

Postgraduate Certificate Data Management Systems



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- » Modality: online
- » Duration: 6 weeks
- » Certificate: TECH Technological University
- » Dedication: 16h/week
- » Schedule: at your own pace
- » Exams: online

Website: www.techtute.com/in/information-technology/postgraduate-certificate/data-management-systems

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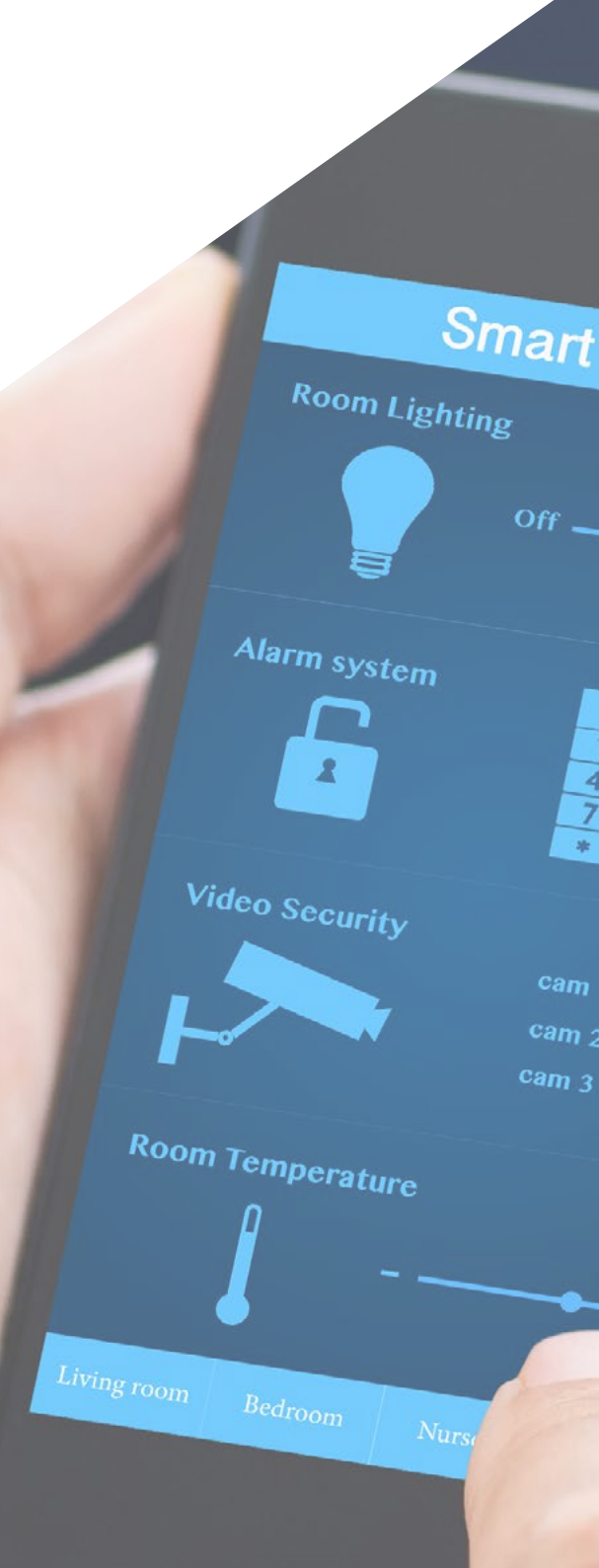
Certificate

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01

Introduction

This intensive program is aimed at those interested in achieving a higher level of knowledge in Data Management Systems. Its teaching program is unique for its careful selection of technologies, including the most recently incorporated and in demand in the business world. The main objective is to enable students to apply the knowledge acquired in this course to the real world, in a work environment that reproduces the conditions that may be encountered in the future, in a rigorous and realistic manner.





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A complete and cutting-edge program that will allow you to acquire the knowledge you need to work in this sector in a progressive and comprehensive manner”

In today's world, becoming a successful company requires a digital transformation project. The use of the appropriate systems and tools, in alignment with the company's needs, maximizes investment profitability and allows us to make the right decisions, anticipating the market and taking care of our customers.

