



# Postgraduate Certificate New Digital Marketing: Marketing Automation

» Modality: online

» Duration: 6 weeks

» Certificate: TECH Global University

» Credits: 6 ECTS

» Schedule: at your own pace

» Exams: online

» Target Group: Professionals from various academic disciplines who wish to deepen their knowledge of the new luxury world, its growth and commercialization opportunities

 $We bsite: {\color{blue} www.techtitute.com/us/school-of-business/postgraduate-certificate/new-digital-marketing-marketing-automation} \\$ 

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# 01 **Welcome**

The Postgraduate Certificate in New Digital Marketing: Marketing Automation at TECH enables the professional to understand in depth the nature of the message of a fashion brand or a luxury product, as well as its basic components. It also addresses the main automated communication tools that are currently used in the luxury sector.

All in all, it is important that once the Postgraduate Certificate is completed, the student identifies the style of messages, images and contents that are elaborated in the industry, making it possible for the student to replicate and organize them in time. You will therefore control advertising banners the legacy of mass media and master CRM and CMS tools aimed at automating customer communications.









### tech 08 | Why Study at TECH?

### 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.





#### Learn with the best

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

Teachers representing 20 different nationalities.



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

### Why Study at TECH? | 09 **tech**

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



### **Analysis**

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



#### **Academic Excellence**

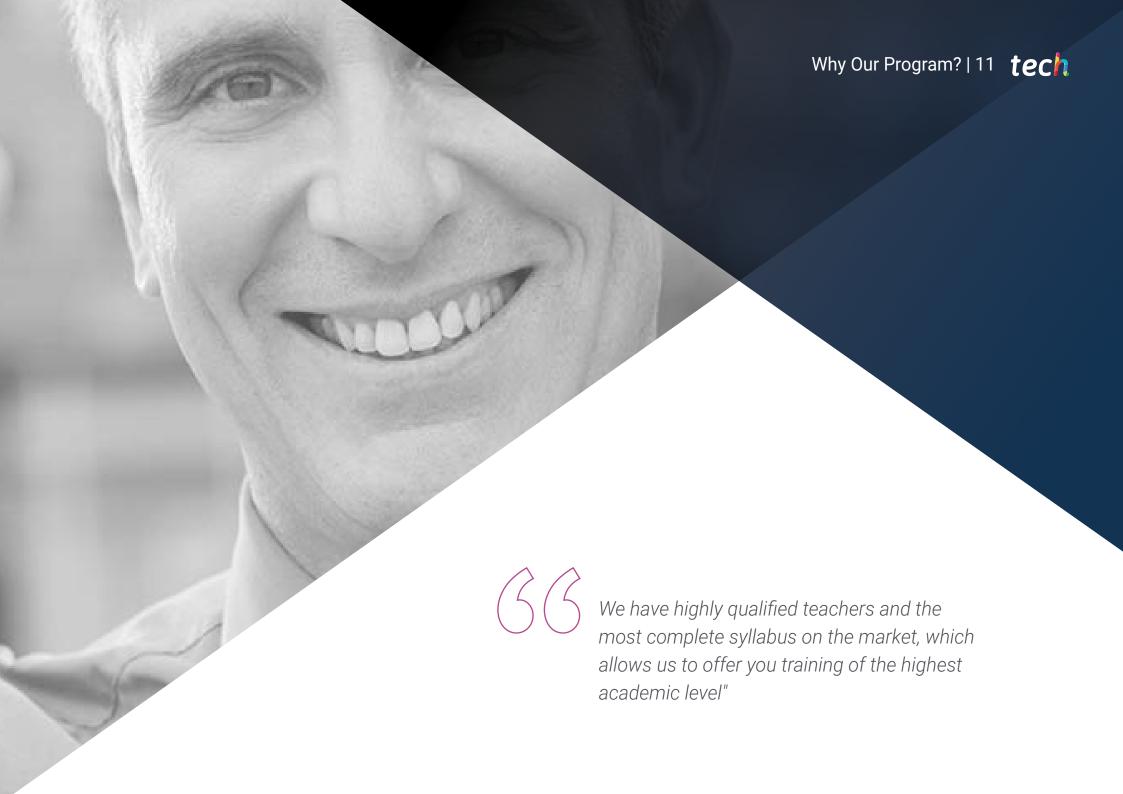
TECH offers students the best online learning methodology. The university combines the Relearning method (a postgraduate learning methodology with the highest international rating) with the Case Study. A complex balance between tradition and state-of-the-art, within the context of the most demanding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



