



Advanced Master's Degree Senior Audiovisual Industry Management

» Modality: online

» Duration: 2 years

» Certificate: TECH Global University

» Credits: 120 ECTS

» Schedule: at your own pace

» Exams: online

Website: www.techtitute.com/us/school-of-business/advanced-master-degree/advanced-master-degree-senior-audiovisual-industry-management

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01 **Welcome**

The audiovisual industry is one of the most important in the world, as it is consumed, in one way or another, by the vast majority of citizens through different media: television, cinema, advertising, etc. Moreover, with the popularization of the Internet, there are practically no limits to its consumption. This demonstrates the importance of this sector at an economic level and, therefore, it is important that companies have managers who, in addition to having extensive knowledge of the audiovisual aspects, are specialized in business management, using their skills to achieve the highest possible performance. With this in mind, TECH offers business professionals the best program of the moment on senior management of audiovisual companies, so that they are able to acquire the knowledge that will be essential for their daily work.









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At TECH Global 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.



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.



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.



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.



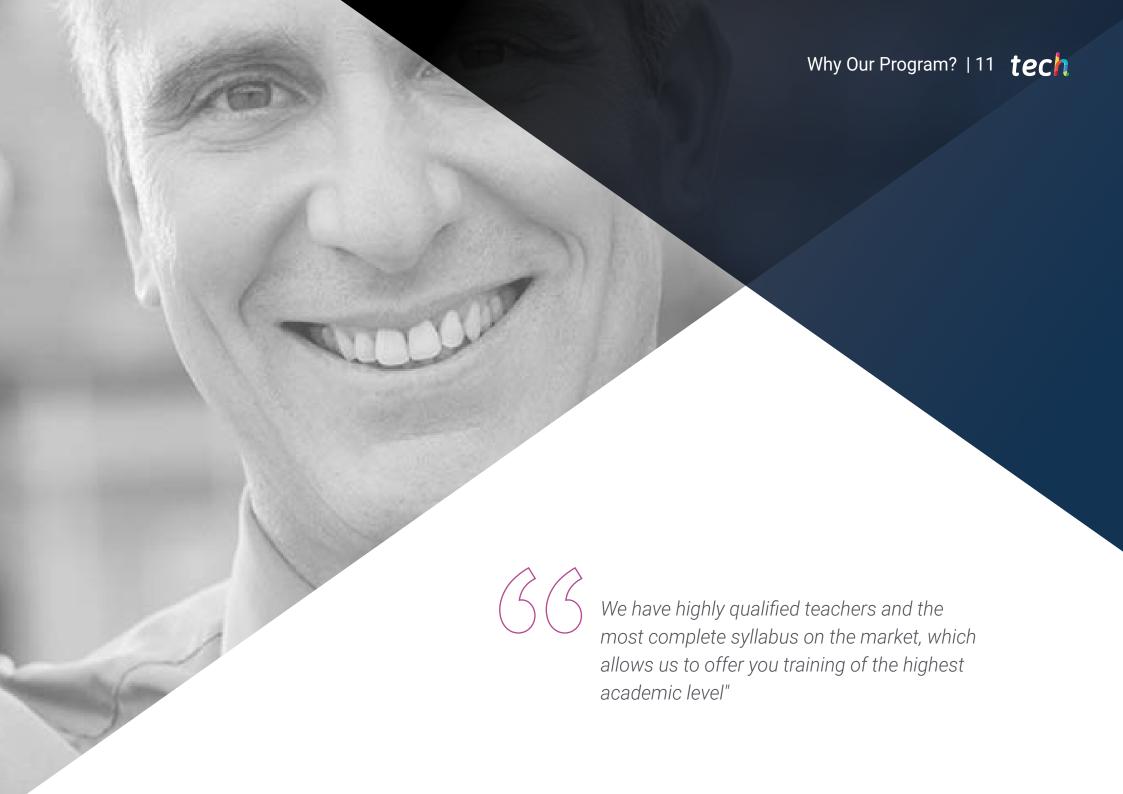
At TECH, you will have access to the most rigorous and up-to-date case studies in the academic community"



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.





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 Global University community.

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





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TECH makes the goals of their students their own goals too. Working together to achieve them.

The Advanced Master's Degree in Senior Audiovisual Industry Management qualifies students to:.



Define the latest trends in business management, taking into account the globalized environment that governs senior management criteria



Create corporate strategies that set the script for the company to follow in order to be more competitive and achieve its own objectives



Develop the key leadership skills that should define working professionals





Develop strategies to carry out decision making in a complex and unstable environment



Design innovative strategies and policies to improve management and business efficiency



Acquire the communication skills necessary for a business leader to get their message heard and understood by the members of their community



Understand the logistics operations that are necessary in the business environment in order to develop an adequate management of them





Carry out the marketing strategy that allows us to make our product known to our potential clients and to generate an adequate image of our company



Understand the economic environment in which the company operates and develop appropriate strategies to anticipate changes



Be able to develop all the phases of a business idea: design, feasibility plan, execution, follow-up



Have the transversal and specific skills necessary to successfully face the reality of cultural journalism in different fields



Know the basis of the functioning of the audiovisual system (to fix fundamental contents, to know the authors/texts worked on in each topic)



Know how to identify, create and develop stories with the different points that encompass it, marked by rigor and personal branding



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Know and develop the essential guidelines for documentation in cultural journalism



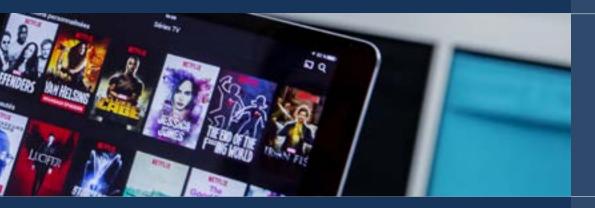
Acquire the capacity for theoretical and critical analysis of the organizational structures of audiovisual communication (understanding the main ideas, relating concepts and elements)



Knowledge of the legal framework and legislation governing the audiovisual production sector and its impact on the different production formats



Knowledge of executive production strategies in the development and subsequent distribution of audiovisual projects





Identify the marketing design of an audiovisual production through its impact on the different contemporary audiovisual media



