



# Postgraduate Certificate Business Consulting Strategy

» Modality: online

» Duration: 6 weeks

» Certificate: TECH Technological University

» Dedication: 16h/week

» Schedule: at your own pace

» Exams: online

» Target Group: Graduates, graduates, engineers, architects and equivalents, who have already started a professional career in consulting

 $We b site: {\color{blue}www.techtitute.com/pk/school-of-business/postgraduate-certificate/business-consulting-strategy}$ 

## Index

02 Why Study at TECH? Why Our Program? Objectives Welcome p. 6 p. 4 p. 10 p. 14 05 06 Methodology Structure and Content Our Students' Profiles p. 18 p. 24 p. 32 80 Benefits for Your Company **Course Management** Impact on Your Career p. 36 p. 40 p. 44 Certificate

# 01 Welcome

Many companies are focusing their efforts on performing an adequate analysis of their business. The current economic uncertainty and the emergence of new opportunities from digitalization have caused companies to seek the best advice to maximize their profits and avoid risks. For this reason, one of the most required profiles nowadays is that of the business consultant specialized in strategy, since this professional is able to accurately diagnose the real situation of a company. This program, therefore, offers the student all the necessary tools to deepen in this field, so that he/she can become a great specialist required by the best institutions and companies in their environment.







## 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 come from more than 200 nationalities.



#### 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 Harvard Business School case studies"

## 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 *Re-learning* methodology (the most internationally recognized postgraduate learning methodology) with Harvard Business School *case studies*. A complex balance of traditional and state-of-the-art methods, within the most demanding academic framework.



## **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 | Why Our Program?

This program will provide a multitude of employment and personal benefits, including the following:



#### Give a definitive boost to the student's career

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

70% of the participants of this specialization achieve a positive change in their career in less than 2 years.



## You will develop a strategic and global vision of companies.

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

Our global vision of companies will improve your strategic vision.



## Consolidate the student in senior business management

Studying at TECH means opening the doors to a professional panorama of great importance for the student to position himself as a high-level manager, with a broad vision of the international environment.

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



## You will take on new responsibilities

During the program, the latest trends, advances and strategies are shown, so that students can carry out their professional work in a changing environment.

45% of graduates are promoted internally.



#### Access to a powerful network

TECH networks its students to maximize opportunities. Students with the same concerns and desire to grow. Thus, it will be possible to share partners, customers or suppliers.

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



## Develop business projects in a rigorous manner.

The student will obtain a deep strategic vision that will help them develop their own project, taking into account the different areas of the company.

20% of our students develop their own business idea.



## Improve soft skills and management skills

TECH helps students apply and develop the knowledge acquired and improve their interpersonal skills to become leaders who make a difference.

Improve your communication and leadership skills and enhance your career.



### You will be part of an exclusive community

The student will be part of a community of elite managers, 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 internationally respected teachers.





## tech 16 | Objectives

Your goals are our goals.

Together they work to achieve them.

This Postgraduate Certificate in Strategy in Business Consulting will train you to:



Define and align the concept of strategy and the components of a sound strategy.



Understand the best practices of internal strategic analysis of the company and its positioning in the market.



Understand the overall strategic planning process and how it brings value to organizations.





Understand the elements of a structure and methodology of analysis of an industrial sector, or for a company



Share methodologies for making strategic projections: macroeconomic, establishing a base case, analyzing market trends and developing scenarios.



Understand the mechanism to choose the organizations strategy from a set of existing alternatives, prioritize them and understand their implications.



Know the roles of top management in strategy development and implementation, as well as best practices in involving the rest of the organization in strategy adoption.





Analyze the advantages and challenges of international expansion as a source of strategic value for organizations.



Share the key elements for the successful implementation of a strategy, from the structure of a strategic plan, the plan's monitoring office and the continuous review and adaptation of the strategy.



