



Press and Public Relations in Fashion, Beauty and Luxury

» Modality: online

» Duration: 6 weeks

» Certificate: TECH Global University

» Credits: 6 ECTS

» Schedule: at your own pace

» Exams: online

» Target Group: Professionals in the area of business communication, marketing and fashion.

Website: www.techtitute.com/us/school-of-business/postgraduate-certificate/press-public-relations-fashion-beauty-luxury

# Index

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

p. 48

Certificate

# 01 **Welcome**

Communication is extremely important in all sectors, but if there is one where it plays a fundamental role, it is fashion. In this sense, in order to offer a global communication, press and public relations play a fundamental role, as they allow the company to acquire a better relationship with all those people who act as shapers of public opinion and therefore can have a negative or positive influence on how we are being perceived.

Therefore, this educational program will focus on providing participants with the necessary knowledge to understand the specialized press in fashion and beauty and the evolution of communication models within these sectors. Thus, the student will be able to understand how the press works in these fields and create strategies more adapted to the singularities of the sector.









# 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 goals of their students their own goals too. Working together to achieve them.

The Postgraduate Certificate in Press and Public Relations in Fashion, Beauty and Luxury will enable the student to:



Understand strategic communication and apply it with ethical and professional responsibility



Establish public relations that serve the purpose of communication, knowing how public relations work in the fashion industry



Lead a team capable of creating an event as well as a unique user experience, whether in the physical or digital environment







Adapt to the dynamics of the specialized press in the areas of fashion and beauty

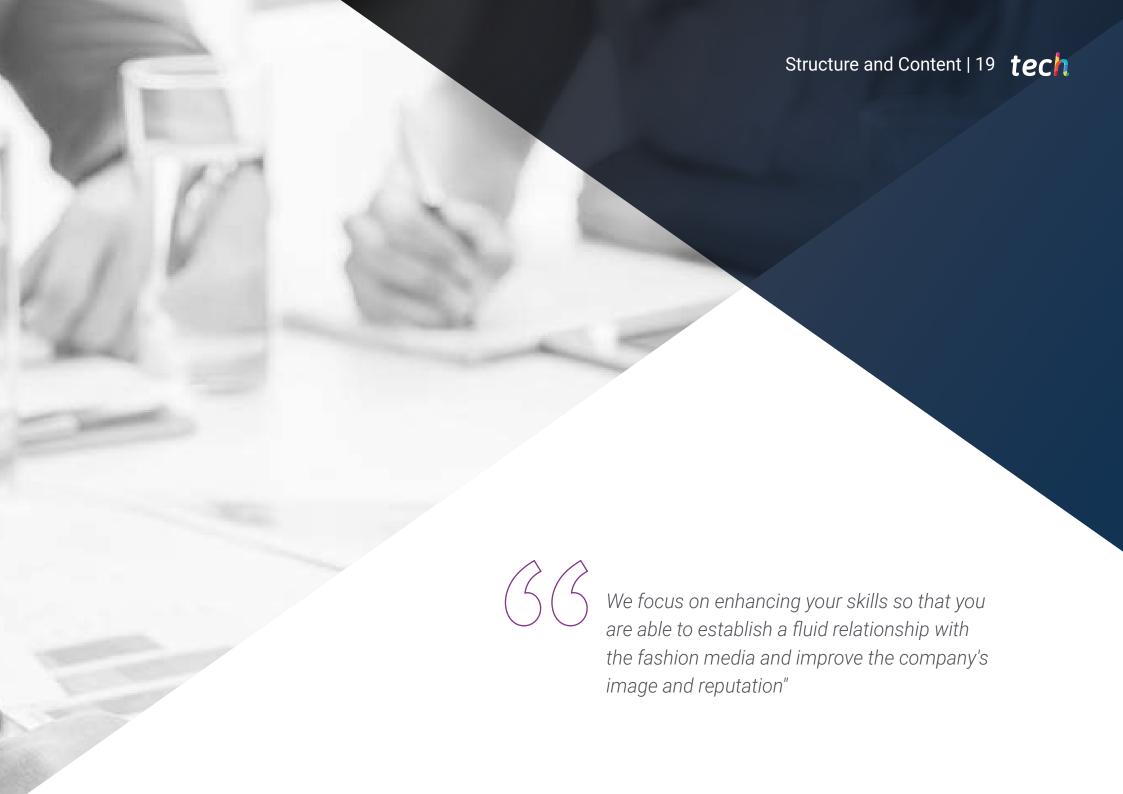


Know the evolution of public relations and the latest market trends



Develop negotiation skills to establish agreements that constitute a social link





# tech 20 | Structure and Content

# **Syllabus**

The Postgraduate Certificate in Press and Public Relations in Fashion, Beauty and Luxury at TECH Global University is an intensive program that prepares you to design and implement the necessary tools and strategies in this form of sales and customer relationship.

The content of the Postgraduate Certificate in Press and Public Relations in Fashion, Beauty and Luxury is designed to promote the development of skills that enable decision-making with greater rigor in the changing environment of the fashion industry.