Analyze and design innovative strategies that contribute to the improvement of management and decision-making processes, as well as to the development of information products in line with the needs of audiences and advertisers



Recognize the different formats in the context of the current television panorama









Perform overall management of the company, applying leadership techniques that influence the performance of workers, in such a way that the company's objectives are achieved



Proper team management to improve productivity and, therefore, company profits



Be part of and lead the company's corporate and competitive strategy





Resolve business conflicts and problems between workers



Carry out the economic and financial control of the company



Control the company's logistics, purchasing and procurement processes



Apply the most appropriate strategies to support e-commerce of the company's products



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Develop and lead marketing plans



Delve into the new business models of information systems

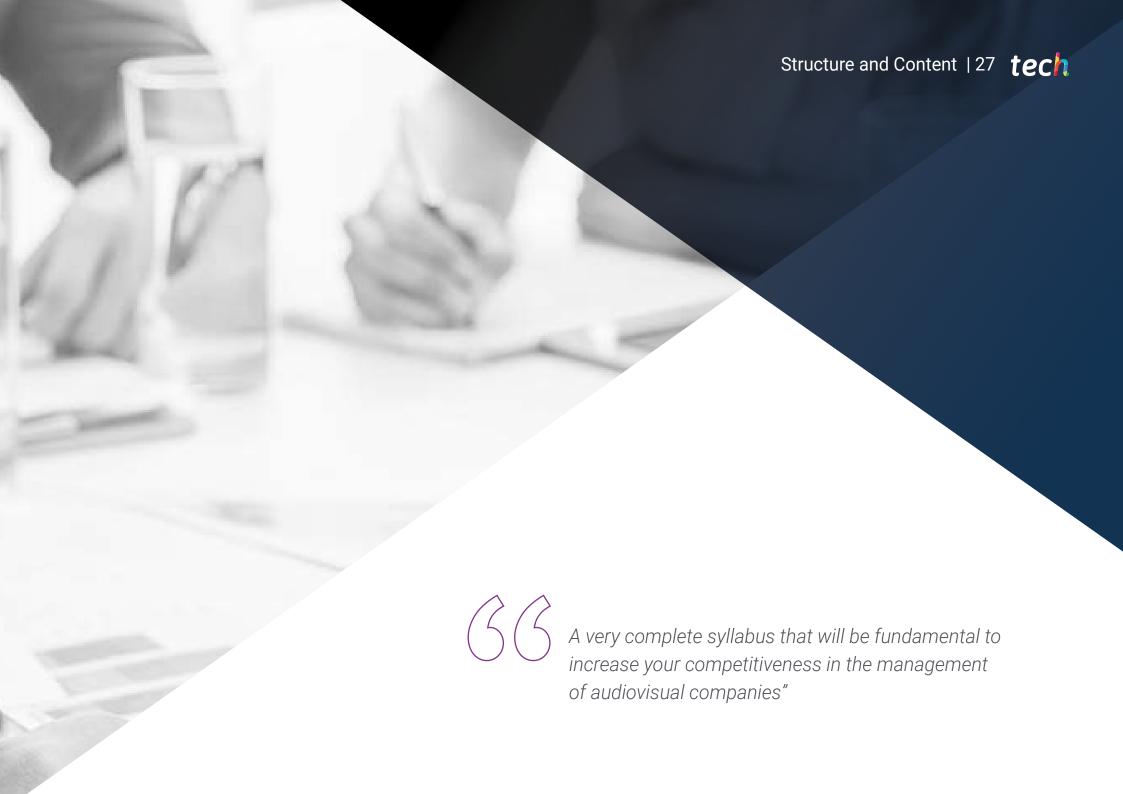


Focus on innovation in all processes and areas of the company









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Syllabus

The Advanced Master's Degree in Senior Audiovisual Industry Management of TECH Global University is an intensive program that prepares the student to face challenges and business 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, students will analyze a multitude of practical cases through individual work, achieving high-quality learning that can be applied to their daily practice. It is, therefore, an authentic immersion in real business situations.

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

A plan designed for students, focused on their professional improvement and one that prepares them to achieve excellence in the field of audiovisual business management. A program that understands students' needs and those of their company through innovative content based on the latest trends, and supported by the best educational methodology and an exceptional faculty. This will provide them with the competencies to solve critical situations in a creative and efficient way.

This program takes place over 24 months and is divided into 18 modules:

Module 1	Leadership, Ethics, and CSR
Module 2	Strategic Direction and Executive Management
Module 3	People and Talent Management
Module 4	Economic and Financial Management
Module 5	Operations and Logistics Management
Module 6	Information Systems Management
Module 7	Commercial Management, Marketing and Corporate Communication
Module 8	Innovation and Project Management
Module 9	Cultural Journalism
Module 10	Theory and Realization Technique
Module 11	Structure of the Audiovisual System
Module 12	Audiovisual Production
Module 13	Fiction Production and Actors Direction
Module 14	Cultural Industries and New Communication Business Models
Module 15	Management and Promotion of Audiovisual Products
Module 16	Television Genres, Formats and Programming
Module 17	The Audiovisual Audience
Module 18	Television Scriptwriting: Programs and Fiction

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Where, When and How is it Taught?

TECH offers you the possibility of taking this program completely online. Throughout the 24 months of learning, you will be able to access all the contents of this program at any time, allowing you to self-manage your study time.