There is a very wide range of tools to use in marketing and sales departments, such as ERP and CRM, which, both together and separately, significantly enhance productivity.

The ERP is a tool that manages corporate business processes, while the CRM facilitates customer relationships, providing stability to all departments of the company, since they will have all the relevant customer information, with which they can meet their needs and manage their relationship.

In view of this situation, this Postgraduate Certificate in Data Management Systems is offered as a comprehensive, educational program, including the most cutting-edge technologies required in the business world. Therefore, the combination of subjects makes this Postgraduate Certificate a cutting-edge specialization course oriented toward professionals who seek to learn the most up-to-date and ubiquitous technology, or a higher level of knowledge of them.

As it is a 100% online program, students will not have to give up personal or professional obligations. Upon completion of the program, students will have updated their knowledge and will be in possession of an incredibly prestigious qualification that will allow them to advance both personally and professionally.

This **Postgraduate Certificate in Data Management Systems** contains the most complete and up-to-date program on the market. Its most notable features are:

- ◆ The development of case studies presented by experts in Data Management Systems
- ◆ 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 self-assessment can be used 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 high-quality Postgraduate Certificate that will allow students to advance quickly and steadily in knowledge acquisition, with the scientific rigor of a global quality teaching"

“*An intensive professional growth program that will allow you to intervene in a sector with a growing demand for professionals*”

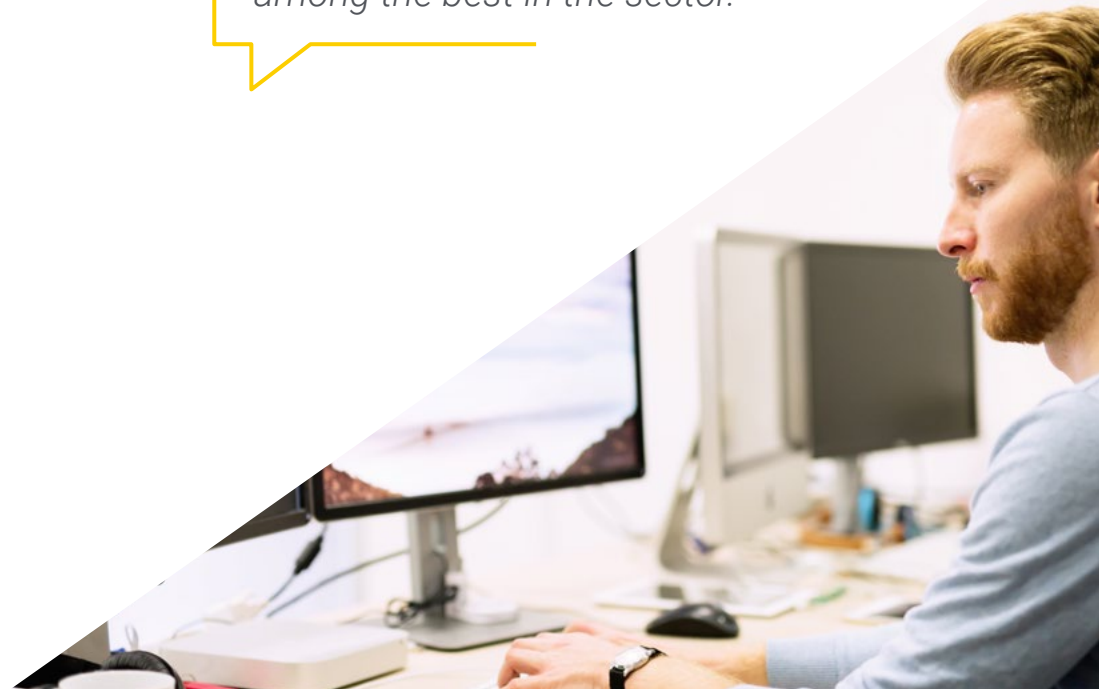
The program's teaching staff includes professionals from sector who contribute their work experience to this training program, as well as renowned specialists from leading societies and prestigious universities.

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 learn in real situations.

This program is designed around Problem-Based Learning, whereby the professional must try to solve the different professional practice situations that arise during the academic year. For this purpose, the student will be assisted by an innovative interactive video system created by renowned and experienced experts.

