

Postgraduate Certificate Management and Control Processes in Technology Project Acquisitions



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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.techtitute.com/us/information-technology/postgraduate-certificate/management-control-processes-technology-project

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01

Introduction

Management and control of Technology Project acquisitions entails a series of tasks that are the responsibility of the person in charge of the project. During the acquisition process, different contracts are required, with various formats, from a complex document to a simple purchase order. Knowing how to write any of them is the responsibility of the person in charge of a technology project. This program will provide the student with the opportunity to learn about the process of selection and discrimination among suppliers, the drafting of contracts and the documentation required in these transactions. Therefore, the future graduate will be fully capable of making decisions that will allow them to maximize their company's acquisitions.





Manage your team's resources and make a beneficial agreement with several suppliers"

With this program, the student will have the opportunity to learn how to carry out the proper control and management of the purchases of those products and services that will be indispensable to carry out a technology project. Therefore, we will explain at length what a contract is and the implications it has for this phase of planning. An analysis will also be made on the importance of the team manager in the drafting of a commercial agreement.

On the other hand, computer scientists who complete this program will be able to develop a strategy to negotiate with the suppliers of their interest. In this regard, they should start by compiling a list and canvassing the market for the best options. In addition, you will learn about a bid weighting matrix, a methodology that helps to make decisions and establish criteria for the evaluation of vendors' bids.

With the knowledge provided in the program, the student will be able to make accurate, fast and effective decisions, which will be supported by a series of concrete data on the reality of the job.

This **Postgraduate Certificate in Management and Control Processes in Technology Project Acquisitions** contains the most complete and up-to-date program on the market. The most important features include:

- ◆ The development of case studies presented by experts in Technology Project Management
- ◆ The graphic, schematic and practical contents of the system provide business and practical information on those 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



Learn about the multiple criteria for evaluating bids from technology suppliers"

“

The key to getting the best deal is to define an acquisition plan"

The program's teaching staff includes professionals from 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 training programmed to train 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.

Develop and execute best practices for acquiring quality products and services.

Choose the right suppliers and build relationships with them to foster business relationships.



02 Objectives

The objective for this program is to highlight the skills and abilities of students who aspire to improve their position within an Information Technology (IT) team. To do so, they will be able to negotiate with suppliers, draw up contracts and even monitor and control bids by means of a weighting matrix. This way, at the end of the program, they will be able to determine the best vendors for the team and manage a mutually beneficial contract.





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To work on a great project, you must know and identify the best technology providers in the market"



General Objectives

- ◆ Develop skills and abilities required to make decisions in all types of projects, especially in technological projects and those developed in multidisciplinary contexts and environments
- ◆ Acquire the ability to analyze and diagnose business and management problems
- ◆ Master advanced business management tools
- ◆ Provide a global and strategic vision of all operational departments of the company
- ◆ Take responsibility and think in a transversal and integrative way to analyze and solve situations in uncertain environments
- ◆ Develop Technology Projects incorporation reports
- ◆ Carry out a comprehensive control of all projects
- ◆ Knowing how to estimate time in each process of project design and development
- ◆ Evaluate the processes and estimate the cost of developing a technology project
- ◆ Give importance to the quality of the projects
- ◆ Understanding the cost of failing to meet project quality
- ◆ Perform quality controls at each stage of the project
- ◆ Gain skills and techniques to manage human resources and be able to resolve conflicts in the team
- ◆ Learn about emerging trends in the technology market
- ◆ Develop communication skills that favor the effectiveness of work teams
- ◆ Understand and manage the risks of technology projects





Specific Objectives

- ◆ Control the main activities of the project manager and the contract
- ◆ Define a procurement strategy to suit different environments and types of contracts
- ◆ Learn how to negotiate with suppliers
- ◆ Search, select and evaluate the bids received

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With this Postgraduate Certificate, you will be able to assume new responsibilities and know the necessary documentation to acquire a technological service”

03

Course Management

A group of experts who have gained experience in the sector by managing various projects will participate in this Postgraduate Certificate. Thanks to this, students will be able to plan the strategy for the acquisition of a service or product that will help to complete the work satisfactorily. This will represent a great improvement opportunity for those who wish to test their skills and capabilities in a technology team.





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With the support of an exceptional teaching staff, you will be prepared to negotiate with different suppliers”

International Guest Director

With a long career focused on higher education, J. Michael DeAngelis has worked as a **broadcaster**, **scriptwriter** and **actor**. After holding various academic positions at the University of Pennsylvania, he has been appointed **Associate Director of Communications and Technology** at the University of Pennsylvania. There, he is in charge of producing and presenting the weekly news podcast **CS Radio**. He is also co-creator of the comedy podcast *Mission: Rejected*, in which he directs, writes and produces.

Throughout his career, he has worked for local educational television networks and radio stations in the news sections. On the other hand, after graduating from Muhlenberg College with a degree in **Performing Arts**, he has held the position of director of *The Porch Room*, a production company for podcast, film and theater. With all this, he has had the opportunity to perform different functions in the field of **Communication** and **Entertainment**. Likewise, he has performed tasks both in front of and behind the microphones in the news and entertainment field.