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

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Module 1. Leadership, Ethics, and CSR. 1.1. Globalization and Governance 1.3. Business Ethics 1.4. Sustainability 1.2. Leadership 1.4.1. Business and Sustainable Development 1.1.1. Globalization and Trends: Internationalization 1.2.1. Intercultural Environment 1.3.1. Ethics and Integrity 1.3.2. Ethical Behavior in Companies of Markets 1.2.2. Leadership and Business Management 1.4.2. Social, Environmental and Economic Impact 1.1.2. Economic Environment and Corporate 1.2.3. Management Roles and Responsibilities 1.3.3. Deontology, Ethical Codes and Codes of 1.4.3. The 2030 Agenda and the SDGs Conduct Governance 1.1.3. Accountability 1.3.4. Fraud and Corruption Prevention Corporate Social Responsibility 1.5.1. Corporate Social Responsibility 1.5.2. Roles and Responsibilities 1.5.3. Implementing Corporate Social Responsibility Module 2. Strategic Direction and Executive Management 2.4. Strategy Models and Patterns 2.1. Organizational Analysis and Design 2.3. Strategic Planning and Strategy 2.2. Corporate Strategy 2.1.1. Organizational Culture Corporate Level Strategy Formulation 2.4.1. Wealth, Value and Return on Investments 2.1.2. Organizational Analysis Typologies of Corporate Level Strategies Corporate Strategy: Methodologies 2.3.1. Strategic Thinking 2.1.3. Designing the Organizational Structure Determining the Corporate Strategy 2.4.3. Growing and Consolidating the Corporate 2.3.2. Strategic Planning and Formulation Corporate Strategy and Reputational Image Strategy 2.3.3. Sustainability and Corporate Strategy 2.5. Strategic Management 2.8. Analyzing and Solving Cases/ 2.6. Strategic Implementation and **Executive Management** 2.5.1. Strategic Mission, Vision and Values Execution 2.7.1. Integrating Functional Strategies into the **Problems** 2.5.2. Balanced Scorecard Global Business Strategies 2.8.1. Problem Solving Methodology 2.6.1. Strategic Implementation: Objectives, 2.5.3. Analyzing, Monitoring and Evaluating the 2.7.2. Management Policy and Processes Actions and Impacts 2.8.2. Case Method Corporate Strategy 2.7.3. Knowledge Management 2.6.2. Strategic Alignment and Supervision 2.8.3. Positioning and Decision Making 2.5.4. Strategic Management and Reporting 2.6.3. Continuous Improvement Approach

Problems

4.12.1. Problem Solving Methodology 4.12.2. Case Method

3.1. Organizational Behavior	3.2. Strategic People Management	3.3. Management and Leadership	3.4.	Change Management
3.1.1. Organizational Theory 3.1.2. Key Factors for Change in Organizations 3.1.3. Corporate Strategies, Types, and Knowledge Management	3.2.1. Job Design, Recruitment and Selection 3.2.2. Human Resources Strategic Plan: Design and Implementation 3.2.3. Job Analysis: Design and Selection of People 3.2.4. Training and Professional Development	Development 3.3.1. Management Skills: 21st Century Skills and Abilities 3.3.2. Non-Managerial Skills 3.3.3. Map of Skills and Abilities 3.3.4. Leadership and People Management	3.4.1. 3.4.2. 3.4.3.	Performance Analysis Strategic Approach Change Management: Key Factors, Process Design and Management Continuous Improvement Approach
3.5. Negotiation and Conflict Management 3.5.1. Negotiation Objectives: Differentiating Elements 3.5.2. Effective Negotiation Techniques 3.5.3. Conflicts: Factors and Types 3.5.4. Efficient Conflict Management: Negotiation and Communication	 3.6. Executive Communication 3.6.1. Corporate Strategy and Management Communication 3.6.2. Internal Communication: Influence and Impact 3.6.3. Interpersonal Communication: Team Management and Skills 	 3.7. Team Management and People Performance 3.7.1. Multicultural and Multidisciplinary Environment 3.7.2. Team and People Management 3.7.3. Coaching and People Performance 3.7.4. Management Meetings: Planning and Time Management 	3.8.2.	Knowledge and Talent Management Identifying Knowledge and Talent in Organizations Corporate Knowledge and Talent Management Models Creativity and Innovation
		and time Management		
Module 4. Economic and Financial Manag	gement	and mine wanagement		
 Module 4. Economic and Financial Manage 4.1. Economic Environment 4.1.1. Organizational Theory 4.1.2. Key Factors for Change in Organizations 4.1.3. Corporate Strategies, Types, and Knowledge Management 	4.2. Management Accounting 4.2.1. International Accounting Framework 4.2.2. Introduction to the Accounting Cycle 4.2.3. Company Financial Statements 4.2.4. Analysis of Financial Statements: Decision-Making	4.3. Budget and Management Control 4.3.1. Budgetary Planning 4.3.2. Management Control: Design and Object 4.3.3. Supervision and Reporting	4.4.1.	Corporate Tax Responsibility Corporate Tax Responsibility Tax Procedure: A Country-Case Approach
 4.1. Economic Environment 4.1.1. Organizational Theory 4.1.2. Key Factors for Change in Organizations 4.1.3. Corporate Strategies, Types, and Knowledge 	 4.2. Management Accounting 4.2.1. International Accounting Framework 4.2.2. Introduction to the Accounting Cycle 4.2.3. Company Financial Statements 4.2.4. Analysis of Financial Statements: 	4.3. Budget and Management Control4.3.1. Budgetary Planning4.3.2. Management Control: Design and Object	4.4.1. 4.4.2. 4.8. 4.8.1.	Corporate Tax Responsibility Tax Procedure: A Country-Case Approach Corporate Financial Strategy

