# How to Create a Google Ads Campaign for your brand

# A PROJECT REPORT

# **Submitted by**

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# **Project Report**

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Source Code GitHub & Project Video Demo Link

#### 1. INTRODUCTION

#### 1.1 PROJECT OVERVIEW

In the digital age, establishing a strong online presence is paramount for brand success. Creating a Google Ads campaign offers a powerful means to achieve this goal. Creating a Google Ads campaign involves defining clear objectives, conducting keyword research, crafting compelling ad copy, optimizing landing pages, setting budgets and bids, organizing ads into ad groups, utilizing ad extensions, targeting specific audiences, scheduling ad display times, implementing conversion tracking, and continuously monitoring and optimizing campaign performance through A/B testing and regular review to achieve the desired results efficiently.

#### **1.2 PURPOSE**

Creating a Google Ads campaign offers a powerful means to achieve this goal. By carefully defining campaign objectives, identifying your target audience, and conducting thorough keyword research, you can ensure your ads reach the right people at the right time. Craft compelling ad copy and visuals that resonate with your brand message, and choose from various ad formats to suit your campaign's objectives. Regular monitoring and optimization of your campaign are essential to maximize ROI. A well-executed Google Ads campaign can significantly enhance brand visibility, attract quality traffic, and drive conversions, helping your brand thrive in the competitive online landscape.

#### 2. <u>IDEATION AND PROPOSED SOLUTION</u>

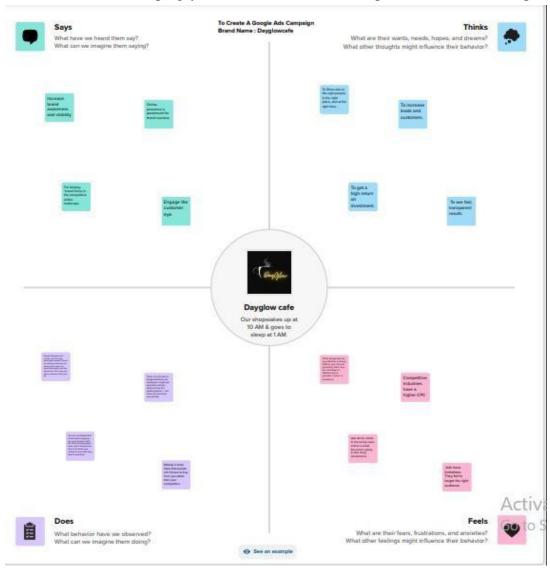
#### 2.1 PROBLEM STATEMENT DEFINITION

Many businesses struggle to effectively create Google Ads campaigns that drive meaningful results. They face challenges in defining clear objectives, conducting accurate keyword research, crafting engaging ad copy, optimizing landing pages, setting appropriate budgets and bids, organizing ads into efficient ad groups, utilizing ad extensions, targeting specific audiences, and continually monitoring and optimizing campaign performance. This project aims to address these issues and provide a solution to create Google Ads campaigns that align with business.

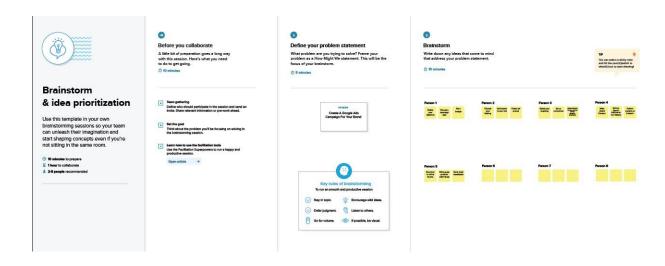


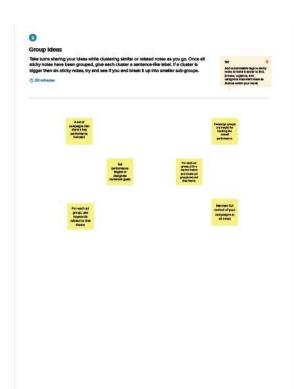
#### **2.2 EMPATHY MAP**

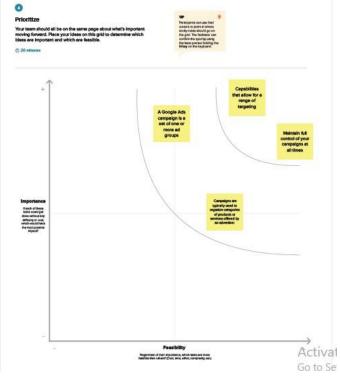
Creating a Google Ads campaign offers a powerful means to achieve this goal. By carefully defining campaign objectives, ide ntifying your target audience, and conducting thorough keyword research, you can ensure your ads reach the right people at the right time. Craft compelling ad copy and visuals that resonate with your brand message, and choose from various ad formats to suit your campaign's objectives. Regular monitoring and optimization of your campaign are essential to maximize ROI. A well-executed Google Ads campaign can significantly enhance brand visibility, attract quality traffic, and drive conversions, helping your brand thrive in the competitive online landscape."



