Advanced Master's Degree

Finance







Advanced Master's Degree Finance

Language: English

Course Modality: Online

Duration: 2 years

Accreditation: TECH Technological University

Official N° of hours: 3,000 h.

Website: www.techtitute.com/in/school-of-business/advanced-master-degree/advanced-master-degree-finance

Index

02 Why Study at TECH? Why Our Program? Objectives Welcome p. 4 p. 6 p. 10 p. 14 06 Skills Structure and Content Methodology p. 22 p. 30 p. 44 80 Course Management Our Students' Profiles Impact on Your Career p. 52 p. 56 p. 60 Benefits for Your Company Certificate

p. 68

p. 64

01 **Welcome**

Finance moves in complex and constantly changing environments, due to financial crises or market variation, for example. Therefore, it is important to have trained professionals, since financial management is one of the most important areas of any company. This program in Finance has been created to train you in the financial management of a company. Quality, up-to-date content and the latest developments are the bases that will allow you to achieve success. The content of this program can be divided into three main blocks: financial management, banking and financial markets, and research in economic sciences. Each of these blocks provides the student with the necessary skills for the development of their profession, since they are three totally linked and complementary areas that allow a global and more complete specialization, which will also favor your personal and professional growth.









tech 08 | Why Study at TECH?

At TECH Technological University



Innovation

The university offers an online learning model that combines the latest educational technology with the most rigorous teaching methods. A unique method with the highest international recognition that will provide students with the keys to develop in a rapidly-evolving world, where innovation must be every entrepreneur's focus.

"Microsoft Europe Success Story", for integrating the innovative, interactive multi-video system.



The Highest Standards

Admissions criteria at TECH are not economic. Students don't need to make a large investment to study at this university. However, in order to obtain a qualification from TECH, the student's intelligence and ability will be tested to their limits. The institution's academic standards are exceptionally high...

95%

of TECH students successfully complete their studies



Networking

Professionals from countries all over the world attend TECH, allowing students to establish a large network of contacts that may prove useful to them in the future.

100,000+

200+

executives trained each year

different nationalities



Empowerment

Students will grow hand in hand with the best companies and highly regarded and influential professionals. TECH has developed strategic partnerships and a valuable network of contacts with major economic players in 7 continents.

500+

collaborative agreements with leading companies



Talent

This program is a unique initiative to allow students to showcase their talent in the business world. An opportunity that will allow them to voice their concerns and share their business vision.

After completing this program, TECH helps students show the world their talent.



Multicultural Context

While studying at TECH, students will enjoy a unique experience. Study in a multicultural context. In a program with a global vision, through which students can learn about the operating methods in different parts of the world, and gather the latest information that best adapts to their business idea.

TECH students represent more than 200 different nationalities.



A

Learn with the best

In the classroom, TECH's teaching staff discuss how they have achieved success in their companies, working in a real, lively, and dynamic context. Teachers who are fully committed to offering a quality specialization that will allow students to advance in their career and stand out in the business world.

Teachers representing 20 different nationalities.



At TECH, you will have access to the most rigorous and up-to-date case studies in the academic community"

Why Study at TECH? | 09 tech

TECH strives for excellence and, to this end, boasts a series of characteristics that make this university unique:



Analysis

TECH explores the student's critical side, their ability to question things, their problem-solving skills, as well as their interpersonal skills.



Academic Excellence

TECH offers students the best online learning methodology. The university combines the Relearning method (a postgraduate learning methodology with the highest international rating) with the Case Study. A complex balance between tradition and state-of-the-art, within the context of the most demanding academic itinerary.



Economy of Scale

TECH is the world's largest online university. It currently boasts a portfolio of more than 10,000 university postgraduate programs. And in today's new economy, **volume + technology = a ground-breaking price**. This way, TECH ensures that studying is not as expensive for students as it would be at another university.





tech 12 | Why Our Program?

This program will provide students with a multitude of professional and personal advantages, particularly the following:



A significant career boost

By studying at TECH, students will be able to take control of their future and develop their full potential. By completing this program, students will acquire the skills required to make a positive change in their career in a short period of time.

70% of participants achieve positive career development in less than 2 years.



Develop a strategic and global vision of companies

TECH offers an in-depth overview of general management to understand how each decision affects each of the company's different functional areas.

Our global vision of companies will improve your strategic vision.



Consolidate the student's senior management skills

Studying at TECH means opening the doors to a wide range of professional opportunities for students to position themselves as senior executives, with a broad vision of the international environment.

You will work on more than 100 real senior management cases.



Take on new responsibilities

The program will cover the latest trends, advances and strategies, so that students can carry out their professional work in a changing environment.

45% of graduates are promoted internally.



Access to a powerful network of contacts

TECH connects its students to maximize opportunities. Students with the same concerns and desire to grow. Therefore, partnerships, customers or suppliers can be shared.

You will find a network of contacts that will be instrumental for professional development.



Thoroughly develop business projects

Students will acquire a deep strategic vision that will help them develop their own project, taking into account the different areas in companies.

20% of our students develop their own business idea.



Improve soft skills and management skills

TECH helps students apply and develop the knowledge they have acquired, while improving their interpersonal skills in order to become leaders who make a difference.

Improve your communication and leadership skills and enhance your career.



Be part of an exclusive community

Students will be part of a community of elite executives, large companies, renowned institutions, and qualified professors from the most prestigious universities in the world: the TECH Technological University community.

We give you the opportunity to train with a team of world renowned teachers.





tech 16 | Objectives

Your goals are our goals. We work together to help you achieve them.

The Advanced Master's Degree in Finance will train you to:



Define the latest trends and developments in business management



Perform different economic, financial and strategic analyses of an entity and its comparison with the main competitors and new entity models



Learn how to conduct research in economics using the data and tools necessary to do so







Develop competencies to design financial strategies aligned with the company's strategy

05

Develop strategies for investment and financing decisions in a complex and unstable environment, evaluating their impact on the company

06

Develop the ability to detect, analyze and solve problems





19

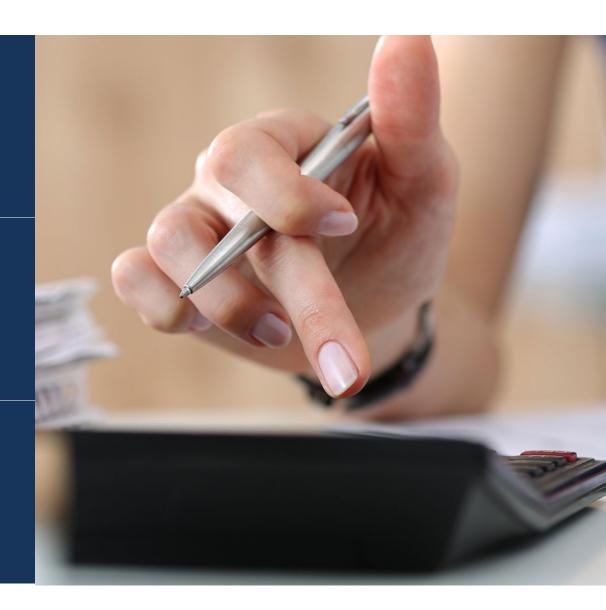
Learn what are and how to use the different tools necessary for research in economic sciences