4.11.1. Fixed Income Market

4.11.3. Valuation of Companies

4.11.2. Equity Market

4.10.1. Banking Business: Current Environment 4.10.2. Risk Analysis and Management

4.9.1. Macroeconomic Analysis4.9.2. Economic Indicators

4.9.3. Economic Cycle

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Mod	lule 5. Operations and Logistics Manage	ement					
5.1. 5.1.1. 5.1.2. 5.1.3.	Operations Management Define the Operations Strategy Supply Chain Planning and Control Indicator Systems	5.2. 5.2.1. 5.2.2. 5.2.3.	Purchasing Management Stocks Management Warehouse Management Purchasing and Procurement Management	5.3. 5.3.1. 5.3.2. 5.3.3.	Supply Chain Management (I) Costs and Efficiency of the Operations Chain Change in Demand Patterns Change in Operations Strategy	5.4.2.	Supply Chain Management (II) Implementation Lean Manufacturing/Lean Thinking Logistics Management Purchasing
5.5. 5.5.1. 5.5.2. 5.5.3. 5.5.4.	Quality, Quality Costs and Tools	5.6. 5.6.1. 5.6.2. 5.6.3.	Logistics and Customers Demand Analysis and Forecasting Sales Forecasting and Planning Collaborative Planning, Forecasting and Replacement	5.7. 5.7.1. 5.7.2. 5.7.3.	International Logistics Customs, Export and Import processes Methods and Means of International Payment International Logistics Platforms	5.8.2.	Competing through Operations Innovation in Operations as a Competitive Advantage in the Company Emerging Technologies and Sciences Information Systems in Operations
Mod	dule 6. Information Systems Manageme	ent					
6.1. 6.1.1. 6.1.2. 6.1.3.	Information Systems Management Business Information Systems Strategic Decisions The Role of the CIO	6.2.1. 6.2.2. 6.2.3.	Information Technology and Business Strategy Company and Industry Sector Analysis Online Business Models The Value of IT in a Company	6.3. 6.3.1. 6.3.2. 6.3.3.	IS Strategic Planning The Process of Strategic Planning Formulating the IS Strategy Strategy Implementation Plan		
6.5. 6.5.1. 6.5.2. 6.5.3.	New ICT-Based Business Models Technology Based Business Models Innovation Abilities Redesigning the Value Chain Processes		E-Commerce E-Commerce Strategic Plan Logistics Management and Customer Service in E-Commerce E-Commerce as an Opportunity for Internationalization	6.7. 6.7.1. 6.7.2. and C 6.7.3.	e-Business Strategies Social Media Strategies Optimizing Service Channels ustomer Support Digital Regulation	6.8. 6.8.1. 6.8.2. 6.8.3.	Digital Business Mobile E-Commerce Design and Usability E-Commerce Operations

7.1.	Commercial Management	7.2.	Marketing	7.3.	Strategic Marketing Management	7. 4.	Digital Marketing Strategy
7.1.2. 7.1.3.	Sales Management Commercial Strategy Sales and Negotiation Techniques Management of Sales Teams	7.2.2.	Marketing and the Impact on the Company Basic Marketing Variables Marketing Plan		Current Trends in Marketing Marketing Tools Marketing Strategy and Communication with Customers	7.4.2.	Approach to Digital Marketing Digital Marketing Tools Inbound Marketing and the Evolution of Digital Marketing
7.5.	Sales and Communication Strategy	7.6.	Corporate Communication	7.7.	Corporate Communication		
7.5.2.	Positioning and Promotion Public Relations Sales and Communication Strategy	7.6.2.	Internal and External Communication Communication Departments Communication Managers: Managerial Skills and Responsibilities	7.7.2.	Strategy Corporate Communication Strategy Communication Plan Press Release/Clipping/Publicity Writing		

Module 8. Innovation and Project Management

8.1. Innovation	8.2. Innovation Strategy	8.3. Business Model Design and	8.4. Project Direction and Management
 8.1.1. Macro Concept of Innovation 8.1.2. Types of Innovation 8.1.3. Continuous and Discontinuous Innovation 8.1.4. Training and Innovation 	 8.2.1. Innovation and Corporate Strategy 8.2.2. Global Innovation Project: Design and Management 8.2.3. Innovation Workshops 	Validation 8.3.1. The Lean Start-Up Methodology 8.3.2. Innovative Business Initiative: Stages 8.3.3. Financing Arrangements 8.3.4. Model Tools: Empathy Map, Canvas Model and Metrics 8.3.5. Growth and Loyalty	 8.4.1. Innovation Opportunities 8.4.2. Feasibility Study and Proposal Specification 8.4.3. Project Definition and Design 8.4.4. Project Execution 8.4.5. Project Closure

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Module (9. Cultural Journalism						
9.1.1. Intr 9.1.2. Art 9.1.3. Cul 9.1.4. Filn 9.1.5. Mu	ultural Journalism in the onventional Media and its tegration in the Digital World troduction: The Concept of Culture t Cultural Information ultural Information on the Performing Arts m Cultural Information usic Cultural Information ultural Information in Books	9.2.1. 9.2.2. 9.2.3. 9.2.4.	The Art of Storytelling Introduction The Origins of Cultural Information in the Press The Origins of Cultural Information in the Radio The Origins of Cultural Information in the Television	9.3. 9.3.1. 9.3.2. 9.3.3.	Essential Guides to Cultural Journalism Documentation Introduction General Considerations Factors of Interest and Evaluation Criteria for the Elaboration of Cultural Information	9.4.1. 9.4.2. 9.4.3.	The 3.0 Philosophy of Communication Introduction General Sources of Cultural Information Specific Sources of Audiovisual Information on Culture
9.5.1. Intr 9.5.2. Nev 9.5.3. Inte 9.5.4. Chr	terview	9.6. 9.6.1. 9.6.2. 9.6.3. 9.6.4.	Interactive Journalistic Content Introduction Press Cultural Information Radio Cultural Information Television Cultural Information	9.7. 9.7.1. 9.7.2. 9.7.3.	Communication Paradigms Introduction Culture and the Internet Benefits of Culture	9.8.1. 9.8.2. 9.8.3.	Web Positioning: SEO, SEM, SMO, SMM, SERM. Specialized Journalistic Content Introduction Cultural Marketing How is Cultural Marketing Carried Out?
9.9.1. Intr 9.9.2. The Cul 9.9.3. Cul	nalysis of Culture troduction neoretical and Methodological Approach to ulture ulture, Communication and Meaning ulture and Imaginaries	9.10.1. 9.10.2. 9.10.3.	Cyberculture and Digital Journalism of Cultural Content Introduction Definition of Cyberculture Digital Journalism of Cultural Contents Keys to Digital Journalism of Cultural Content				