Understand the sources of value of corporate strategy and inorganic growth for an organization's strategy, especially in identifying, generating and capturing synergies with the core business.





## tech 20 | Structure and Content

## **Syllabus**

The current situation, exacerbated by the pandemic, requires companies to make a very precise analysis of their economic and administrative situation. More and more companies are aware of this, which is why one of the most sought-after professional profiles is that of business consultant.

For this reason, TECH has developed the contents of this Postgraduate Certificate in Business Consulting Strategy in response to the situation of recent years. Thus, this program contains all the relevant elements to execute different strategic techniques in this area.

Thus, this degree program provides an in-depth study of issues such as the strategic cycle, sector analysis, organizational diagnosis, scenario development, market trend analysis, launching, implementing and reviewing a strategy, management and its role in strategy, and international expansion, among many others.

This Postgraduate Certificate is developed over 6 weeks and consists of in 1 module:

Module 1

**Business Consulting Strategy** 



## Where, When and How is it Taught?

TECH offers the possibility of developing this Professional Certificate in Strategy in Business Consulting fully online. During the 6 weeks of the specialization, the student will be able to access all the contents of this program at any time, which will allow the student to self-manage his or her study time.

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

## tech 22 | Structure and Content

#### Module 1. Business Consulting Strategy

#### 1.1. The strategy

- 1.1.1. Elements or components of the business strategy
  - 1.1.1.1 Phases of strategic thinking
  - 1.1.1.2. Ambition vs. Strategy
- 1.1.2. Competitive environment and sector analysis 1.1.2.1. Concepts and methods
  - 1.1.2.2. Differentiators
- 1.1.3. Phases of a strategy 1.1.3.1. Key stages in strategic business management

#### 1.2. The strategic cycle

- 1.2.1. Elements of strategic planning 1.2.1.1. Sector analysis 1.2.1.2. Diagnosis 1.2.1.3. The projection
  - 1.2.1.4. Strategic choices
- 1.2.2. Strategy definition and implementation
- 1.2.3. The strategy review process: analysis and considerations

#### 1.3. Sector analysis - Porter's 5 Forces

- 1.3.1. Competitors
  - 1.3.1.1. Competitor analysis 1.3.1.2. Source of differentiation
- 1.3.2. Suppliers
  - 1.3.2.1. Analysis of main suppliers
  - 1.3.2.2. Suppliers are essential for business
  - 1.3.2.3. Alternatives and Negotiation bargaining power vs.. Supplier
- 1.3.3. Customers:
  - 1.3.3.1. Customer analysis
  - 1.3.3.2. The purchasing process and decision models
- 1.3.4. Substitutes
  - 1.3.4.1. Products, services or customer alternatives
  - 1.3.4.2. Market positioning of alternatives
- 1.3.5. Entry barriers
  - 1.3.5.1. Analysis of barriers to entry in relation to the business.

#### 1.4. Diagnosis of the organization

- 1.4.1. Competitive differentiation Analysis of the portfolio of products and services
- 1.4.2. Profitability analysis, strengths and weaknesses. Analysis of capacities in the main markets

#### 1.5. Strategic projection

- 1.5.1. Market and macroeconomic forecasts 1.5.1.1. Macroeconomics and sectoral behavior in business cycles
- 1.5.2. The base case
  - 1.5.2.1. Situation analysis in case of Failure to act
  - 1.5.2.2. Projecting a base case
  - 1.5.2.3. Challenging convictions
- 1.5.3. Market trend analysis 1.5.3.1. Sector trends
  - 1.5.3.2. Geographical trends
  - 1.5.3.3. Innovation
- 1.5.4. Elaboration of scenarios
  - 1.5.4.1. Scenario input assumptions
  - 1.5.4.2. Scenario modelina
  - 1.5.4.3. Stress-testing of scenarios. Strategic resilience

