

## **Bootcamp for African Women Entrepreneurs**

# **E-Commerce and Building an Effective Online Presence**









AFRICAN DEVELOPMENT BANK GROU

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### **Course Overview**

#### **Course Description:**

This course covers the essentials of establishing a strong online presence for businesses, focusing on e-commerce fundamentals, digital marketing strategies, CRM utilization, and inbound marketing techniques.

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#### **Course Objectives:**

- 1. Equip participants to establish a robust online presence.
- 2. Understand e-commerce fundamentals for business growth.
- 3. Develop digital marketing plans aligned with business objectives.
- 4. Explore CRM systems and inbound marketing for customer engagement.

#### Learning Outcomes:

- 1. Enhance their online presence effectively.
- 2. Leverage e-commerce for business growth.
- 3. Create targeted digital marketing plans.
- 4. Implement CRM and inbound marketing strategies for enhanced customer engagement.

#### **English Module 4: E-Commerce and Building an Effective Online Presence**

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## **Course Content**

- 1. Developing an online presence
- 2. Developing a digital marketing plan aligned with business objectives
- 3. Exploring CRMs and inbound marketing
- 4. Understanding the fundamentals of e-commerce and its significance for business growth