20

Learn what behavioral economics is



Know how to conduct research in financial economics





22

Learn to do research in economics in an international context

23

Analyze the different financial markets and their characteristics



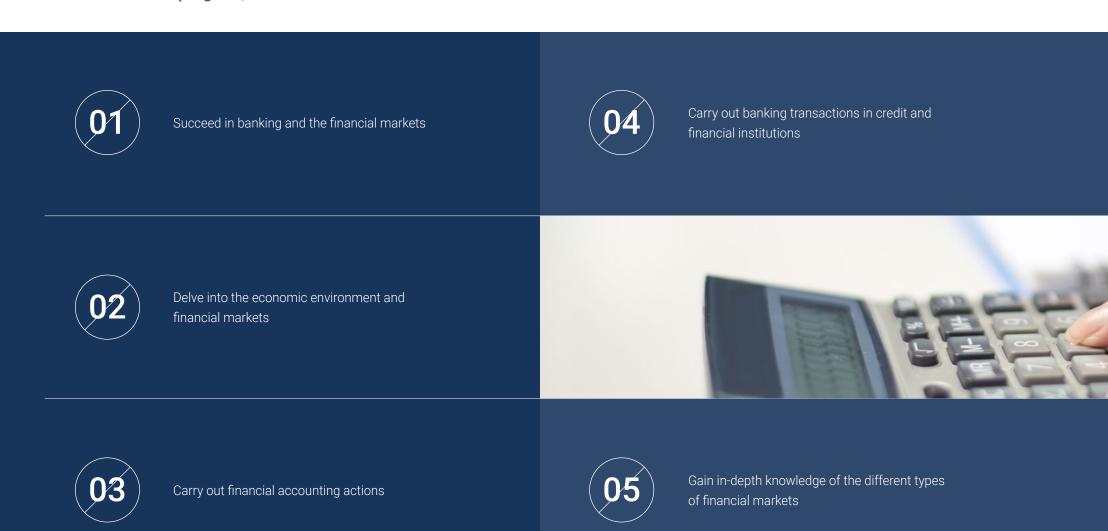
Know the evolution of the image of the entrepreneur and businessman in society according to periods and regions