#### 1.6. Strategic choices

- 1.6.1. Creation of an initiative portfolio 1.6.1.1. Growth in core businesses
  - 1.6.1.2. International expansion
  - 1.6.1.3. New sources of growth

  - 1.6.1.4. Operational improvements
- 1.6.2. Prioritization of initiatives
  - 1.6.2.1. Measuring impact
  - 1.6.2.2. Understanding resource needs 1.6.2.3. Prioritization matrices
- 1.6.3. The choice of strategy
  - 1.6.3.1. *Top-down* strategic formulation
  - 1.6.3.2. Communication.
  - 1.6.3.3. Measurement

#### 1.7. Launching, implementing and review of a strategy

- 1.7.1. Launching the strategy
  - 1.7.1.1. Launching of a strategic program 1.7.1.2. Strategic plan structure and its
  - initiatives
  - 1.7.1.3. The people in charge of the initiatives 1.7.1.4. The objectives of the strategy and initiatives
- 1.7.2. The strategy office
  - 1.7.2.1. The team of a strategy office
  - 1.7.2.2. The monitoring of the implementation of the strategy, the governance model
  - 1.7.2.3. Elements of successful strategic implementation
- 1.7.3. The strategic review
  - 1.7.3.1. VUCA environments
  - 1.7.3.2. The strategy review process

#### 1.8. Management and its role in strategy

- 1.8.1. The role of top management in strategic decision making
  - 1.8.1.1. The role of the CEO
  - 1.8.1.2. The role of the first line N-1
  - 1.8.1.3. The role of Middle Management
- 1.8.2. The organization
  - 1.8.2.1. Strategic alignment of the organization
- 1.8.3. Culture and its importance in the implementation of the strategy

#### 1.9. International expansion

- 1.9.1. Advantages of multinationals 1.9.1.1. Economies of scale 1.9.1.2. International projection as a basis for differentiation 1.9.1.3. Global risk management
- 1.9.2. Expansion to other markets 1.9.2.1. Expansion in the core business to other markets 1.9.2.2. Forms of entry into other markets 1.9.2.3. Location of activities 1.9.3. Organization and expansion models
- 1.10. Inorganic growth as a source of value
- 1.10.1. Corporate Estrategy vs. Competitive Strategy 1.10.1.1. Main sources of value of a corporate
  - 1.10.1.2. Inorganic growth vs Organic growth
- 1.10.2. Inorganic growth vs Organic growth 1.10.2.1. Synergies as a source of value for corporate strategy vs. Portfolio management
- 1.10.3. Assessment of success or failure in growth models



You will not find a more complete syllabus to deepen the strategies applied in business to deepen the strategies applied in business consulting"



This training program provides you with a different way of learning. Our methodology uses a cyclical learning approach: *Re-learning*.

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 26 | Methodology

#### At TECH Business School we use the Harvard case method.

Our program offers a revolutionary method of skills and knowledge development. Our goal is to strengthen skills in a changing, competitive, and highly demanding environment.



At TECH you will experience a way of learning that is shaking the foundations of traditional universities around the world."



We are the first online university to combine Harvard Business School case studies with a 100% online learning system based on repetition.



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 intensive program from Business School TECH - Technological University prepares you to face all the challenges in this area, both nationally and internationally. We are committed to promoting your personal and professional growth, the best way to strive for success, that is why at , TECH you will use Harvard case studies, with which we have a strategic agreement that allows us to provide our students with material from the best university the world.



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 will have to combine all their knowledge and research, and argue and defend their ideas and decisions.