10.1. The Realization as Construction of the Audiovisual Work. The Work Team 10.1.1. From the Literary Script to the Technical Script or Playbill 10.1.2. The Work Team	 10.2. The Elements of the Screen Layout Construction Materials 10.2.1. Spatial Pre-Adaptation Art Direction 10.2.2. The Elements of the Screen Layout 	 10.3. Pre-Production Implementation Documents 10.3.1. Technical Script 10.3.2. The Scenographic Plan 10.3.3. The Storyboard 10.3.4. Plan 10.3.5. The Shooting Plan 	10.4. The Expressive Value of Sound 10.4.1. Typology of Sound Elements 10.4.2. Construction of Sound Space		
0.5. The Expressive Value of Light 0.5.1. Expressive Value of Light 0.5.2. Basic Lighting Techniques	 10.6. Basic Single-Camera Shooting Techniques 10.6.1. Uses and Techniques of Single-Camera Filming 10.6.2. Found Footage Subgenre Fiction and Documentary Films 10.6.3. Single-Camera Production in Television 	10.7. The Assembly 10.7.1. Mounting as an Assembly Space-Time Reconstruction 10.7.2. Non-Linear Assembly Techniques	10.8. Post-Production and Color Grading 10.8.1. Postproduction 10.8.2. Vertical Assembly Concept 10.8.3. Color Correction		
10.9. Formats and Production Equipment 10.9.1. Multi-Camera Formats 10.9.2. The Studio and the Team	10.10. Keys, Techniques and Routines in Multi-Camera Production 10.10.1. Multi-Camera Techniques 10.10.2. Some Common Formats				

11.1. An Introduction to Cultural 11.2. Film Industry I 11.3. Film Industry II 11.4. Film Industry III Industries (C.I.) 11.2.1. Main Characteristics and Agents 11.3.1. The U.S. Film Industry 11.4.1. Film Regulation: State and Culture Policies 11.2.2. Structure of the Cinematographic System 11.3.2. Independent Production Companies for the Protection and Promotion of 11.1.1. Concepts of Culture Culture-Communication 11.3.3. Problems and Debates in the Film Industry Cinematography 11.1.2. C.I. Theory and Evolution: Typology 11.4.2. Study Case and Models 11.5. Television Industry I 11.6. Television Industry II 11.7. Television Industry III 11.8. The Axes of Change 11.5.1. Economic Television 11.6.1. The U.S. Television Industry 11.7.1. Public Service Television in Europe 11.8.1. New Processes in the Audiovisual Industry 11.5.2. Founding Models 11.6.2. Main Features 11.7.2. Crises and Debates 11.8.2. Regulatory Debates 11.5.3. Transformations 11.6.3. State Regulation 11.9. Digital Terrestrial Television (DTT) 11.10. New Operators in the Audiovisual 11.9.1. Role of the State and Experiences Landscape 11.9.2. The New Features of the Television System 11.10.1. Over-the-Top (OTT) Service Platforms 11.10.2. Consequences of its Appearance

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13.5.1. Color Control

13.5.2. Optics 13.5.3. Image Control

13.9. Digital Transformations

13.9.1. Analog-Digital Transformations in

Cinematographic Photography
13.9.2. The Reign of Digital Post-Production

Module 12. Audiovisual Production			
12.1. Audiovisual Production 12.1.1. Introductory Concepts 12.1.2. The Audiovisual Industry	12.2. The Production Team 12.2.1. The Professionals 12.2.2. The Producer and the Script	12.3. The Audiovisual Project 12.3.1. Project Management 12.3.2. Project Evaluation 12.3.3. Presentation of Projects	 12.4. Production and Financing Modalities 12.4.1. Financing of Audiovisual Production 12.4.2. Modes of Audiovisual Production 12.4.3. Resources for Pre-Financing
12.5. The Production Team and The Script Breakdown 12.5.1. The Production Team 12.5.2. Script Breakdown	12.6. The Shooting Locations 12.6.1. The Locations 12.6.2. The Scenery	12.7. Casting and Filming Contracts 12.7.1. Casting 12.7.2. Casting Test 12.7.3. Contracts, Rights and Insurance	12.8. The Work Plan and Budget of the Audiovisual Work 12.8.1. The Work Plan 12.8.2. The Budget
12.9. Production in Filming or Recording 12.9.1. Preparation for Filming 12.9.2. Filming Equipment and Means	12.10. Post-Production and the Final Balance of the Audiovisual Work 12.10.1. Editing and Post-Production 12.10.2. Balance Sheet and Operations		
Module 13. Fiction Production and Actors	Direction		
13.1. The Realization of Fiction 13.1.1. Introduction 13.1.2. The Process and its Tools	13.2. Optics and Camera 13.2.1. Optics and Framing 13.2.2. Camera Movement 13.2.3. Continuity	13.3. Light and Color: Theoretical Aspects 13.3.1. Exhibition 13.3.2. Color Theory	13.4.1. Tools 13.4.2. Lighting as Narrative
13.5. Color and Optics	13.6. Work on the Shooting	13.7. Technical Issues in Film Directing	13.8. The Directors' Vision

13.7.1. Technical Resources

13.8.1. Directors Take the Floor

13.6.1. The List of Plans

13.10.1. Introduction

13.6.2. The Team and its Functions

13.10. Direction of Actors

13.10.2. Main Methods and Techniques 13.10.3. Working with Actors

14.1. The Concepts of Culture, Economy, Communication, Technology, IC	14.2. Technology, Communication and Culture	14.3. The Major Sectors of the Cultural Industries	14.4. The Digital Era in the Cultural Industries
14.1.1. Culture, Economy, Communication 14.1.2. Cultural Industries	14.2.1. Craft Culture Commoditized 14.2.2. From Live Performance to Visual Arts 14.2.3. Museums and Heritage	14.3.1. Editorial Products 14.3.2. Flow C.I.'s 14.3.3. Hybrid Models	14.4.1. Digital Cultural Industries 14.4.2. New Models in the Digital Era
14.5. Digital Media and Media in the Digital Age	14.6. Globalization and Diversity in Culture	14.7. Cultural and Cooperation Policies 14.7.1. Cultural Policies 14.7.2. The Role of States and Country Regions	14.8. Musical Diversity in the Cloud 14.8.1. The Music Industry Today 14.8.2. The Cloud 14.8.3. Latin/Iberoamerican Initiatives
14.5.1. The Online Press Business 14.5.2. Radio in the Digital Environment 14.5.3. Particularities of the Media in the Digital Age	14.6.1. Concentration, Internationalization and Globalization of Cultural Industries 14.6.2. The Struggle for Cultural Diversity		
14.9. Diversity in the Audiovisual	14.10. Audiovisual Diversity on the		
Industry	Internet		
14.9.1. From Pluralism to Diversity 14.9.2. Diversity, Culture and Communication 14.9.3. Conclusions and Suggestions	14.10.1. The Audiovisual System in the Internet Era 14.10.2. Television Offerings and Diversity 14.10.3. Conclusions		