### **2.3 IDEATION & BRAINSTORMING**







# 2.4 PROPOSED SOLUTION

S.No.	Parameter	Description
1.	Problem Statement (Problem to be solved)	In the digital age, establishing a strong online presence is paramount for brand success.  Creating a Google Ads campaign offers a powerful means to achieve this goal.
2.	Idea / Solution description	By carefully defining campaign objectives, identifying your target audience, and conducting thorough keyword research, you can ensure your ads reach the right people at the right time.
3.	Novelty / Uniqueness	Craft compelling ad copy and visuals that resonate with your brand message, and choose from various ad formats to suit your campaign's objectives.
4.	Social Impact / Customer Satisfaction	Target Audience Relevance: Ensure that your ad campaign is designed to provide value to your target audience. Irrelevant or intrusive ads can negatively affect the user experience and brand perception.  Ad Content: Create ad content that is respectful, inclusive, and culturally sensitive. Avoid using offensive or controversial content that may harm your brand's image.
5.	Business Model (Revenue Model)	Revenue Generation: Google Ads campaign contributes to your overall business revenue model. Consider whether your goal is to sell products directly, generate leads, increase website traffic, or achieve some other revenue-related objective.
6.	Scalability of the Solution	Google Ads automation features and third-party tools to manage and optimize large-scale campaigns efficiently.  Testing and Optimization is easy.

# 3. REQUIREMENT ANALYSIS

## 3.1 FUNCTIONAL REQUIREMENTS:

Following are the functional requirements of the proposed solution.

FR No.	Functional Requirement (Epic)	Sub Requirement (Story / Sub-Task)				
FR-1	Creating a Google Ads	Establishing a strong online presence is paramount for brand success.				
FR-2	Creating Compaign	Creating a Google Ads campaign offers a powerful means to achieve this goal				
FR-3	Campaign Type	By carefully defining campaign objectives, identifying your target audience, and conducting thorough keyword research,				
FR-4	Website And Campaign Name	Craft compelling ad copy and visuals that resonate with your brand message, and choose from various ad formats to suit your campaign's objectives.				
FR-3	Regular monitoring	Regular monitoring and optimization of your campaign are essential to maximize ROI				

# 3.2 NON-FUNCTIONAL REQUIREMENTS:

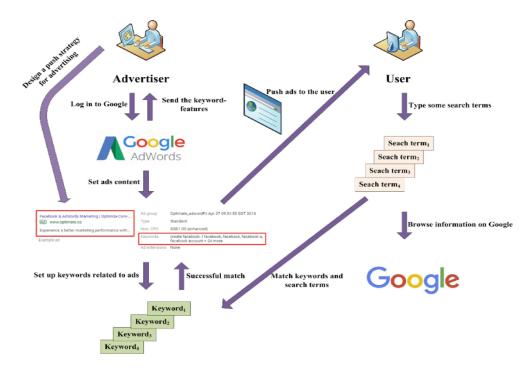
Following are the non-functional requirements of the proposed solution.

FR No.	Non-Functional Requirement	Description				
NFR-1	1 Usability Online advertising lets you target your a					
		type of customers you want, and filter out those				
		you don't. When you advertise online with				
		Google Ads, you can use different targeting				
		methods to reach potential customers right when				