### **Economy of Scale**

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





### tech 12 | Why Our Program?

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



### A significant career boost

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

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



# Develop a strategic and global vision of companies

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

Our global vision of companies will improve your strategic vision.



### Consolidate the student's senior management skills

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

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



### Take on new responsibilities

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

45% of graduates are promoted internally.



### Access to a powerful network of contacts

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

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



### Thoroughly develop business projects

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

20% of our students develop their own business idea.



### Improve soft skills and management skills

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

Improve your communication and leadership skills and enhance your career.



### Be part of an exclusive community

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

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





### tech 16 | Objectives

TECH makes the objectives of its students its own. Working together to achieve them.

The Postgraduate Certificate in New Digital Marketing: Marketing Automation will enable the student to:



Knowledge of Western and Eastern cultures for the correct development of consumer profiles and marketing campaigns at an international level



Understand the progress of new digital marketing tools





Discover the triple approach brand-strategy-consumer



Acquire critical thinking in relation to sustainability and innovation in luxury marketing



Expand the ability to analyze the commercial scenario of brands



Develop strategic skills to adapt to the new labor market





Improve decision making in the business and business development context



Elaborate a correct Marketing Plan adapted to the client, brand and market needs



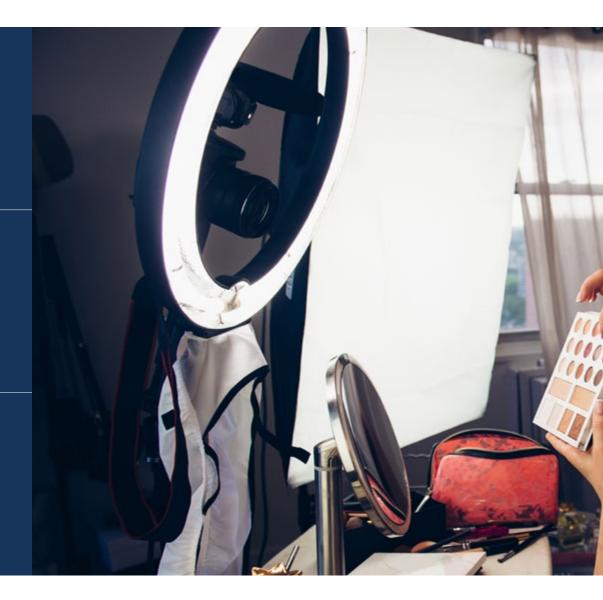
Plan marketing actions in line with the luxury industry, providing profitable solutions in the short and long term

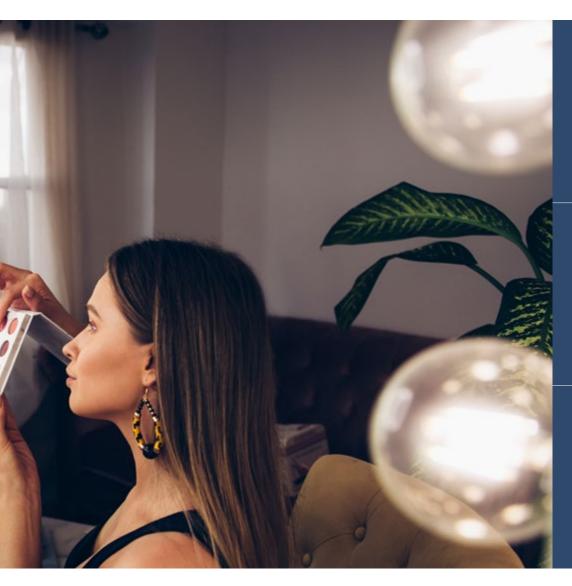


Learn to project the brand's identity to society as a whole



Build predictable, flexible and sustainable marketing models that guarantee the survival and impact of the luxury product