### Re-Learning Methodology

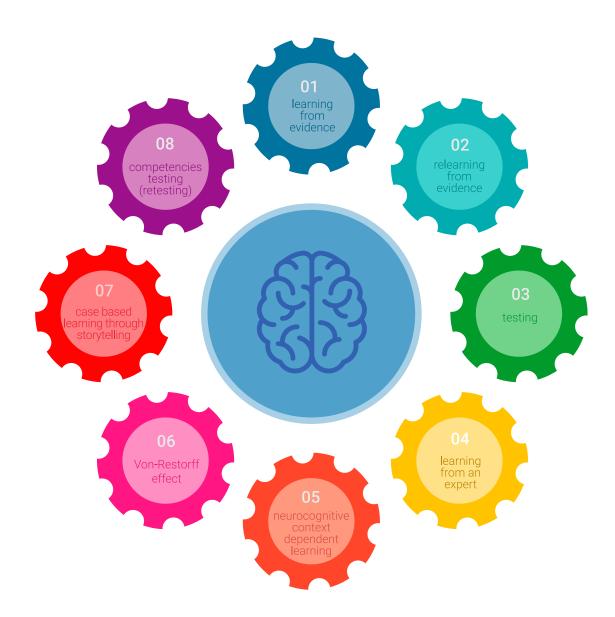
Our university is the first in the world to combine Harvard University case studies with a 100%-online learning system based on repetition, which combines different teaching elements in each lesson.

We enhance Harvard case studies with the best 100% online teaching method: Re-learning.

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 Re-learning.

Our business school is the only one in Spanish-speaking countries 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 Spanish online university indicators.



## Methodology | 29 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.

Re-learning 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.



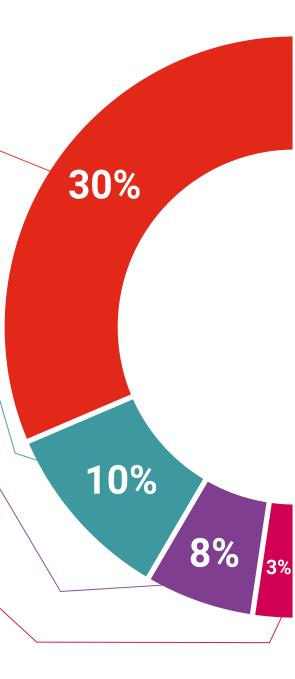
#### **Management Skills Exercises**

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.





They will complete a selection of best business cases used at Harvard Business School. Cases that are presented, analyzed, and supervised by the best senior management specialists in Latin America.



#### **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.

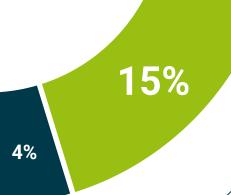


This exclusive multimedia content presentation training Exclusive system was awarded by Microsoft as a "European Success Story".

#### **Testing & Re-testing**

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 your goals.



