



# Psychology

» Modality: online

» Duration: 6 weeks

» Certificate: TECH Technological University

» Dedication: 16h/week

» Schedule: at your own pace

» Exams: online

» Target Group: University graduates or professionals in the field of Human Resources, Labor Relations and Psychology who wish to deepen their knowledge in this field. university graduates, graduates or university graduates, professionals in the field of human resources, labor relations and psychology, professionals in the fields of human resources in the field of human resources, labor relations and psychology, who wish to deepen their knowledge in this field.

Website: www.techtitute.com/in/school-of-business/postgraduate-certificate/work-organizational-psychology

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# 01 **Welcome**

Today, organizations and companies of all sectors and sizes are fully aware of the importance of human capital to their success. Human Resources experts play a very important role because, through the specific actions they put into practice, they will be able to nurture the company with selection processes that attract, recruit and manage top-level professionals who will enhance the company's development. However, in this context, it is essential for the professional to have an in-depth knowledge of the Psychology of Work as a means of understanding the behavior of people within organizations, warning of possible repetitive attitudes and applying plans to prevent them.







### tech 08 | Why Study at TECH?

### At TECH Technological University



#### **Innovation**

The university offers an online learning model that combines the latest educational technology with the most rigorous teaching methods. A unique method with the highest international recognition that will provide students with the keys to develop in a rapidly-evolving world, where innovation must be every entrepreneur's focus.

"Microsoft Europe Success Story", for integrating the innovative, interactive multi-video system.



### The Highest Standards

Admissions criteria at TECH are not economic. Students don't need to make a large investment to study at this university. However, in order to obtain a qualification from TECH, the student's intelligence and ability will be tested to their limits. The institution's academic standards are exceptionally high...

95%

of TECH students successfully complete their studies



### Networking

Professionals from countries all over the world attend TECH, allowing students to establish a large network of contacts that may prove useful to them in the future.

100,000+

200+

executives trained each year

different nationalities



### **Empowerment**

Students will grow hand in hand with the best companies and highly regarded and influential professionals. TECH has developed strategic partnerships and a valuable network of contacts with major economic players in 7 continents.

500+

collaborative agreements with leading companies



#### **Talent**

This program is a unique initiative to allow students to showcase their talent in the business world. An opportunity that will allow them to voice their concerns and share their business vision.

After completing this program, TECH helps students show the world their talent.



### **Multicultural Context**

While studying at TECH, students will enjoy a unique experience. Study in a multicultural context. In a program with a global vision, through which students can learn about the operating methods in different parts of the world, and gather the latest information that best adapts to their business idea.

TECH students 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 Harvard Business School case studies"

### Why Study at TECH? | 09 tech

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



#### **Analysis**

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



#### **Academic Excellence**

TECH offers students the best online learning methodology. The university combines the Relearning methodology (the most internationally recognized postgraduate learning methodology) with Harvard Business School case studies. A complex balance of traditional and state-of-the-art methods, within the most demanding academic framework.



### **Economy of Scale**

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



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.



### 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 Technological University community.

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





### tech 16 | Objectives

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

The Postgraduate Certificate in Work and Organizational Psychology will enable students to:



Gain knowledge about the evolution of People Management, especially in the business environment