12

Discover the evolution of public relations and the latest market trends, understanding the persuasive component of PR for luxury marketing and the role of social media in communication strategies

13

Understand in depth the nature of the message and its basic components, as well as the main automated communication tools currently used in the luxury environment



Identify the style of messages, images and contents that are elaborated in the industry being possible for the student to replicate and organize them temporally





### tech 22 | Structure and Content

### **Syllabus**

Today's highly globalized and competitive environment has forced companies to establish highly efficient work environments that allow them to achieve their objectives. To achieve this, companies must use the best tools to reach a competitive and efficient management level in order to be able to adapt at all times to the needs of the market. This Postgraduate Certificate teaches the necessary tools and knowledge to achieve this adaptation and to be able to compete in the best conditions.

Due to the need to constantly adapt to the changes that occur in the environment, which can be of all kinds, it is necessary for a company to act as an adaptable system. For this reason it is essential that all professionals, even if they are responsible for only one area of the company, are aware of the impact on other areas and, above all, on the end customer. In other words, they must have transversal knowledge.

The Postgraduate Certificate in New Digital Marketing: Marketing Automation at TECH Global University is an intensive program that prepares the student to master the marketing of selected products thanks to automated positioning at an expert level. The content of the program is designed to promote the development of the skills required for this service.

Thus, this Postgraduate Certificate deals in depth with the fundamentals of marketing, the environment in which it is applied and the mastery of the digital universe, enhanced after the impact of covid-19. However, the best experts in the sector have designed a curriculum in which they have synthesized the content that the professional must know, so that the student can achieve excellence in such a competitive field as fashion and luxury.

This Postgraduate Certificate is developed over 6 week and is divided into 1 module:

Module 1

New Digital Marketing: Marketing Automation



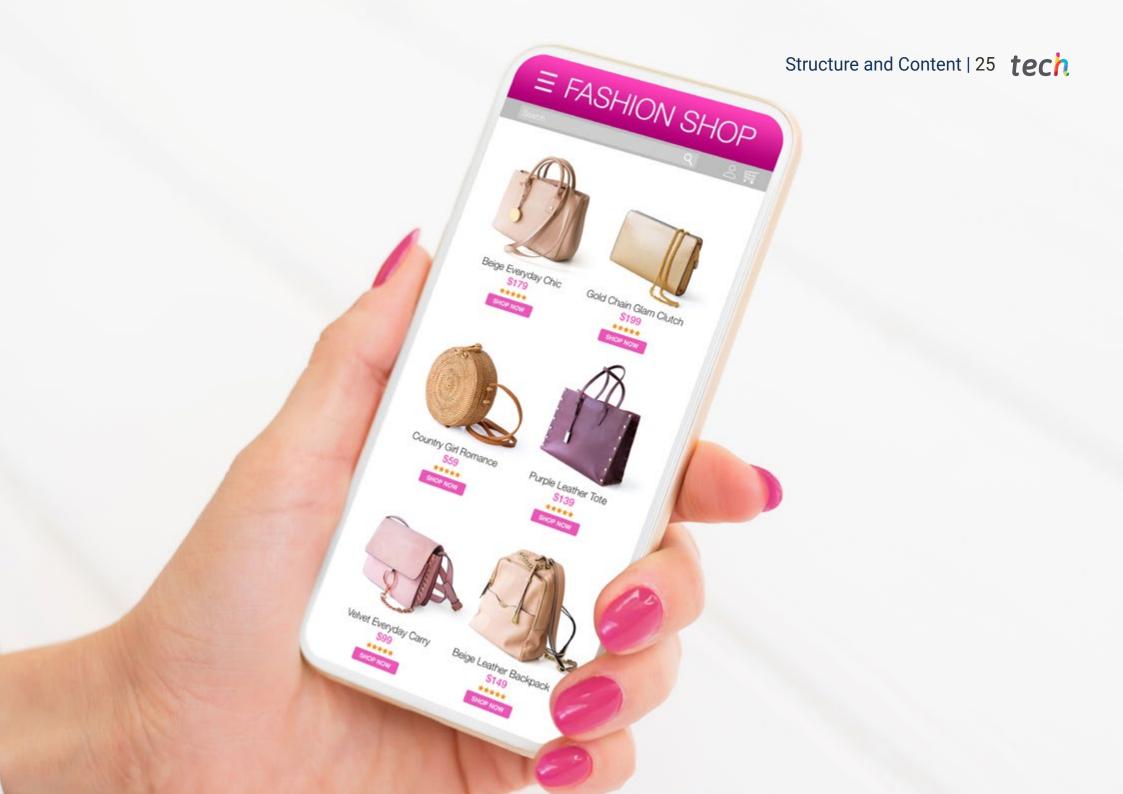
### Where, when and how is it taught?

