Professional Master's Degree
MBA in Management of Large International Projects (EPC)

tech technological university

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MBA in Management of Large International Projects (EPC)

» Modality: **online**
» Duration: **12 months**
» Certificate: **TECH Technological University**
» Schedule: **at your own pace**
» Exams: **online**

Website: **www.techtitute.com/us/engineering/professional-master-degree/master-mba-management-large-international-projects**

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01
Introduction

This complete program is designed to provide the student with in-depth knowledge of the content and the engineering techniques for large international projects (EPC). This type of work, ranging from conceptual, basic and detail engineering, to final installation tests, personnel training and delivery of the final result to the client, requires engineers with a high level of specific training in Project Management to ensure a successful project. This is exactly what the professional will find in this program, in which they will also acquire the necessary skills to work in this field with greater guarantees of success.

" *Thanks to this Professional Master's Degree you will be able to increase your knowledge in the field of international turnkey projects, achieving a notorious advance in your career"*

This Professional Master's Degree, which TECH offers to engineers will provide them with in-depth and global knowledge of the subject. It will allow them to learn about each of the important points to be taken into account for a project to be developed in accordance with the maximum demands of the international market both in terms of time and cost.

During the course, the engineering professional will delve into everything related to international projects, from the existing types depending on the type of contract or service, the analysis and development of each stage of the project, control of the main aspects that allow the project to be carried out successfully, as well as the fundamental notions and management of international projects.

The national and international experience of the teaching staff and their multidisciplinary training will make this Professional Master's Degree a unique qualification, which will provide professionals with expertise in the management of the entire cycle of an EPC Project. In this way, graduates of this degree will ensure that they have in-depth knowledge of all aspects of services related to the design, procurement and construction of any project.

Therefore, the MBA in Management of Large International Projects (EPC) integrates the most complete and innovative educational program in the current market in terms of knowledge and latest available technologies, in addition to encompassing all sectors or parties involved in this field. In addition, the Professional Master's Degree consists of exercises based on real cases of situations currently managed or previously faced by the teaching team.

All this, in a 100% online program that provides the student the ease of being able to do it whenever they want, as they only need a device with Internet access. In addition, a prestigious International Guest Director will offer 10 rigorous Masterclasses that will allow engineers to acquire advanced skills to plan, execute and supervise all phases of EPC Projects.

This **MBA in Management of Large International Projects (EPC)** contains the most complete and up-to-date program on the market. The most important features include:

◆ Practical cases presented by experts in Civil Engineering and Geotechnics

◆ The graphic, schematic, and practical contents with which they are created, provide scientific and practical information on the disciplines that are essential for professional practice

◆ Practical exercises where the self-assessment process can be carried out to improve learning

◆ Its special emphasis on innovative methodologies

◆ Theoretical lessons, questions to the expert, debate forums on controversial topics, and individual reflection assignments

◆ Content that is accessible from any fixed or portable device with an Internet connection

A renowned International Guest Director will offer 10 intensive Masterclasses on the latest trends in Contract Management"

Take this program and be part of major international projects that will be relevant in the coming years, contributing with your knowledge to major advances in engineering.

"*You will have access to not only the best didactic material, but also the best teaching staff on the international scene*"

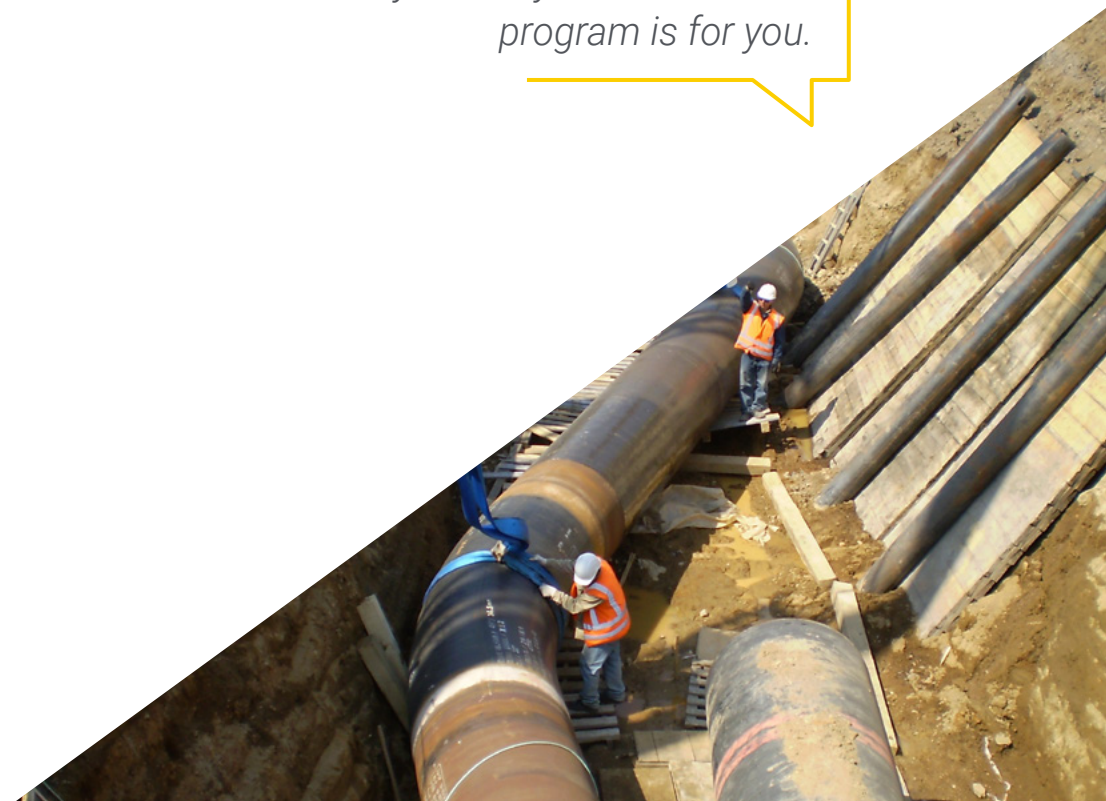*If you are looking to grow in your profession, without putting aside the rest of your daily tasks, then this program is for you.*

The program's teaching staff includes professionals in the sector who contribute their work experience to this training program, as well as renowned specialists from leading societies and prestigious universities.

The multimedia content, developed with the latest educational technology, will provide the professional with situated and contextual learning, i.e., a simulated environment that will provide immersive education programmed to prepare for real situations.

The design of this program focuses on Problem-Based Learning, by means of which the professional must try to solve the different professional practice situations that are presented throughout the academic course. For this purpose, the professional will be assisted by an innovative interactive video system created by renowned and experienced engineering experts.

02
Objectives

Through this training, engineering professionals will acquire the necessary knowledge to work on large EPC projects, taking into consideration all the necessary aspects to perform a successful job. All this, with the security and efficiency of a program created to encourage professionals in the management and approach of EPC Projects. From a global perspective, it includes everything from conceptual, basic and detailed engineering, to the final tests of the installation, training of personnel and delivery of the final result to the client.