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Module 15. Management and Promotion of Audiovisual Products				
15.1. Audiovisual Distribution 15.1.1. Introduction 15.1.2. Distribution Players 15.1.3. Marketing Products 15.1.4. Audiovisual Distribution Areas 15.1.5. National Distribution 15.1.6. International Distribution	15.2. The Distribution Company 15.2.1. Organizational Structure 15.2.2. Negotiation of the Distribution Agreement 15.2.3. International Customers	 15.3. Operating Windows, Contracts and International Sales 15.3.1. Operating Windows 15.3.2. International Distribution Contracts 15.3.3. International Sales 	15.4. Cinematographic Marketing 15.4.1. Film Marketing 15.4.2. The Film Production Value Chain 15.4.3. Advertising Media at the Service of Promotion 15.4.4. Launching Tools	
15.5. Market Research in Film 15.5.1. Introduction 15.5.2. Pre-Production Phase 15.5.3. Post-Production Phase 15.5.4. Commercialization Phase	15.6. Social Media and Film Promotion 15.6.1. Introduction 15.6.2. Promises and Limits of Social Media 15.6.3. Objectives and Their Measurement 15.6.4. Promotion Calendar and Strategies 15.6.5. Interpreting What Social Media Networks Are Saying	 15.7. Audiovisual Distribution on the Internet I 15.7.1. The New World of Audiovisual Distribution 15.7.2. The Internet Distribution Process 15.7.3. Products and Possibilities in the New Scenario 15.7.4. New Distribution Modes 	 15.8. Audiovisual Distribution on the Internet II 15.8.1. Keys to the New Scenario 15.8.2. The Risks of Internet Distribution 15.8.3. Video On Demand (VOD) as a New Distribution Window 	
15.9. New Spaces for Distribution 15.9.1. Introduction 15.9.2. Netflix Revolution	15.10. Film Festivals 15.10.1. Introduction 15.10.2. The Role of Film Festivals in Distribution			

16.1 Comes in Taleutaian	16.0. The Formest on Television	16.0 Overta Talevisian	16.4 Evalution of Farmanta in Tadayla
16.1. Genre in Television 16.1.1. Introduction 16.1.2. Television Genres	16.2. The Format on Television 16.2.1. Approach to the Concept of Format 16.2.2. Television Formats	16.3. Create Television 16.3.1. The Creative Process in Entertainment 16.3.2. The Creative Process in Fiction	 16.4. Evolution of Formats in Today's International Market I 16.4.1. Consolidation of the Format 16.4.2. The Reality Television Format 16.4.3. Reality TV News 16.4.4. Digital Terrestrial Television and Financial Crisis
16.5. Evolution of Formats in Today's International Market II 16.5.1. Emerging Markets 16.5.2. Global Brands 16.5.3. Television Reinvents Itself 16.5.4. The Era of Globalization	16.6. Selling the Format. Pitching 16.6.1. Sale of a Television Format 16.6.2. Pitching	16.7. Introduction to Television Programming16.7.1. The Role of Programming16.7.2. Factors Affecting Programming	16.8. Television Programming Models 16.8.1. United States and United Kingdom 16.8.2. Spain
16.9. The Professional Practice of Television Programming 16.9.1. The Programming Department 16.9.2. Programming for Television	16.10. Study of Audience 16.10.1. Television Audience Research 16.10.2. Audience Concepts and Ratings		
Module 17. The Audiovisual Audience			
17.1. Audiences in the Audiovisual Media17.1.1. Introduction17.1.2. The Constitution of the Audiences	17.2. The Study of Audiences: Traditions I 17.2.1. Theory of Effects 17.2.2. Theory of Uses and Gratifications 17.2.3. Cultural Studies	17.3. The Study of Audiences: Traditions II 17.3.1. Studies on Reception 17.3.2. Audiences for Humanistic Studies	17.4. Audiences from an Economic Perspective17.4.1. Introduction17.4.2. The Measurement of the Audiences
17.5. Theories of Reception 17.5.1. Introduction to the Reception Theories 17.5.2. Historical Approach to Reception Studies	17.6. Audiences in the Digital World 17.6.1. Digital Environment 17.6.2. Communication and Culture of Convergence 17.6.3. The Active Nature of the Audiences 17.6.4. Interactivity and Participation 17.6.5. The Transnationality of Audiences 17.6.6. The Autonomy of the Audiences	17.7. Audiences: The Essential Questions I 17.7.1. Introduction 17.7.2. Who Are They? 17.7.3. Why Do They Consume?	17.8. Audiences: The Essential Questions II 17.8.1. What Do They Consume? 17.8.2. How Do They Consume? 17.8.3. What are the Effects?
17.9. The Engagement Model I 17.9.1. Engagement as a Metadimension of Audience Behavior 17.9.2. The Complex Assessment of Engagement	17.10. The Engagement Model II 17.10.1. Introduction to the Dimensions of Engagement 17.10.2. Engagement and User Experiences	17.10.4. Engagement as a Result of Human Cognition 17.10.5. Observable Behaviors of Audiences as an Expression ofEngagement	

17.10.1. Introduction to the Dimensions of Engagement 17.10.2. Engagement and User Experiences 17.10.3. Engagement as an Emotional Response from Audiences