TECH offers the possibility of developing this Postgraduate Certificate in New Digital Marketing: Marketing Automation 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.

### tech 24 | Structure and Content

Module 1. New Digital Marketing: Marketing Automation							
1.1. 1.1.1 1.1.2 1.1.3	Marketing Strategy in the Current Industry The Communication Process in Relation to Marketing Cognitive, Emotional and Social Messages The Slogan as a Legacy of Luxury Brands	1.2. 1.2.1 1.2.2 1.2.3	Mass Media to Global Media Sources of Transmission of Values: Advertising The Training of the Stereotype from the Prototype Storyboard & Global Storyboard	1.3. 1.3.1 1.3.2 1.3.3	Digital Media Ads Google Ads Algorithm Check Matching Levels The Banner and Display for a Fashion and Luxury Company	1.4. 1.4.1 1.4.2 1.4.3	Branded Content Fashion Consumer Preferences The Omnichannel Strategy Applied to the Luxury Sector Marketing Information in the Luxury Market
1.5.1 1.5.2 1.5.3	Personalization of the Fashion and Luxury Sector  Keywords in the Language of Fashion The Messages of Fast and Slow Fashion Omnidirectional Communication between Brand and User	1.6. 1.6.1 1.6.2 1.6.3	Email Marketing CRM & Salesforce Content Automation Segmentation and Message Salesforce as an Automation Tool	<b>1.7.</b> 1.7.1 1.7.2 1.7.3	Newsletter Design An Efficient and Attractive Structure Personalization of Luxury Content Frequency of Notifications and Measurement of Impact	1.8. 1.8.1 1.8.2 1.8.3	Virality in the Luxury Industry Information Dissemination Strategies Real Repositioning From Opinion Leaders to Influencers
1.9. 1.9.1 1.9.2 1.9.3	The Usability of CMS  Content Managers Stay Up to Date on the Fashion Web Prestashop: Luxury Marketing	1.10.1 1.10.2	Content Design Strategic Scope of the Creative Effort: Create to Convert Seasonal Marketing: Predictable Marketing Campaigns Flash! Surprise				





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 28 | 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 30 | 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 | 31 **tech**

In our program, learning is not a linear process, but rather a spiral (learn, unlearn, forget, and re-learn). Therefore, we combine each of these elements concentrically. With this methodology we have trained more than 650,000 university graduates with unprecedented success in fields as diverse as biochemistry, genetics, surgery, international law, management skills, sports science, philosophy, law, engineering, journalism, history, markets, and financial instruments. All this in a highly demanding environment, where the students have a strong socio-economic profile and an average age of 43.5 years.