" *TECH has designed this program with just one objective: taking the professional career of engineers to the next level"*

General Objectives

- Carry out an exhaustive analysis of EPC projects
- Manage the different stages of EPC projects
- Contract management of large-scale projects
- In-depth breakdown of guarantees, disputes and insurance in the construction industry
- Mastery of project management in a global manner
- Cost, time and resources analysis
- Solid knowledge of the integration phases of a project
- Project management with a global interdepartmental vision
- Ability to analyze the earned value of projects

Specific Objectives

Module 1. International Projects

- In-depth breakdown of contract types
- Comprehensive analysis and knowledge of each stage of the project
- Coordination of each stage and process of the project
- Stakeholder analysis and management
- Ability to plan contingencies for deviations
- Accurate knowledge and capacity for global analysis of a project

Module 2. Turnkey Projects (EPC)

- In-depth breakdown of EPC Project stages
- Sound analysis and knowledge of each stage of the E: Enginnering
- Sound analysis and knowledge of each stage of the P: Procurement
- HR department coordination
- Coordination of contracts department

Module 3. Management and Control of the Stages in Turnkey Projects (EPC)

- In-depth breakdown of Stage C: Construction
- Quality analysis within the Construction phase
- Safety analysis within the Construction phase
- Cost analysis and management in the Construction phase
- Time frame analysis and management in the Construction phase
- Study of control KPIs in EPC projects
- Monitoring and control of production vs. Costs

Module 4. Contract Management in Projects

- Gain in-depth knowledge of the characteristics and functions of Contract Management
- Discuss in detail the importance of contract management
- Establish interaction with other project stakeholders
- Analyze contract management processes
- Analyze and evaluate the main stages in project management
- Break down the project factors to be managed by the Contract Manager

Module 5. Risk Management in Contract Management

- Project risks identification
- Risk rating capability
- Ability to prepare risk matrix
- Detailed knowledge of types of guarantees
- Penalty Analysis
- Ability to develop penalty mitigation plans
- Accurate knowledge of types of construction insurance

Module 6. Project Management in Contract Management

- Ability as a Contract Manager to control the project budget
- In-depth knowledge of construction site control management
- Detailed knowledge of health and safety on site from a contract manager's point of view
- Analysis of Contracts with Outsourcers
- Ability to participate in potential disputes and arbitrations
- Ability to prepare necessary documentation for possible disputes

Module 7. Project Management: Scope and Schedule Management

- Ability to control the scope of a project
- Requirements management analysis
- In-depth knowledge of scope management
- Ability to control the schedule
- Schedule analysis
- Detailed knowledge for the elaboration of the schedule
- Critical path awareness capability
- Detailed knowledge and analysis of the recovery plan
- In-depth knowledge and analysis of the acceleration plan

Module 8. Project Management: Communication and Quality Management

- Ability to manage the project quality
- Detailed knowledge of the importance of quality
- Analysis of possible non-conformities
- Ability to control stakeholders
- Analysis of the importance of monitoring stakeholders
- In-depth knowledge of integration management
- Detailed knowledge on integration control

Module 9. Project Management: Procurement and Resource Management

- Ability to manage project purchasing
- Awareness of the importance of a good buying cycle
- Analysis of required resources
- Ability to optimize resources

Module 10. Project Management: Costs Management

- Ability to manage costs in a project
- Analysis of cost control steps
- Mastery of financial terms such as cash flow, project margin and earned value
- Detailed knowledge about the S-curve
- S-curve development and analysis capability
- In-depth financial knowledge on specific project parameters such as: NPV, IRR and PayBack

Module 11. Leadership, Ethics and Corporate Social Responsibility

- Analyze the impact of globalization on corporate governance and corporate social responsibility
- Evaluate the importance of effective leadership in the management and success of businesses
- Define cross-cultural management strategies and their relevance in diverse business environments
- Develop leadership skills and understand the current challenges facing leaders
- Determine the principles and practices of business ethics and their application in corporate decision making
- Structure strategies for implementing and improving sustainability and social responsibility in companies

Module 12. People Management and Talent Management

- Determine the relationship between strategic management and human resources management.
- Gain in-depth knowledge about the skills necessary for the effective management of human resources by competencies
- Delve into the methodologies for performance evaluation and performance management

- Integrate innovations in talent management and their impact on employee retention and loyalty
- Develop strategies for motivation and development of high performance teams
- Propose effective solutions for change management and conflict resolution in organizations

Module 13. Economic and Financial Management

- Analyze the macroeconomic environment and its influence on the national and international financial system
- Define information systems and Business Intelligence for financial decision making
- Differentiate key financial decisions and risk management in financial management
- Evaluate strategies for financial planning and obtaining business financing

Module 14. Sales Management and Strategic Marketing

- Structure the conceptual framework and the importance of commercial management in companies
- Delve into the fundamental elements and activities of marketing and their impact on the organization
- Determine the stages of the strategic marketing planning process
- Evaluate strategies to improve corporate communication and the digital reputation of the company

Module 15. Executive Management

- Define the concept of General Management and its relevance in business management
- Evaluate the roles and responsibilities of managers in organizational culture
- Analyze the importance of operations management and quality management in the value chain
- Develop interpersonal communication and public speaking skills for the training of spokespersons

03

Skills

This Professional Master's Degree will enable the professional to detect and solve problems within international contexts, taking into account aspects such as the market, the structure of the current system and the development of business projects. This is with the assurance of a thorough knowledge of the problems that may arise during the development of the project and the most appropriate ways to deal with such complications. All of this, with the command of the most innovative proposals in this field of action, which will position the professional as a leader in this area.

The skills that you will acquire after completing this Professional Master's Degree will help you to compete as an Engineer qualified to intervene in national and international fields"

General Skills

- Master the global environment of large turnkey construction, from the international context and markets, to project development, operation and maintenance plans, and sectors such as insurance and asset management

- Apply acquired knowledge and problem-solving skills in current or unfamiliar environments within broader contexts related to EPC projects

- Be able to integrate knowledge and gain a deeper vision of the different uses of turnkey projects, as well as the importance of their use in today's world

- Know how to communicate design, development and management concepts of the different systems of engineering

- Understand and internalize the scope of digital and industrial transformation applied to EPC project systems for efficiency and competitiveness in today's market.

- Be able to perform critical analysis, evaluation and synthesis of new and complex ideas related to the field of engineering

- Be able to promote, in professional contexts, technological, social or cultural progress within a knowledge-based society
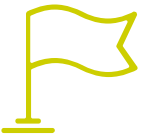
Specific Skills

- In-depth knowledge of the most important aspects of a project
- Be able to carry out project management of this type in national and international environments
- Understand the critical points that could affect the time and cost of completing a contract
- Recognize the main actors involved in the construction phase of an EPC project
- Be able to identify deviations and have the ability to establish a plan to mitigate such deviations
- Know how to manage a construction contract in international environments, paying special attention to the critical points that may affect the deadlines and costs of the execution of the contract
- Master important aspects of contract management such as guarantees, insurance and penalties
- Be able to act as a contract manager to interact with the rest of the departments of the construction site and to be able to carry out an exhaustive control of their work
- Have specific knowledge in the area of arbitration and possible disputes, so that he/she can be prepared to participate in future project processes that he/she manages.
- Be able to control the management of the schedule in all its phases
- Obtain the necessary skills to make relevant decisions for the development of the project in a timely manner

- Know how to act as a project manager to manage quality, communications and possible non-conformities that may arise in the project
- Have skills to manage and control purchases and resources, so that they can make decisions that allow them to optimize these two factors
- Know the role of the project manager's approach in one of the key aspects to be taken into account such as cost control

Improving your skills in EPC Projects will give you a boost to your professional career, with greater intervention capacity and better results"

04
Course Management

You will learn first-hand from highly prestigious professionals in this area, who bring to the specialization the experience of their years of work, as well as the knowledge acquired from research in the field. All this, to provide the engineer with a high-level program, which will enable their practice in national and international environments, with greater guarantees of success.

