

# Postgraduate Certificate Entrepreneurship in Creative Industries



## Postgraduate Certificate Entrepreneurship in Creative Industries

- » Modality: online
- » Duration: 6 weeks
- » Certificate: TECH Technological University
- » Dedication: 16h/week
- » Schedule: at your own pace
- » Exams: online
- » Target Group: University graduates who have previously completed a degree in the field of Business Management, Marketing, Communication or Design.

Website: [www.techtute.com/us/school-of-business/postgraduate-certificate/entrepreneurship-creative-industries](http://www.techtute.com/us/school-of-business/postgraduate-certificate/entrepreneurship-creative-industries)

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# 01 Welcome

With the aim of promoting entrepreneurship in the creative sector, TECH has designed this academic program with which students will acquire in-depth skills to develop their business idea in a highly unique sector. This is a six-week intensive education program in which the professional will learn how to choose their business model, establish strategies, leadership and management techniques that will allow them to make their idea succeed in a highly competitive and changing market. All of this is based on the best teaching methodology and the most comprehensive faculty on the academic market.



Postgraduate Certificate in Entrepreneurship in Creative Industries.  
TECH Technological University



“

*Now is the ideal time. Make the most of your business idea and get started in the creative sector with this comprehensive program"*

02

# Why Study at TECH?

TECH is the world's largest 100% online business school. It is an elite business school, with a model based on the highest academic standards. A world-class centre for intensive managerial skills training.



“

*TECH is a university at the forefront of technology, and puts all its resources at the student's disposal to help them achieve entrepreneurial success"*

## 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+**  
executives trained each year

**200+**  
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.





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 groundbreaking price**. This way, TECH ensures that studying is not as expensive for students as it would be at another university.



### 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"*

03

# Why Our Program?

Studying this TECH program means increasing the chances of achieving professional success in senior business management.

It is a challenge that demands effort and dedication, but it opens the door to a promising future. Students will learn from the best teaching staff and with the most flexible and innovative educational methodology.



“

*We have highly qualified teachers and the most complete syllabus on the market, which allows us to offer you training of the highest academic level"*

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

01

### 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.*

02

### 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.*

03

### 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.*

04

### 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.*

05

### 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.*

06

### 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.*

07

### 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.*

08

### 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.*

# 04 Objectives

The main objective of this Postgraduate Certificate in Entrepreneurship in Creative Industries is to help students acquire skills, tools and knowledge that will allow them to undertake in this creative sector with a higher degree of success. To this end, a comprehensive syllabus has been prepared that will provide a complete overview of all the peculiarities of business start-ups in this area, taught by a teaching staff of excellence.



“

*Achieve your professional goals  
and become an entrepreneur in a  
booming industry with this program”*

Your goals are our goals.

We work together to help you achieve them.

The Postgraduate Certificate in Entrepreneurship in Creative Industries will equip students to:

01

Acquire and understand knowledge useful for the training of students, providing them with skills for the development and application of original ideas in their personal and professional work

02

Understand how creativity and innovation have become the drivers of the economy

03

Problem solving novel environments and in interdisciplinary contexts in the field of creativity management

04

Integrate one's own knowledge with that of others, making informed judgments and reasoning on the basis of the information available in each case





05

Know how to manage the process of creation and implementation of novel ideas on a given topic