Delve into Data Management Systems and incorporate the most advanced aspects of this field into your work.

Comprehensive yet focused; this program will provide you with the specific knowledge IT professionals need to compete among the best in the sector.



02 Objectives

The objective of this program is to prepare professionals in Data Management Systems, with the necessary knowledge and skills to perform their activity, using the most advanced protocols and techniques of today. Through a totally adaptable work approach, this Postgraduate Certificate will progressively lead students to acquire the skills that will propel them to a higher professional level. A unique program designed by professionals with extensive experience in the field.





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With the best developed distance learning systems, this Postgraduate Certificate will allow you to learn in a contextual way, learning the practical skills that you need”



General Objectives

- ◆ Analyze ERP and CRM systems, their contribution and benefits
- ◆ Design and select the right ERP or CRM tool for each company
- ◆ Develop skills to successfully manage ERP and CRM tools
- ◆ Determine how to integrate ERP and CRM systems in companies





Specific Objectives

- ◆ Developing a commercial strategy
- ◆ Generate specialised knowledge for commercial decision-making
- ◆ Design a unified reporting system
- ◆ Determine how to establish communication and information exchange between the company's departments and customers
- ◆ Be able to transform information for decision making
- ◆ Develop a marketing plan for customer loyalty
- ◆ Design Marketing plans to increase sales

“

A comprehensive program for engineering professionals, which will allow them to compete among the most prepared in the sector”

03

Course Management

In its commitment of offering an elite education for all, TECH counts on renowned professionals so students acquire a solid knowledge in Data Management Systems. This Postgraduate Certificate has a highly qualified and experienced team in the field, which will offer the best possible resources for students in developing their skills during the program. In this way, students have the guarantees they need to specialize at an international level in a booming sector that will catapult them to professional success.



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Succeed with the best and acquire the knowledge and skills you need to enter the Data Management Systems industry"

Management



Dr. Peralta Martín-Palomino, Arturo

- ♦ CEO and CTO at Prometheus Global Solutions
- ♦ CTO en Corporate Technologies in Corporate Technologies
- ♦ CTO in AI Shephers GmbH
- ♦ Director of Design and Development at DocPath Document Solutions
- ♦ Team Leader in DocPath Document Solutions
- ♦ Doctorate in Psychology from the University of Castilla La Mancha
- ♦ PhD in Economics, Business and Finance from the Camilo José Cela University
- ♦ Master's Degree in Advanced Information Technologies from the University of Castilla La Mancha
- ♦ Master MBA+E (Master's Degree in Business Administration and Organisational Engineering) from the University of Castilla la Mancha
- ♦ Associate lecturer, teaching undergraduate and master's degrees in Computer Engineering at the University of Castilla la Mancha
- ♦ Professor of the Master in Big Data and Data Science at the International University of Valencia
- ♦ Professor of the Master's in Industry 4.0 and of the Master's in Industrial Design and Development Member of the SMILe Research Group of the University of Castilla la Mancha

```
catch(self):  
< if catch balls. ""  
in self.overlapping_  
.score.value += 10  
.score.right = games.  
.handle_caught  
Change game level.  
self.score.value == 20  
self.level.value += 1  
self.level.left = gam  
""" Next level game.  
score = games
```

Professors

Ms. Martínez Cerrato, Yésica

- ◆ Business Intelligence Analyst at Ricopia Technologies (Alcalá de Henares) Degree in Electronic Communications Engineering at the Polytechnic School, University of Alcalá
- ◆ Responsible for training new recruits on commercial management software (CRM, ERP, INTRANET.), product and procedures in Ricopia Technologies (Alcalá de Henares)
- ◆ Responsible for training new scholarship holders incorporated to the Computer Classrooms at the University of Alcalá
- ◆ Project Manager in the area of Key Accounts Integration at Correos and Telégrafos (Madrid)
- ◆ Computer Technician-Responsible for computer classrooms OTEC, University of Alcalá (Alcalá de Henares)
- ◆ Computer classes teacher at ASALUMA Association (Alcalá de Henares)
- ◆ Scholarship for Training as a Computer Technician in OTEC, University of Alcalá (Alcalá de Henares)

04

Structure and Content

The syllabus has been designed based on educational efficiency, carefully selecting the contents to offer a comprehensive course, which includes all the fields of study that are essential to achieve real knowledge of the subject. Including the latest updates and aspects of the field. Therefore, a curriculum has been established with modules that offer a broad perspective of Data Management Systems. From the first module, students will see their knowledge expanding, which will enable them to develop professionally, knowing that they can count on the support of a team of experts.