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

From the latest scientific evidence in the field of neuroscience, not only do we know how to organize information, ideas, images and memories, but we know that the place and context where we have learned something is fundamental for us to be able to remember it and store it in the hippocampus, to retain it in our long-term memory.

In this way, and in what is called neurocognitive context-dependent e-learning, the different elements in our program are connected to the context where the individual carries out their professional activity.

This program offers the best educational material, prepared with professionals in mind:



#### **Study Material**

All teaching material is produced by the specialists who teach the course, specifically for the course, so that the teaching content is highly specific and precise.

These contents are then applied to the audiovisual format, to create the TECH online working method. All this, with the latest techniques that offer high quality pieces in each and every one of the materials that are made available to the student.



#### **Classes**

There is scientific evidence suggesting that observing third-party experts can be useful.

Learning from an Expert strengthens knowledge and memory, and generates confidence in future difficult decisions.



#### **Management Skills Exercises**

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



#### **Additional Reading**

Recent articles, consensus documents and international guidelines, among others. In TECH's virtual library, students will have access to everything they need to complete their course.





Students will complete a selection of the best case studies chosen specifically for this program. Cases that are presented, analyzed, and supervised by the best senior management specialists in the world.



#### **Interactive Summaries**

The TECH team presents the contents attractively and dynamically in multimedia lessons that include audio, videos, images, diagrams, and concept maps in order to reinforce knowledge.



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

### **Testing & Retesting**

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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.



30%

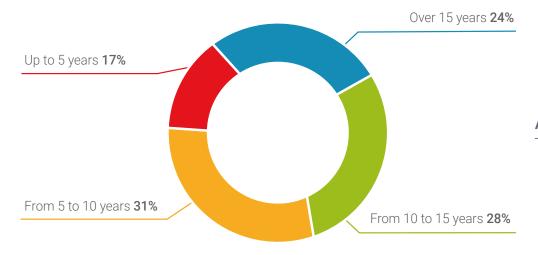




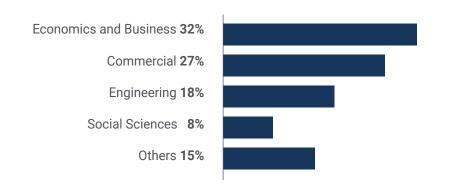


Between **35** and **45** years old

### **Years of Experience**



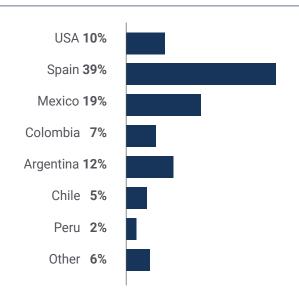
### Training



### **Academic Profile**



## **Geographical Distribution**





# Alfonso Arzúa

#### **Technology Consultant**

"The company I work for offered me a luxury project for which I needed to apply the latest knowledge in marketing automation in the market, something I didn't know in depth. The content of this Postgraduate Certificate is very good and its online study gave me the opportunity to specialize in a booming field in my industry in a comfortable way"





#### International Guest Director

Andrea La Sala is an experienced Marketing executive whose projects have had a significant impact on the Fashion sector. Throughout his successful career he has developed different tasks related to Product, Merchandising and Communication. All this linked to prestigious brands such as Giorgio Armani, Dolce&Gabbana, Calvin Klein, among others.

The results of this high-profile international executive have been linked to his proven ability to synthesize information in clear frameworks and execute concrete actions aligned to specific business objectives. In addition, he is recognized for his proactivity and adaptation to fast-paced work rhythms. To all this, this expert adds a strong commercial awareness, market vision and a genuine passion for products.