06

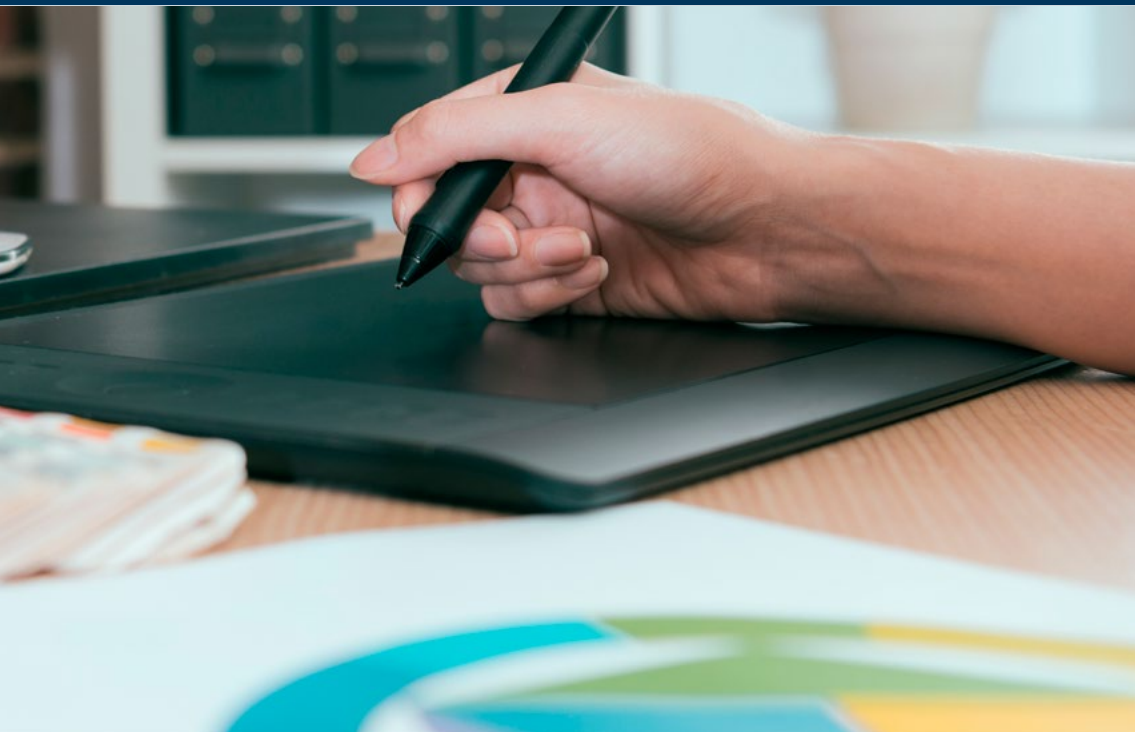
Acquire specific knowledge for the management of companies and organizations in the new context of the creative industries

07

Progressively and constantly update in autonomous training environments

08

Possess tools to analyze the economic, social and cultural realities in which the creative industries are developing and transforming today



09

Help students acquire the necessary skills to develop and evolve their professional profile in both business and entrepreneurial environments

10

Gain knowledge to manage companies and organizations in the new context of creative industries

11

Organize and plan tasks with the use of available resources in order to face them in precise time frames





12

Use new information and communication technologies such as tools for training and the exchange of experiences in the field of study

13

Develop communication skills, both written and oral, as well as the ability to make effective professional presentations in daily practice

14

Acquire market research skills, strategic vision, digital and co-creation methodologies

05

# Structure and Content

The structure and contents of the Postgraduate Certificate in Entrepreneurship in Creative Industries have been conceived and designed by a group of highly prestigious professionals in this area of knowledge, who have poured the experience of their years of work into this up-to-date program. In this way, the syllabus TECH presents for this Postgraduate Certificate is conceived in multimedia format, in order to help the student to internalize the knowledge in the most comfortable and easy way possible.



“

*The content you will have at your disposal  
will lay the foundations of your venture  
and guide you to professional success"*

## Syllabus

Entrepreneurship can offer many benefits and satisfactions to individuals. However, if it is not done under the right premises, it can become a high-risk process. This makes entrepreneurial education highly valuable for all those who want to put their business idea into action.

Being fully aware of this, the professionals at TECH have created this Postgraduate Certificate course composed of a syllabus that focuses on teaching students how to implement their business idea, especially for those organizations attached to the creative industry.

In this sense, the program does not focus solely on arts management, but aims to provide the tools to analyze the economic, social and cultural realities in which the creative industries develop and transform today.

Likewise, this program is designed to be studied with a methodology that promotes the acquisition of skills in the field of market research, strategic vision, digital tools and co-creation.

All of this, condensed into an academic program divided into ten academic units taught over 6 weeks, is intended to represent a turning point in the student's professional career. This way, and after completing the Postgraduate Certificate, the student will be able to start working in companies in the creative industry with a higher success rate.