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All the subjects and areas of knowledge have been compiled in a complete and up-to-date syllabus, in order to bring the student to the highest theoretical and practical level"

Module 1. The Main Information Management Systems

- 1.1. ERP and CRM
 - 1.1.1. ERP
 - 1.1.2. CRM
 - 1.1.3. Differences between ERP and CRM Point of Sale
 - 1.1.4. Business Success
- 1.2. ERP
 - 1.2.1. ERP
 - 1.2.2. Types of ERP
 - 1.2.3. Development of an ERP Implementation Project
 - 1.2.4. ERP Resource Optimizer
 - 1.2.5. Architecture of an ERP System
- 1.3. Information Provided by the ERP
 - 1.3.1. Information Provided by the ERP
 - 1.3.2. Advantages and Disadvantages
 - 1.3.3. The Information
- 1.4. ERP Systems
 - 1.4.1. Current ERP Systems and Tools
 - 1.4.2. Decision-Making
 - 1.4.3. Day-to-Day with ERP
- 1.5. CRM: The Implementation Project
 - 1.5.1. The CRM The Implementation Project
 - 1.5.2. The CRM as a Commercial Tool
 - 1.5.3. Strategies for the Information System
- 1.6. CRM: Customer Loyalty
 - 1.6.1. Starting Point
 - 1.6.2. Sales or Loyalty
 - 1.6.3. Factors for Success in our Loyalty System
 - 1.6.4. Multi-Channel Strategies
 - 1.6.5. Design of Loyalty Actions
 - 1.6.6. E-Loyalty





- 1.7. CRM: Communication Campaigns
 - 1.7.1. Communication Actions and Plans
 - 1.7.2. Importance of the Informed Customer
 - 1.7.3. Listening to the Client
- 1.8. CRM: Dissatisfaction Prevention
 - 1.8.1. Customer Cancellations
 - 1.8.2. Detecting Errors in Time
 - 1.8.3. Improvement Processes
 - 1.8.4. Recovery of the Dissatisfied Customer
- 1.9. CRM: Special Communication Actions
 - 1.9.1. Objectives and Planning of a Company Event
 - 1.9.2. Design and Realization of the Event
 - 1.9.3. Actions from the Department
 - 1.9.4. Analysis of Results
- 1.10. Relational Marketing
 - 1.10.1. Implantation: Errors
 - 1.10.2. Methodology, Segmentation and Processes
 - 1.10.3. Performance, According to the Department
 - 1.10.4. CRM Tools

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A unique, key, and decisive program to boost your professional development”

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.



A close-up photograph of a person's hands typing on a laptop keyboard. The image is partially obscured by a large teal diagonal graphic that covers the top right and bottom right portions of the page. The lighting is soft, highlighting the texture of the skin and the keys.

“

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 has been the most widely used learning system among the world's leading Information Technology schools for as long as they have existed. 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 course, students 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 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.



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.





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.



06 Certificate

This Postgraduate Certificate in Data Management Systems guarantees students, in addition to the most rigorous and up-to-date education, access to a Postgraduate 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 **Postgraduate Certificate in Data Management Systems** contains the most complete and up-to-date educational program the market.

After the student has passed the assessments, they will receive their corresponding **Postgraduate Certificate** issued by **TECH Technological University** via tracked delivery*.

The certificate issued by **TECH Technological University** will express the qualification obtained in the Postgraduate Certificate and will meet the requirements commonly demanded by labor exchanges, competitive examinations and professional career evaluation committees.

Title: **Postgraduate Certificate in Data Management Systems**

Official Number of Hours: **150 hours**.



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

future
health confidence people
education information tutors
guarantee accreditation teaching
institutions technology learning
community commitment
personalized service innovation
knowledge present
development language
classroom



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