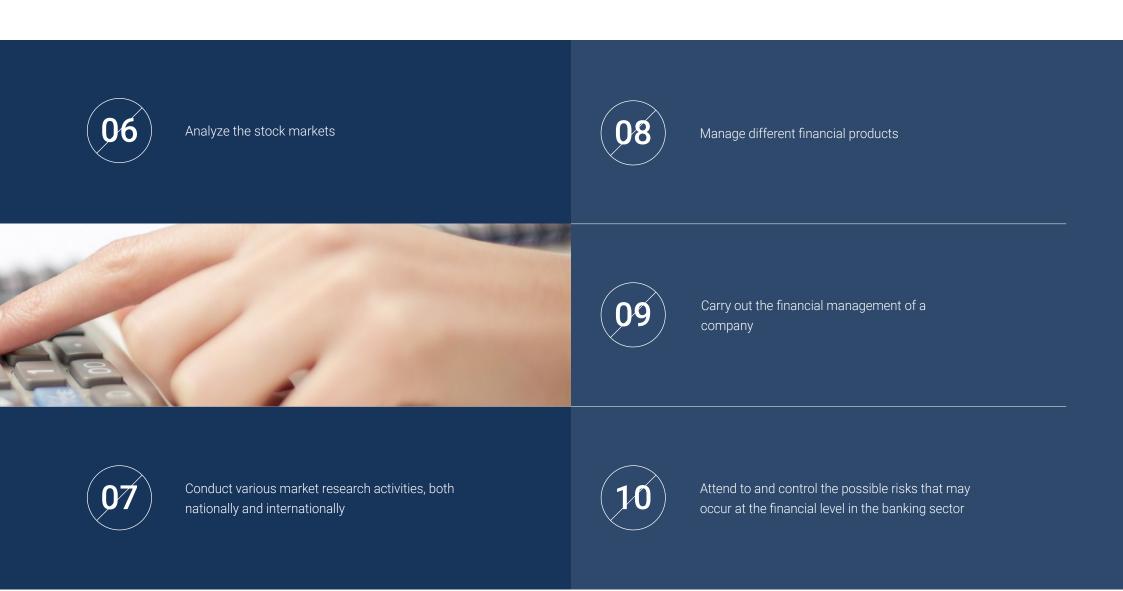


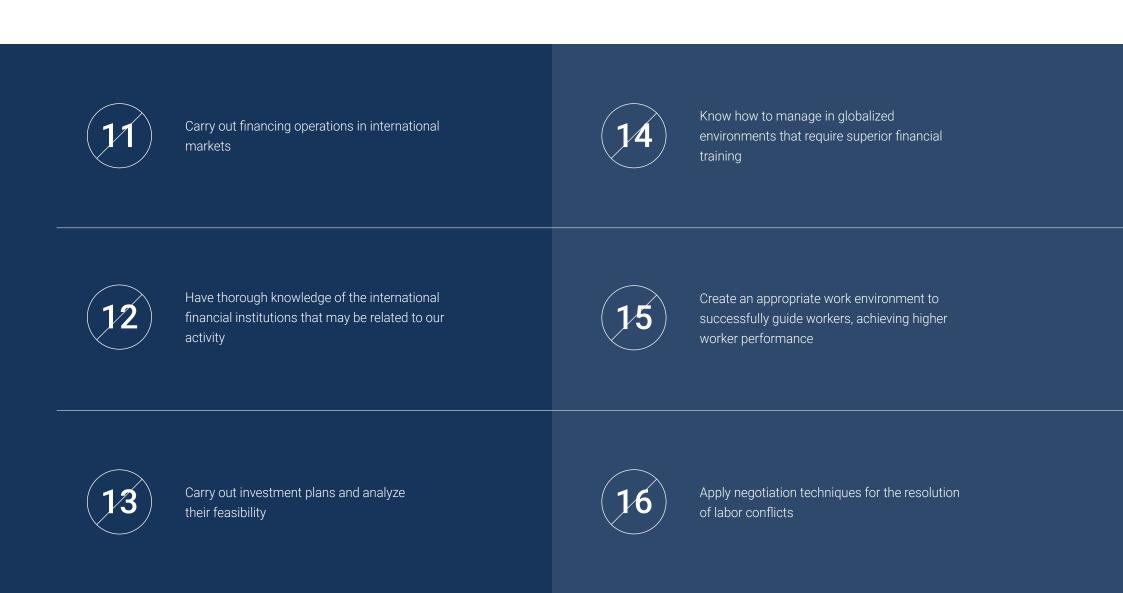


tech 24 | Skills

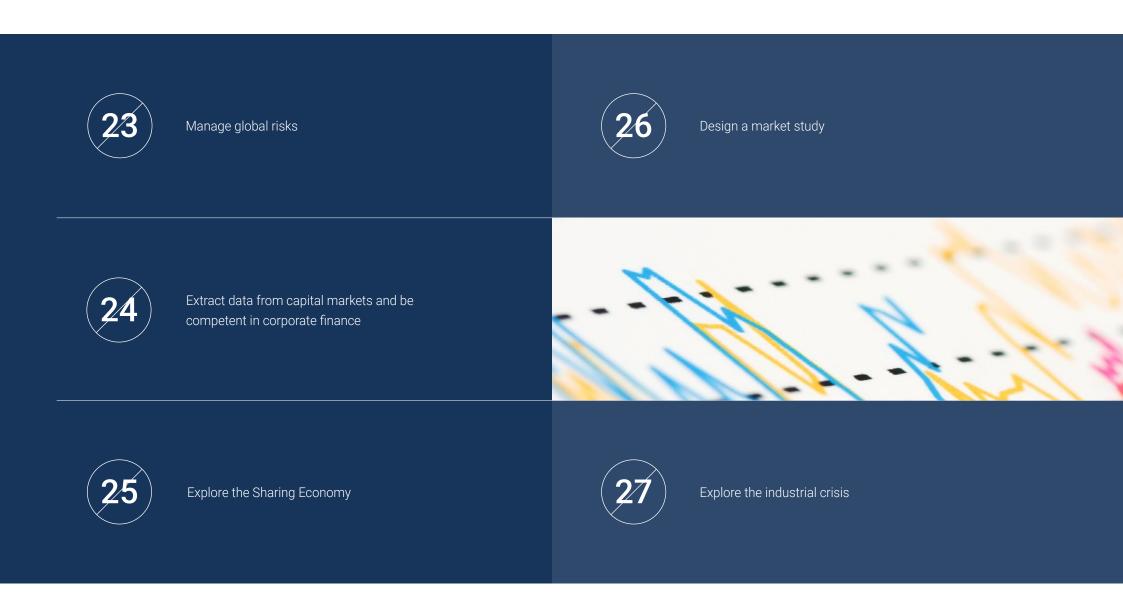
At the end of this program, the student will be able to:

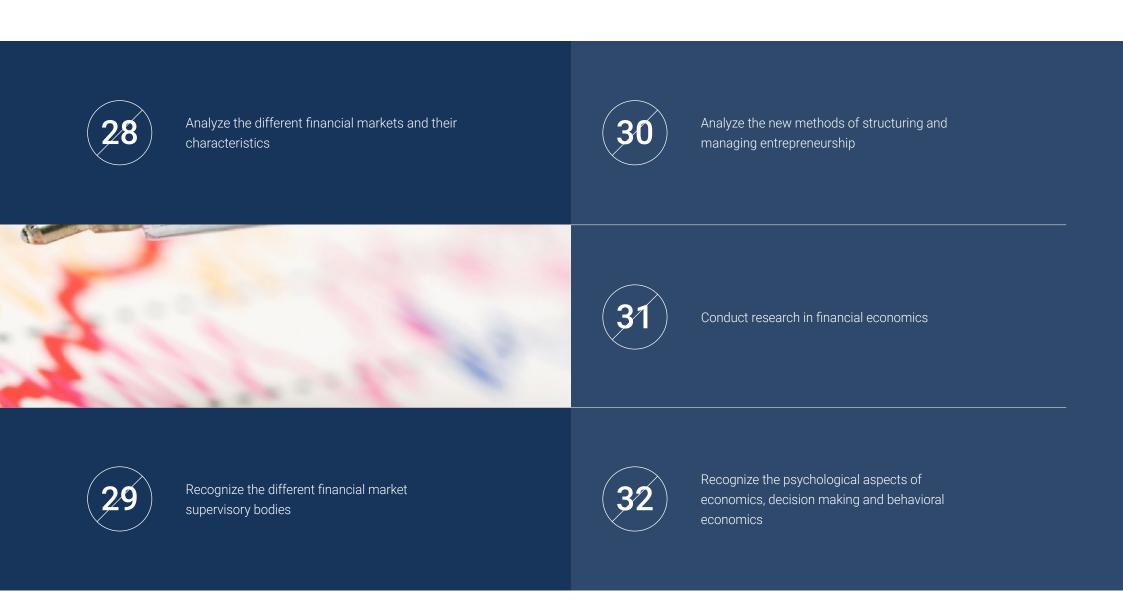
















tech 32 | Structure and Content

Syllabus

The Advanced Master's Degree in Finance at TECH Technological University is an intense program that prepares the student to face business challenges and decisions at both national and international levels. Its content is designed to promote the development of managerial skills that enable more rigorous decision-making in uncertain environments.

Throughout 3,000 hours of study, a multitude of practical cases will be analyzed through individual work, which will allow you to easily acquire the necessary knowledge to apply it later to your daily practice. It is, therefore, an authentic immersion in real business situations.

This program deals in depth with all financial areas of the company and is designed for managers to understand financial management from a strategic, international and innovative perspective.

A plan designed for students focused on their professional improvement and that prepares them to achieve excellence in the field of leadership and business management. 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 skills to solve critical situations in a creative and efficient way.

This program takes place over 24 months and is divided into 23 modules:

Module 1	Strategic Direction and Management
Module 2	Management and Leadership Development
Module 3	Management Accounting
Module 4	Strategic Planning and Management Control
Module 5	Financial Risk and Corporate Finance
Module 6	Feasibility of the Inversions Project
Module 7	The Economic Environment and Financial Markets
Module 8	Banking Management
Module 9	Financial Instruments and Markets
Module 10	Financial Analysis and Planning
Module 11	Financial Products and Banking Asset Products
Module 12	Collective Investment
Module 13	Financial Risk and Corporate Finance

Module 14	Financial Marketing
Module 15	International Finance
Module 16	Startups creation and financing
Module 17	Social Science Research
Module 18	Researcher's Tools
Module 19	Behavioral Economics
Module 20	Financial Economics
Module 21	International Trade Economics
Module 22	Industrial Economics
Module 23	Entrepreneurial Innovation and Initiative

Where, When and How is it Taught?

TECH offers the possibility of developing this program completely online. During the 24 months of training, the student will be able to access all the contents of this program at any time, which will allow them to self-manage their study time.

A unique, key and decisive educational experience to boost your professional development and make the definitive leap.

tech 34 | Structure and Content

2.5. Strategic Communication

2.5.3. Internal Communication and Comprehensive

2.5.1. Interpersonal Communication2.5.2. Communication Skills and Influence

Communication Plan
2.5.4. Barriers to Business Communication

Module 1. Strategic Direction and Manage	ement		
1.1. Organisational Design1.1.1. Organizational Culture1.1.2. Organizational Structure Design1.1.3. Competitive Advantage in Organizations	 1.2. Cross-Cultural Management 1.2.1. Cultural Dimension of International Management 1.2.2. Globalization in Business Management 1.2.2. Cross-Cultural Leadership 	 1.3. General Management 1.3.1. Integrating Functional Strategies into the Global Business Strategies 1.3.2. Management Policy and Processes 1.3.3. Society and Enterprise 	 1.4. Strategic Management 1.4.1. Establish the Strategic Position: Mission, Vision and Values 1.4.2. Developing New Businesses 1.4.3. Growing and Consolidating Companies
1.5. Competitive Strategy1.5.1. Market Analysis1.5.2. Sustainable Competitive Advantage1.5.3. Return on Investment	1.6. Corporate Strategy1.6.1. Driving Corporate Strategy1.6.2. Pacing Corporate Strategy1.6.3. Framing Corporate Strategy	 1.7. Planning and Strategy 1.7.1. The Relevance of Strategic Direction in the Management Control Process 1.7.2. Analysis of the Environment and the Organization 1.7.3. Lean Management 	1.8. Strategy Implementation1.8.1. Indicator Systems and Process Approach1.8.2. Strategy Map1.8.3. Differentiation and Alignment
Module 2. Management and Leadership [Development		
 2.1. People in Organizations 2.1.1. Quality of Work Life and Psychological Well-Being 2.1.2. Work Teams and Meeting Management 2.1.3. Coaching and Team Management 2.1.4. Managing Equality and Diversity 	2.2. Talent Management2.2.1. Managing Human Capital2.2.2. Environment, Strategy and Metrics2.2.3. Innovation in People Management	 2.3. Management and Leadership Development 2.3.1. Leadership and Leadership Styles 2.3.2. Motivation 2.3.3. Emotional Intelligence 2.3.4. Skills and Abilities of the Leader 2.0 	2.4. Change Management2.4.1. Performance Analysis2.4.2. Leading Change. Resistance to Change2.4.3. Managing Change Processes2.4.4. Managing Multicultural Teams