This Postgraduate Certificate program is spread out over 6 weeks and is divided into 1 module:

### Module 1

### Entrepreneurship in Creative Industries



### Where, When and How is it Taught?

TECH offers the possibility of developing this Postgraduate Certificate in Entrepreneurship in Creative Industries completely online. Over the course of 6 weeks, 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.*

**Module 1. Entrepreneurship in Creative Industries**

**1.1. The Entrepreneurial Project**

- 1.1.1. Entrepreneurship, Types and Life Cycle
- 1.1.2. Entrepreneur Profile
- 1.1.3. Topics of Interest for Entrepreneurship

**1.2. Personal Leadership**

- 1.2.1. Self-Knowledge
- 1.2.2. Entrepreneurial Skills
- 1.2.3. Development of Entrepreneurial Leadership Skills and Abilities

**1.3. Identification of Innovative and Entrepreneurial Opportunities**

- 1.3.1. Analysis of Megatrends and Competitive Forces
- 1.3.2. Consumer Behavior and Demand Estimation
- 1.3.3. Evaluation of Business Opportunities

**1.4. Business Idea Generation in the Creative Industry**

- 1.4.1. Tools for the Generation of Ideas: Brainstorming, mental mapas, drawstorming, etc.
- 1.4.2. Value Proposition Design: Canvas, 5 W
- 1.4.3. Development of the Value Proposition

**1.5. Prototyping and Validation**

- 1.5.1. Prototype Development
- 1.5.2. Validation
- 1.5.3. Prototyping Adjustments

**1.6. Business Model Design**

- 1.6.1. The Business Model
- 1.6.2. Methodologies for the Creation of Business Models
- 1.6.3. Business Model Design for Proposed Idea

**1.7. Team Leadership**

- 1.7.1. Team Profiles according to Temperaments and Personality
- 1.7.2. Team Leadership Skills
- 1.7.3. Teamwork Methods

**1.8. Cultural Markets**

- 1.8.1. Nature of Cultural Markets
- 1.8.2. Types of Cultural Markets
- 1.8.3. Identification of Local Cultural Markets

**1.9. Marketing Plan and Personal Branding**

- 1.9.1. Projection of the Personal and Entrepreneurial Project
- 1.9.2. Short- and Medium-Term Strategic Plan
- 1.9.3. Variables for Measuring Success

**1.10. Sales Pitch**

- 1.10.1. Project Presentation for Investors
- 1.10.2. Development of Attractive Presentations
- 1.10.3. Development of Effective Communication Skills





# 06

# Methodology

This academic program offers students a different way of learning. Our methodology uses a cyclical learning approach: **Relearning**.

This teaching system is used, for example, in the most prestigious medical schools in the world, and major publications such as the **New England Journal of Medicine** have considered it to be one of the most effective.





“

*Discover Relearning, a system that abandons conventional linear learning, to take you through cyclical teaching systems: a way of learning that has proven to be extremely effective, especially in subjects that require memorization"*

## 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.

“

*At TECH, you will experience a learning methodology that is shaking the foundations of traditional universities around the world”*



*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.

## 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.



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.

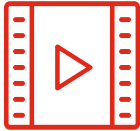
*Relearning will allow you to learn with less effort and better performance, involving you more in your specialization, developing a critical mindset, defending arguments, and contrasting opinions: a direct equation to success.*

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.