In particular, with the irruption of **podcasts** and their continuous growth, this expert has specialized in creating and producing this type of sound content. Through them, and thanks to his experience as an actor, he manages to transmit to listeners not only information and stories, but also emotions through his voice.

On the other hand, DeAngelis has been recognized on several occasions for his theatrical work, his play *Drop* was honored at the **Samuel French Off-Off Broadway Short Play Festival** in 2009. That same year, he won the **New Jersey Association of Community Theatres (NJACT) Perry Award** for Best Production of an Original Play for *Accidents Happen*. At the same time, his distinguished career has earned him membership in the **Dramatist Guild of America**.



Mr. DeAngelis, J. Michael

- Director of Communications and Technology at the University of Pennsylvania, United States
- Director of the production company The Porch Room
- Host of the weekly news podcast CS Radio
- Broadcaster and Podcaster
- NJACT Perry Award
- B.A. in Performing Arts from Muhlenberg College
- Graduate in Acting and Theatre Criticism from Goldsmiths College, University of London
- Member of: Playwrights Guild of America

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

Management



Dr. Romero Mariño, Brunil Dalila

- ♦ Database Administrator, OCREM Association, Granada, Spain
- ♦ Software Projects and Technology Architecture Consultant for different companies, Venezuela
- ♦ University Professor of Computer Science. Department of Processes and Systems, Simón Bolívar University (USB), Venezuela
- ♦ Researcher in Software Engineering and related areas, Department of Processes and Systems, Simón Bolívar University (USB), Venezuela
- ♦ Systems Engineer from Bicentenario de Aragua University (UBA), Venezuela
- ♦ Doctorate in Information and Communication Technologies from the University of Granada (UGR), Spain
- ♦ Master's Degree in Systems Engineering, Simón Bolívar University (USB), Venezuela
- ♦ Expert in Communications and Data Communication Networks, Central University of Venezuela (UCV)



04

Structure and Content

This program has been developed to allow the student to analyze the importance of controlling and managing the purchases of services or products that the work team needs to successfully complete the project. It is, therefore, important to understand the definition of a procurement strategy and the role of the manager in negotiating with suppliers. All this will complete the profile of the graduate computer scientist and will help them to improve their work when leading a project in an Information Technology (IT) team.



“

Manage relationships with suppliers, choosing the most suitable for your IT project”

Module 1. Technology Project Acquisition Management

- 1.1. Introduction to Acquisition Management
 - 1.1.1. Definition of Contract
 - 1.1.2. Legal Framework of Acquisitions
- 1.2. Basic Concepts
 - 1.2.1. Definition of Contract
 - 1.2.2. The Project Manager and the Contract
 - 1.2.3. Main Activities
 - 1.2.4. Centralized and Decentralized Contracting
- 1.3. Acquisition Management: Benefits
 - 1.3.1. Definition of the Acquisition Strategy
 - 1.3.2. Types of Strategies
- 1.4. Acquisitions in Adaptive Environments
- 1.5. Types of Contracts
 - 1.5.1. Fixed Price Contracts
 - 1.5.2. Reimbursable Cost Contracts
 - 1.5.3. Time and Material Contracts
- 1.6. Acquisition Documentation
 - 1.6.1. Types of Documents in the Context of an Acquisition
 - 1.6.2. Document Flows in Acquisition Management
- 1.7. Negotiation with Suppliers
 - 1.7.1. Supplier Negotiation Objectives
 - 1.7.2. Negotiation Techniques with Suppliers
- 1.8. Acquisition Management Planning
 - 1.8.1. Acquisition Management Plan
 - 1.8.2. Tools and Techniques
- 1.9. Acquisition
 - 1.9.1. Search, Selection and Evaluation of Bids
 - 1.9.2. Tools and Techniques
 - 1.9.3. Bid Weighting Matrix
- 1.10. Acquisition Monitoring and Control
 - 1.10.1. Acquisition Monitoring and Control Points According to Contract Type
 - 1.10.2. Tools and Techniques





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Know company policies to create contracts with reliable suppliers”

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.



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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.



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.

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

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

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

The Postgraduate Certificate in Management and Control Processes in Technology Project Acquisitions guarantees students, in addition to the most rigorous and up-to-date education, access to a Postgraduate Certificate issued by TECH Technological University.



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

This **Postgraduate Certificate in Management and Control Processes in Technology Project Acquisitions** contains the most complete and up-to-date program on 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 diploma issued by **TECH Technological University** will reflect the qualification obtained in the Postgraduate Certificate, and meets the requirements commonly demanded by labor exchanges, competitive examinations and professional career evaluation committees.

Title: **Postgraduate Certificate in Management and Control Processes in Technology Project Acquisitions**

Official N° of Hours: **150 h.**



*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.

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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