Learn with the best and acquire the knowledge and skills you need to intervene in this area of development with total success"

International Guest Director

With an extensive professional career of more than 20 years focused on project management and operational transformations, Pierre-Yvez Galopin is a prominent international expert in the field of Construction Engineering. He has spent most of his career in reference entities in countries such asFrance, Finland and Chile. In this way, he has held important positions as General Technical Director, where he has provided holistic advice to projects in the bidding, construction and operation phase on a global scale.

As such, he has worked directly in more than 40 operations, in addition to having negotiated more than 200 contracts in various sectors such as Heavy Industry, Mining, Oil and Gas. His work philosophy is based on achieving operational excellence, which has driven him to remain at the forefront of areas such as external cost maintenance, aas well as the different phases of studies in construction. Thanks to this, it is considered a reference in the optimization of large investment projectsthrough the disruptive methodology of Value Engineering.

In his constant effort to promote progress in the construction sector, he has developed multiple specialized articles on his findings and research. In fact, he is one of the people in charge of preparing press releases in the Communication Department of Boston Consulting Group. As such, he has contributed to increase the knowledge of citizens in aspects such as the applications of Artificial Intelligencein commercial activities, the management of Greenfield or Brownfield investment projects and even the most recent trends in construction materials. In this regard, he highly values networking networks and is an active participant on LinkedIn, where he takes the opportunity to make key connections, share industry knowledge and stay up-to-date on industry.

Mr. Galopin, Pierre-Yves

- Associate Director and Partner at Boston Consulting Group, Boston, United States
- Director of Development Projects at Sembcorp Industries, Santiago de Chile
- Co-Founder and Advisor at Tellus Chile
- Operations Manager at OSD Pipelines, Chile
- EPCM Engineer at Hatch, Chile
- Area Manager and Civil Engineer at Bouygues, Finland
- Civil Engineer at Degremont, Paris
- Management Consultant at Partners in Performance, Latin America

Thanks to TECH you will be able to learn with the best professionals in the world"

International Guest Director

With over 20 years of experience in designing and leading global **talent acquisition teams**, Jennifer Dove is an expert in **recruitment** and **technology strategy**. Throughout her career, she has held senior positions in several technology organizations within *Fortune* **50 companies** such as **NBCUniversal** and **Comcast**. Her track record has allowed her to excel in competitive, high-growth environments.

As **Vice President of Talent Acquisition** at **Mastercard**, she is responsible for overseeing talent onboarding strategy and execution, collaborating with business leaders and **HR** managers to meet operational and strategic hiring objectives. In particular, she aims to build **diverse, , inclusive** and **high-performing teams** that drive innovation and growth of the company's products and services. In addition, she is adept at using tools to attract and retain the best people from around the world. She is also responsible for **amplifying** Mastercard's **employer brand** and value proposition through publications, events and social media.

Jennifer Dove has demonstrated her commitment to continuous professional development, actively participating in networks of Human Resources professionals and contributing to the incorporation of numerous workers in different companies. After earning her bachelor's degree in **Organizational Communication** from the University of Miami, she has held senior recruiting positions at companies in a variety of fields.

On the other hand, she has been recognized for her ability to lead organizational transformations, **integrate technologies** in **recruitment processes** and develop leadership programs that prepare institutions for future challenges. She has also successfully implemented **occupational wellness programs** that have significantly increased employee satisfaction and retention.

Ms. Dove, Jennifer

- Vice President, Talent Acquisition, Mastercard, New York, USA
- Director of Talent Acquisition, NBCUniversal, New York, USA
- Head of Recruitment at Comcast
- Director of Recruiting at Rite Hire Advisory, New York, USA
- Executive Vice President, Sales Division at Ardor NY Real Estate
- Director of Recruitment at Valerie August & Associates
- Account Executive at BNC
- Account Executive at Vault
- Graduated in Organizational Communication from the University of Miami

"*TECH has a distinguished and specialized group of International Guest Directors, with important leadership roles in the most leading companies in the global market*"

International Guest Director

A technology leader with decades of experience in **major technology multinationals**, Rick Gauthier has developed prominently in the field of **cloud services** and end-to-end process improvement. He has been recognized as a leader and manager of highly efficient teams, showing a natural talent for ensuring a high level of engagement among his employees.

He possesses innate gifts in strategy and executive innovation, developing new ideas and backing his success with quality data. His background at **Amazon** has allowed him to manage and integrate the company's IT services in the United States. At **Microsoft** he has led a team of 104 people, responsible for providing corporate-wide IT infrastructure and supporting product engineering departments across the company.

This experience has allowed him to stand out as a high-impact manager with remarkable abilities to increase efficiency, productivity and overall customer satisfaction.

Mr. Gauthier, Rick

- Regional IT Director - Amazon, Seattle , USA
- Senior Program Manager at Amazon
- Vice President, Wimmer Solutions
- Senior Director of Productive Engineering Services at Microsoft
- Degree in Cybersecurity from Western Governors University
- Technical Certificate in Commercial Diving from Divers Institute of Technology
- B.S. in Environmental Studies from The Evergreen State College

"

Take the opportunity to learn about the latest advances in this field in order to apply it to your daily practice"

International Guest Director

Romi Arman is a renowned international expert with more than two decades of experience in **Digital Transformation**, **Marketing, Strategy** and **Consulting**. Through that extended trajectory, he has taken different risks and is a permanent**advocate** for **innovation** and **change** in the business environment. With that expertise, he has collaborated with CEOs and corporate organizations from all over the world, pushing them to move away from traditional business models. In this way, he has helped companies such as Shell Energy become **true market leaders,** focused on their **customers** and the **digital world.**

The strategies designed by Arman have a real impact, as they have enabled several corporations to   **improve the experiences of consumers, staff** and **shareholders** alike. The success of this expert is quantifiable through tangible metrics such as **CSAT**, **employee engagement** in the institutions where he has practiced and the growth of the **EBITDA financial indicator**in each of them.

He has also nurtured and**led high-performing teams** throughout his career that have received awards for their **transformational potential**. With Shell, specifically, the executive has always set out to overcome three challenges: **meeting the complex decarbonization demands** of customers, **supporting " cost-effective decarbonization"** and **overhauling** overhauling a fragmented data, **digital and technology landscape**. In this way, his efforts have evidenced that in order to achieve sustainable success, it is essential to start from the needs of consumers and lay the foundations for the transformation of processes, data, technology and culture.