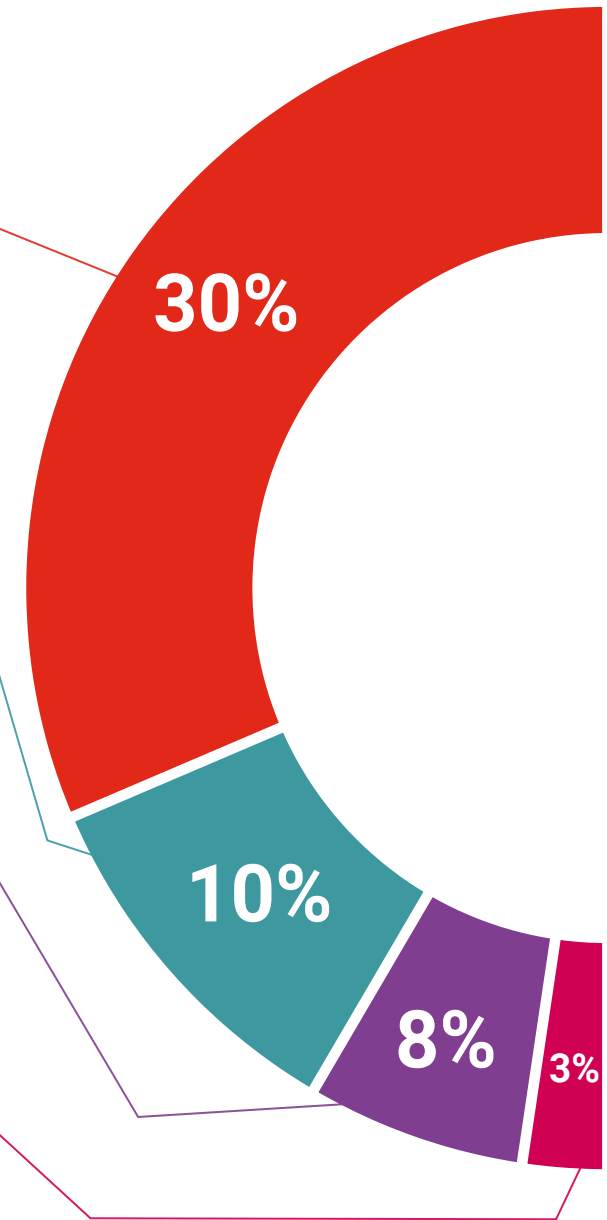
### Management Skills Exercises

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

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.