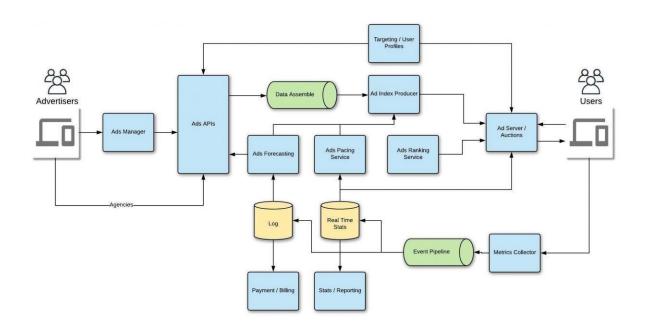
		they're searching for your products or services				
NFR-2	Security	User and advertiser data is securely stored and transmitted, adhering to privacy regulations.  Implement robust authentication and authorization mechanisms to prevent unauthorized access to sensitive information or settings.				
NFR-3	Reliability	Google Ads have a high level of availability and reliability to minimize downtime and ensure that advertisers can access their campaigns and data consistently.  Implement disaster recovery plans to mitigate the impact of system failures, data loss, or other unexpected incidents.				
NFR-4	Performance	Google Ads are responsive and load quickly to provide a smooth user experience. S low-loading ads can frustrate users and lead to high bounce rates.  The ads are rendered correctly on various devices and browsers to maintain consistency in performance and appearance.  The platform efficiently handles a large number of ad campaigns, ad groups, and keywords without performance degradation.				
NFR-5	Availability	Google Ads platform is accessible to users with disabilities, complying with accessibility standards.				