On the other hand, the executive stands out for his mastery of the **business applications** of**Artificial Intelligence,** a subject in which he has a postgraduate degree from the London Business School. At the same time, he has accumulated experience in **IoT** and **Salesforce.**

Mr. Arman, Romi

- Chief Digital Officer (CDO) at Shell Energy Corporation, London, United Kingdom
- Global Head of eCommerce and Customer Service at Shell Energy Corporation
- National Key Account Manager (Automotive OEM and Retail) for Shell in Kuala Lumpur, Malaysia
- Senior Management Consultant (Financial Services Sector) for Accenture from Singapore
- Graduate of the University of Leeds
- Postgraduate Diploma in Business Applications of AI for Senior Executives from London Business School
- CCXP Customer Experience Professional Certification
- Executive Digital Transformation Course by IMD

Do you want to update your knowledge with the highest educational quality? TECH offers you the most updated content in the academic market, designed by authentic experts of international prestige"

International Guest Director

Manuel Arens is an **experienced data management professional** and leader of a highly qualified team. In fact, Arens holds the position of **Global Procurement Manager** in Google's Technical Infrastructure and Data Center division, where he has spent most of his professional career. Based in Mountain View, California, he has provided solutions for the tech giant's operational challenges, such as **master data integrity, vendor data updates** and vendor **prioritization**. He has led data center supply chain planning and vendor risk assessment, generating improvements in vendor risk assessment, resulting in process improvements and workflow management that have resulted in significant cost savings.

With more than a decade of work providing digital solutions and leadership for companies in diverse industries, he has extensive experience in all aspects of strategic solution delivery, including **marketing, media analytics, measurement** and **attribution.** In fact, he has received a number of accolades for his work, including the **BIM Leadership Award,** the **Search Leadership Award, Export Lead Generation Program Award** and the **EMEA Best Sales Model Award.**

Arens also served as **Sales Manager** in Dublin, Ireland. In this role, he built a team of 4 to 14 members over three years and led the sales team to achieve results and collaborate well with each other and cross-functional teams. He also served as **Senior Industry Analyst**, Hamburg, Germany, creating storylines for over 150 clients using internal and third party tools to support analysis. He developed and wrote in-depth reports to demonstrate his mastery of the subject matter, including understanding the **macroeconomic and political/ regulatory factors** affecting technology adoption and diffusion.

He has also led teams at companies such as **Eaton, Airbus and Siemens**, where he gained valuable account and supply chain management experience. He is particularly noted for continually exceeding expectations by **building valuable customer relationships** and **working seamlessly with people at all levels of an organization**, including stakeholders, management, team members and customers. His data-driven approach and ability to develop innovative and scalable solutions to industry challenges have made him a prominent leader in his field.

Mr. Arens, Manuel

- Global Procurement Manager at Google, California, United States
- Senior Manager, B2B Analytics and Technology - Google, USA
- Sales Director - Google, Ireland
- Senior Industry Analyst - Google, Germany
- Accounts Manager - Google, Ireland
- Accounts Payable at Eaton, UK
- Supply Chain Manager at Airbus, Germany

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Bet on TECH! You will have access to the best teaching materials, at the forefront of technology and education, implemented by internationally renowned specialists in the field"

International Guest Director

Andrea La Sala is an **experienced Marketing executive** whose projects have had a **significant impact** on the **Fashion sector**. Throughout his successful career he has developed different tasks related to **Product**, **Merchandising** and **Communication**. All this linked to prestigious brands such as**Giorgio Armani, Dolce&Gabbana**, **Calvin Klein**, among others.

The results of this **high-profile international executive** have been linked to his proven ability to **synthesize information** in clear frameworks and execute**concrete actions** aligned to specific **business objectives**. In addition, he is recognized for his **proactivity** and **adaptation to fast-paced work rhythms**. To all this, this expert adds a**strong commercial awareness**, **market vision** and a **genuine passion** for **products**.

As **Global Brand and Merchandising Director** at **Giorgio Armani,** he has overseen a variety of **Marketing strategies** for **apparel** and **accessories**. His tactics have also focused on **retail** and **consumer needs** and **behavior**. In this role, La Sala has also been responsible for shaping the marketing of products in different markets, acting as **team leader** in the **Design, Communication** and **Sales departments**.

On the other hand, in companies such as **Calvin Klein** or **Gruppo Coin**, he has undertaken projects to boost the **structure**, **development** and **marketing** of **different collections**. In turn, he has been in charge of creating **effective calendars** for **buying and selling campaigns.**
He has also been in charge of the **terms**, **costs**, **processes** and **delivery times** of different operations.

These experiences have made Andrea La Sala one of the main and most qualified **corporate leaders** in **Fashion** and **Luxury**. A high managerial capacity with which he has managed to effectively implement the **positive positioning** of **different brands** and redefine their key performance indicators (KPI).

Mr. La Sala, Andrea

- Global Brand and Merchandising Director at Giorgio Armani, Milan, Italy
- Merchandising Director at Calvin Klein
- Brand Manager at Gruppo Coin
- Brand Manager at Dolce & Gabbana
- Brand Manager at Sergio Tacchini S.p.A
- Market Analyst at Fastweb
- Graduate of Business and Economics at the Università degli Studi del Piemonte Orientale

"The most qualified and experienced international professionals are waiting for you at TECH to offer you a first class education, updated and based on the latest scientific evidence. What are you waiting for to enroll?"

International Guest Director

Mick Gram is synonymous with innovation and excellence in the field of **Business Intelligence** internationally. His successful career is linked to leadership positions in multinationals such as **Walmart** and **Red Bull.** Likewise, this expert stands out for his vision to **identify emerging technologies** that, in the long term, achieve an everlasting impact in the corporate environment.

On the other hand, the executive is considered a **pioneer** in the **use of data visualization techniques that simplified complex sets**, making them accessible and facilitating decision making. This ability became the pillar of his professional profile, transforming him into a desired asset for many organizations that bet on **gathering information** and **generating concrete actions** from them.

One of his most outstanding projects in recent years has been the **Walmart Data Cafe platform**, the largest of its kind in the world that is anchored in the cloud aimed at *Big Data* analysis. In addition, he has held the position of**Director** of **Business Intelligence** at **Red Bull,** covering areas such as**Sales, Distribution, Marketing and Supply Chain Operations**. His team was recently recognized for its constant innovation regarding the use of Walmart Luminate's new API for Shopper and Channel insights.

In terms of education, the executive has several Master's degrees and postgraduate studies at prestigious centers such as the **University of Berkeley**, in the United States, and the **University of Copenhagen**, in Denmark. Through this continuous updating, this expert has achieved cutting-edge skills. Because of this, he has come to be considered a **born leader** of the **new global economy**, entered on the impulse of data and its infinite possibilities.

Mr. Gram, Mick

- Director of Business Intelligence and Analytics at Red Bull, Los Angeles, United States
- Business Intelligence Solutions Architect for Walmart Data Café
- Independent Business Intelligence and Data Science Consultant
- Business Intelligence Director at Capgemini
- Chief Analyst at Nordea
- Chief Business Intelligence Consultant for SAS
- Executive Education in AI and Machine Learning at UC Berkeley College of Engineering
- Executive MBA in e-commerce at the University of Copenhagen
- Bachelor's Degree and Master's Degree in Mathematics and Statistics at the University of Copenhagen

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Study at the world's best online university according to Forbes! In this MBA you will have access to an extensive library of multimedia resources, developed by internationally renowned professors"

International Guest Director

Scott Stevenson is a distinguished **Digital Marketing** industry expert who, for over 19 years, has been associated with one of the most powerful companies in the entertainment industry, **Warner Bros. Discovery.** In this role, he has played a crucial role in **overseeing logistics** and **creative workflows** across a variety of digital platforms, including social media, search, display and linear media.