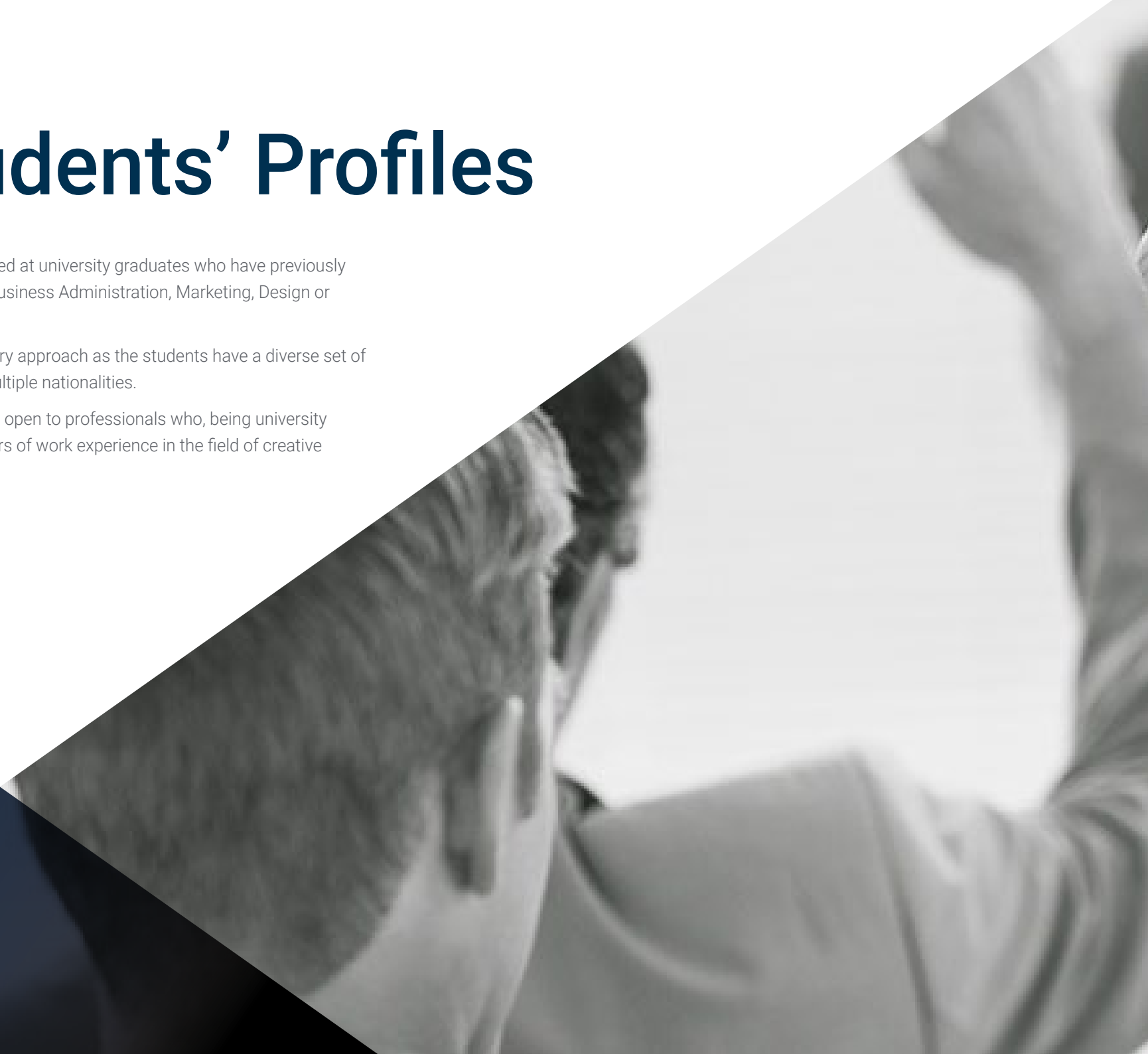
07

# Our Students' Profiles

The Postgraduate Certificate is aimed at university graduates who have previously completed a degree in the field of Business Administration, Marketing, Design or Communication.

This program uses a multidisciplinary approach as the students have a diverse set of academic profiles and represent multiple nationalities.

The Postgraduate Certificate is also open to professionals who, being university graduates in any field, have two years of work experience in the field of creative business management.





“

*Grow your professional profile by studying at TECH and start multiplying your professional opportunities”*

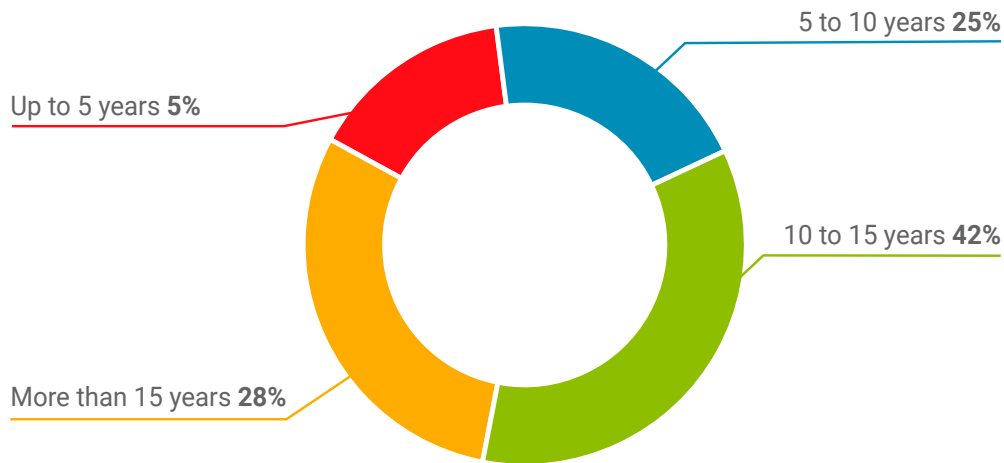
### Average Age

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Between **35** and **45** years old