## 4.PROJECT DESIGN

## **4.1 DATA FLOW DIAGRAM**



# **4.2 SOLUTION &TECHNICAL ARICHTECTURE:**

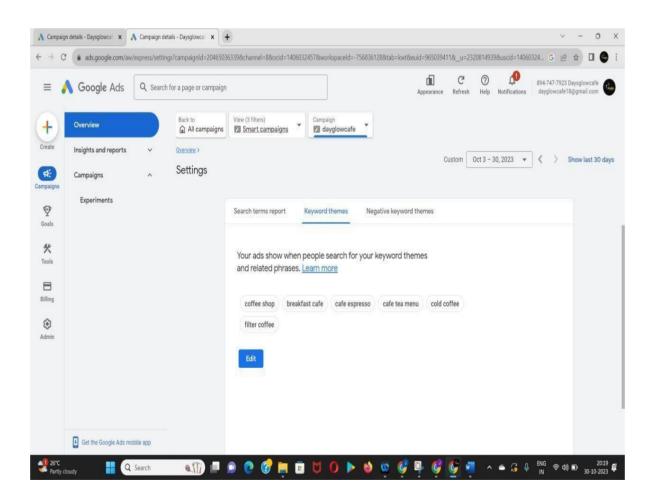


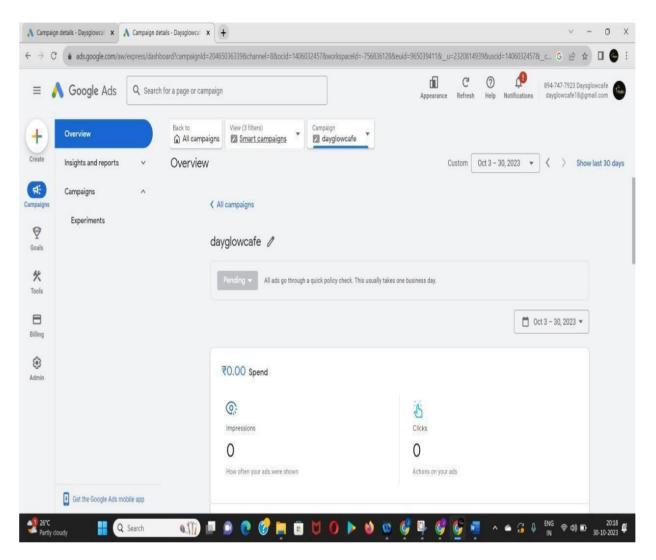
# **4.3 User Stories**

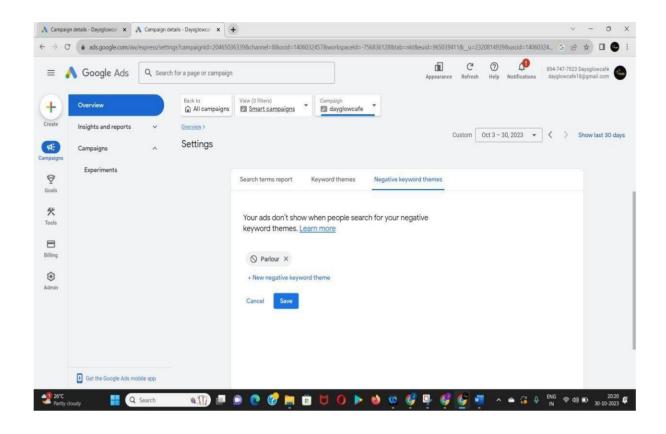
User Type	Functional Requirement (Epic)	User Story Number	User Story / Task	Acceptance criteria	Priority	Team Member
Customer (Business Entrepreneur)	Creating a Google Ads	USN-1	Business entrepreneur,I can create online ads to reach people exactly when they're interested in the products and services that offer. Google Ads is a product that I can use to promote my business, help sell products or services, raise awareness in website.	Establishing a strong online presence is paramount for brand success.	High	Gokulpriya. G
	Creating Compaign	USN-2	An ad campaign is designed around a specific and unique theme to create brand awareness about the company's product or service and advertising campaigns to reach potential customers. A campaign allows to promote my products.	Creating a Google Ads campaign offers a powerful means to achieve this goal	High	Akila M
	Campaign Type	USN-3	Campaign Type determines ads will be watched by audiences. It includes: Search Network with Display Select. It make up all the places where ads can appear, including Google sites, websites that show relevant Google ads, and other placements (such as mobile apps). It allows services on Google's vast network of search results, websites, videos, mobile apps, maps, shopping listings, and more.	By carefully defining campaign objectives, identifying your target audience, and conducting thorough keyword research,	High	Kirupa. M
	Website And Campaign Name	USN-4	Google Ads enters a default campaign name or choose a name that clearly describes the theme of the campaign to find account in easier way. campaign name isn't visible to your customers.	Craft compelling ad copy and visuals that resonate with your brand message, and choose from various ad formats to suit your campaigns objectives.	High	Jeya rudhra B

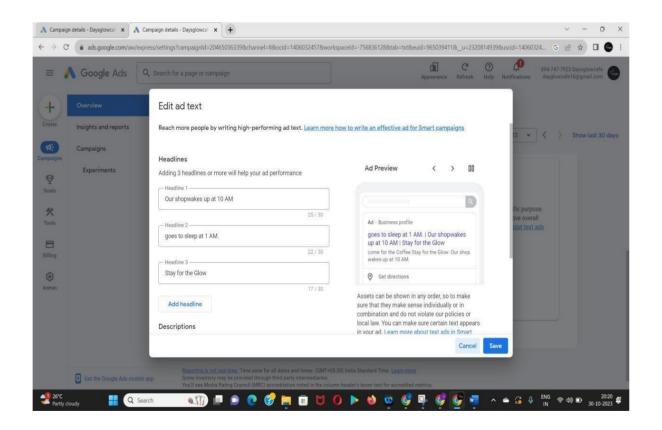
Regular	USN-5	It is essential for	Regular	Medium	Maha vidhya
monitoring	USN-5	achieving business goals. User and advertiser data is securely stored and transmitted, adhering to privacy regulations. Implement robust authentication and authorization mechanisms to prevent unauthorized	monitoring and optimization of your campaign are essential to maximize ROI.	Medium	Maha vidhya V
		access to sensitive information or settings.			