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Module 18. Television Scriptwriting: Pro 18.1. Television Narrative	18.2. Narrative Categories in Television	18.3. Television Genres and Formats	18.4. Fiction Formats
18.1.1. Concepts and Limits 18.1.2. Codes and Structures	18.2.1. The Enunciation 18.2.2. Characters 18.2.3. Actions and Transformations 18.2.4. The Space 18.2.5. The Time	18.3.1. Narrative Units 18.3.2. Television Genres and Formats	18.4.1. Television Fiction 18.4.2. Situation Comedy 18.4.3. Dramatic Series 18.4.4. The Soap Opera 18.4.5. Other Formats
18.5. The Fiction Script in Television	18.6. The Drama on Television	18.7. Comedy Series	18.8. The Entertainment Script
18.5.1. Introduction 18.5.2. The Technique	18.6.1. Drama Series 18.6.2. Soap Opera	18.7.1. Introduction 18.7.2. Sitcom	18.8.1. The Script, Step-by-Step 18.8.2. Writing to Say
18.9. Entertainment Script Writing	18.10. Entertainment Script Design		
18.9.1. Script Meeting 18.9.2. Technical Script 18.9.3. Production Breakdown 18.9.4. The Playbill	18.10.1. Magazine 18.10.2. Humor Program 18.10.3. Phases of the Accounting Cycle 18.10.4. Talent Show 18.10.5. Documentaries		





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 44 | 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 46 | Methodology

Relearning Methodology

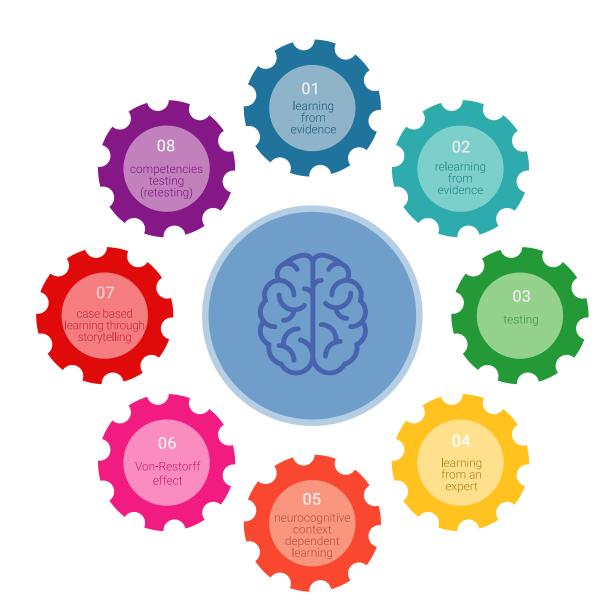
TECH effectively combines the Case Study methodology with a 100% online learning system based on repetition, which combines different teaching elements in each lesson.

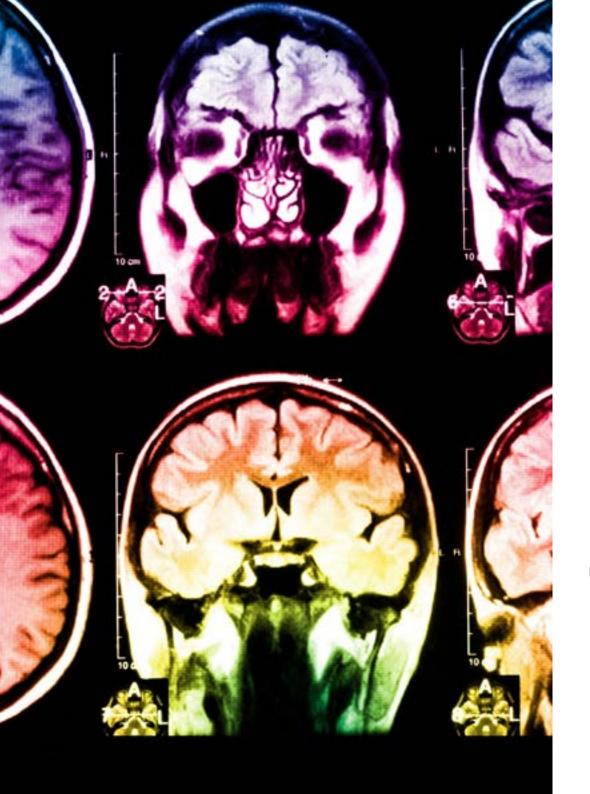
We enhance the Case Study with the best 100% online teaching method: Relearning.

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 | 47 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.



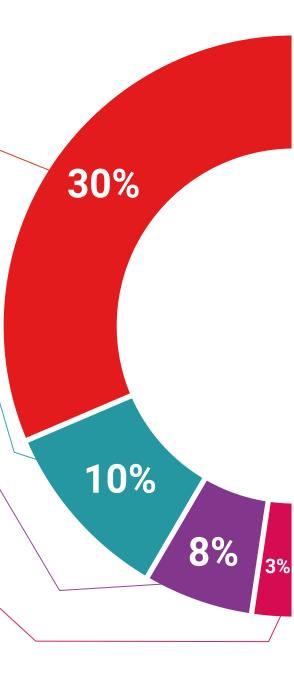
Management Skills Exercises

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.



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 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.

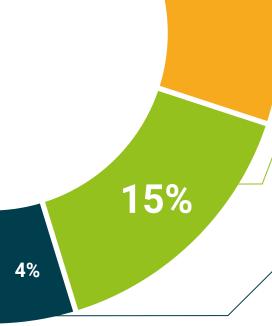


This exclusive educational system for presenting multimedia content was awarded by Microsoft as a "European Success Story".

Testing & Retesting

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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.