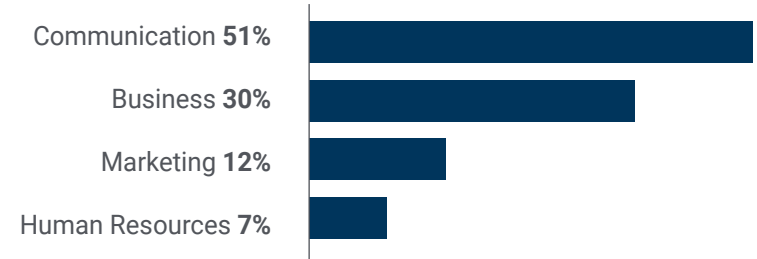
### Years of Experience

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### Training

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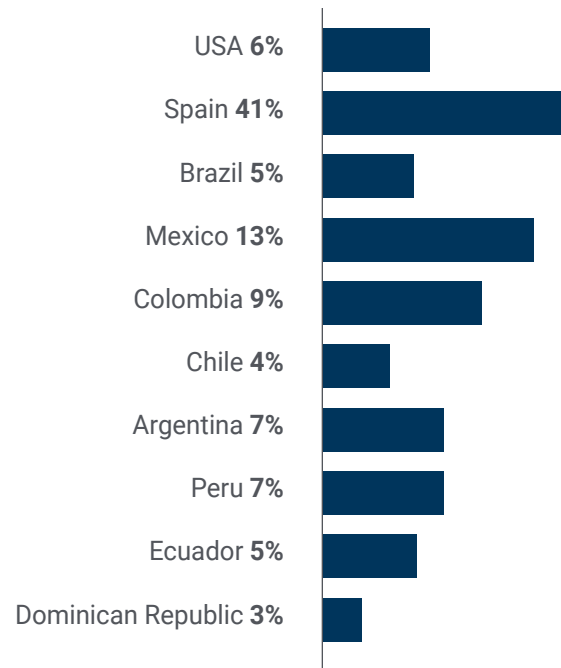
### Academic Profile

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## Geographical Distribution

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## Ariadna González Suárez

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CEO of a Textile Company

*"Thanks to this Diploma, today my natural and sustainable cosmetics online store is a reality. TECH gave me the tools I needed to get going and fight for my project. It was definitely the best decision I could have made"*

08

# Course Management

In its quest for quality education that lays the foundations for students' professional growth, TECH has brought together the most complete and specialized group of working professionals on the international scene for this Postgraduate Certificate. This will ensure the student that, by updating their knowledge in this University, they will have the certainty of having the most complete and effective knowledge of the market, thereby being able to put into action their business idea within industries of the creative sector with a higher success rate.



“

*We have a teaching team with extensive experience that will help you to specialize in this sector"*

## International Guest Director

S. Mark Young is an internationally renowned expert who has focused his research career on the Entertainment Industry. His results have received numerous awards, including the 2020 Lifetime Achievement Award in Accounting and Management from the American Accounting Association. He has also been honored three times for his contributions to the academic literature in these fields.

One of the most outstanding milestones of his career was the publication of the study “Narcissism and Celebrities”, together with Dr. Drew Pinsky. This text compiled direct data on famous personalities from Cinema or Television. In addition, in the article, which would later become a best-selling book, the expert analyzed the narcissistic behaviors of celluloid stars and how these have become normalized in the modern media. At the same time, he addressed the impact of these on contemporary youth.

Also throughout his professional life, Young has delved into organization and concentration in the film industry. Specifically, he has investigated models for predicting the box-office success of major motion pictures. He has also contributed to activity-based accounting and the design of control systems. In particular, he is recognized for his influence in the implementation of effective management based on Balanced Scorecard.

Likewise, academic work has also shaped his professional life, and he has been elected to lead the George Bozanic and Holman G. Hurt Research Chair in Sports and Entertainment Business. He has also lectured and participated in study programs related to Accounting, Journalism and Communications. At the same time, his undergraduate and graduate studies have linked him to prestigious American universities such as Pittsburgh and Ohio.





## Dr. Young, S. Mark

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- Director of the George Bozanic and Holman G. Hurt Chair in Sports and Entertainment Business
- Official Historian of the University of Southern California Men's Tennis Team
- Academic researcher specializing in the development of predictive models for the motion picture industry
- Co-author of book "Narcissism and Celebrities"
- Ph.D. in Accounting Science from the University of Pittsburgh
- M.S. in Accounting from The Ohio State University
- B.S. in Economics from Oberlin College
- Member of the Center for Excellence in Teaching

“

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

## Management



### **Dr. Velar, Marga**

- ♦ Corporate Marketing Manager in SGN Group (Nueva York)
- ♦ Forefashion Lab Address
- ♦ Degree in Audiovisual Communication with a diploma in Fashion Communication and Management from Centro Universitario Villanueva, Universidad Complutense, Madrid.
- ♦ PhD. in Communication from Universidad Carlos III de Madrid.
- ♦ MBA in Fashion Business Management by ISEM Fashion Business School
- ♦ Professor at Centro Universitario Villanueva, at ISEM Fashion Business School and at the School of Communication of the University of Navarra.