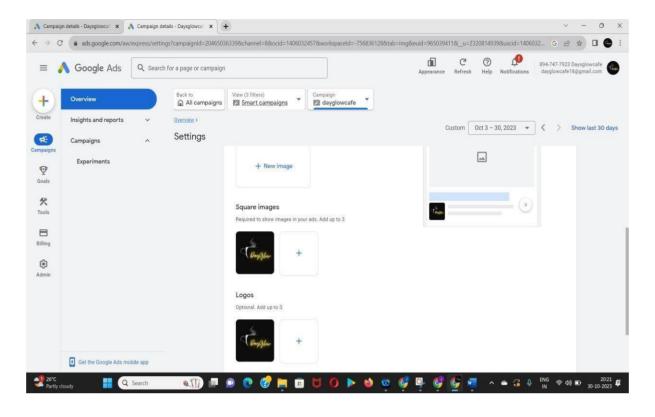
### **5 RESULTS**

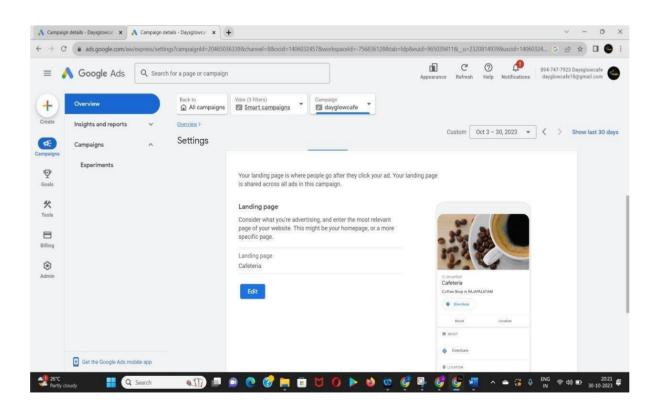


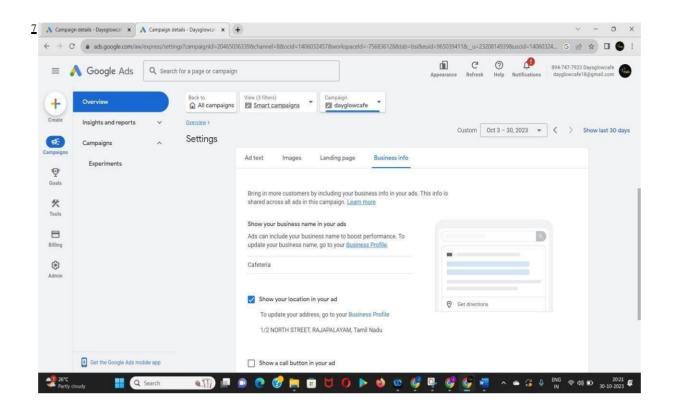


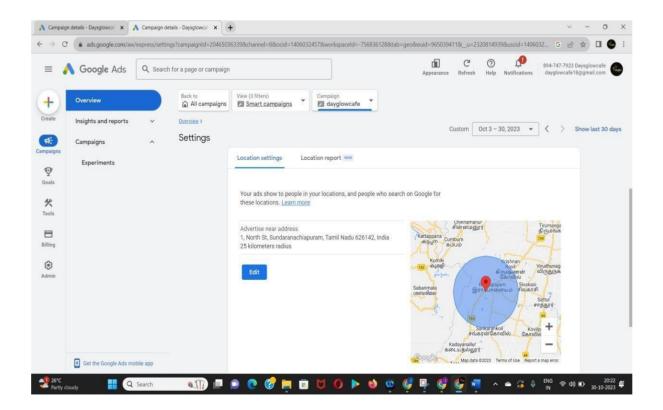


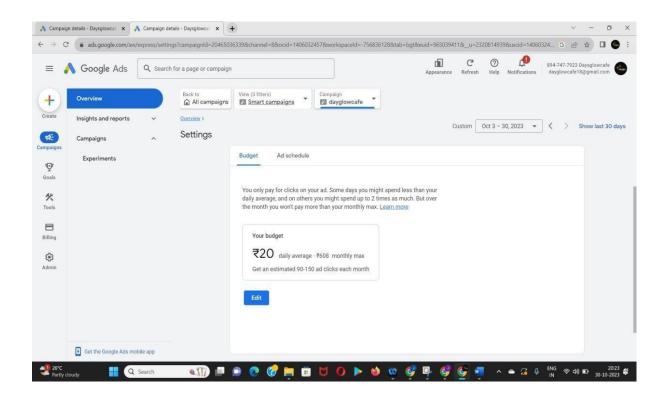


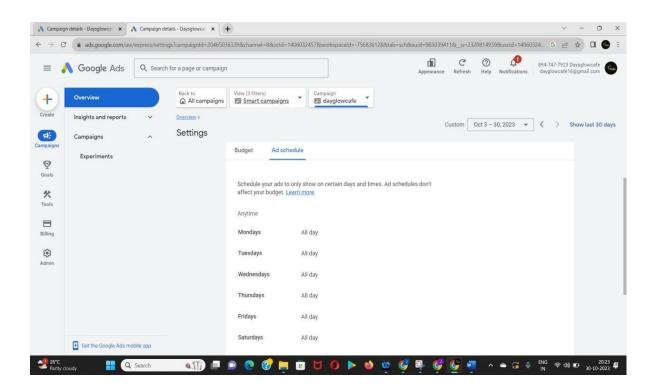












### 6. Advantages:

**Targeted Advertising**: Google Ads allows you to target specific keywords, demographics, locations, and devices. This precision targeting can help you reach a relevant audience for your brand.

**Immediate Results:** Unlike organic SEO, which can take time to yield results, Google Ads can generate traffic and leads quickly. As soon as your campaign is live, you can start getting clicks and conversions.