2.6. Negotiation and Conflict Management

2.6.1. Effective Negotiation Techniques2.6.2. Interpersonal Conflicts2.6.3. Intercultural Negotiation

2.3.5. Efficient Meetings

Mod	ule 3. Management Accounting						
3.1.2.	Fundamentals of Management Accounting Management Accounting Objectives Qualitative Characteristics of Accounting Information Management Accounting Evolution	3.2.1. 3.2.2. 3.2.3. 3.2.4.	Stock in General Accounting and Cost Accounting	3.3.1. 3.3.2. 3.3.3.	Cost-Volume of Operations-Benefit Analysis Characteristics and Assumptions of the Cost-Volume-Profit Method Break-Even Point Safety Margin Uncertainty Situations in the Cost-Volume-Profit Analysis	3.4.1. 3.4.2. 3.4.3.	Intelligence Fundamentals and Classification Cost Allocation Phases and Methods
3.5.3.	Management Tool Fixed and Variable Costs: Classification	3.6. 3.6.1. 3.6.2. 3.6.3. 3.6.4.	9 9	3.7.3.	Standard Costs Definition and Types of Standard Costs Flexible Budgeting of Indirect Costs Total Cost Center and Full Costs Model Variances in Standard Costs Approach	3.8.1. 3.8.2. 3.8.3. 3.8.4.	Decision-Making in Management Accounting Production and Costs Organization for Decision-Making Analysis of Economic-Financial Statements and their Impact on Corporate Decisions Financial Information for Decision-Making in the Short and Long Term Dealing with Uncertainty in Decision-Making Planning and Cost Analysis for Competitive Advantage
Mod	ule 4. Strategic Planning and Manager	ment Co	ontrol				
4.1. 4.1.1. 4.1.2. 4.1.3.	Management Control Financial Policy and Growth Information as a Management Control Tool Management Control as a Planning and Management System Functions of the Controller	4.2.		4.3.2. 4.3.3.	Treasury Management Accounting Working Capital and Working Capital Requirement Calculation of Operating Cash Requirements Credit Management Management of Funds, Wealth and Family Offices	4.4. 4.4.1. 4.4.2. 4.4.3.	Organization of the Treasury Department
4.5. 4.5.1. 4.5.2.	Planning and Control of Responsibility Centers Design of a Management Control System Deviations in Management Control	4.6.1. 4.6.2.	The Strategic Planning and Formulation Process Formulation and Content of the Strategic Plan Balanced Scorecard Terminology and Basic Concepts	4.7.2.	Organizational Planning Business Units and Transfer Pricing Manufacturing, Production, Support and Sales Centers Roles and Responsibilities of the Financial Management		Indicators as a Control Tool Scorecard Number and Format of Indicators Strategic Planning

tech 36 | Structure and Content

6.5.1. Definition and Scope of Application

6.5.3. Sector and Stock Market Research in

Fundamental Analysis
6.5.4. Ratios and Fundamental Analysis

6.5.2. Study of Charts and Trends

Module 5. Financial Risk and Corporate Fina	ance					
 5.1. Financial Management and Corporate Finance 5.1.1. Business Management and Value Creation 5.1.2. Capital Structure and Financial Leverage 5.1.3. Weighted Average Cost of Capital 5.1.4. Capital Asset Pricing Model and Other Models 	5.2. 5.2.1. 5.2.2. 5.2.3.	Company Valuation Methods Dividend Discount Flow Discount Comparable Multiples	5.3. 5.3.1. 5.3.2. 5.3.3. 5.3.4.	Corporate Operations Mergers Acquisition Mergers and Acquisitions Tax Regime for Restructuring Operations	5.4.1. 5.4.2. 5.4.3. 5.4.4.	Studying Other Types of Companies Unlisted Companies SMES Family Businesses Foundations and Non-Profit Organizations Social Economy Enterprise
 5.5.1 Management Control Systems 5.5.2. Risks and Internal Control 5.5.3. Review and Audit of the Control System 5.5.4. Financial Risk Management 	5.6.3.	Risk, Profitability and Indebtedness Economic Profitability and Financial Profitability Financial Profitability and Indebtedness Risk and Profitability	5.7.3.	Sources of Financing Bank Financing Issuance of Debentures and Securitization of Assets Private Equity and Venture Capital Subsidies and Fiscal Support	5.8.1. 5.8.2. 5.8.3.	Corporate Transactions and Bankruptcy Declaration of Bankruptcy and its Effects Settlement and Liquidation Phases The International Tender Scoring the Tender Conclusion and Reopening of the Tender
Module 6. Feasibility of the Inversions Project	ct					
6.1. Investment in the Company6.1.1. Concept and Classification6.1.2. Stages in the Study of the Investment Project6.1.3. Investment as a Financial Operation		Total and Average Cash Flow per Committed Monetary Unit	6.3. 6.3.1. 6.3.2. 6.3.3. 6.3.4.	Cost of Capital Cost of Borrowed Resources Cost of Preferred Stocks Cost of Equity Calculation Total Cost of Capital Calculation	6.4.1. 6.4.2.	Investment Diagnosis, Planning and Control Financial Planning Real Estate Planning Tax Planning
6.5. Technical and Fundamental Analysis	6.6.	Investment Analysis in a Risky Environment		Cash Flows in Investment Projects Financial Modeling		Stock Markets Companies Access to the Stock Market The Functioning of the International Stock

6.6.1. Adjustment of the Discount Rate

Conditions

6.6.3. Scenario Simulation

6.6.2. Reduction of Cash Flows to Certainty

6.7.2. Elaboration of Cash Flows

6.7.3. Analysis of Cash Flows of Working Capital 6.7.4. Taxes and Inflation

6.8.2. The Functioning of the International Stock

6.8.4. Taxation of Financial Investments in Spain

Markets

6.8.3. Stock Market Indexes

7.1. 7.1.1. 7.1.2. 7.1.3. 7.1.4.	Banking Within the Financial System	7.2. 7.2.1. 7.2.2. 7.2.3.	Finance Theory Statistics Applied to the Stock Market Mathematics of Financial Operations Financial Transactions	7.3.1. 7.3.2. 7.3.3. 7.3.4.	Financial Balance	7.4. 7.4.1. 7.4.2. 7.4.3.	Measuring Financial Activity Financial System Types of Transactions Financial Instruments
7.5. 7.5.1. 7.5.2. 7.5.3.	Main Financial Aggregates Financial Institutions Financial Versus Non-Financial Investment Negotiation Levels	7.6.1. 7.6.2. 7.6.3. 7.6.4.	Markets and the Control of Financial Flows Structure of the Financial System Financial Markets Nature and Objectives of Monetary Policy Interest Rates	7.7. 7.7.1. 7.7.2. 7.7.3. 7.7.4.	Bank Accounting Financial Statements in Banking Other Balance Sheet and Income Statement Items Credit Risk and Insolvency Business Combinations and Consolidation	7.8.2. 7.8.3.	The Current Financial Crisis Failures of the International Financial System Accounting Standards and Creative Accounting Bad Banking Practices Tax Havens
Mod	lule 8. Banking Management						
8.1.	Operational Management of Credit	8.2.	Management Objectives of	8.3.	Interest Rate Risk Management	8.4.	Liquidity Management and

