A plan for systematic development of a brand to enable it to meet its stated objectives
- C. Leveraging the values of the brand to take it into new markets and sectors
- D. How an organization structures and names the brands in its portfolio

2. Advertising is not supposed to accomplish which of the following:

- A. persuade the consumer to buy, try or consider a product
- B. provide sufficient information for the consumer to decide to buy or not to buy
- C. encourage the consumer to buy regardless of need
- D. make a conscious effort to ethically enhance the image of the product of company

3. Which of these is not a sales promotion technique?

- A. Coupons
- B. Price off deals
- C. Phone and gift cards
- D. Cash incentives

4. Which of these is not considered a primary media form?

- A. Electronic
- B. Out of home
- C. Print
- D. Direct Marketing

5. Which of these is not a criterion for building long term brand loyalty?

- A. Introduction
- B. Positioning
- C. Elaboration
- D. Fortification

Answers: 1(C), 2(C), 3(D), 4(D), 5(B)

Certifications

Accounting, Banking and Finance - Certified AML-KYC Compliance Officer

- Certified Business Accountant
 Certified Commercial Banker
 Certified Foreign Exchange Professional
- Certified GAAP Accounting Standards Professional
 Certified Financial Risk Management Professional
- Certified Merger and Acquisition Analyst
- Certified Tally 9.0 Professional
 Certified Treasury Market Professional
 Certified Wealth Manager

Big Data

- Certified Hadoop and Mapreduce Professional

▶ Cloud Computing

- Certified Cloud Computing Professional

DesignCertified Interior Designer

Digital Media

- Certified Social Media Marketing Professional
- Certified Inbound Marketing Professional
 Certified Digital Marketing Master

- Certified Export Import (Foreign Trade) Professional

> Health, Nutrition and Well Being

➤ Hospitality

— Certified Restaurant Team Member (Hospitality)

➤ Human Resources

- Certified HR Compensation Manager Certified HR Stafffing Manager
- Certified Human Resources Manager
- Certified Performance Appraisal Manager

Office Skills

- Certified Data Entry Operator
- Certified Office Administrator

Project Management
 Certified Project Management Professional

Real Estate

- Certified Real Estate Consultant

MarketingCertified Marketing Manager

Quality

- Certified Six Sigma Green Belt Professional
- Certified Six Sigma Black Belt Professional
 Certified TQM Professional

Logistics & Supply Chain Management

- Certified International Logistics Professional Certified Logistics & SCM Professional
- Certified Purchase Manager
- Certified Supply Chain Management Professional

- ➤ Legal

 Certified IPR & Legal Manager
- Certified Labour Law Analyst
 Certified Business Law Analyst
 Certified Corporate Law Analyst

➤ Information Technology

- Certified ASP.NET Programmer
 Certified Basic Network Support Professional
- Certified Business Intelligence Professional
- Certified Core Java Developer
 Certified E-commerce Professional
 Certified IT Support Professional
- Certified PHP Professional
 Certified Selenium Professional
 Certified SEO Professional
- Certified Software Quality Assurance Professional

➤ Mobile Application Development — Certified Android Apps Developer

- Certified iPhone Apps Developer

Security

- Certified Ethical Hacking and Security Professional
 Certified Network Security Professional

Management

- Certified Corporate Goverance Professional
 Certified Corporate Social Responsibility Professional

- Certified Business Communication Specialist
- Certified Public Relations Officer

Media

- Certified Advertising Manager
- Certified Advertising Sales Professional

> Sales, BPO

- Certified Sales Manager
- Certified Telesales Executive

& many more job related certifications

Contact us at:

Vskills

011-473 44 723 or info@vskills.in

www.vskills.com