## Manual de Google Adwords

Nota de Edición.

Este manual se ha elaborado a partir de los temas y preguntas frecuentes publicados por el Centro de Asistencia Técnica de Google Adwords Professional. Para ver el texto integro y actualizado consultar la página http://www.google.com/intf/es/adwords/learningcenter/index.html

#### 1.- INTRODUCCIÓN A ADWORDS

#### 1a: Introducción a AdWords

#### Búsqueda de Google

Como motor de búsqueda, Google reúne y organiza una gran cantidad de información de Internet, que pone a disposición de los usuarios de todo el mundo que realizan búsquedas en línea. Éstos pueden visitar Google, com u otros dominios de Google, introducir una consulta (términos relacionados con la información que desean encontrar) en el campo de búsqueda y hacer clic en Búsqueda en Google. Google les ofrecerá numerosos resultados, incluidas listas de archivos, artículos, documentos y sitios web, altamente relevantes respecto a la consulta. Si un usuario hace clic en Voy a Tener Suerte, accederá directamente al primer sitio web o documento de los resultados de búsqueda de Google. Los usuarios también pueden buscar resultados en Imágenes, Noticias y otros servicios especializados de Google.

Los resultados de la búsqueda aparecen a la izquierda de la página. Es importante tener en cuenta que Google no acepta pagos a cambio de incluir sitios web o documentos en los resultados de búsqueda. Sin embargo, los anunciantes pueden adquirir anuncios de AdWords de Google, que aparecen a la derecha de la página y, algunas veces, encima de los resultados.

#### Google AdWords

AdWords es el programa publicitario de Google. Permite crear anuncios sencillos y eficaces para mostrarios a usuarios que buscan en Internet información relacionada con su empresa. ¿Cómo es posible mostrar sus anuncios únicamente al público más relevante? La respuesta es la publicidad basada en palabras clave.

Cuando un usuario visita Google y formula una consulta como, por ejemplo, 'buenas guitarras para principiantes', Google muestra distintos resultados relevantes, como vinculos a artículos que contengan consejos para comprar una guitarra o sitios web para personas que se inician en la música. Asimismo, muestra anuncios de AdWords que enlacen con empresas en línea que vendan guitarras, u ofrezcan clases de música u otros productos y servicios relacionados con la consulta.

Por ejemplo, supongamos que es el dueño de una tienda de música que ofrece una amplia selección de guitarras. Podria abrir una cuenta en AdWords y crear anuncios para las guitarras de gama básica de su inventario. Para cada uno de ellos, podría seleccionar palabras clave (una sola palabra o frases relacionadas con el mensaje de su anuncio) como 'guitarras para principiantes' o 'guitarras de gama básica'. Al activar su cuenta, sus anuncios serian

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**Dinesh Kumar VM** 

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