

# Postgraduate Diploma

## Business Communication Strategy



## Postgraduate Diploma Business Communication Strategy

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

Website: [www.techtute.com/pk/journalism-communication/postgraduate-diploma/postgraduate-diploma-business-communication-strategy](http://www.techtute.com/pk/journalism-communication/postgraduate-diploma/postgraduate-diploma-business-communication-strategy)

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# 01

# Introduction

Communication is a key element in Business Strategy, which consists of a compendium of business tools whose function is to help the company to align its general purposes through an elaborate marketing plan. In this context, this TECH program was born, which offers its students the most complete syllabus in this specific area. Over 12 months of a 100% online program, the student will be given a complete overview of the strategic planning of information technologies, reviewing the historical evolution of organizational behavior. In addition, you will have access to a large content of additional materials of high educational value.





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*This program is the best option you can find to specialize in Business Communication Strategy”*

A business strategy is a methodology that seeks to achieve an objective through a strategic action plan for each functional area of the organization.

The teaching team of this Postgraduate Diploma in Business Communication Strategy has made a careful selection of each of the topics of this program to offer the student a study opportunity as complete as possible and always linked to current events.

This Postgraduate Diploma provides students with specific tools and skills to successfully develop their professional activity in the broad environment of Business Communication Strategy. It works on key skills such as knowledge of the reality and daily practice in the media and develops responsibility in monitoring and supervision of their work, as well as communication skills within the essential teamwork.

This program is designed to provide 600 hours of online study, and all theoretical and practical knowledge is presented through high-quality multimedia content, analysis of clinical cases prepared by experts, master classes and video techniques that allow the exchange of knowledge and experience, maintain and update the educational level of its members, create protocols for action and disseminate the most important developments in the specialty.

This **Postgraduate Diploma in Business Communication Strategy** contains the most complete and up-to-date program on the market. Its most notable features are:

- ♦ Case studies presented by experts in Communication Company Management
- ♦ 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
- ♦ Special emphasis on innovative methodologies in Communication Company Management
- ♦ 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



*Do not miss the opportunity to study this Postgraduate Diploma in Business Communication Strategy with us. It's the perfect opportunity to advance your career"*

“

*This Postgraduate Diploma is the best investment you can make when choosing a refresher program to update your existing knowledge in Business Communication Strategy”*

*This specialisation comes with the best didactic material, providing you with a contextual approach that will facilitate your learning.*

*This 100% online Postgraduate Diploma will allow you to balance your studies with your professional work while increasing your knowledge in this field.*

The teaching staff includes professionals from the communication sector, who bring their experience to this educational 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. The professional will be assisted by an innovative interactive video system created by renowned and experienced experts in Communication Company Management.



# 02

# Objectives

The program in Business Communication Strategy is designed to facilitate professional performance in the field to acquire knowledge of the main developments in the sector communication environments.







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*This is the best option to learn about  
the latest advances in Business  
Communication Strategy”*



### General Objective

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- Prepare the media professional to manage a large company, acquiring the necessary knowledge in each area of the company



*A high-level educational program that will allow you to learn in a gradual way and quickly integrate what you have learned"*





## Specific Objectives

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### Module 1. Business Strategy

- ◆ Define the latest trends developments in business management
- ◆ Identify the main and most recent updates in the business sector
- ◆ Develop a roadmap for monitoring the achievement of the objectives
- ◆ Maintain a clear understanding of the company's priorities and, in the same way, look for alternatives to achieve the goals

### Module 2. Communication Company Management

- ◆ Build a plan for the development and improvement of personal and managerial skills
- ◆ Develop the ability to detect, analyze and solve and problem solving
- ◆ Define the mission and vision of the company, as well as its public and what it wants to transmit from the role of communication

### Module 3. Strategic and Corporate Communication

- ◆ Gain knowledge about all the techniques to manage a communication company
- ◆ Identify tools and techniques for corporate growth
- ◆ Know the communication channels within the company, so that ideas can be shared immediately
- ◆ Carry out a strategic plan that allows communication to create a corporate impulse within the business world

### Module 4. Market and Communication Environments

- ◆ Know how to manage your company's reputation
- ◆ Create guidelines to reach a wider target audience
- ◆ Identify what kind of brands and household name companies want patterns with the company to increase their number of sales



03

# Course Management

The program includes in its teaching staff leading experts in all aspects of marketing management and political communication, who bring to this program the experience of their years of work. Furthermore, other renowned specialists in related disciplines participate in designing and preparing the course, making it a unique and highly nourishing academic experience for the student.