This executive's leadership has been crucial in driving **paid media production strategies**, resulting in a marked **improvement** in his company's **conversion rates**. At the same time, he has assumed other roles, such as Director of Marketing Services and Traffic Manager at the same multinational during his former management.

Stevenson has also been involved in the global distribution of video games and **digital property campaigns.**. He was also responsible for introducing operational strategies related to the formation, completion and delivery of sound and image content for **television commercials** and *trailers.*

On the other hand, the expert holds a Bachelor's Degree in Telecommunications from the University of Florida and a Master's Degree in Creative Writing from the University of California, which demonstrates his skills in **communication** and **storytelling**. In addition, he has participated in Harvard University's School of Professional Development in cutting-edge programs on the use of **Artificial Intelligence** in **business**. As such, his professional profile stands as one of the most relevant in the current field of **Marketing** and **Digital Media.**

Mr. Stevenson, Scott

- Digital Marketing Director at Warner Bros. Discovery, Burbank, United States
- Traffic Manager at Warner Bros. Entertainment.
- Master's Degree in Creative Writing from the University of California
- Degree in Telecommunications from the University of Florida

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Achieve your academic and professional goals with the best qualified experts in the world! The teachers of this MBA will guide you throughout the learning process"

International Guest Director

Eric Nyquist is an outstanding professional in the **international sports field**, who has built an impressive career, standing out for his**strategic leadership** and his ability to drive change and **innovation** in **top-level** sports organizations.

In fact, he has held senior roles such as **Director of Communications and Impact** at **NASCAR,** based in **Florida, USA.** With many years of experience behind him at NASCAR, Nyquist has also held several leadership positions, including **Senior Vice President of Strategic Development** and **General Manager of Business Affairs** managing more than a dozen disciplines ranging from **strategic development** to **entertainment marketing.**

Nyquist has also made a significant mark on Chicago's top **sport's franchises**. As **Executive Vice President** of the **Chicago Bulls** and the **Chicago White Sox** franchises, he has demonstrated his ability to drive **business** and **strategic success** in the world of **professional sports**.

Finally, it is worth noting that he began his career in **sports** while working in **New York** as **senior strategic analyst** for **Roger Goodell** in the **National Football League (NFL)** and, prior to that, as a **Legal Intern** for the **United States Soccer Federation.**

Mr. Nyquist, Eric

- Director of Communications and Impact, NASCAR, Florida, United States
- Senior Vice President, Strategic Development, NASCAR
- Vice President, Strategic Planning, NASCAR
- Senior Director of Business Affairs at NASCAR
- Executive Vice President, Chicago White Sox Franchises
- Executive Vice President, Chicago Bulls Franchises
- Manager of Business Planning at the National Football League (NFL)
- Business Affairs/Legal Intern with the United States Soccer Federation
- Law Degree from the University of Chicago
- Master of Business Administration-MBA from the University of Chicago Booth School of Business
- Bachelor's Degree in International Economics from Carleton College

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Thanks to this 100% online university degree, you will be able to combine your studies with your daily obligations, under the guidance of the leading international experts in the field of your interest. Enroll now!"

Management

Dr. Ruiz Cid, Martín Joaquín

- Industrial Engineer Expert in Electricity, Electronics and Mechanics
- Founder and Technical Director at Vionica Drones
- Director at IngeMabis - Engineering and Services
- Technical Director of HBC Group
- Technical Director of the EPC Projects Group at Soltec Energías Renovables
- Project Leader for Técnicas Reunidas at Abantia Group, Grupo Cobra and Inversiones Silmamur
- Doctorate in Industrial Technologies, Electricity, Electronics and Adaptive Control from the National University of Distance Education (Spain)
- Master's Degree in Environment and Renewable Energies from the European Business School
- Master's Degree in Strategic Business Management from National University of Distance Education (Spain)
- Degree in Industrial, Mechanical and Structural Engineering from the Polytechnic University of Cartagena

Structure and Content

The syllabus has been built based on the intensive and high-impact specialization requirements of in this program. Through a complete course, which incorporates all the fields of work in which management of large EPC projects is involved, the student will develop their theoretical and practical knowledge, achieving professional and personal growth that will allow them to intervene in this field of work with confidence. You will achieve this through top-notch content designed by the best professionals in the industry.

Learn with the best and acquire the knowledge and skills you need to intervene in this area of development with total success"

Module 1. International Projects

1.1. Projects and Organizational Context
    1.1.1. Project in the Organization
    1.1.2. Project Elements
    1.1.3. Importance of the Project in the Organization
1.2. Types of Projects by Service
    1.2.1. Types of Projects
    1.2.2. Project Analysis
    1.2.3. Project Orientation
1.3. Main Processes in the Development of a Project
    1.3.1. Start-up and Planning Process
    1.3.2. Execution and Monitoring
    1.3.3. Closing Process
1.4. Cost, Scope and Quality Constraints Analysis
    1.4.1. Cost Constraint Analysis
    1.4.2. Restriction Scope
    1.4.3. Quality Restriction
1.5. Time, Resource and Risk Constraints
    1.5.1. Time Constraint Analysis
    1.5.2. Restriction Resources
    1.5.3. Restriction Risks
1.6. Analysis of Contract Types
    1.6.1. Contract at Unitary Price
    1.6.2. "Lump Sum" Contract or Global Sum
    1.6.3. Cost Plus Margin Contract
1.7. Project Management According to Typology
    1.7.1. Project Management at Unit Price
    1.7.2. Lump Sum/Global Project Management
    1.7.3. Cost Plus Margin Project Management
1.8. Project, Program and Portfolio
    1.8.1. Analysis of the Project in the Organization
    1.8.2. Analysis of the Program in the Organization
    1.8.3. Portfolio Analysis in the Organization
1.9. Interested in the Project
    1.9.1. Project Stakeholder Pyramid
    1.9.2. Analysis of Stakeholders
    1.9.3. Interaction of Stakeholders
1.10. Analysis of the Organization's Process Assets
    1.10.1. Asset Analysis in Startup and Planning
    1.10.2. Analysis of Assets in Execution and Control
    1.10.3. Analysis of Assets at Closing

Module 2. Turnkey Projects (EPC)

2.1. EPC Project
    2.1.1. EPC Project Context
    2.1.2. Project Components
    2.1.3. Needs Analysis
2.2. EPC Project Stages
    2.2.1. Identification of Stages in EPC Projects
    2.2.2. Identification of Initial Needs in Stages
    2.2.3. Timing of Each Stage
2.3. Management of Stage E - Engineering
    2.3.1. Analysis of Stage E
    2.3.2. Timeline for Stage E
    2.3.3. Resources Required for Stage E
2.4. Analysis of Stage E - Engineering
    2.4.1. Structure Required for Stage E Development
    2.4.2. Restrictions
    2.4.3. Difficulties and Risks
2.5. Management of Stage P - Procurement
    2.5.1. Analysis of Stage P
    2.5.2. Schedule
    2.5.3. Resources Required
2.6. Analysis of Stage P - Procurement
    2.6.1. Structure Required for the Development Stage P
    2.6.2. Restrictions
    2.6.3. Difficulties and Risks

Module 8. Project Management: Communications and Quality Management

Module 9. Project Management: Purchasing and Resource Management

9.1. Purchasing Control
- 9.1.1. Purchases in Project
- 9.1.2. The Buyer
- 9.1.3. The Supplier

9.2. Project Buying Cycle
- 9.2.1. Analysis of the Buying Cycle
- 9.2.2. Description of Stages
- 9.2.3. Stage Study

9.3. Purchase Contract
- 9.3.1. Elements of the Contract
- 9.3.2. Contract Terminology in Contract
- 9.3.3. Control of Claims and Litigation

