

Postgraduate Certificate Institutional Marketing and Communication



Postgraduate Certificate Institutional Marketing and Communication

- » Modality: online
- » Duration: 5 weeks
- » Certificate: TECH Technological University
- » Dedication: 16h/week
- » Schedule: at your own pace
- » Exams: online
- » Target Group: Graduates and professionals with demonstrable experience in the sector.

Website: www.techtitute.com/in/school-of-business/postgraduate-certificate/institutional-marketing-communication

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01 Welcome

The organization of a company requires constant decision-making that is executed with a clear focus on success. Crisis management and social responsibility are two of the aspects that highly qualified management must develop in order to achieve this objective.

With this program, you can become one of the best trained professionals in the field, a mastery of precision that only the best can offer.



Postgraduate Certificate in Institutional Marketing and Communication.
TECH Technological University



“

The most advanced techniques in Institutional Marketing and Communication developed in an innovative course that will launch your career to the highest level”

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

This program is designed to boost your capabilities in Marketing and Business Strategy, in addition to developing new competencies and skills that will be essential in your professional development. After the program, you will be able to make global decisions with an innovative perspective and an international vision.



“

International experience, ethical commitment, and business acumen are some of the most sought-after characteristics in executives in the digital age”

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

The **Postgraduate Certificate in Institutional Marketing and Communication** will provide the student with the education to:

01

Learn the importance of Institutional Marketing and Communication

02

Consider the development of messages according to the specific audience

03

Recognize the basic communicative tools in political communication





04

Gain in-depth knowledge of how an election campaign works

05

Adapting the verbal political message to the non-verbal one

06

Know the main platforms for interaction with the public

05

Structure and Content

The Postgraduate Certificate in Institutional Marketing and Communication from TECH Technological University is a tailor-made program that is taught in a 100% online format so that you can choose the time and place that best suits your availability, schedule and interests.

A 5-week program that is intended to be a unique and stimulating experience that will lay the foundation for your success in corporate reputation management.



“

What you study is very important. The skills and competencies you acquire are fundamental. You won't find a more complete syllabus than this one"

Syllabus

The content of the Postgraduate Certificate in Institutional Marketing and Communication is designed to promote the development of management skills that will enable the professional to obtain information that will allow them to adequately manage the reputation of a brand or company.

Over the course of 125 hours, the student analyzes a plethora of practical cases through individual and teamwork. It is, therefore, a real immersion in real business situations.

This Postgraduate Certificate deals in depth with all strategic areas of the company and is designed to ways managers and industry experts to understand business management from a strategic, international and innovative perspective.

A plan designed for you, focused on your professional improvement and that prepares you to achieve excellence in the field of Corporate Analysis and Metrics. A program that understands your needs and those of your company through innovative content based on the latest trends, and supported by the best educational methodology and an exceptional faculty, which will provide you with the competencies to solve critical situations in a creative and efficient way.

This course takes place over 5 weeks and consists of 1 module:

Module 1

Institutional Marketing and Communication



Where, When and How is it Taught?

This Postgraduate Certificate takes place over 5 weeks. You can do it completely online, from wherever and whenever you want and in a connected way, attending our workshops and virtual conferences.

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

Module 1. Institutional Marketing and Communication

1.1. Political Action in Institutions

- 1.1.1. Concept of Institution
- 1.1.2. Types of Institutions and Social Groups
- 1.1.3. Institutional Actions

1.2. Institutional Marketing

- 1.2.1. Institutional Markets: Citizens and Entities
- 1.2.2. Institutional Offer
- 1.2.3. Citizen Satisfaction

1.3. Marketing Plans in the Institutions

- 1.3.1. Institutional Environment Analysis
- 1.3.2. Objectives of the Institution
- 1.3.3. Strategic and Operational Actions

1.4. Public Communication

- 1.4.1. Political Communication Agents
- 1.4.2. Formal Media: Press and Institutions
- 1.4.3. Informal Media: Networks and Opinion Makers

1.5. Institutional Communication Strategies

- 1.5.1. Institutional Information Content
- 1.5.2. Institutional Communication Objectives
- 1.5.3. Main Communication Strategies

1.6. Institutional Policy Agenda Planning

- 1.6.1. Development of the Institutional Agenda
- 1.6.2. Design of Institutional Campaigns
- 1.6.3. Target Groups of the Campaigns

1.7. Government communication: Open Government

- 1.7.1. Open Government Concept
- 1.7.2. Media
- 1.7.3. Types of Messages

1.8. Political Communication in Democracies

- 1.8.1. Demand for Information in Democratic Societies
- 1.8.2. Institutions as Sources of Information
- 1.8.3. The Media

1.9. Digital Democracy

- 1.9.1. Concept of Digital Democracy
- 1.9.2. Social Dialogue on the Internet
- 1.9.3. Elements of Use on the Internet

1.10. Social Responsibility in Institutions

- 1.10.1. Human Rights and Social Responsibility
- 1.10.2. Climate Change and Social Responsibility
- 1.10.3. Institutional Ethics



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.