Monetary Policy of the ECB Institutions Financial Institutions 8.3.1. Risk Management in Credit Institutions 8.3.2. Interest Rate Risk 8.4.1. Money and Interbank Markets 8.1.1. Analysis of the Income Statement 8.2.1. Solvency Management in Credit Institutions 8.3.3. Interest Risk Valuation Methods 8.1.2. Main Management Indicators 8.2.2. Market and Funding Liquidity 8.4.2. Liquidity Management 8.4.3. Coverage of Legal Coefficients 8.1.3. Management Control of the Banking 8.2.3. Efficient Banking Management 8.4.4. Monetary Policy in the Euro Zone Business 8.5. Banking Company and 8.6. Banking Regulation Management Models 8.6.1. The European Central Bank and the Central 8.5.1. The Financing of Economic Activity Banking System 8.6.2. Cash Ratio and Eligible Liabilities 8.5.2. Costs and Productivity 8.6.3. Solvency Ratios: Basel II 8.5.3. Margins and Profitability 8.6.4. Money Laundering 8.5.4. Competition in the Banking Sector

tech 38 | Structure and Content

Module 9. Financial Instruments and Ma	kets		
 9.1. The Financial Markets 9.1.1. Characteristics of Financial Markets 9.1.2. Functions of Financial Markets 9.1.3. Components of Financial Markets 	 9.2. Types of Financial Markets 9.2.1. Financial Markets According to Traded Rights 9.2.2. Financial Markets According to the Term of the Assets Traded 9.2.3. Financial Markets According to the Time of Issuance of Assets 9.2.4. Financial Markets According to Their Organizational Structure 9.2.5. Financial Markets According to the Time of Delivery of the Asset 	 9.3. Financial Market Supervisory Bodies 9.3.1. European Central Bank and Bank of Spain 9.3.2. General Directorate of Insurance and Pension Funds 9.3.3. National Securities Market Commission 	9.4. Stock Markets 9.4.1. The Stock Market 9.4.2. Futures Market 9.4.3. Options Markets
 9.5. Fixed Income Market 9.4.1. Spot Interest Rates and Forward Interest Rates 9.5.2. Public Debt Market 9.5.3. AIAF Market 	9.6. Equity Market9.6.1. Trading Systems9.6.2. CNMV and Market Regulation9.6.3. Securities and Stock Exchange Operations9.6.4. IPOs	9.7. Futures Market9.7.1. Forward Contracts9.7.2. Futures on Interest9.7.3. Exchange Rate Futures9.7.4. Stock Index Futures	9.8. Options Markets 9.8.1. Speculative Operations 9.8.2. Continuous Arbitrage Operations 9.8.3. The Price of an Option Contract 9.8.4. Use of Options in Hedging 9.8.5. Characteristics of an Options Portfolio
9.9. OTC Derivative Products9.9.1. FRA Markets9.9.2. Swap9.9.3. Cap, Floor and Collar	9.10. Foreign Exchange Market 9.10.1. Operation and Regulatory Agencies 9.10.2. Spot Foreign Exchange Transactions 9.10.3. Parity Conditions 9.10.4. Exchange to Local Currency	9.11. Investment Funds 9.11.1. Fixed Income Funds 9.11.2. Mixed Fixed Income Funds 9.11.3. Mixed Equity Funds 9.11.4. Equity Funds	9.12. Liberalization of Financial Markets9.12.1. Eurodollars and Eurobonds9.12.2. New International Titles9.12.3. Globalization
Module 10. Financial Analysis and Plann	ng		
10.1. Accounting and Bank Consolidatio 10.1.1. Analysis of the Economic Situation 10.1.2. Industry and Company Analysis 10.1.3. Types of Graphs 10.1.4. Main Theories	10.2. Fundamental and Technical Analysis 10.2.1. Analysis of the Balance Sheet 10.2.2. Analysis of the Income Statement 10.2.3. Management Ratios 10.2.4. Selection Criteria for Investing in a Credit	10.3. Analysis of Financial Statements 10.3.1. Equity Analysis 10.3.2. Degree of Liquidity of Assets 10.3.3. Efficiency and Profitability of Investments	10.4. Financial Prediction 10.4.1. Economic Forecasting Models 10.4.2. Univariate Models 10.4.3. Multivariate Models 10.4.4. Techniques for Estimating Financial Variables

10.7.1. Risk Adjusted Return Analysis

10.7.4. Scorecards

10.7.2. Asset and Liability Pricing Models

10.7.3. Strategic Map: Definition and Elaboration

10.5. Balance Sheet and Risk Analysis

- 10.5.1. Risks of Credit Institutions
- 10.5.2. Information Required for Risk Analysis
- 10.5.3. Analysis of the Situation and Possible Evolution of the Companies
- 10.5.4. Short and Long-Term Financing

10.6. Solvency Management

Institution

- 10.6.1. Shareholders Equity in the Banking Company and Solvency Ratio
- 10.6.2. Capital Optimization and Pillar II
- 10.6.3. Basel III
- 10.6.4. Internal Control and Pillar III

10.7. Profitability Analysis Models 10.8. Valuation of Credit Institutions

- 10.8.1. Basic Principles in the Valuation of a Financial Institution
- 10.8.2. Modeling of a Credit Institution
- 10.8.3. Methodologies for the Valuation of Financial Institutions

12.8.1. Taxation of Financial Products

12.8.3. Spanish Tax Framework

12.8.2. Taxation of Social Security Products

Module 11. Financial Products and Banking Asset Products 11.2. Equity Assets 11.3. Derivative Financial Products 11.4. Structured Financial Products 11.1. Public Fixed Income Assets 11.1.1. Treasury Bills 11.2.1. The Regulation of Equity Markets 11.3.1. Short-Term Derivative Products 11.4.1. Structured Interest Rate Swaps 11.1.2. Government Bonds and Debentures 11.2.2. Contracting in Equity Markets 11.3.2. Options 11.4.2. Structured Exchange Rate 11.2.3. Companies in the Stock Market 11.1.3. Debt of the Autonomous Community and 11.3.3. Swaps 11.4.3. Structured Equity Securities Other Public Entities 11.2.4. Stock Market Information 11.3.4. Credit Derivatives 11.4.4. "Commodities" Structures 11.5. Bank Loans to Individuals 11.6. Corporate Banking Asset Products 11.7. Mortgage Loans 11.8. Working Capital Financing Products 11.6.1. Bank Discount 11.7.1. Appraisals 11.5.1. Analysis of Effective Rates 11.8.1. Factoring 11.5.2. Financial Characteristics 11.7.2. Mortgage Subrogation 11.6.2 Credit Policies 11.8.2. Confirming 11.5.3. Legal Characteristics 11.6.3. Credit Advances 11.7.3. Mortgage Novations 11.9. Insurance Products 11.10. Liability Products 11.9.1. Models and Characteristics Remuneration and Profitability 11.10.1. 11.9.2. Regulation and Tax Treatment of Pension 11.10.2. APR Funds and Plans 11.10.3. Legal and Tax Aspects 11.9.3. Marketing of Insurance Products from Credit 11.10.4. Target Audience Institutions Module 12. Collective Investment 12.3. Asset Allocation 12.4. Portfolio Building 12.1. Investment Funds 12.2. Equity Management 12.1.1. Manager and Depositary 12.2.1. Analysis of Investment Funds 12.3.1. Portfolio Advisory Process 12.4.1. Market Risk 12.2.2. Equity Management Tools 12.3.2. Strategic and Tactical Asset Allocation 12.1.2. Investment Funds 12.4.2. International Investment 12.1.3. Supervision 12.2.3. Analysis of a Portfolio of Financial Assets 12.3.3. Institutional Manager 12.4.3. Asset Classes, Utility Curves and CAMP 12.4.4. Portfolio Formation Strategies 12.1.4. Characteristics of the Funds 12.2.4. Reinstatement of Truncated Financial 12.3.4. Strategic Portfolio and Tactical Portfolio Investments 12.5. Equity Management Strategies 12.6. Fixed Income Management 12.7. Insurance 12.8. Taxation