9.4. Project Purchasing Management
- 9.4.1. Types of Suppliers
- 9.4.2. Procurement Category
- 9.4.3. Types of Contracts

9.5. Project Purchasing Analysis
- 9.5.1. Purchasing Management Planning
- 9.5.2. Execution of Purchases
- 9.5.3. Purchasing Control

9.6. Resource Control
- 9.6.1. Project Resources
- 9.6.2. Conflict Management Ability
- 9.6.3. Conflict Levels and Resolution

9.7. Management of Resources by Objectives
- 9.7.1. Management by Objectives (MBO)
- 9.7.2. Different Roles in Projects
- 9.7.3. Types of Leadership

9.8. Project Resource Management
- 9.8.1. Resource Management Planning
- 9.8.2. Estimation of Activity Resources
- 9.8.3. Obtaining the Necessary Resources

9.9. Analysis of Project Resources
- 9.9.1. Resource Team Development
- 9.9.2. Team Management
- 9.9.3. Equipment Control

9.10. Analysis of the Resource Interview Process from the PM
- 9.10.1. Interview Process
- 9.10.2. Analysis by the Project Manager
- 9.10.3. Factors to Consider for a Successful Result

Module 10. Project Management: Cost Management

10.1. Cost Control Project Margin
- 10.1.1. Project Costs
- 10.1.2. Initial Margin Calculation
- 10.1.3. Financial Control

10.2. Cost Control: Cash Flow
- 10.2.1. Project Cash - Flow Analysis
- 10.2.2. Production
- 10.2.3. Factors

10.3. Estimation of Activity Costs
- 10.3.1. Cost Estimation Techniques
- 10.3.2. Factors in Favor and Against the Estimation of Activities
- 10.3.3. Aspects to be Taken into Account in Cost Estimates

10.4. Control and Management of Earned Project Value
- 10.4.1. Basics of Earned Value
- 10.4.2. Processes
- 10.4.3. Control and its Importance in the Project

10.5. Control and Management of Earned Project Term
- 10.5.1. Basics of Earned Term
- 10.5.2. Processes
- 10.5.3. Control and its Importance in the Project

10.6. Project Cost Management
- 10.6.1. Planning
- 10.6.2. Cost Estimates
- 10.6.3. Determination of the Budget

Module 12. People and Talent Management

12.1.   Strategic People Management
   12.1.1.   Strategic Management and Human Resources
   12.1.2.   Strategic People Management
12.2.   Human Resources Management by Competences
   12.2.1.   Potential Analysis
   12.2.2.   Remuneration Policy
   12.2.3.   Career/ Succession Plans
12.3.   Performance Assessment and Performance Management
   12.3.1.   Performance Management
   12.3.2.   Performance Management: Objectives and Process
12.4.   Innovation in Talent and People Management
   12.4.1.   Models of Strategic Talent Management
   12.4.2.   Identification, Training and Development of Talent
   12.4.3.   Loyalty and Retention
   12.4.4.   Proactivity and Innovation
12.5.   Motivation
   12.5.1.   The Nature of Motivation
   12.5.2.   The Theory of Expectations
   12.5.3.   Theories of Needs
   12.5.4.   Motivation and Economic Compensation
12.6.   Development of High-Performance Teams
   12.6.1.   High-Performance Teams: the Self-Managed Teams
   12.6.2.   Management Methodologies for High-Performance Self-Managed Teams
12.7.   Change Management
   12.7.1.   Change Management
   12.7.2.   Type of Change Management Processes
   12.7.3.   Stages or Phases in Change Management
12.8.   Negotiation and Conflict Management
   12.8.1 Negotiation
   12.8.2 Conflict Management
   12.8.3 Crisis Management

12.9.   Managerial Communication
   12.9.1.   Internal and External Communication in the Company Environment
   12.9.2.   Communication Departments
   12.9.3.   The Person Responsible for the Company's Communication. The Profile of the Dircom
12.10. Productivity, Attraction, Retention and Activation of Talent
   12.10.1. Productivity
   12.10.2. Talent Attraction and Retention Leverages

Module 13. Economic-Financial Management

13.1.   Economic Environment
   13.1.1.   Macroeconomic Environment and the National Financial System
   13.1.2.   Financial Institutions
   13.1.3.   Financial Markets
   13.1.4.   Financial Assets
   13.1.5.   Other Financial Sector Entities
13.2.   Management Accounting
   13.2.1.   Basic Concepts
   13.2.2.   The Company's Assets
   13.2.3.   Company's Liabilities
   13.2.4.   The Net Worth of the Company
   13.2.5.   The Profit and Loss Statement
13.3.   Information Systems and Business Intelligence
   13.3.1.   Fundamentals and Classification
   13.3.2.   Phases and Methods of Cost Distribution
   13.3.3.   Choice of Cost Center and Effect
13.4.   Budget and Management Control
   13.4.1.   The Budget Model
   13.4.2.   Capital Budgeting
   13.4.3.   The Operating Budget
   13.4.4.   The Cash Budget
   13.4.5.   Budget Monitoring

13.5. Financial Management
  13.5.1. The Company's Financial Decisions
  13.5.2. The Financial Department
  13.5.3. Cash Surpluses
  13.5.4. Risks Associated with Financial Management
  13.5.5. Risk Management of Financial Management
13.6. Financial Planning
  13.6.1. Definition of Financial Planning
  13.6.2. Actions to be Taken in Financial Planning
  13.6.3. Creation and Establishment of Business Strategy
  13.6.4. The Cash Flow table
  13.6.5. The Working Capital Table
13.7. Corporate Financial Strategy
  13.7.1. Corporate Strategy and Sources of Financing
  13.7.2. Corporate Financing Financial Products
13.8. Strategic Financing
  13.8.1. Self-financing
  13.8.2. Equity Capital Increase
  13.8.3. Hybrid Resources
  13.8.4. Financing through Intermediaries
13.9. Financial Analysis and Planning
  13.9.1. Balance Sheet Analysis
  13.9.2. Profit and Loss Statement Analysis
  13.9.3. Profitability Analysis
13.10. Analysis and Resolution of Cases/Problems
  13.10.1. Financial Information of Industria de Diseño y Textil, S.A.   (INDITEX).