**Measurable ROI:** Google Ads provides detailed analytics, allowing you to track the performance of your campaigns in real-time. You can measure the return on investment (ROI) and make data-driven decisions to optimize your ads.

**Flexible Budget:** You have control over your budget, and you can set daily or monthly limits. This flexibility allows you to allocate your advertising budget according to your financ ial capabilities.

**Ad Extensions**: Google Ads offers ad extensions that provide additional information and call-to-action buttons, making your ads more appealing and informative.

**Competitive Advantage:** If your competitors are using Google Ads effectively, not using it may put you at a disadvantage. It's an opportunity to compete in the online marketplace.

#### **Disadvantages:**

**Cost:** While Google Ads can be highly effective, it can also be expensive. The cost per click (CPC) for competitive keywords can quickly add up, especially for small businesses with limited budgets.

**Complexity**: Setting up and managing a Google Ads campaign can be complex, especially for beginners. It requires research, keyword selection, ad copy creation, and ongoing optimization.

**Click Fraud**: Click fraud can be an issue, where competitors or malicious users click on your ads to deplete your budget without any genuine interest in your products or services.

**Competition**: Depending on your industry, the competition for certain keywords can be fierce, driving up CPC and making it challenging to achieve a high ad position.

Ad Blockers: Some users employ ad blockers that can prevent your ads from being displayed to

them, reducing your potential reach.

**Ad Fatigue**: Over time, users may become accustomed to seeing your ads, leading to ad fatigue. This can result in lower click-through rates (CTR) and decreased campaign effectiveness.

## 7. Conclusion

Google Ads can be a powerful tool for brand promotion and lead generation, but it's essential to weigh the advantages and disadvantages carefully. Success in Google Ads often requires a well-thought-out strategy, ongoing management, and a budget that aligns with your business goals. It may not be suitable for every brand, so it's important to consider your specific circumstances and objectives before committing to a Google Ads campaign.

# 8. Future scope

The future scope of creating Google Ads campaigns for your brand remains promising, with several trends and developments that can impact its effectiveness and relevance. Here are some considerations for the future of Google Ads:

**AI and Automation:** Google is continually integrating artificial intelligence (AI) and machine learning into its advertising platform. This trend is likely to continue, making campaign management more efficient and effective. AI can help optimize bidding strategies, ad targeting, and ad copy to improve overall campaign performance.

**Audience Targeting:** As user data privacy regulations evolve, the way ads target users is changing. In the future, there will likely be a greater emphasis on first-party data and contextual targeting as alternatives to third-party cookies and other tracking methods. Brands will need to adapt to these changes.

**Video Advertising:** Video advertising, particularly on YouTube (a Google-owned platform), is becoming increasingly popular. Google Ads offers various video ad formats, and this trend is likely to continue as video content consumption grows.

**Local Advertising:** Local businesses can benefit from Google Ads by targeting local customers. As consumers continue to prioritize local shopping and services, the use of location-based ads will likely increase.

**Responsive Search Ads:** Google's responsive search ads allow advertisers to provide multiple ad headlines and descriptions, which are then dynamically mixed and matched by Google to optimize ad performance. This feature is expected to become more common and sophisticated in the future.

**Cross-Device and Cross-Platform Integration**: Users interact with brands on multiple devices and platforms. The future of Google Ads may involve improved cross-device and cross-platform tracking and attribution to provide a more holistic view of customer behavior.

**Sustainability and ESG (Environmental, Social, and Governance):** As societal values shift, brands that align their advertising campaigns with sustainability and ESG principles may gain a competitive edge. Google Ads can be used to promote environmentally friendly products and practices.

**Voice Search and Smart Devices:** The increasing use of voice-activated smart devices, such as Amazon Echo and Google Home, creates new opportunities for voice search advertising. Brands will need to adapt their campaigns to accommodate voice queries and responses.

**Ad Personalization:** Ad personalization will continue to evolve, delivering more tailored and relevant content to users. Brands that can create highly personalized ad experiences are likely to see better results.

**Regulations and Privacy**: Keeping up with data privacy regulations, such as GDPR and CCPA, is essential for advertisers. Google is likely to introduce more features and tools to help advertisers comply with these regulations while still effectively reaching their target audience.

# **DEMO LINK**

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# **GITHUB LINK**

https://github.com/Gokulpriya02/Naan-Mudhalvan-2023-Digital-Marketing-