As Global Brand and Merchandising Director at Giorgio Armani, he has overseen a variety of marketing strategies for apparel and accessories. His tactics have also focused on retail and consumer needs and behavior. In this role, La Sala has also been responsible for shaping the marketing of products in different markets, acting as team leader in the Design, Communication and Sales departments.

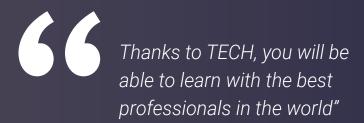
On the other hand, in companies such as Calvin Klein or Gruppo Coin, he has undertaken projects to boost the structure, development and marketing of different collections. In turn, he has been in charge of creating effective calendars for buying and selling campaigns. He has also been in charge of the terms, costs, processes and delivery times of different operations.

These experiences have made Andrea La Sala one of the main and most qualified corporate leaders in Fashion and Luxury. A high managerial capacity with which he has managed to effectively implement the positive positioning of different brands and redefine their key performance indicators (KPI).



# D. La Sala, Andrea

- Global Brand and Merchandising Director at Giorgio Armani
- Merchandising Director at Calvin Klein
- Brand Manager at Gruppo Coin
- Brand Manager at Dolce & Gabbana
- Brand Manager at Sergio Tacchini S.p.A
- Market Analyst at Fastweb
- Graduate of Business and Economics at the Università degli Studi del Piemonte Orientale



# tech 42 | Course Management

#### Management



## Ms. García Barriga, María

- Professor of Digital Marketing
- More than 15 years of experience in content generation of various kinds: logistics and distribution, fashion and literature or artistic heritage conservation
- She has worked in major media such as RTVE and Telemadrid
- Degree in Information Sciences from the UCM
- Postgraduate Degree in Marketing and Communication in Fashion and Luxury Companies, UCM
- MBA from ISEM Fashion Business School, the School of Fashion Business of the University of Navarra
- PhD Candidate in Fashion Trend Creation
- Author of The pattern of eternity: creating a spiral identity for the automation of fashion trends



# Course Management | 43 tech

#### **Professors**

#### Ms. Villamil Navarro, Camila

- Journalist and creator of fashion and trends content for El Tiempo newspaper
- Consultant in trainings, conferences and lectures on fashion communication, social media content, image and personal branding. She has worked on different types of projects with important brands in the industry such as Coach, TOUS, Swarovski, Tommy Hilfiger, Desigual, Estée Lauder, Lancome, Natura, Rosa Clará, ALDO, Falabella and Emporio Armani, among others
- Professor of Fashion Journalism and Personal Branding at the Faculty of Communication at La Sabana University and is the coordinator of the Diploma in Communication and Fashion Journalism.
   In the Diploma she taught Fashion Journalism and Social Networks and Fashion
- Teacher in areas such as Public Relations and Event Organization. In 2019 she taught the first course "Latin American Fashion: Growth, Evolution and Opportunities" to students at Emporia State University in Kansas
- Social communicator and journalist graduated from La Sabana University
- Focused on the coverage and reporting of the most important fashion weeks (New York, Milan and Paris) She has also been dedicated to covering and investigating the growth of Latin American fashion She has attended fashion weeks in Mexico, Panama, Brazil, Argentina, Uruguay and of course, Colombia





If you want to make a positive change in your profession, the Postgraduate Certificate in New Digital Marketing: Marketing Automation will help you achieve it.

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

The Postgraduate Certificate in New Digital Marketing: Marketing Automation at TECH is an intensive program that will prepare you to face challenges and make compelling creative and strategic decisions to achieve your goals. Helping you achieve success is not only their goal, it is also TECH's goal: elite education for all.

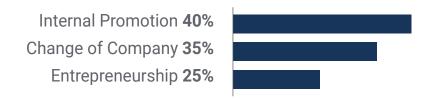
If you want to improve yourself, make a positive change at a professional level and interact with the best, this is the program for you.

A unique opportunity to specialize in an area that is increasingly in demand.

