

# Postgraduate Certificate

## Strategic and Operational Marketing





## Postgraduate Certificate Strategic and Operational Marketing

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

Website: [www.techtitute.com/us/journalism-communication/postgraduate-certificate/strategic-operational-marketing](http://www.techtitute.com/us/journalism-communication/postgraduate-certificate/strategic-operational-marketing)

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# 01

# Introduction

Operational Marketing is in charge of executing sales actions and tactics with the objective of informing potential buyers about the characteristics of the products or services offered by a company. Therefore, in this type of strategy, communication plays a crucial role, as it helps to convey messages to the right audience in an affective way. In this sense, this Postgraduate Certificate focuses on providing journalists and communication professionals with the necessary tools to work successfully in this sector. In addition, this prestigious program is intensively designed to enable the professional to face corporate challenges and decisions in the field of communication and business marketing. Its main objective is to promote the student's personal and professional growth, helping them to achieve success.



“

*Operational Marketing plays a decisive role for companies. Learn how to manage it and design successful strategies through this Postgraduate Certificate”*

The content of the Postgraduate Certificate in Strategic and Operational Marketing is designed to promote the development of the journalist's professional skills to enable more rigorous decision making in uncertain environments.

Throughout this program, the journalist will analyze a multitude of practical cases through individual and teamwork. It is, therefore, an authentic immersion in real business situations.

This Postgraduate Certificate deals in depth with communication and Strategic and Operational Marketing, and is designed to train communication professionals who understand how to manage these processes successfully and from a strategic, international and innovative perspective.

A plan created with the students in mind, focused on their professional improvement and that prepares them to achieve excellence in the field of communication and Operational Marketing. A program that understands your needs and those of your company through innovative content based on the latest trends and supported by the best educational methodology and an exceptional faculty, which will provide you with the competencies to solve critical situations in a creative and efficient way.

Furthermore, the 100% online format of the course allows the student to control their hours of study, without the inconvenience of traveling to an education center for classes.

This **Postgraduate Certificate in Strategic and Operational Marketing** contains the most complete and up-to-date educational program on the market. The most important features of the program include:

- ♦ The development of case studies presented by experts in Operational Marketing
- ♦ 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
- ♦ New developments in Strategic and Operational Marketing
- ♦ Practical exercises where a self-assessment process is carried out to improve learning
- ♦ Its special emphasis on innovative methodologies in Journalism and Operational Marketing
- ♦ The interactive learning system based on algorithms for decision making on the situations posed in Journalism and Digital Communication
- ♦ 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



*This Postgraduate Certificate is everything you need to enter and work successfully in the Strategic and Operational Marketing sector"*



*Work with the best professionals in this area with this Postgraduate Certificate with curricular value of excellence"*



*The journalism professional who works as an expert in strategic and operational marketing must know the latest formulas to manage this department successfully”*

The program includes, in its teaching staff, professionals belonging to the field of journalism and communication, who bring to this refresher program the experience of their work, as well as recognized specialists from reference 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 an immersive training program designed to train in real situations.

This program is designed around Problem Based Learning, where the student must try to solve different professional practice situations that arise during the course. For this purpose, the professional will be assisted by an innovative interactive video system developed by renowned experts in the field of journalism.

*Communication is the key to making an organization in any industry successful. Learn how to work in this field with this comprehensive program.*

*A program designed with you in mind, focused on your needs and designed for academic excellence.*



# 02

# Objectives

TECH's objective is to train highly qualified journalism professionals for their professional development and career advancement. An objective that is complemented in a global manner, with the promotion of human development that lays the foundations for a more responsible and committed society, a better society. In this Postgraduate Certificate, this objective is materialized by providing the necessary tools to face the challenge of creating a strategic planning of Strategic and Operational Marketing that includes ethical propositions in the political proposal. A goal that, in just six weeks, can be achieved with a high intensity and precision program.







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*Don't miss this great educational opportunity and become a successful professional in Strategic and Operational Marketing. You will enter a booming sector"*



## General Objectives

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- Knowledge of the fundamentals of *management*, strategy, marketing and communication
- Understand the functioning of Institutions and Organizations
- Know the objectives and tools of Strategic and Operational Marketing
- Know how to apply the tools of Strategic and Operational Marketing

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*You will be able to get up to date in a continuously evolving field in a practical way and adapted to your needs”*





## Specific Objectives

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- ♦ Know the functions of Strategic Marketing
- ♦ Learn the dimensions of the marketing strategy
- ♦ Study how the Marketing mix works
- ♦ Learn about Marketing Management
- ♦ Knowing how to carry out marketing strategies in Digital Marketing
- ♦ Learn what Inbound Marketing is and how it works
- ♦ Develop a Marketing Plan
- ♦ Know how to manage marketing groups and social business

MARKETING

VERSION  
MIZATION

CUSTOMER  
JOURNEY

PERSONALIZATION  
AND  
SEGMENTATION

SEARCH

03

# Course Management

The design of this academic program has been created by a team of professionals in Journalism and Political Communication, with years of professional and teaching experience. All of them, aware of the current need for quality training in the journalism and communication sector, have joined their knowledge to provide students with the most complete program on the market, which will allow them to develop in the field of Journalism and Political Marketing, achieving first class professional skills and becoming a much more reputable professional in the sector.