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.

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

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 in Institutional Marketing and Communication is a program aimed at professionals in the Commercial and Marketing area who want to update their knowledge, discover new ways of selling, understand the market, develop techniques to build customer loyalty and lead sales teams, as well as advance in their professional career.

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





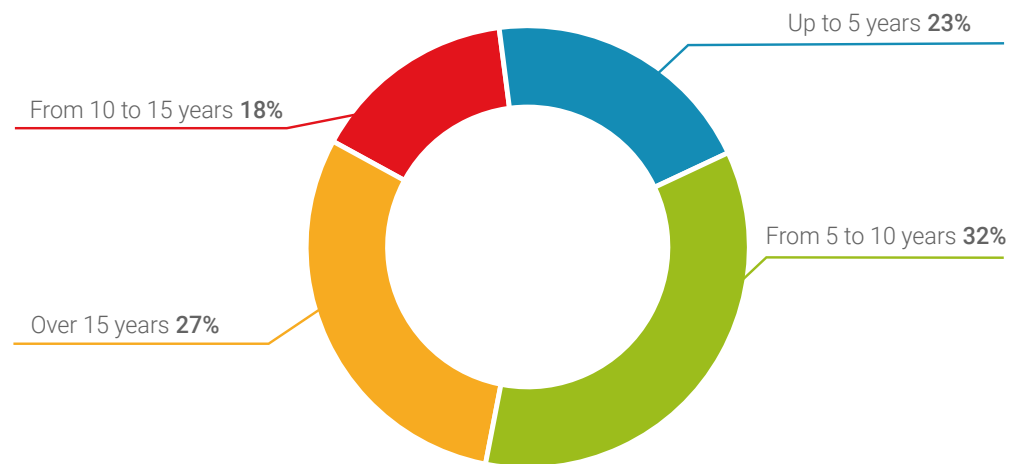
“

If you have experience in the financial sector and are looking for an interesting career boost while continuing to work, then this is the program for you”