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poor even the sigh.

“

*We have the best teaching staff to help you achieve professional success"*

## Management



### **Ms. Iñesta Fernández, Noelia**

- Journalist and Social Media Manager
- Communications Manager (G. Greterika Imp-Exp)
- Communications and Marketing Manager (Corporate)
- Community Manager in SMEs of Channel Horeca
- Local media writer
- D. in Media Research
- Master's Degree in Social Media Management
- Degree in Journalism
- Higher Technician in Audiovisual Production



04

# Structure and Content

The structure of the contents has been designed by the best professionals in Communication Company Management, with extensive experience and recognized prestige in the profession.





“

*This Postgraduate Diploma in Business Communication Strategy contains the most complete and up-to-date scientific program on the market”*

## Module 1. Business Strategy

- 1.1. Strategic Management
  - 1.1.1. The Concept of Strategy
  - 1.1.2. The Process of Strategic Management
  - 1.1.3. Approaches in Strategic Management
- 1.2. Planning and Strategy
  - 1.2.1. The Plan in a Strategy
  - 1.2.2. Strategic Positioning
  - 1.2.3. Strategy in Companies
  - 1.2.4. Planning
- 1.3. Strategy Implementation
  - 1.3.1. Indicator Systems and Process Approach
  - 1.3.2. Strategic Map
  - 1.3.3. Differentiation and Alignment
- 1.4. Corporate Strategy
  - 1.4.1. The Concept of Corporate Strategy
  - 1.4.2. Types of Corporate Strategies
  - 1.4.3. Corporate Strategy Definition Tools
- 1.5. Digital Strategy
  - 1.5.1. Technology Strategy and its Impact on Digital Innovation
  - 1.5.2. Strategic Planning of Information Technologies
  - 1.5.3. Strategy and The Internet
- 1.6. Corporate Strategy and Technology Strategy
  - 1.6.1. Creating Value for Customers and Shareholders
  - 1.6.2. Strategic IS/IT Decisions
  - 1.6.3. Corporate Strategy vs Technology and Digital Strategy



- 1.7. Competitive Strategy
  - 1.7.1. The Concept of Competitive Strategy
  - 1.7.2. Competitive Advantage
  - 1.7.3. Choosing a Competitive Strategy
  - 1.7.4. Strategies Based on the Strategic Clock Model
  - 1.7.5. Types of Strategies according to the Industrial Sector Life Cycle
- 1.8. Marketing Strategy Dimensions
  - 1.8.1. Marketing Strategies
  - 1.8.2. Types of Marketing Strategies
- 1.9. Sales Strategy
  - 1.9.1. Sales Methods
  - 1.9.2. Acquisition Strategies
  - 1.9.3. Service Strategies
- 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
- 2.4. Strategic Analysis and Competitiveness Factors
  - 2.4.1. Analysis of the Competitive Environment
  - 2.4.2. Competitiveness Determinants
- 2.5. Business ethics
  - 2.5.1. Ethical Behavior in Companies
  - 2.5.2. Deontology and Ethical Codes
  - 2.5.3. Fraud and Conflicts of Interest
- 2.6. The Importance of Marketing in Communication Companies
  - 2.6.1. Marketing Strategies in Traditional Media
  - 2.6.2. Impact of Social Networks on the Media Agenda
- 2.7. Strategic Thinking and Systems
  - 2.7.1. The Company as a System
  - 2.7.2. Strategic Thinking Derived from Corporate Culture
  - 2.7.3. The Strategic Approach From a People Management Perspective
- 2.8. Branding
  - 2.8.1. The Brand and Their Functions
  - 2.8.2. Branding
  - 2.8.3. Brand Architecture
- 2.9. Creative Strategy Formulation
  - 2.9.1. Explore Alternative Strategies
  - 2.9.2. Counter Briefing or Creative Briefing
  - 2.9.3. Branding and Positioning
- 2.10. Design of a Crisis Manual/Crisis Communication Plan
  - 2.10.1. Preventing the Crisis
  - 2.10.2. Managing Crisis Communication
  - 2.10.3. Recovering from the Crisis