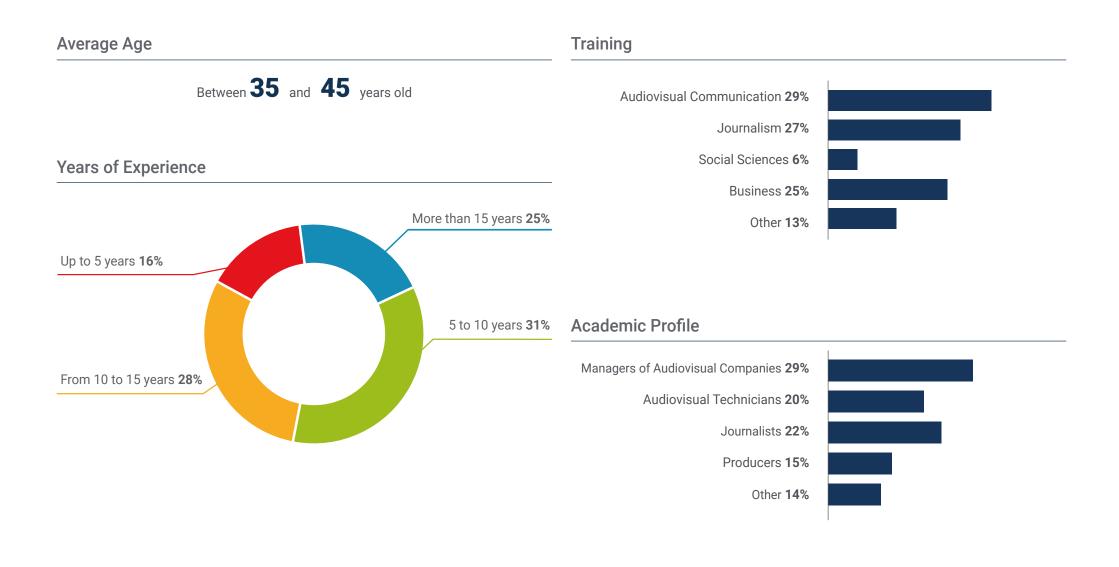


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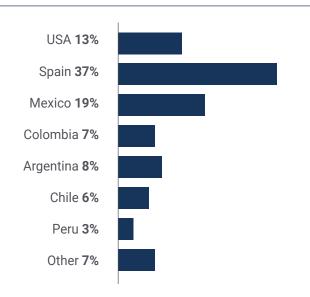




tech 52 | Our Students' Profiles



Geographical Distribution





Martín Rodríguez

Manager of an Audiovisual Company

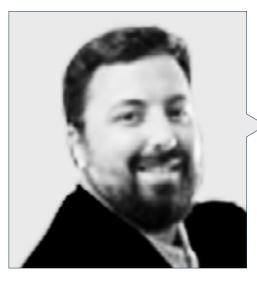
"This program has allowed me to get up to date in a sector of great relevance today and one which I had been thinking about entering for some time. Fortunately, the knowledge acquired in this Advanced Master's Degree has given me the necessary impulse to create my own company. A step I would not have taken without TECH"





tech 56 | Course Management

Management



Mr. Ledesma Carrillo, Carlos Atxoña

- Head of the International / Legal Area at Transporte Interurbanos de Tenerife SAU
- Legal manager en Avalon Biz Consulting
- Rgpd trainer at ESFOCC Canary Islands Superior School of Training and Qualification
- Legal Advisor in Interurban Transports of Tenerife SAU
- Law degree at La Laguna University
- Expert in labor management from the European School of Management and Business. Madrid
- Diploma in Corporate Knowledge Management from Rey Juan Carlos I University
- MBA Master in Business Administration and Management at the European University of the Canary Islands

Professors

Ms. González, Mónica

- Financial Director of the bank Cajasiete in Tenerife, Canary Islands
- Co-founder of the Stock Market Investment Club of the Business School
- Degree in Business Administration from Las Palmas de Gran Canaria University
- Diploma in Business Studies from Las Palmas de Gran Canaria University
- Master's Degree in Taxation and Tax Consultancy from the Centro de Estudios Financieros in collaboration with the Spanish Association of Tax Advisors
- Executive Master's Degree in Financial Management and Advanced Finance from the Higher School of Banking Techniques and Practices

- Expert in Financial Planning and Management Control in Banking from International Financial Analysts
- Management Development Expert in Portfolio Management from the International Financial Analysts







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

The Advanced Master's Degree in Senior Audiovisual Industry Management at TECH Global University is an intensive program that prepares the student to face challenges and business decisions at both national and international levels. The main objective is to promote their personal and professional growth, helping them to achieve success.

Therefore, those who wish to improve themselves, achieve a positive change at a professional level and interact with the best, will find their place at TECH.

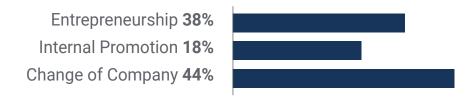
A large percentage of our students achieve employment success after studying with us.

If you want to make a positive change in your profession, don't miss the opportunity to specialize with TECH.

When the change occurs



Type of change



Salary increase

This program represents a salary increase of more than **25.22%** for our students.

\$57,900

A salary increase of

25.22%

\$72,500





tech 64 | Benefits for Your Company

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



Intellectual Capital and Talent Growth

The executive will introduce the company to new concepts, strategies, and perspectives that can bring about significant 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

The manager 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

The manager will be able to work on a real project or develop new projects in the R&D or Business Development area of their company.



Increased Competitiveness

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





tech 68 | Certificate

his program will allow you to obtain your **Advanced Master's Degree diploma in Senior Audiovisual Industry Management** endorsed by **TECH Global University**, the world's largest online university.

TECH Global University is an official European University publicly recognized by the Government of Andorra (*official bulletin*). Andorra is part of the European Higher Education Area (EHEA) since 2003. The EHEA is an initiative promoted by the European Union that aims to organize the international training framework and harmonize the higher education systems of the member countries of this space. The project promotes common values, the implementation of collaborative tools and strengthening its quality assurance mechanisms to enhance collaboration and mobility among students, researchers and academics.

Mr./Ms. ______ with identification document ______ has successfully passed and obtained the title of:

Advanced Master's Degree in Senior Audiovisual Industry Management

This is a program of 3,000 hours of duration equivalent to 120 ECTS, with a start date of dd/mm/yyyy and an end date of dd/mm/yyyy.

TECH Global University is a university officially recognized by the Government of Andorra on the 31st of January of 2024, which belongs to the European Higher Education Area (EHEA).

In Andorra la Vella, on the 28th of February of 2024

This **TECH Global University** title is a European program of continuing education and professional updating that guarantees the acquisition of competencies in its area of knowledge, providing a high curricular value to the student who completes the program.

Title: Advanced Master's Degree in Senior Audiovisual Industry Management

Modality: online

Duration: 2 years

Accreditation: 120 ECTS





^{*}Apostille Convention. In the event that the student wishes to have their paper diploma issued with an apostille, TECH Global University will make the necessary arrangements to obtain it, at an additional cost.



Advanced Master's Degree Senior Audiovisual Industry Management

» Modality: online

» Duration: 2 years

» Certificate: TECH Global University

» Credits: 120 ECTS

» Schedule: at your own pace

» Exams: online