“

*The best faculty is at the best university.  
Don't miss this academic opportunity"*

## International Guest Director

With nearly 20 years of experience in political campaigns at the highest level and more than a decade in the media, Jess McIntosh is considered one of the most prestigious political communication strategists in the United States. Her professional skills allowed her to be part of the 2016 presidential race in that country as Director of Communications for candidate Hillary Clinton.

In addition to this professional achievement, McIntosh has been Deputy Communications Director of EMILY's List, a political action committee dedicated to the support of pro-choice Democratic female candidates for public office. She has also advised other organizations seeking to strengthen their social impact through hard-hitting messaging and to combat misinformation.

At the same time, she has served as an advisor to other political candidates such as Scott Stringer, for Manhattan Borough President, and Michael Bloomberg, for Mayor of New York City. She also participated in Al Franken's campaign for the U.S. Senate as his Secretary and later Press Secretary. She has also served as Spokesperson for the Minnesota Democratic-Farmer-Labor Party.

Likewise, in the media, this renowned specialist has also accumulated multiple achievements. She has worked behind the scenes and on camera for various television and cable news networks across North America such as CBS, CNN and MSNBC.

She has also created, developed and hosted critically acclaimed programs in the podcast and audio space. These include the award-winning SiriusXM radio show Signal Boost, co-hosted with political analyst Zerlina Maxwell. She has also written about politics and gender in countless print publications such as the Wall Street Journal, CNN, ELLE, Refinery29 and Shondaland, among others. She is also Executive Editor of Shareblue Media, a U.S. news outlet.



## Dña. McIntoch, Jess

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- Political Advisor and former Communications Director for Hillary Clinton's presidential campaign
- Host of the multi-award winning SiriusXM Signal Boost radio show
- Executive Editor of Shareblue Media
- Political analyst on news channels such as CBS, CNN and MSNBC
- Columnist for magazines such as Wall Street Journal, CNN, ELLE, Refinery29 and Shondaland
- Former Vice President of EMILY's List
- Former spokeswoman for the Minnesota Democratic-Farmer-Labor Party
- Former Press Officer for Senator Al Franken
- Political Advisor to candidates for senators, mayors and county chairs

“

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

## Management



### Mr. López Rausell, Adolfo

- ♦ Director of TECH Business School
- ♦ Technical Direction in Projects and Market Studies at Investgroup
- ♦ Management in Innovation Club of the Valencian Community
- ♦ Degree in Economics and Business Administration, Universitat de València
- ♦ Diploma in Marketing in ESEM Business School

## Professors

### Mr. Eskibel, Daniel

- ♦ Psychologist and political consultant, world reference in political psychology

### Mr. Landero Madroñal, Jordi

- ♦ Degree in Information Sciences
- ♦ Journalist

### Dr. Morcillo, Guadalupe

- ♦ Expert in Political Communication
- ♦ Dr. in Classical Philology
- ♦ Master's Degree in Governance, Political Marketing and Strategic Communication

### Ms. Sanz Campos, Ana

- ♦ Executive and political *coaching and mentoring*





# 04

## Structure and Content

The structure of the contents has been designed by a team of professionals in Journalism and Political Marketing who, aware of the importance of the current relevance of education in this field as a means to deepen the area of knowledge, have designed a complete syllabus specially conceived to update the knowledge of professionals in the information sciences on the singularities and characteristics of the world of Strategic and Operational Marketing. Thus, after completing the program, the student will be much better prepared to work in this field in a more autonomous and competent manner.



“

*This program has been designed based on the latest evidence and research. This will ensure that, after completing this Postgraduate Certificate, your knowledge will be completely up to date”*