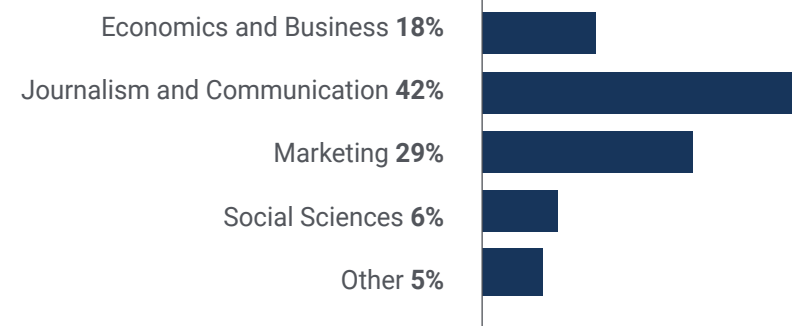
Average Age

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

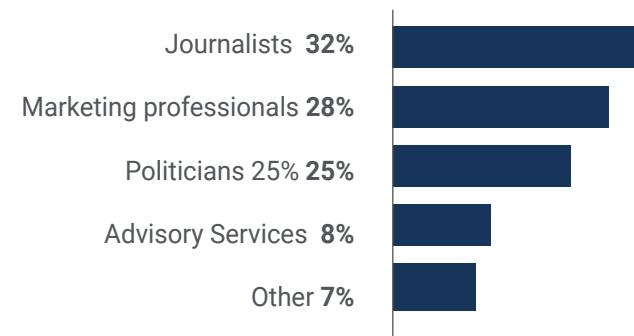
Years of Experience



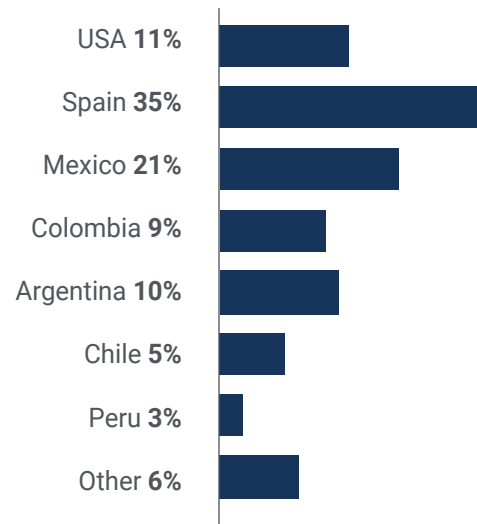
Training



Academic Profile



Geographical Distribution



David Gutiérrez

Marketing Director

"I had not been able to pursue the specialization I wanted in Marketing and Strategy. because it was impossible for me to combine it with my work. However, with this Postgraduate Certificate I found it easy and comfortable, which allowed me to complete it efficiently".

08

Course Management

The program's teaching staff includes leading experts in all aspects of Institutional Marketing and Communication, who bring to this program the experience of their years of work. In addition, other leading specialists in related areas participate in its design and elaboration, completing the program in an interdisciplinary way, making it a unique and highly academically enriching experience for the student.



A black and white photograph showing three people from a different perspective, looking down at a screen. The image is partially obscured by a dark blue diagonal shape in the top right corner and a white diagonal shape in the bottom right corner.

“

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

Management



Mr. López Rausell, Adolfo

- ♦ Director of TECH Business School
- ♦ Technical Direction in Projects and Market Studies at Investgroup
- ♦ Management at Club Innovation Club of the Valencian Community
- ♦ Degree in Economics and Business Administration from the Universitat de Valencia.
- ♦ Certificate in Marketing in ESEM Business School

Professors

Mr. Eskibel, Daniel

- ♦ Psychologist and political consultant, world reference in political psychology.

Dr Morcillo, Guadalupe

- ♦ Expert in Political Communication
- ♦ D. in Classical Philology
- ♦ Master's Degree in Governance, Political Marketing and Strategic Communication

Mr. Landero Madroñal, Jordi

- ♦ Degree in Information Sciences

Ms. Sanz Campos, Ana

- ♦ Executive and political coaching and mentoring



09

Impact on Your Career

TECH is aware that studying a program like this entails great economic, professional and, of course, personal investment. The ultimate goal of this great effort should be to achieve professional growth. For this reason, TECH puts all its efforts and tools at your disposal, so that you acquire the necessary skills and abilities that will allow you to achieve this change.





“

We get involved to the maximum, to help you achieve the professional change you desire”

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

TECH's Postgraduate Certificate in Institutional Marketing and Communication is an intensive program that prepares students to face challenges and make important creative and strategic decisions to achieve their objectives. Helping you achieve success is not only their goal, it is also TECH's goal: elite education for all.

If the student wants to improve himself, achieve a positive change at a professional level and interact with the best, this is the program for him.

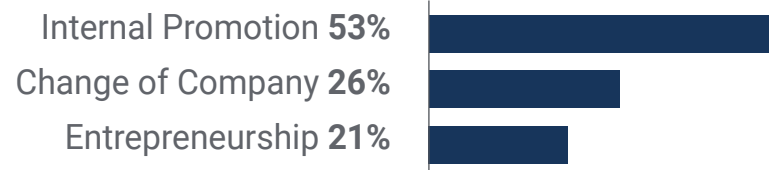
*Specialize with us,
and increase your
skills in the design
and management of
political campaigns.*

*If you want to make
a positive change in
your profession, this
is your opportunity.*

When the change occurs



Type of change



Salary increase

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



10

Benefits for Your Company

The Postgraduate Certificate in Institutional Marketing and Communication contributes to elevate the talent of professionals to their maximum potential, through the specialization of high-level leaders. Therefore, participating in this academic program will improve not only on a personal level, but above all, on a professional level, increasing their education and improving their management and communication skills. Additionally, joining TECH's educational community is a unique opportunity to access a powerful network of contacts in which to find future professional partners, clients, or suppliers.





“

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

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

01

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.

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 current project or develop new projects in the field of R&D or Business Development within 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 Institutional Marketing and Communication 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 Institutional Marketing and Communication** 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 certificate 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 Institutional Marketing and Communication**

Official N° of Hours: **125 h.**



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



Postgraduate Certificate Institutional Marketing and Communication

- » Modality: online
- » Duration: 5 weeks
- » Certificate: TECH Technological University
- » Dedication: 16h/week
- » Schedule: at your own pace
- » Exams: online

Postgraduate Certificate Institutional Marketing and Communication