## Module 2. Communication Company Management

- 2.1. The Industries of Communication
  - 2.1.1. Mediamorphosis
  - 2.1.2. Digital Transformation
  - 2.1.3. Cybermedia
- 2.2. Legal and Economic Structure of Communication Enterprises
  - 2.2.1. Individual Entrepreneur
  - 2.2.2. Trading Companies
  - 2.2.3. Media Conglomerates
- 2.3. Structure, Administration and Challenges of Management
  - 2.3.1. Departmental Structure in Communication Management
  - 2.3.2. Current Trends in Management Models
  - 2.3.3. Integration of Intangibles
  - 2.3.4. Communication Department Challenges

### Module 3. Strategic and Corporate Communication

- 3.1. Communication in Organizations
  - 3.1.1. Organizations, People and Society
  - 3.1.2. Historical Evolution of Organizational Behavior
  - 3.1.3. Bidirectional Communication
- 3.2. Trends in Business Communication
  - 3.2.1. Generation and Distribution of Corporate Content
  - 3.2.2. Business Communication on the Web 2.0
  - 3.2.3. Implementation of Metrics in the Communication Process
- 3.3. Integral Communication Plans
  - 3.3.1. Audit and Diagnosis
  - 3.3.2. Elaboration of Communication Plan
  - 3.3.3. Measuring results: KPIs and ROI
- 3.4. Internal Communication
  - 3.4.1. Motivational Programs, Social Action, Participation and Training with HR
  - 3.4.2. Internal Communication Support and Tools
  - 3.4.3. Internal Communication Plan
- 3.5. External Communication
  - 3.5.1. External Communication Actions
  - 3.5.2. The Need for Communication Offices
- 3.6. Reputation Management
  - 3.6.1. Corporative Reputation Management
  - 3.6.2. Focus on Brand Reputation
  - 3.6.3. Leadership Reputation Management
- 3.7. Digital Communication and Reputation
  - 3.7.1. Online Reputation Report
  - 3.7.2. Netiquette and Good Practices on Social Media
  - 3.7.3. Branding and Networking 2.0

- 3.8. Communication in Crisis Situations
  - 3.8.1. Definition and Types of Crises
  - 3.8.2. Phases of the Crisis
  - 3.8.3. Messages: Contents and Moments
- 3.9. Lobbies and Pressure Groups
  - 3.9.1. Opinion Groups and Their Actions in Businesses and Institutions
  - 3.9.2. Institutional Relations and Lobbying
  - 3.9.3. Areas of Intervention, Regulatory Instruments, Diffusion Strategies and Media
- 3.10. Corporate Brand Strategy
  - 3.10.1. Public Image and Stakeholders
  - 3.10.2. Corporate Branding Strategy and Management
  - 3.10.3. Corporate Communication Strategy in Line with Brand Identity

### Module 4. Market and Communication Environments

- 4.1. Company's Macro-Environment
  - 4.1.1. Concept of Macro-Environment
  - 4.1.2. Macro-Environment Variables
- 4.2. Company's Micro-Environment
  - 4.2.1. Approach to the Concept of Micro-Environment
  - 4.2.2. Actors in the Micro-Environment
- 4.3. New Competitive Environment
  - 4.3.1. Technological Innovation and Economic Impact
  - 4.3.2. Knowledge Society
  - 4.3.3. The New Consumer Profile
- 4.4. Knowing the Market and the Consumer
  - 4.4.1. Open Innovation
  - 4.4.2. Competitive Intelligence
  - 4.4.3. Competitive Economy

