

Sales and Marketing Certification Hierarchy Course  
SCDM-A

# **CERTIFIED CORPORATE SALES ASSOCIATE**



**Course Brochure**



**EDDS  
CONSULTING**

[www.edds.com.pk](http://www.edds.com.pk)

VMedu Authorized Training Partner

## Who is VMEdU Inc ?

MOAC VMEdU is a leader in the professional training and certification industry and has facilitated the training of 500,000+ students from 3500+ corporations across 150+ countries with a success rate of 98.7% through its global network of 1100+ training providers.

VMEdU uses its state-of-the-art content creation expertise to create the best-quality online and classroom courses. This quality is provided to students worldwide through its global network of 1100+ training partners. **EDDS Consulting is one of VMEdU's Authorized Training Partner.** Our courses come with an assurance of consistent, high-quality content presented in multiple formats—such as videos, podcasts, simulated tests, and mobile apps that ensure a well-rounded and practical learning experience for students.

## Course Overview

### 58+ High Quality Videos

High quality, interactive, and engaging online videos teach each chapter and knowledge area. All course videos are

prepared and presented by industry experts.

### 2+ Helpful Study Guides

Study guides for each chapter cover key concepts in all knowledge areas. These are also available in downloadable formats that can be accessed whenever needed.

### 52+ Test Questions

Practice tests for each chapter help students gauge their preparedness. You even have the flexibility to select the number of chapter test questions you want to attempt.

### 75+ Terms and Definitions

Important terms and concepts for all chapters and knowledge areas are included. You can also use these terms as a collection of flashcards for practice and review.

### 10+ PMI Approved PDUs

PMI approved PDUs for continuing certification requirements as set by PMI ensure that the certified professional's competencies are up to date and relevant.

### 2+ Illustrative Case Studies

Interesting and illustrative case studies present real-life scenarios ensuring effective learning. These case studies are fun to solve and provide great insights at the same time.

## 2+ Reference Material

Reference materials to help you with the learning

### Mobile App

Access courses in all formats anytime, anywhere through our innovative mobile app and enjoy the same learning experience that you get online.

### Progress Tracking

Track your progress in any course and chapter online or on

mobile app and continue from where you left off.

### Certification Exam

The certification exam is included in the course. The exam is online and non-proctored. Candidates have one hour to complete the exam. Answer 30 out of 40 questions correctly and get recognized as Certified Marketing Strategy Associate.

## Detailed Course Contents


### 1. INTRODUCTION

- 1.1. Digital Marketing Overview Part 1
- 1.2. Digital Marketing Overview Part 2
- 1.3. Introduction
- 1.4. SMstudy Guide
- 1.5. Using SMstudy Guide with VMedu Mobile App
- 1.6. Certification Schema
- 1.7. Why use the SMstudy Guide
- 1.8. Early models of Sales and Marketing
- 1.9. Fragmented New-Age Marketing
- 1.10. Innovative Internet-Enabled Business Models
- 1.11. Sales and Marketing as a Continuum
- 1.12. Corporate Strategy and its relationship to Sales and Marketing
- 1.13. Components of Corporate Strategy
- 1.14. Aspects of Sales and Marketing

- 1.15. Marketing Strategy and Marketing Research
- 1.16. Digital Marketing, Corporate Sales, Branding and Advertising, Retail Marketing
- 1.17. Corporate Marketing Strategy
- 1.18. Digital Marketing
- 1.19. Digital Marketing Overview
- 1.20. Digital Marketing Channels
- 1.21. Planning and Developing Digital Marketing Channels: Process
- 1.22. Optimize Websites: Process
- 1.23. Optimize Mobile Channels: Process
- 1.24. Optimize Social Media: Process
- 1.25. Other Important Elements of DM Channels

### 2. DIGITAL MARKETING (DM) CHANNELS

- 2.1. Digital Marketing and its Channels
- 2.2. Understand Available DM Channels

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- 2.3.** Understand DM Channels: Inputs – Part 1
  - 2.4.** Understand DM Channels: Inputs – Part 2
  - 2.5.** Understand DM Channels: Inputs – Part 3
  - 2.6.** Understand DM Channels: Inputs – Part 4
  - 2.7.** Understand DM Channels: Tools – Part 1
  - 2.8.** Understand DM Channels: Tools – Part 2
  - 2.9.** Understand DM Channels: Tools – Part 3
  - 2.10.** Understand DM Channels: Tools – Part 4
  - 2.11.** Understand DM Channels: Tools – Part 5
  - 2.12.** Understand DM Channels: Tools – Part 6
  - 2.13.** Understand DM Channels: Tools – Part 7
  - 2.14.** Understand DM Channels: Tools – Part 8
  - 2.15.** Understand DM Channels: Tools – Part 9
  - 2.16.** Understand DM Channels: Outputs
  - 2.17.** Evaluate DM Channels – Introduction
  - 2.18.** Evaluate DM Channels – Inputs – Part 1
  - 2.19.** Evaluate DM Channels – Inputs – Part 2
  - 2.20.** Evaluate DM Channels – Inputs – Part 3
  - 2.21.** Evaluate DM Channels – Inputs – Part 4
  - 2.22.** Evaluate DM Channels – Inputs – Part 5
  - 2.23.** Evaluate DM Channels – Inputs – Part 6
  - 2.24.** Evaluate DM Channels – Inputs – Part 7
  - 2.25.** Evaluate DM Channels – Tools – Part 1
  - 2.26.** Evaluate DM Channels – Tools – Part 2
  - 2.27.** Evaluate DM Channels – Tools – Part 3
  - 2.28.** Evaluate DM Channels – Tools – Part 4
  - 2.29.** Evaluate DM Channels – Tools – Part 5
  - 2.30.** Evaluate DM Channels – Outputs



## Who we are

EDDS Consulting was founded in 2012. Facilitating a growing list of clients in Pakistan as well as in the USA, UK, Belgium, UAE, Australia and Egypt. We help in creating opportunities for individuals as well as organizations to mark their way in the continuous pursuit of excellence. Our core value of service is excellence in Management Consulting & Training.

EDDS Consulting offers services in three major areas: Management Consulting, General Management Training and Professional Certifications.

Main disciplines in which we provide training and certifications for are:

Project Management | Sales and Marketing |  
Scrum & Agile | Quality Management |  
Negotiations Management | Lean Management |  
Time Management

We provide consulting services in:

Lean Transformation | Business Intelligence Solutions

## Contact Us

128 C-1 NESPAK Housing Society, Phase 1, 54770. Lahore, Pakistan.

Phone: +92 348 1819250

Email: [certifications@edds.com.pk](mailto:certifications@edds.com.pk)

Web: [www.edds.com.pk](http://www.edds.com.pk)

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128 C-1 NESPAK Housing Society, Phase  
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