Over the course of 180 hours, the student analyzes a plethora of practical cases through individual practice and teamwork. It is, therefore, an authentic immersion in real business situations.

This Postgraduate Certificate deals in depth with different areas of the company and is designed to specialize managers who understand project management from a strategic, international and innovative perspective.

A plan designed for you, focused on improving your career and preparing you to achieve excellence in occupational hazard prevention. A program that understands both yours and your company's needs 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 skills to solve critical situations, creatively and efficiently.

This Postgraduate Certificate takes place over 6 weeks and is made up of just 1 module:

Module 1

Specialized Press and Public Relations



# Where, when and how is it taught?

TECH offers the possibility of developing this Postgraduate Certificate in Press and Public Relations in Fashion, Beauty and Luxury 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 22 | Structure and Content

Module 1. Specialized Press and Public Relations							
1.1.	Communication in the Specialized Press	1.2.	Evolution of PR Communication Models	1.3.	Persuasive Communication in Public Relations	1.4.	Tools for Communicating with the Press
1.1.1 1.1.2 1.1.3	The Media Specialized in Fashion and Beauty, the Women's Press The Role of the Communication Agency in Communication The Current Value of the Offline Press	1.2.1 1.2.2 1.2.3	Concept of Public Relations Theoretical Approach to Classical PR Models (Grunig and Hunt). Towards a New Approach to Public Relations, the 5th Model	1.3.1 1.3.2 1.3.3	Persuasive and Informative Component of Public Relations Differentiation between Public Relations and Journalistic Activity. The Role of PR vs. the Role of Marketing and Advertising	1.4.1 1.4.2 1.4.3	The Press Office and How It Works Useful Press Materials How to Construct an Effective Press Release
1.5. 1.5.1 1.5.2 1.5.3	Fashion and Beauty Communication Planning and Strategy Preliminary Study: Briefing Analysis The RACE Method The Communication Plan	1.6. 1.6.1 1.6.2 1.6.3	Communication Actions and Events for Fashion & Beauty Types of Communication in the Service of Brands Criteria for Selecting Communication Actions Design of Activities and Agenda Settingin Beauty and Fashion	1.7. 1.7.1 1.7.2 1.7.3	Measuring Results The Need for Public Relations Monitoring Classic Quantitative Measurement Tools: Clipping and V.P.E The Importance of Qualitative Valuation	1.8.1 1.8.2 1.8.3	Mistakes to Avoid in Communication and the PR Field Downplaying the Importance of the Media Excessive Content and Lack of Relevance Improvisation vs. Planning
1.9. 1.9.1 1.9.2 1.9.3	Ethics and Psychosocial Perspective Public Relations in the 21st Century: Between Progress and Social Welfare. Social Responsibility and Public Relations The Ethics of Public Relations: Self-Awareness, Independence, and Commitment	1.10.1 1.10.2	Latest Trends and Studies in Public Relations The New PR, More "Social" than Ever Before Emotional Communication and Neuromarketing Key Insights of Current Consumers				





A complete program that will take you through the knowledge you need to compete among the best"



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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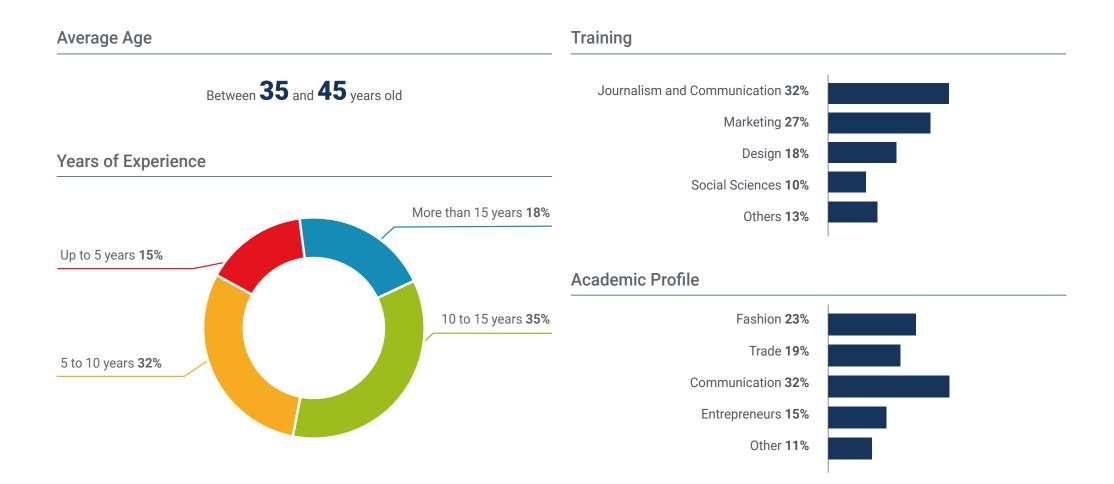
We periodically evaluate and re-evaluate students' knowledge throughout the program, through assessment and self-assessment activities and exercises, so that they can see how they are achieving their goals.