12.7.1. Fundamentals of the Insurance Activity

12.7.3. Insurance Sector Institutions

Societies

12.7.2. Unit Linked, Coinsurance and Reinsurance

12.7.4. Insurance Companies and Mutual Benefit

Strategies

12.6.3. Securitizations

12.6.1. Fixed Income Portfolio Management

12.6.2. Hedging in Fixed Income Portfolios

12.5.1. Markowitz Portfolio Selection Theory

12.5.4. Portfolio Management in Emerging Markets

12.5.2. Systematic and Specific Risks

12.5.3. Financial Crisis Management

tech 40 | Structure and Content

Module 13. Financial Risk and Corporate Finance 13.1. Financial Management and 13.2. Company Valuation Methods 13.3. Corporate Operations 13.4. Studying Other Types of Companies Corporate Finance 13.2.1. Dividend Discount 13.3.1. Mergers. 13.4.1. Unlisted Companies 13.2.2. Flow Discount 13.3.2. Acquisition 13.4.2. SMES 13.1.1. Business Management and Value Creation 13.3.3. Mergers and Acquisitions 13.2.3. Comparable Multiples 13.4.3. Family Businesses 13.1.2. Capital Structure and Financial Leverage 13.3.4. Tax Regime for Restructuring Operations 13.4.4. Foundations and Non-Profit Organizations 13.1.3. Weighted Average Cost of Capital 13.4.5. Social Economy Enterprise 13.1.4. Capital Asset Pricing Model and Other Models 13.6. Risk, Profitability and Indebtedness 13.5. Strategy and Risk Control 13.7. Sources of Financing 13.8. Corporate Transactions and Bankruptcy 13.5.1. Management Control Systems 13.6.1. Economic Profitability and Financial 13.7.1. Bank Financing 13.5.2. Risks and Internal Control 13.7.2. Issuance of Debentures and Securitization of Profitability 13.8.1. Declaration of Bankruptcy and its Effects 13.6.2. Financial Profitability and Indebtedness 13.5.3. Review and Audit of the Control System Assets 13.8.2. Settlement and Liquidation Phases 13.5.4. Financial Risk Management 13.6.3. Risk and Profitability 13.7.3. Private Equity and Venture Capital 13.8.3. The International Tender 13.7.4. Subsidies and Fiscal Support 13.8.4. Scoring the Tender 13.8.5. Conclusion and Reopening of the Tender Module 14. Financial Marketing

14.1. Bank Office Market Research

- 14.1.1. Specific Aspects of Financial Services Marketing
- 14.1.2. Determining Factors When Choosing a Bank
- 14.1.3. Development of New Banking Products and Services
- 14.1.4. Tools for Bank Marketing Research

14.5. Relationship Marketing

- 14.5.1. Customer Development and Loyalty
- 14.5.2. Marketing Tools for Customer Loyalty and Retention
- 14.5.3. Customer Retention Strategies

14.2. Sales and Communication Techniques

- 14.2.1. Notions of Psychology Applied to Sales
- 14.2.2. Techniques to Improve Verbal and Non-Verbal Communication
- 14.2.3. Negotiation Tactics
- 14.2.4. Closing and Customer Commitment

14.6. Inbound Marketing in the Banking Sector

- 14.6.1. Effective Inbound Marketing
- 14.6.2. The Benefits of Inbound Marketing
- 14.6.3. Measuring the Success of Inbound Marketing

14.3. Financial Marketing Plan

- 14.3.1. Pricing of Banking Products
- 14.3.2. Product Promotion and Advertising Campaigns
- 14.3.3. Distribution Systems Used in Financial Services Marketing
- 14.3.4. Segmentation, Targeting and Positioning

14.4.2. CRM (Customer Relationship Management)

and Cost Savings

14.4.1. Electronic Banking.

14.4.3. Cross-Selling and Up-Selling

14.7. Developing E-Mail Campaigns

- 14.7.1. Designing E-Mail Marketing Campaigns
- 14.7.2. E-Mail Marketing
- 14.7.3. Lists of Subscribers, Leads and Customers

14.8. Corporate Branding

- 14.8.1. Brand Evolution
- 14.8.2. Creating and Developing a Successful Brand

14.4. New Strategies for Sales Growth

14.8.3. Brand Equity

15.3. International Payment and 15.1. Business & International Strategy 15.2. Foreign Exchange Market 15.4. Financing Operations in Collection Methods International Markets 15.1.1 Internationalization 15.2.1. Foreign Exchange Transactions 15.1.2. Globalization 15.2.2. Forward Foreign Exchange Market 15.3.1. Bills. Personal Check and Bank Check 15.4.1 Incoterms 15.1.3. Growth & Development in Emerging Markets 15.2.3. Derivative Instruments for Hedging Exchange 15.3.2. Transfer, Payment Order and Remittance 15.4.2. Derivative Instruments to Hedge Possible Rate and Interest Rate Risks 15.1.4. International Monetary System 15.3.3. Documentary Clauses and Credits Fluctuations in the Price of Raw Materials 15.2.4. Currency Appreciation and Depreciation 15.3.4. Factoring, International Swap and Other 15.4.3. Export Credits With Official Support 15.4.4. Hedging with Swap Contracts. Means 15.4.5. The OECD Consensus 15.5. International Financial Institutions 15.6. Formation of Exchange Rates 15.7. Debt Conversion Programs 15.8. International Stock Market 15.5.1. The Fund for the Internationalization of the 15.6.1. Interest Rate Parity Theory 15.7.1. Legal Framework 15.8.1. Wall Street Market (New York) Company 15.6.2. Theory of Exchange Rate Expectations 15.7.2. Operation 15.8.2. Gold Market 15.5.2. The World Bank Group 15.6.3. Purchasing Power Parity (PPP) Theory 15.7.3. Conversion of Debt into Public Investments 15.8.3. World External Debt 15.5.3. The Inter-American Development Bank 15.6.4. Capital Market Balance 15.7.4. Conversion of Debt into Private Investments 15.8.4. Paris Club 15.5.4. The Caribbean Development Bank 15.8.5. ADR and GDR Securities Market Module 16. Startups Creation and Financing

16.1. Creation of a Startup

16.1.1. From the Idea to the Business Model

Module 15. International Finance

- 16.1.2. Partners
- 16.1.3. Legal Considerations
- 16.1.4. Organization and Culture
- 16.1.5. Venture Capital and Entrepreneurial Management