## Module 1 Strategic and Operational Marketing

- 1.1. Fundamentals of Marketing
  - 1.1.1. The Concept of Marketing
  - 1.1.2. The Basic Elements of Marketing
  - 1.1.3. Marketing Activities in Companies
- 1.2. Marketing *Management*
  - 1.2.1. The Concept of Marketing *Management*
  - 1.2.2. New Trends in Marketing
  - 1.2.3. A New Market: Consumer and Business Capabilities
  - 1.2.4. Holistic MK Orientation
  - 1.2.5. Update on the 4Ps of Marketing
  - 1.2.6. Marketing Management Tasks
- 1.3. Strategic Marketing Function
  - 1.3.1. Strategic Marketing Concept
  - 1.3.2. Concept of Strategic Marketing Planning
  - 1.3.3. Stages in the Process of Strategic Marketing Planning
- 1.4. Marketing Strategy Dimensions
  - 1.4.1. Marketing Strategy
  - 1.4.2. Types of Marketing Strategies
- 1.5. Marketing Mix
  - 1.5.1. Mix Marketing Concept
  - 1.5.2. Product Strategies
  - 1.5.3. Pricing Strategies
  - 1.5.4. Distribution Strategies
  - 1.5.5. Communication Strategies
- 1.6. Digital Marketing
  - 1.6.1. Digital Marketing Concept
  - 1.6.2. Marketing Strategies in Digital Marketing
- 1.7. Inbound Marketing
  - 1.7.1. Effective Inbound Marketing
  - 1.7.2. The Benefits of Inbound Marketing
  - 1.7.3. Measuring the Success of Inbound Marketing



- 1.8. Developing the Marketing Plan
  - 1.8.1. Marketing Plan Concept
  - 1.8.2. Situation Analysis and Diagnosis
  - 1.8.3. Strategic Marketing Decisions
  - 1.8.4. Operating Marketing Decisions
- 1.9. Marketing Groups Management
  - 1.9.1. Marketing Groups
  - 1.9.2. The Creation of Marketing Groups
  - 1.9.3. Guidelines for Managing a Marketing Group
  - 1.9.4. The Future of Marketing Groups
- 1.10. *Social Business*
  - 1.10.1. Web 2.0 Strategic Vision and its Challenges
  - 1.10.2. Convergence Opportunities and ICT Trends
  - 1.10.3. How to Monetize Web 2.0 and Social Media
  - 1.10.4. Mobility and Digital Business



*A unique, key, and decisive experience 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.



“

*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, through collaborative activities and real cases, how to solve complex situations in real business environments.*

### 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 business 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 we face 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.



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 specialization, developing a critical mindset, defending arguments, and contrasting opinions: a direct equation to 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

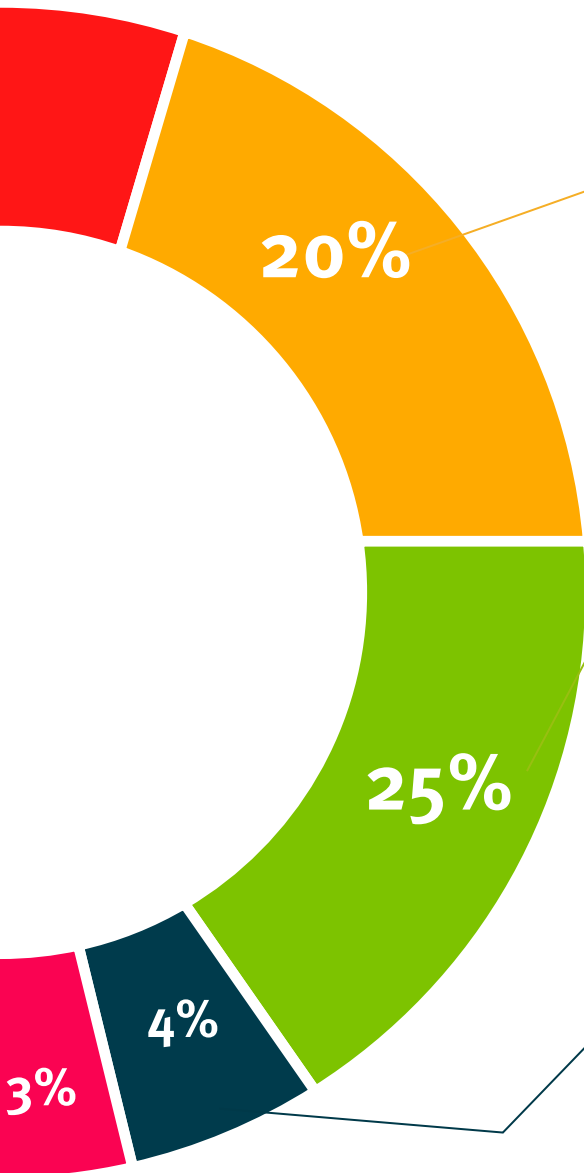
They will carry out activities to develop specific skills and abilities in each subject area. Exercises and activities to acquire and develop the skills and abilities that a specialist needs to develop in the context of the globalization that we are experiencing.



### 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 Strategic and Operational Marketing guarantees students, in addition to the most rigorous and up-to-date training, access to a 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 Strategic and Operational Marketing** contains the most complete and up-to-date academic program on the market.

After the students have 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 Strategic and Operational Marketing**

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

virtual classroom

**tech** technological  
university

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