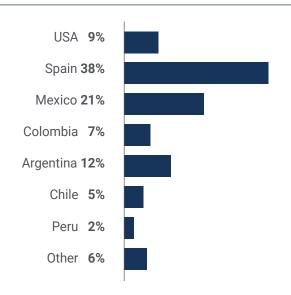
30%







# **Geographical Distribution**





# **Nuria Hidalgo**

#### **Head of Communication**

"I couldn't be happier. This program has allowed me to update my knowledge in the field of communication and public relations in the beauty sector, where I develop my professional activity. Thanks to this Postgraduate Certificate I have obtained a much broader vision and I feel more capable of creating much more effective PR plans"





#### **International Guest Director**

With an extensive career in the **Fashion** and **Luxury** sector, Dr. Eleonora Cattaneo stands out internationally for her contributions as a **consultant** to globally renowned **brands**. This renowned expert has been involved with some of the most powerful **Fortune 500** companies such as **Fiat**, **CNH Industrial**, **Renault** and **Nestlé**, among others.

For years, the researcher has investigated the socio-cultural contexts linked to luxury and the ways in which the most prestigious companies in this field create meanings and enhance their products or services. Her most recent book, Managing Luxury Brands, also shows her interest in analyzing the environmental and social influence of this industry, as well as the opportunities that current technological innovations offer to this field.

At the same time, Dr. Cattaneo has collaborated as **Internal Advisor** to several **Marketing Directors** for various corporations. In this way, she has provided information and support in the deployment of **new market entry strategies**, **brand repositioning** and **product launches**. On the other hand, **international communications** is another of her most experienced fields of work.

Based on her extensive training, the specialist was selected to lead the Luxury and Guest Experience Management Program at the renowned Glion Institute in Switzerland. In this institution of reference for the entire European business network, the expert has supported the development of interpersonal and professional skills in corporate leaders from all over the world. Prior to this position, she was Director of Executive Programs for the Swiss Education Group and Regent's University of London.

As for her academic background, Cattaneo holds a Doctorate in Marketing from the University of Pavia, Italy, and an MBA from the SDA Bocconi School of Management.



# Dr. Cattaneo, Eleonora

- Director of the Luxury and Guest Experience Management Program at the Glion Institute, Switzerland
- Director of Executive Programs at the Swiss Education Group
- Head of the Luxury Brand Management Program at Regent's University of London
- Professor of International Marketing at the University Institute Carlo Cattaneo
- Consultant to brands such as Fiat, CNH Industrial, Renault and Nestlé and other Fortune 500 brands
- Doctorate in Marketing from the University of Pavia, Italy
- MBA from the SDA Bocconi School of Management, Italy
- Bachelor's degree from Bristol University, United Kingdom
- Miembro de: Instituto de Gestión Colegiado de Reino Unido Centro Suizo para la Investigación del Lujo



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

### 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 | 41 tech

#### **Professors**

#### Ms. Zancajo, Isabel

- Communications expert with more than 15 years of experience
- Degree in Journalism from San Pablo CEU University in Madrid with the Extraordinary End of Degree Award
- Doctorate studies in Humanities and Information Sciences
- Postgraduate Degree in Economics on communication strategy and corporate image
- Specialized in the fashion and beauty sectors with expertise in the luxury niche and the children's universe
- CEO Director of Press&Co. Communication Agency, specialized in fashion and children's world, with clients such as: Chloé, Marc Jacobs or Bóboli
- She has been responsible for accounts and showroom at Ana Nebot Press Agency, specialized in fashion
- Previously, senior account executive in the beauty and consumer area of ACH&Asociados Consultancy, where she was part of the ADECEC-2007 Award team
- Previously, she worked as a lifestyle journalist at www.hola.com for ¡HOLA! magazine, as well as a freelance collaborator for several publications and magazines





# tech 44 | Impact on Your Career

We give you the opportunity to achieve a positive change in your profession in a short period of time thanks to this program.

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

The Postgraduate Certificate in Press and Public Relations in Fashion, Beauty and Luxury at TECH Global University is an intense program that prepares you to face communication challenges and decisions both nationally and internationally and especially focused on the luxury, beauty and fashion sector. Its main objective is to promote personal and professional growth and, thus, help you achieve success.

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

The specialization program will increase your skills and, therefore, help you stand out in the industry.

#### When the change occurs



#### 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 48 | 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 communication professional and opens new avenues for growth within the company.



## **Building agents of change**

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



# Increased international expansion possibilities

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





# **Project Development**

You will be able to actively collaborate in the development of real projects or develop new ones in the R&D or Business Development area of your company.



## Increased competitiveness

This program will provide students with the necessary skills to take on new challenges in the area of communication and thus boost organizations in this sector.







# tech 52 | Certificate

This program will allow you to obtain your **Postgraduate Certificate in Press and Public Relations in Fashion, Beauty and Luxury** 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 Press and Public Relations in Fashion, Beauty and Luxury

Modality: online

Duration: 6 weeks

Accreditation: 6 ECTS



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.



# Postgraduate Certificate Press and Public Relations in Fashion, Beauty and Luxury

» Modality: online

» Duration: 6 weeks

» Certificate: **TECH Global University** 

» Credits: 6 ECTS

» Schedule: at your own pace

» Exams: online