16.2. Startup Financial Management and Administration

- 16.2.1. Introduction to Financial Management in Startup Companies
- 16.2.2. Financial Metrics for Startups
- 16.2.3. Financial Planning: Projection Models and their Interpretation
- 16.2.4. Valuation Methods
- 16.2.5. Legal Aspects

16.3. The Business Plan

- 16.3.1. Contents
- 16.3.2. Introduction
- 16.3.3. SWOT
- 16.3.4. The Canvas Model

- 16.4.1 Seed Phase
- 16.4.2. Startup Phase
- 16.4.3 Growth Phase
- 16.4.4. Consolidation Phase

16.5. Financing Startups

- 16.5.1. Bank Financing
- 16.5.2. Subsidies
- 16.5.3. Seed Capital and Accelerators. Business Angels
- 16.5.4. Venture Capital. IPO
- 16.5.5. Public to Private Partnership

16.6. National and International Venture Capital and Seed Capital Entities

- 16.6.1. Public Institutions: CDTI. ENISA
- 16.6.2. National and International Venture Capital
- 16.6.3. Private Investors: Caixa Capital Risc. Bstartup
- 16.6.4 FOND-ICO Global
- 16.6.5. Accelerators: Wayra, Lanzadera and Plug & Play

16.4. Growth Phases in Startup Companies

tech 42 | Structure and Content

Module 17. Social Science Research			
17.1. Introduction to Investigative Methodology	17.2. Methodologies in Economics and Management	17.3. Data Sources	17.4. Fundamentals of Statistics
17.5. Research in Economics	17.6. Management Research	17.7. Design of a Market Study	17.8. History of Economics and Business
17.9. Philosophical Currents in Business and Economics	17.10. New Trends		
Module 18. Researcher's Tools			
18.1. Thesis and Report Writing	18.2. Use of Database Managers	18.3. Scientometrics and Scientific Databases	18.4. Spreadsheet for Economics and Finance
18.5. Bibliographic Sources	18.6. Advanced Internet Searching	18.7. Statistical Packages	18.8. Data Analysis Tools
18.9. Algorithm Fundamentals	18.10. New Trends		
Module 19. Behavioral Economics			
19.1. Introduction to Behavioral Economics Research	19.2. Fundamentals of Behavioral Economics	19.3. Psychology of Economics	19.4. Choice in Economics
19.5. Decision-Making Process	19.6. Frames	19.7. Behavioral Finance	19.8. General Applications
19.9. Criticism of Behavioral Economics	19.10. Future Tendencies		
Module 20. Financial Economics			
20.1. Introduction to Financial Economics Research	20.2. Economic and Financial Fundamentals	20.3. Accounting Fundamentals	20.4. Corporate Finance
20.5. Economic Financial Control	20.6. Global Risks	20.7. Capital Markets	20.8. Financing
20.9. Audits	20.10. Future Tendencies		

Module 21. International Trade Economics			
21.1. Introduction to Research in International Economics	21.2. Fundamentals of International Economics	21.3. History of the International Economy	21.4. International Economic Institutions and Organizations
21.5. Economic Diplomacy	21.6. Country Analysis	21.7. Economic Globalism	21.8. International Taxation
21.9. Economic Blocks and International Relations	21.10. Future Tendencies		
Module 22. Industrial Economics			
22.1. Introduction to Research in Industrial Economics	22.2. Fundamentals of Industrial Economy	22.3. Economics, Markets and Efficiency	22.4. Economics and Innovation
22.5. Economics of Services	22.6. Internet Economy	22.7. Sharing economy and Platform Economy	22.8. Industrial Crisis and Creative Destruction
22.9. Public Companies and Market	22.10. Future Tendencies		
Module 23. Entrepreneurial Innovation and	Initiative		
 23.1. Introduction to Entrepreneurship Research 23.1.1. Entrepreneurship 23.1.2. Strengths and Weaknesses of a Business Plan 	23.2. Introduction to Innovation Research 23.2.1. Historical Overview of Innovation 23.2.2. Technology Transfer Processes	23.3. Creativity 23.3.1. The Theoretical Framework of Ideation and Creation 23.3.2. Creativity and Innovation 23.3.3. Creative Companies 23.3.4. Creative Tools 23.3.5. Selection of Ideas	23.4. Agile Startups 23.4.1. Lean Startup Model 23.4.2. Development of Products and Services with Agile 23.4.3. DevOps in ICT Startups
23.5. Innovation Management 23.5.1. Analysis of Types of Innovation 23.5.2. Innovation Levers 23.5.3. Scope of Innovation 23.5.4. Comparative Analysis of Innovation Cases 23.5.5. R+D Management	23.6. Entrepreneurial Context: Information Society 23.6.1. Entrepreneurs and their Time 23.6.2. Opportunities and Challenges of Contemporary Entrepreneurship	23.7. Globalization 23.7.1. The Globalization 23.7.2. Lawyer and Detractors 23.7.3. Influence on the Entrepreneurial Project 23.7.4. Economic Analysis of International Environments	23.8. Project Management 23.8.1. The Business Plan. 23.8.2. Conventional Project Management 23.8.3. Agile Project Management



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.





tech 46 | Methodology

TECH Business School uses the 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.





This program prepares you to face business challenges in uncertain environments and achieve business success.



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

A learning method that is different and innovative

This TECH program is an intensive educational program, created from scratch to present executives with challenges and business decisions at the highest level, whether at the national or international level. 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 business reality is taken into account.



You will learn, through collaborative activities and real cases, how to solve complex situations in real business environments"

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 must integrate all their knowledge, research, argue and defend their ideas and decisions.

tech 48 | Methodology

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.

Our online system will allow you to organize your time and learning pace, adapting it to your schedule. You will be able to access the contents from any device with an internet connection.

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 online business school is the only one in the world licensed to incorporate 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.



Methodology | 49 tech

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. With this methodology we have 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, markets, and financial 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.



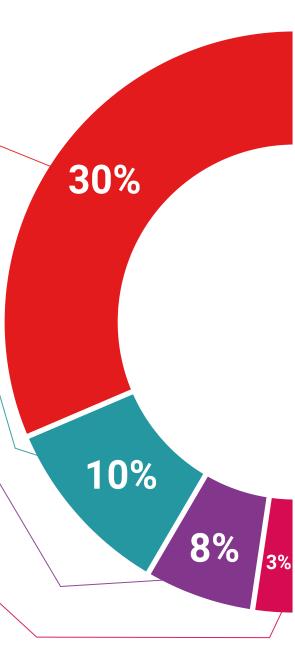
Management Skills Exercises

They will carry out activities to develop specific executive competencies in each thematic area. Practices and dynamics to acquire and develop the skills and abilities that a high-level manager needs to develop in the context of the globalization we live in.



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.





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 senior management 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.