Module 14. Commercial Management and Strategic Marketing

14.1. Commercial Management
  14.1.1. Conceptual Framework of Sales Management
  14.1.2. Commercial Strategy and Planning
  14.1.3. The Role of Sales Managers
14.2. Marketing
  14.2.1. Concept of Marketing
  14.2.2. Basic Elements of Marketing
  14.2.3. Marketing Activities of the Company
14.3. Strategic Marketing Management
  14.3.1. Strategic Marketing Concept
  14.3.2. Concept of Strategic Marketing Planning
  14.3.3. Stages of the Strategic Marketing Planning Process
14.4. Digital Marketing and e-Commerce
  14.4.1. Objectives of Digital Marketing and e-Commerce
  14.4.2. Digital Marketing and the Media It Uses
  14.4.3. E-commerce.General Context
  14.4.4. Categories of the e-Commerce
  14.4.5. Advantages and Disadvantages of e-Commerce versus Traditional Trade
14.5. Digital Marketing for Brand Strengthening
  14.5.1. Online Strategies to Improve Your Brand Reputation
  14.5.2. Branded Content & Storytelling
14.6. Digital Marketing to Attract and Retain Customers
  14.6.1. Loyalty and Engagement Strategies through the Internet
  14.6.2. Visitor Relationship Management
  14.6.3. Hypersegmentation
14.7. Digital Campaign Management
  14.7.1. What is a Digital Advertising Campaign?
  14.7.2. Steps to Launching an Online Marketing Campaign
  14.7.3. Mistakes in Digital Advertising Campaigns

Module 15. Executive Management

05
Methodology

This academic program offers students a different way of learning. Our methodology uses a cyclical learning approach: **Relearning.**

This teaching system is used, for example, in the most prestigious medical schools in the world, and major publications such as the **New England Journal of Medicine** have considered it to be one of the most effective.
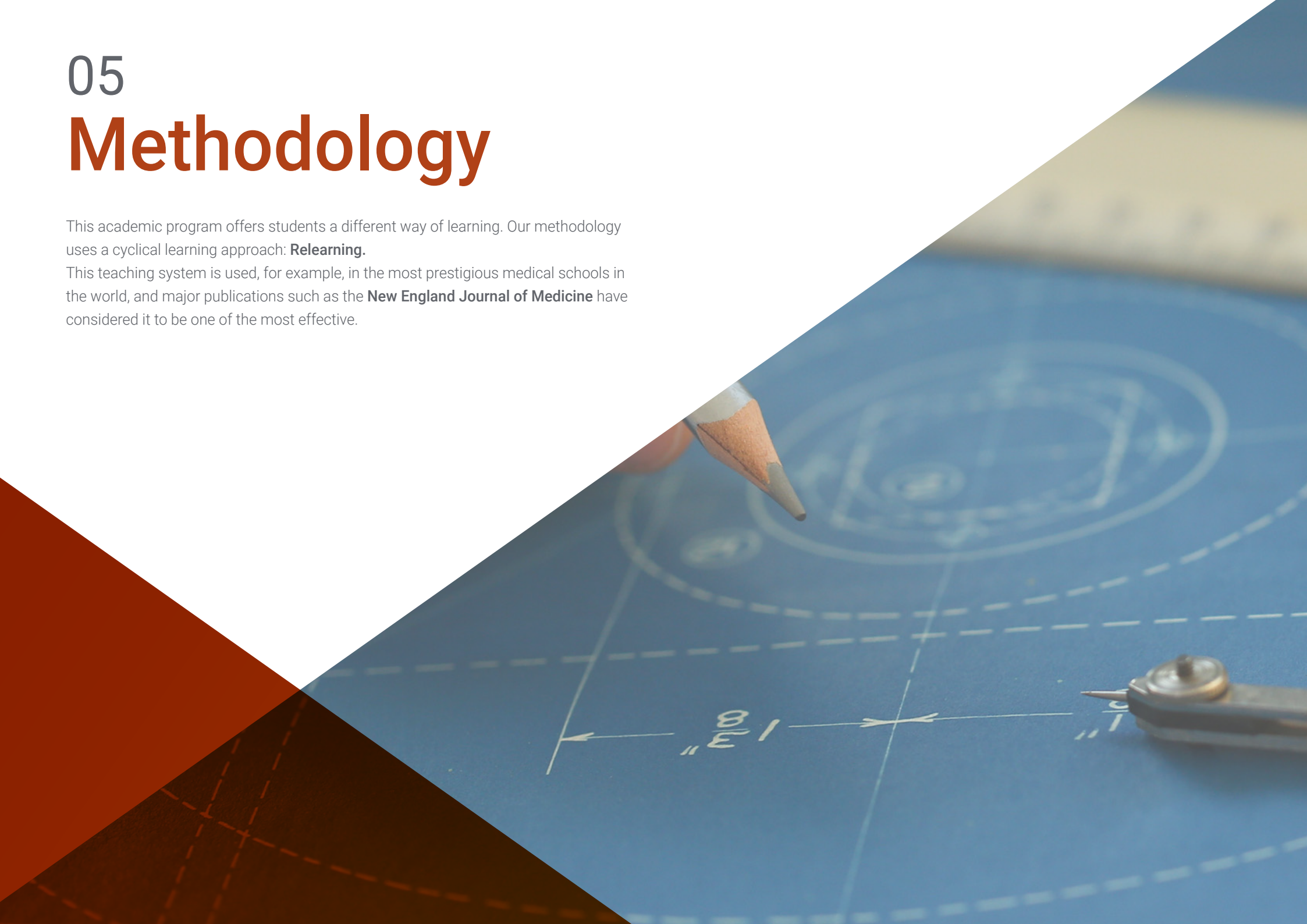
" *Discover Relearning, a system that abandons conventional linear learning, to take you through cyclical teaching systems: a way of learning that has proven to be extremely effective, especially in subjects that require memorization"*

Case Study to contextualize all content

Our program offers a revolutionary approach to developing skills and knowledge. Our goal is to strengthen skills in a changing, competitive, and highly demanding environment.

"At TECH, you will experience a learning methodology that is shaking the foundations of traditional universities around the world"

You will have access to a learning system based on repetition, with natural and progressive teaching throughout the entire syllabus.

The student will learn to solve complex situations in real business environments through collaborative activities and real cases.

A learning method that is different and innovative

This TECH program is an intensive educational program, created from scratch, which presents the most demanding challenges and decisions in this field, both nationally and internationally. This methodology promotes personal and professional growth, representing a significant step towards success. The case method, a technique that lays the foundation for this content, ensures that the most current economic, social and professional reality is taken into account.

> *Our program prepares you to face new challenges in uncertain environments and achieve success in your career"*

The case method is the most widely used learning system in the best faculties in the world. The case method was developed in 1912 so that law students would not only learn the law based on theoretical content. It consisted of presenting students with real-life, complex situations for them to make informed decisions and value judgments on how to resolve them. In 1924, Harvard adopted it as a standard teaching method.

What should a professional do in a given situation? This is the question that you are presented with in the case method, an action-oriented learning method. Throughout the program, the studies will be presented with multiple real cases. They will have to combine all their knowledge and research, and argue and defend their ideas and decisions.

Relearning Methodology

TECH effectively combines the Case Study methodology with a 100% online learning system based on repetition, which combines 8 different teaching elements in each lesson.

We enhance the Case Study with the best 100% online teaching method: Relearning.

In 2019, we obtained the best learning results of all online universities in the world.

At TECH, you will learn using a cutting-edge methodology designed to train the executives of the future. This method, at the forefront of international teaching, is called Relearning.

Our university is the only one in the world authorized to employ this successful method. In 2019, we managed to improve our students' overall satisfaction levels (teaching quality, quality of materials, course structure, objectives...) based on the best online university indicators.

01 learning from evidence

02 relearning from evidence

03 testing

04 learning from an expert

05 neurocognitive context dependent learning

06 Von-Restorff effect

07 case based learning through storytelling

08 competencies testing (retesting)

In our program, learning is not a linear process, but rather a spiral (learn, unlearn, forget, and re-learn). Therefore, we combine each of these elements concentrically. This methodology has trained more than 650,000 university graduates with unprecedented success in fields as diverse as biochemistry, genetics, surgery, international law, management skills, sports science, philosophy, law, engineering, journalism, history, and financial markets and instruments. All this in a highly demanding environment, where the students have a strong socio-economic profile and an average age of 43.5 years.