- 4.5. The Market and Audiences
  - 4.5.1. Brief History of Meters in Spain
  - 4.5.2. Profile of Media Users
  - 4.5.3. Audience Fragmentation
- 4.6. Developing the Marketing Plan
  - 4.6.1. Marketing Plan Concept
  - 4.6.2. Situation Analysis and Diagnosis
  - 4.6.3. Strategic Marketing Decisions
  - 4.6.4. Operating Marketing Decisions
- 4.7. Market Segmentation
  - 4.7.1. Market Segmentation Concept
  - 4.7.2. Uses and Segmentation Requirements
  - 4.7.3. Consumer Market Segmentation
  - 4.7.4. Industrial Market Segmentation
  - 4.7.5. Segmentation Strategies
  - 4.7.6. Segmentation Based on Mix Marketing Criteria
- 4.8. Competitive Positioning
  - 4.8.1. Positioning Concept on the Market
  - 4.8.2. The Positioning Process
- 4.9. Commercial Segmentation
  - 4.9.1. Analysis of Distribution Channels, Sales Areas and Products
  - 4.9.2. Preparing Commercial Areas
  - 4.9.3. Implementing the Visiting Plan
- 4.10. Corporate Social Responsibility
  - 4.10.1. Social Commitment
  - 4.10.2. Sustainable Organizations
  - 4.10.3. Business Ethics



*This training will allow you to advance in your career comfortably"*

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.

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*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.



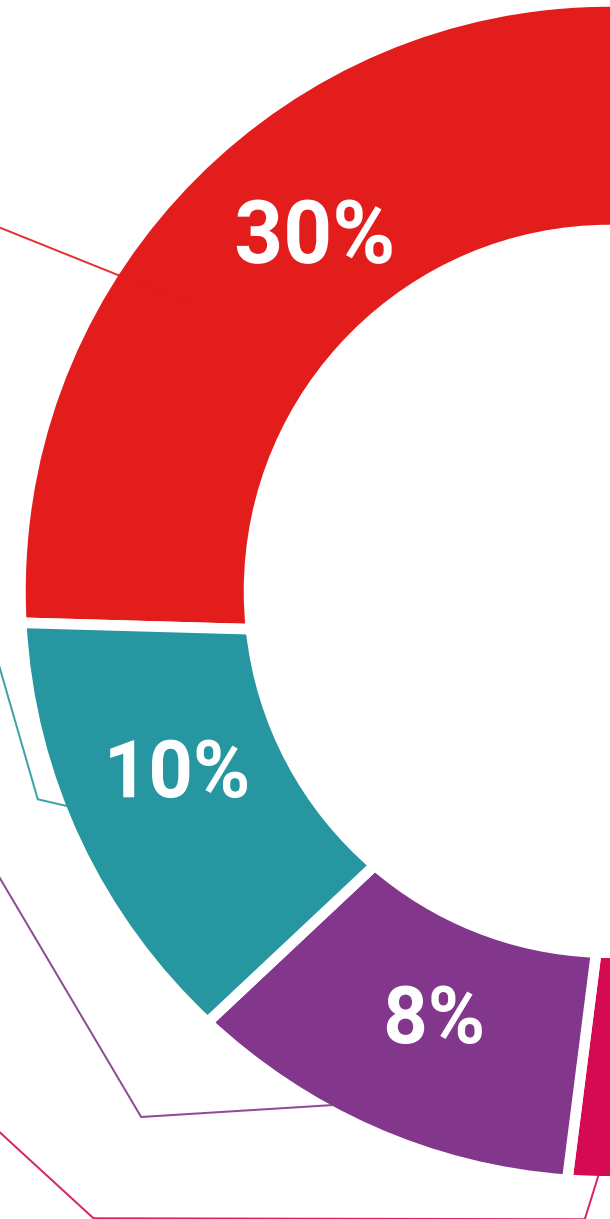
### Practising Skills and Abilities

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 Diploma in Business Strategy in Communication guarantees students, in addition to the most rigorous and up-to-date education, access to a Postgraduate Diploma 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 Diploma in Business Communication Strategy** 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 Diploma** issued by **TECH Technological University** via tracked delivery\*.

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

Title: **Postgraduate Diploma in Business Strategy in Communication**

Official N° of hours: **600 h.**



\*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  
virtual classroom

**tech** technological  
university

## Postgraduate Diploma Business Communication Strategy

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