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## Agenda

- How Search Engines Work
- How SEO Works
- Important TODOs for Decent SEO
- Looking beyond SEO

Let's demystify how search engines work





To boost your website's presence in relevant search results (on search engines) so as to earn more leads and conversions.

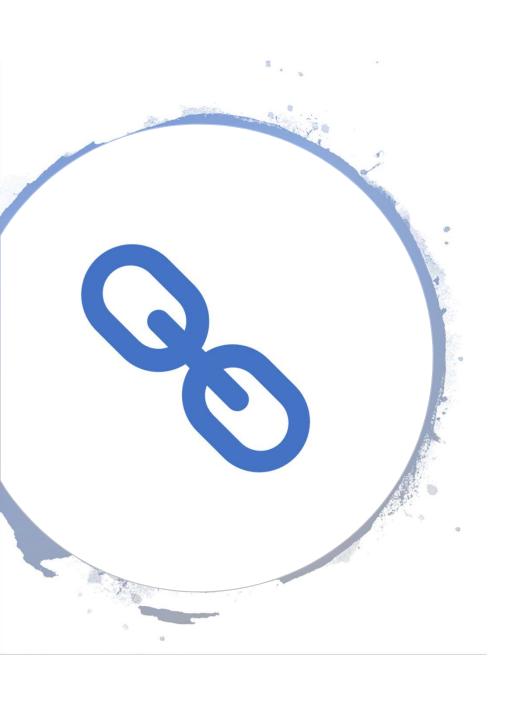


- Ranking is the website's position in the Search Engine Results Page (SERP) of the search engine.
- If you are seriously doing SEO, you want your website to be on the FIRST PAGE of the relevant search results.

## **Key Concepts**

- Authority
- Relevance



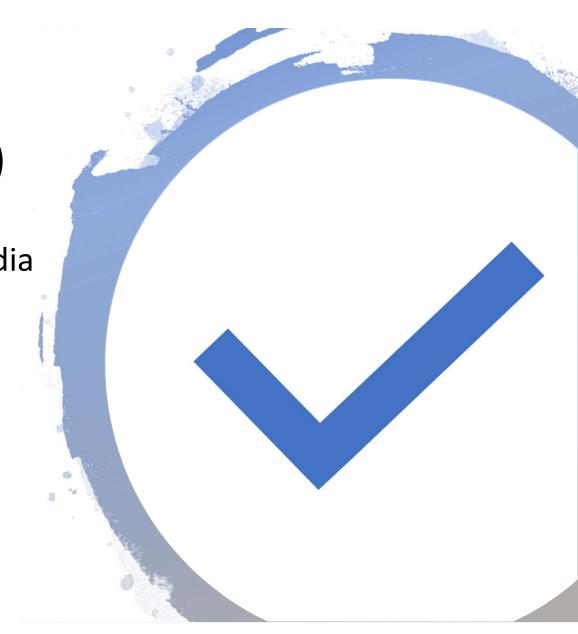


## SEO 10 Points (1/2)

- 1. Make website fast (<3s)
- 2. Use right keywords
- 3. Link to relevant sites
- 4. Write meta description
- 5. Write for human first



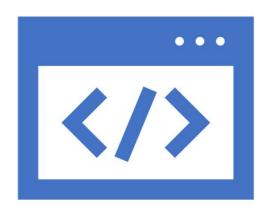
- 6. Integrate with social media
- 7. Use web analytics
- 8. Use readable URLs
- 9. Generate inbound links
- 10. Be consistent





## Pay attention to:

- Keywords
- Description
- Content





- Who are you talking to?
- What do you want to talk about?
- Why are you even talking?