Relearning will allow you to learn with less effort and better performance, involving you more in your training, developing a critical mindset, defending arguments, and contrasting opinions: a direct equation for success.

From the latest scientific evidence in the field of neuroscience, not only do we know how to organize information, ideas, images and memories, but we know that the place and context where we have learned something is fundamental for us to be able to remember it and store it in the hippocampus, to retain it in our long-term memory.

In this way, and in what is called neurocognitive context-dependent e-learning, the different elements in our program are connected to the context where the individual carries out their professional activity.

This program offers the best educational material, prepared with professionals in mind:

Study Material

All teaching material is produced by the specialists who teach the course, specifically for the course, so that the teaching content is highly specific and precise.

These contents are then applied to the audiovisual format, to create the TECH online working method. All this, with the latest techniques that offer high quality pieces in each and every one of the materials that are made available to the student.

Classes

There is scientific evidence suggesting that observing third-party experts can be useful.

Learning from an Expert strengthens knowledge and memory, and generates confidence in future difficult decisions.

Practising Skills and Abilities

They will carry out activities to develop specific skills and abilities in each subject area. Exercises and activities to acquire and develop the skills and abilities that a specialist needs to develop in the context of the globalization that we are experiencing.

Additional Reading

Recent articles, consensus documents and international guidelines, among others. In TECH's virtual library, students will have access to everything they need to complete their course.

30%

10%

8%

20%

25%

4%

3%

Case Studies

Students will complete a selection of the best case studies chosen specifically for this program. Cases that are presented, analyzed, and supervised by the best specialists in the world.

Interactive Summaries

The TECH team presents the contents attractively and dynamically in multimedia lessons that include audio, videos, images, diagrams, and concept maps in order to reinforce knowledge.

This exclusive educational system for presenting multimedia content was awarded by Microsoft as a "European Success Story".

Testing & Retesting

We periodically evaluate and re-evaluate students' knowledge throughout the program, through assessment and self-assessment activities and exercises, so that they can see how they are achieving their goals.

Certificate

The MBA in Large International Projects Management (EPC) guarantees, in addition to the most rigorous and up-to-date education, access to a Professional Master's Degree certificate issued by TECH Technological University.

Successfully complete this program and receive your university qualification without having to travel or fill out laborious paperwork"

This **MBA in Large International Projects Management (EPC)** contains the most complete and up-to-dated program on the market.

After the student has passed the assessments, they will receive their corresponding **Professional Master's Degree** issued by **TECH Technological University** via tracked delivery*.
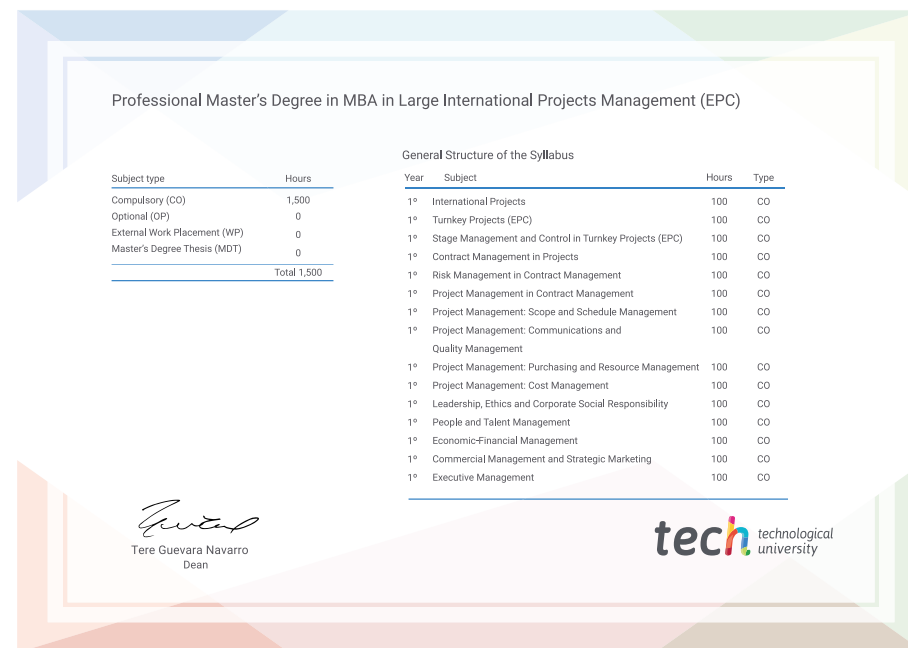
The diploma issued by **TECH Technological University** will reflect the qualification obtained in the Professional Master's Degree, and meets the requirements commonly demanded by labor exchanges, competitive examinations, and professional career evaluation committees.

Title: **Professional Master's Degree in MBA in Large International Projects Management (EPC)**

Official Nº of hours: **1,500 h.**

Modality: **online**

Duration: **12 months**

tech technological university

Awards the following
DIPLOMA
to

Mr./Ms. _____ with identification number _____.
For having successfully passed and accredited the following program

PROFESSIONAL MASTER'S DEGREE

in

MBA in Management of Large International Projects (EPC)

This is a qualification awarded by this University, equivalent to 1,500 hours, with a start date of dd/mm/yyyy and an end date of dd/mm/yyyy.

TECH is a Private Institution of Higher Education recognized by the Ministry of Public Education as of June 28, 2018.

June 17, 2020

Tere Guevara Navarro
Dean

This qualification must always be accompanied by the university degree issued by the competent authority to practice professionally in each country.   Unique TECH Code: AFWORD23S   techtitute.com/certificates

Professional Master's Degree in MBA in Large International Projects Management (EPC)

General Structure of the Syllabus

Subject type	Hours
Compulsory (CO)	1,500
Optional (OP)	0
External Work Placement (WP)	0
Master's Degree Thesis (MDT)	0
Total	1,500

Year	Subject	Hours	Type
1º	International Projects	100	CO
1º	Turnkey Projects (EPC)	100	CO
1º	Stage Management and Control in Turnkey Projects (EPC)	100	CO
1º	Contract Management in Projects	100	CO
1º	Risk Management in Contract Management	100	CO
1º	Project Management in Contract Management	100	CO
1º	Project Management: Scope and Schedule Management	100	CO
1º	Project Management: Communications and Quality Management	100	CO
1º	Project Management: Purchasing and Resource Management	100	CO
1º	Project Management: Cost Management	100	CO
1º	Leadership, Ethics and Corporate Social Responsibility	100	CO
1º	People and Talent Management	100	CO
1º	Economic-Financial Management	100	CO
1º	Commercial Management and Strategic Marketing	100	CO
1º	Executive Management	100	CO

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Dean

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*Apostille Convention. In the event that the student wishes to have their paper diploma issued with an apostille, TECH EDUCATION will make the necessary arrangements to obtain it, at an additional cost.

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Professional Master's Degree
MBA in Management of Large International Projects (EPC)

- » Modality: **online**
- » Duration: **12 months**
- » Certificate: **TECH Technological University**
- » Schedule: **at your own pace**
- » Exams: **online**

Professional Master's Degree
MBA in Management of Large International Projects (EPC)

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