### When the change occurs



#### Type of change



# Salary increase

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

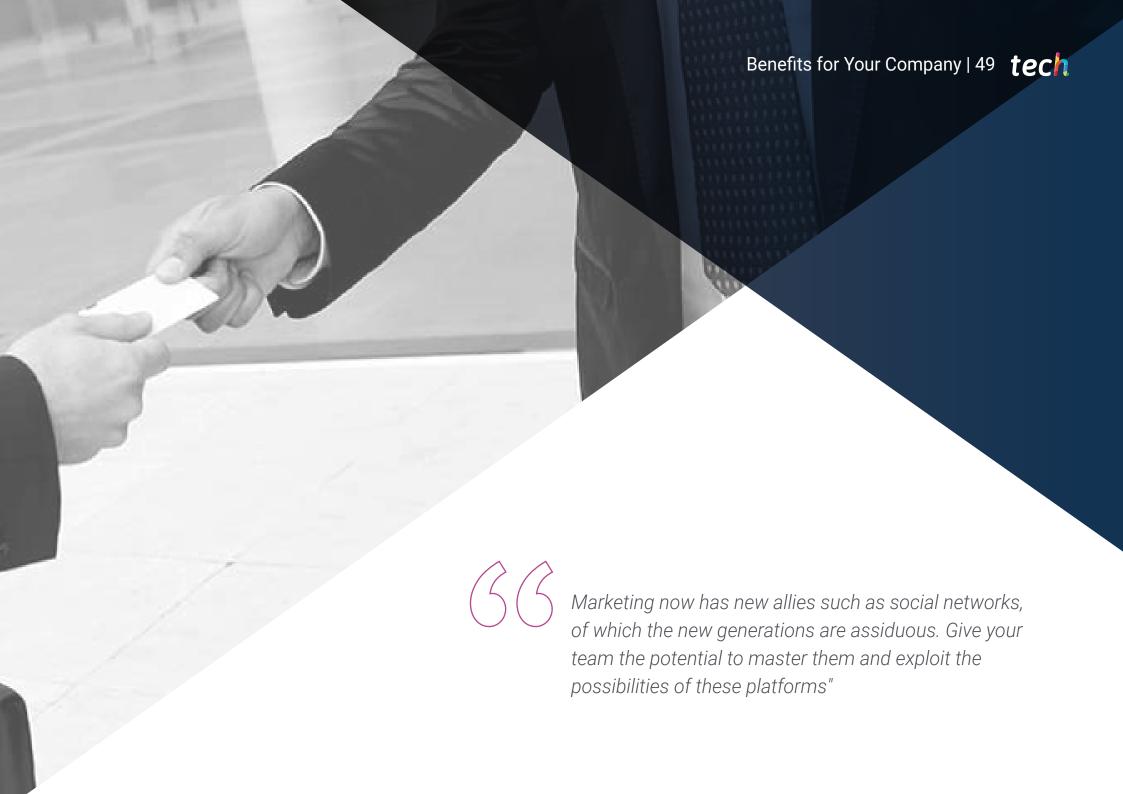
Salary before **\$77,000** 

A salary increase of

25.22%

\$96,419





# tech 50 | 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 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.



### Building agents of change

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



## Increased international expansion possibilities

Thanks to this program, the company will come into contact with the main markets of 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

It will equip professionals with the skills to take on new challenges and drive the organization forward.





# tech 54 | Certificate

This program will allow you to obtain your **Postgraduate Certificate in New Digital Marketing:**Marketing Automation 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.

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: Postgraduate Certificate in New Digital Marketing: Marketing Automation

Modality: online

Duration: 6 weeks

Accreditation: 6 ECTS



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

#### Postgraduate Certificate in New Digital Marketing: Marketing Automation

This is a program of 180 hours of duration equivalent to 6 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



<sup>\*</sup>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.



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# Postgraduate Certificate

New Digital Marketing: Marketing Automation



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