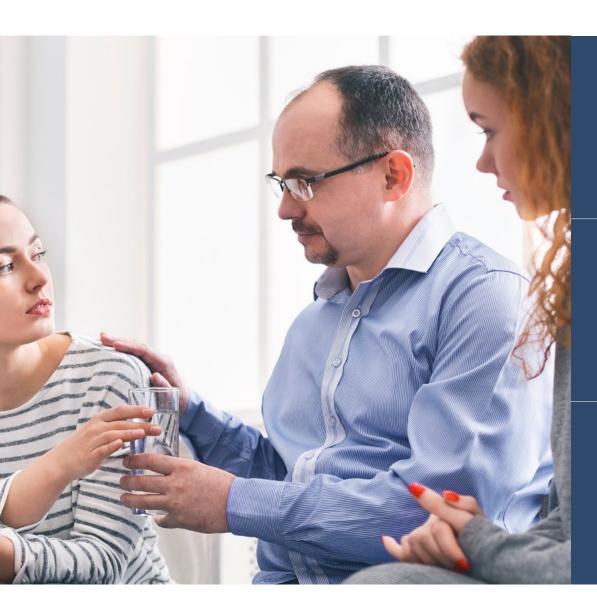


Understand the singularities of human behavior within organizations



Acquire skills to apply motivation and job orientation techniques







Delve into the Psychology of Work at a general level

05

Recognize different techniques of personal motivation in conflict resolution



Apply Psychological approaches, so that you will be able negotiate and mediate group disagreements





### tech 20 | Structure and Content

### **Syllabus**

Without a doubt, today almost everyone is aware that for an organization to be successful, the correct selection of personnel is an extremely important element. In this sense, if the right people are hired, the correct development of the tasks and duties to be covered can be promoted and, therefore, the best possible functioning of the organization will be ensured. However, in all this process, it is necessary to know the characteristics of the behavior of people in the work environment, and for this, the Psychology of Work is very important.

In this TECH Postgraduate Certificate, professionals will delve into the concept of work psychology, understood as the study of psychological and behavioral processes of people in the work environment. This is a specialty that is increasingly resonating in companies. The program will deal with the different techniques that allow to keep the staff motivated and to get the best out of them in each situation.

Thus, throughout the training, the professional will acquire in-depth knowledge that will allow him/her to understand and work on the singularities of human behavior within organizations. In this way, this knowledge will become a great asset in the curriculum of the professional who, in addition to being an expert in HR, will have great notions of HR and you will have a strong understanding of work psychology, thus increasing the value you bring to companies.

This comprehensive compendium of content is designed to be taught in 100% digital format. Thus, students will only need an electronic device with an Internet connection and will have access to the largest information bank imaginable. Moreover, since it is in online format, they will be the ones who decide when, how and where to study, so they will not have to give up the rest of their daily activities in order to continue their training.

This program takes place over 6 weeks and is taught entirely online.

Module 1.

Psychology of Work and Organizations



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

TECH offers the possibility of developing this Postgraduate Certificate in Work and Organizational Psychology completely online. Over the 6 weeks of the specialization, the student will be able to access all the contents of this program at any time, which will allow the students to self-manage their study time.

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

### tech 22 | Structure and Content

Module 1. Psychology of Work and Organizations							
1.1.1.	Application of Work and Organizational Psychology	1.2. 1.2.1. 1.2.2. 1.2.3.	Organizational Structure Organizational Structure: The Organizational Chart Group Structure: Types of Business Groups Information Processing and Exchange in the Organization	1.3.2	Organizational Climate Concept of Organizational Climate The Importance of Establishing an Organizational Culture in the Company and Its Impact on the Worker Organizational Climate Assessment	1.4.3	Context in Organizations  1. Introduction to the Positive Context 2. Handling Turbulent Contexts and Dispensers
	Social Psychology of Conflict and Negotiation  Social Conflict (The Human Group and Its Cognitive Components in a Group) The Human Group: Collective Processes Conflict Stimulation		Human Behavior Values Perception Learning	1.7. 1.7.1. 1.7.2. 1.7.3. 1.7.4.	Career Counseling Contextualization of Guidance in the World of Work. Career Guidance in Lifelong Work-Based Learning: Skills Digital Transformation in Career Guidance International Organizations in Vocational and Career Guidance	1.8.1. 1.8.2. 1.8.3.	Leadership, Change, Innovation and Development Introduction and Definition of Leadership Leadership Typologies Leadership Skills Focused on Change and Innovation
1.9.1. 1.9.2. 1.9.3.	Personality Theories Relationship between Attitudes and Personality	1.10.1 1.10.2	Motivation and Job Satisfaction  Motivation: Types (Extrinsic and Intrinsic)  Motivation and Personality  Job Satisfaction and Fulfillment				





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 26 | 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 28 | 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 | 29 tech

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

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.