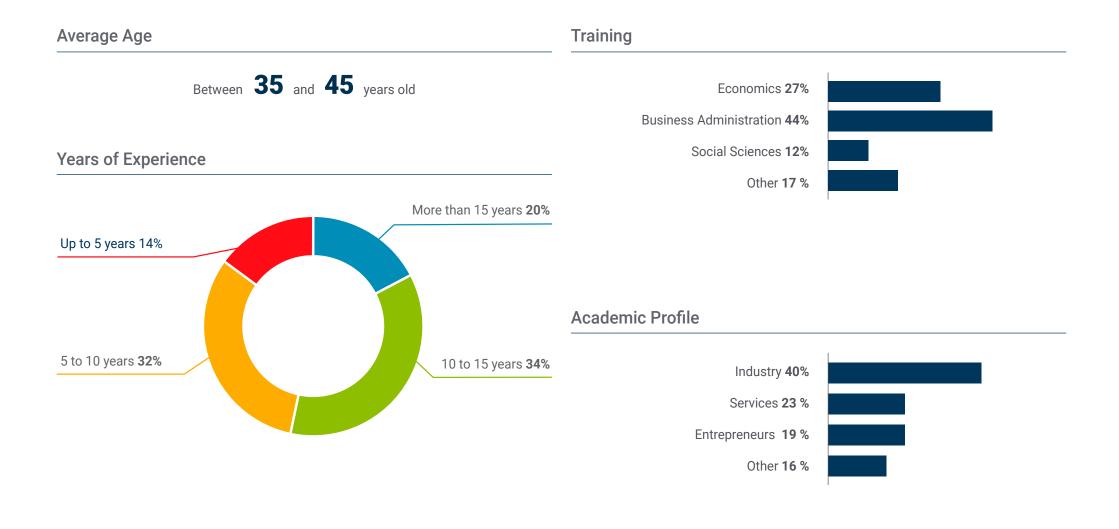


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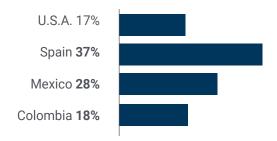




## tech 34 | Our Students' Profiles



## **Geographical Distribution**





## Ms. Elisa San Martín

#### **Business Consulting**

"I am always looking for the latest developments in my industry and this program is the most up-to-date and comprehensive I have found Not only does it provide you with the best business consulting strategies, but it also prepares you for the economic challenges of the future I am very satisfied and will continue studying with TECH"





#### Management



### Mr. Pérez-Ayala, Luis Yusty

- Financial and Management Control Director of SENER's Engineering, Infrastructure, Energy and Marine division.
- Professor of Finance in the Master of Business Consulting and Management at Madrid Polytechnic University (UPM)
- Travel & Hospitality Industry Technology Lead at Accenture for Spain, Portugal, Andorra and Israel
- Senior Manager at Accenture, in the Intelligent Finance area.
- Associate Director at EY, in the CFO Services area. Services Financial Accounting Advisory Services
- Senior Manager at KPMG, in the area of Business Consulting Finance Function
- Degree in Business Administration and Management
- Degree in Economics (UCLM)
- Master in Revenue Management (Cornell University)
- Master in Sales (Sales Business School)
- 'Certificate programs in management control, finance management and taxation

#### **Professors**

#### Mr. Lara Oria, Enrique

- Axis Corporate Director of Transformation, Innovation and Digital
- Partner in charge of the Strategy and *Management Consulting* division at KPMG Colombia
- Previous experience in business consulting at KPMG, IBM Global Business Services and Accenture







### tech 42 | Impact on Your Career

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

TECH's Postgraduate Certificate in Strategy in Business Consulting is an intensive program that prepares students to face business challenges and decisions in the corporate and business environment. Its main objective is to promote your personal and professional growth Helping them achieve success

Companies are looking for consultants adapted to the new times and this Postgraduate Certificate will prepare you for the present and the future.

This program will improve your salary prospects immediately.

### When the change occurs

During the program 60%

After 2 years 28%

### Type of change

Internal Promotion 49%
Change of Company 43%
Entrepreneurship 8%

### Salary increase

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

\$55,200

A salary increase of

23.66%

\$68,300





### tech 46 | Benefits for Your Company

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



## Intellectual Capital and Talent Growth

The professional will introduce the company to new concepts, strategies, and perspectives that can bring about significant changes in the organization.



## Retaining high-potential managers Avoiding talent drain

This program strengthens the link between the company and the professional 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**

The professional can work on a real project or develop new projects in the field of R&D or Business Development of your company.



### **Increased competitiveness**

This Postgraduate Certificate will equip your professionals with the competencies to take on new challenges and drive the organization forward.







### tech 50 | Certificate

This **Postgraduate Certificate in Business Consulting Strategy** contains the most complete and up-to-date program on the market.

After the student has passed the assessments, they will receive their corresponding  $\textbf{Postgraduate Certificate} \text{ issued by } \textbf{TECH Technological University v} \textbf{v} \text{is tracked delivery } \textbf{\star}$ 

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

Title: Postgraduate Certificate in Business Consulting Strategy ECTS: 6

Official N° of Hours: 150 hours.



<sup>\*</sup>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.

technological university

## Postgraduate Certificate **Business Consulting Strategy**

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