## Professors

### Mr. Justo, Rumén

- ◆ Advisor to companies and entrepreneurs at the University of La Laguna (EmprendeULL)
- ◆ Founder of JR Producciones, a production company.
- ◆ Co-founder of the start-ups E-MOVE, E-CARS and SENDA ECOWAY.
- ◆ Chief Executive Officer of SENDA ECOWAY
- ◆ Accredited Mentor of the Mentoring Network of Spain at the CEOE.
- ◆ Lean Coach at Olympo Boxes, Santa Cruz de Tenerife Chamber of Commerce.
- ◆ Degree in Business Administration
- ◆ Master's Degree in PRL by SGS
- ◆ Postgraduate in Technology Surveillance
- ◆ Postgraduate in Roadmapping by the UPC
- ◆ Postgraduate Diploma in Human Resources Management by the University of Vigo

09

# Impact on Your Career

TECH is fully aware that taking a program of this magnitude is a great economic, professional and, of course, personal investment.

Therefore, the student's ultimate goal in carrying out this great effort should be to achieve professional growth.





“

*This program will make such an impact on your career that you will be able to be your own boss and work for yourself instead of for others"*

*In a competitive professional world, specialization is the student's best asset when it comes to making their qualities stand out among others.*

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

TECH's Postgraduate Certificate in Entrepreneurship in Creative Industries is an intensive program that prepares you to face challenges and business decisions in the field of managing ideas, projects and jobs. Its main objective is to promote the personal and professional growth of students, developing their creativity and helping them to be able to foster the creativity of others. In this way, TECH motivates the professional to be on the road to success.

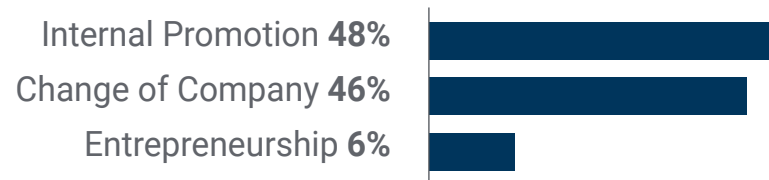
If you want to improve, make a positive change at a professional level and network with the best, then this is the place for you.

*Invest in your education and start realizing your career goals.*

#### When the change occurs



#### Type of change



## Salary increase

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



10

# Benefits for Your Company

The Postgraduate Certificate in Entrepreneurship in Creative Industries contributes to elevating the organization's talent to its maximum potential through the training of high-level leaders.

Participating in this Postgraduate Certificate is a unique opportunity to access a powerful network of contacts in which to find future professional partners, customers or suppliers.







“

*At a time of continuous social and technological change, putting innovative ideas into action can represent a turning point"*

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

**01**

### Intellectual Capital and Talent Growth

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

---

**02**

### Retaining high-potential executives to avoid talent drain

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

**03**

### Building agents of change

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

---

**04**

### Increased international expansion possibilities

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



05

### Project Development

The professional can work on a real project or develop new projects in the creative field of their company.

---

06

### Increased competitiveness

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

11

# Certificate

The Postgraduate Certificate in Entrepreneurship in Creative Industries guarantees students, in addition to the most rigorous and up-to-date education, access to a Postgraduate Certificate issued by TECH Technological University.



“

*Successfully complete this program and receive your university qualification without having to travel or fill out laborious paperwork"*

This **Postgraduate Certificate in Entrepreneurship in Creative Industries** contains the most complete and up-to-date program on the market.

After the student has passed the assessments, they will receive their corresponding **Postgraduate Certificate** issued by **TECH Technological University** via tracked delivery\*.

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

Title: **Postgraduate Certificate in Entrepreneurship in Creative Industries**

Official N° of Hours: **150 h.**



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



## Postgraduate Certificate Entrepreneurship in Creative Industries

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

# Postgraduate Certificate Entrepreneurship in Creative Industries