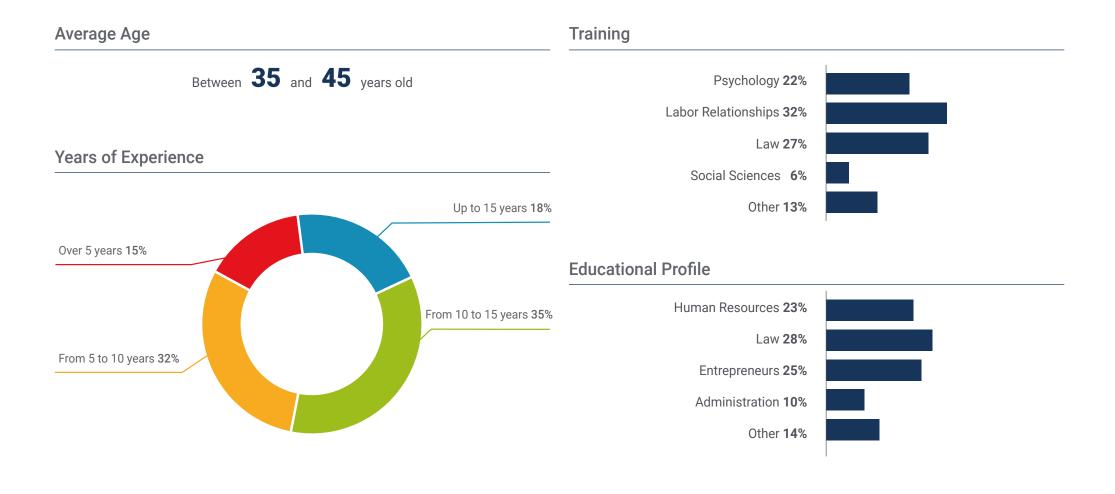


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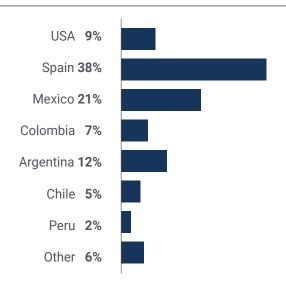




### tech 34 | Our Students' Profiles



### **Geographical Distribution**





### **Daniel Ruiz Peraza**

#### PR Technician Resources

"It has always been known the involvement that psychology has with Human Resources and, for those of us who are not experts in psychology, having a more complete vision of it is a plus when it comes to managing human capital. That is what led me to take this Postgraduate Certificate and with which I have been completely satisfied. I would definitely recommend it to anyone who wants to invest in training but lacks the time to travel to a physical university"





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

Our students will be they drastically advance their careers with this training program, although there is no doubt that in order to do so, they will have to make an investment in different areas, economic, professional and personal.

However, the goal is to improve in your professional life and, to do so, it is necessary to fight.

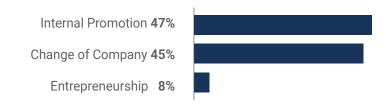
Thanks to this program you will receive a large number of job offers with which you will be able to start your professional growth.

The completion
Psychology of Work
will allow of the
organization
you to advance in
your profession.

#### **Time of Change**



#### Type of change



### Salary increase

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

\$57,900

A salary increase of

25.22%

\$72,500





# tech 42 | Benefits for Your Company

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



#### **Intellectual Capital and Talent Growth**

Bring new concepts, strategies and perspectives to the company that can bring about relevant changes in the organization.



# Retaining high-potential executives to avoid talent drain

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



#### **Building agents of change**

They will 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 organization will come into contact with the main markets in the world economy.





# **Project Development**

Students will work on a real project or develop new ones.



## Increased competitiveness

This program will equip students with the skills to take on new challenges and drive the organization forward.







# tech 46 | Certificate

This **Postgraduate Certificate in Work and Organizational Psychology** 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 Certificates in Work and Organizational Psychology Official N° of Hours: **150 h.** 



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



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