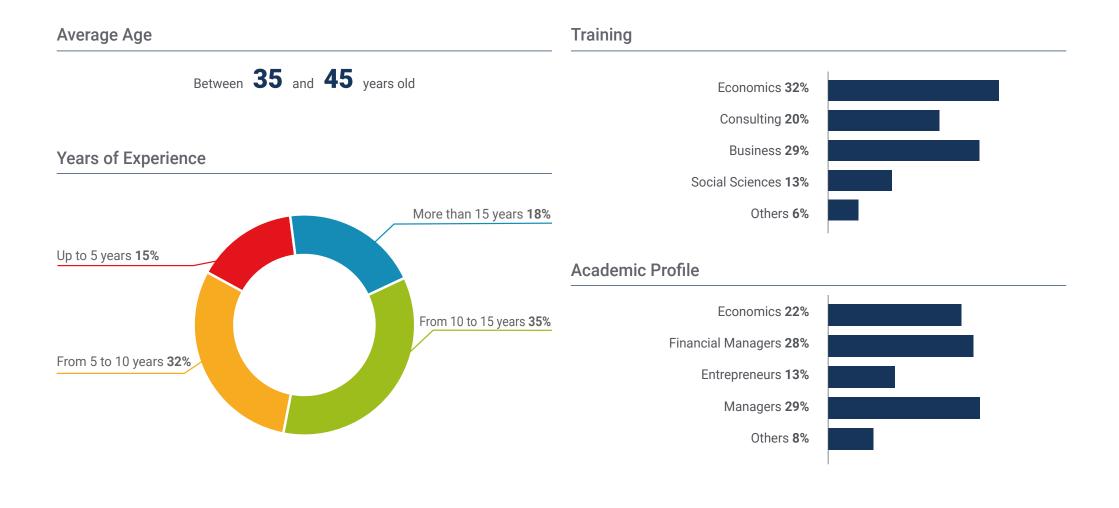


30%

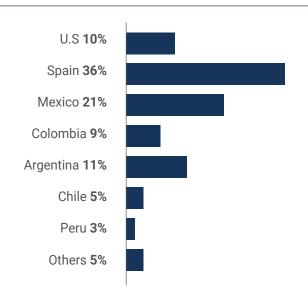




tech 54 | Our Students' Profiles



Geographical Distribution





Paula Sánchez

"Carrying out a program of this type involves a great deal of effort and dedication. Two years of work have paid off in daily practice. And so, I am very happy to have taken the step forward and decided to go for this TECH Advanced Master's Degree. A unique opportunity without which I would't- have been able to advance professionally to become CFO of my company"





International Guest Director

Loretta Napoleoni, a renowned economist and bestselling author (Maonomics, Rogue Economics and Terror Incorporated), has made her mark in the international arena with her innovative and visionary work. With extensive experience in advising governments and international organizations, she has excelled in focusing on critical areas such as money laundering and counter-terrorism.

Napoleoni's research delves into complex issues such as **terrorism**, **economics** and **foreign policy**, addressing fundamental questions for the global future. His presence in print media is not limited to books, but his writings on money laundering and economics have been published in European financial newspapers such as **El Pais**, **The Guardian and Le Monde**. Also, as a respected voice in the media, he contributes as a regular commentator on renowned channels such as **CNN**, **Sky and the BBC**, extending his influence beyond print.

Adding to her prolific career as an **author and analyst**, she shares her knowledge in academic settings, teaching Postgraduate Certificate courses at such prestigious institutions as the **Judge Business School in Cambridge**. Indeed, her ability to merge her practical experience with her deep theoretical understanding has made her a leading figure in understanding the intertwined worlds of **terrorism**, **economics** and **geopolitics**.

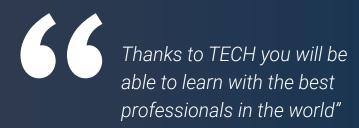
Napoleoni's contributions transcend academia and writing, as in the 1970s she was active in the feminist movement and a prominent personality in the political sphere. In addition, her ability to foresee and analyze economic trends is extraordinary, being one of the few professionals who anticipated the credit crisis and recession, advising financial institutions on strategies to mitigate it. Likewise, as Chair of the Club de Madrid's anti-terrorist financing group, she managed to unite heads of state from around the world to create a new strategy for the fight against the financing of terrorist networks.

Her academic background, with a Master's Degree in Philosophy in International Relations from the London School of Economics, has been enriched by work in banks and international organizations in Europe and the United States, including the National Bank of Hungary, the Moscow Narodny Bank in the United Kingdom, the Food and Agriculture Organization of the United Nations (FAO) and the European Bank for Reconstruction and Development (EBRD).



Ms. Napoleoni, Loretta

- Founding Partner of G-Risk
- Chair of the anti-terrorist financing group, Club de Madrid.
- Lecturer at the Judge Business School in Cambridge
- Bestselling author (Maonomics, Rogue Economics and Terror Incorporated).
- Master of Philosophy in International Relations from the London School of Economics.
- Member of, Scientific Committee of Fundación Ideas para el Progreso (Fundación IDEAS), linked to the PSOE.



tech 60 | Course Management

Management



Mr. Domingo Folgado, Javier

- Head of Corporate Development and Investor Relations Department. WHITE INVESTING Valencia Since 2018
- Founding partner of Relianze. Valencia Since 2014
- Degree in Economics and Business Administration, specializing in Finance and Investment. University of Economics and Business Administration. Valencia 1995
- Master's Degree in Portfolio Management. Institute of Advanced Finance. Madrid. 1999
- University Specialist Course in Economic-Financial Management. Pontific University of Comillas. ICADE. Madrid. 1996
- Training in Market Risk Control (VaR) and Credit Risk (Credit Derivatives). Options & Futures Institute. 2000
- Corporate Finance Training. School of Applied Finance (AFI). Madrid. 2000
- Professor at various financial schools in Spain for 20 years







Are you ready to take the leap? Excellent professional development awaits you

The Advanced Master's Degree in Finance at TECH Technological University is an intense program that prepares the student to face business challenges and decisions at both national and international levels. The main objective is to promote your personal and professional growth. Help you achieve success.

If you want to improve yourself, make a positive change professionally and network with the best, this is the place for you.

Do not miss the opportunity to study with us and become specialized in working successfully in the sield of finance.

If you want to make a positive change in your profession, the Advanced Master's Degree in Finance will help you achieve it.

When the change occurs

During the program

59%

After 2 years
26%

Type of change

Internal Promotion **45**%
Change of Company **43**%
Entrepreneurship **12**%

Salary Increase

This program represents a salary increase of more than **25%** for our students.

\$57,900

A salary increase of

25.22%

\$72,500





tech 68 | Benefits for Your Company

Developing and retaining talent in companies is the best long-term investment.



Intellectual Capital and Talent Growth

You will bring to the company new concepts, strategies and perspectives that can bring about relevant changes in the organization.



Retaining high-potential executives to avoid talent drain

This program strengthens the link between the company and the executive and opens new avenues for professional growth within the company.



Building agents of change

You will be able to make decisions in times of uncertainty and crisis, helping the organization overcome obstacles.



Increased international expansion possibilities

Thanks to this program, the company will come into contact with the main markets in the world economy.





Project Development

Be able to work on a real project or develop new projects in the R+D or Business Development area of your company.



Increased competitiveness

This Advanced Master's Degree will equip our students with the necessary skills to take on new challenges and thus drive the organization forward.





tech 72 | Certificate

This **Advanced Master's Degree in Finance** contains the most complete and updated program on the market.

After the student has passed the evaluations, they will receive their corresponding **Advanced Master's Degree** issued by **TECH Technological University** by tracked delivery*.

The certificate issued by **TECH Technological University** will reflect the qualification obtained in the Advanced Master's Degree, and meets the requirements commonly demanded by labor exchanges, competitive examinations, and professional from career evaluation committees.

Title: Advanced Master's Degree in Finance

Official N° of hours: 3,000 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.



Advanced Master's Degree Finance

Language: **English**Course Modality: **Online**

Duration: 2 years

Accreditation: TECH Technological University

Official N° of hours: 3,000 h.

