



### Postgraduate Certificate

Technology Project Communications and Stakeholder Management

» Modality: online

» Duration: 6 weeks

» Certificate: TECH Technological University

» Dedication: 16h/week

» Schedule: at your own pace

» Exams: online

 $We bsite: {\color{blue} www.techtitute.com/in/school-of-business/postgraduate-certificate/technology-project-communications-stakeholder-management} \\$ 

# Index

03 02 Why Study at TECH? Why Our Program? Objectives Welcome p. 4 p. 6 p. 10 p. 14 05 06 Methodology Our Students' Profiles Structure and Content p. 18 p. 24 p. 32 80 Benefits for Your Company Certificate Impact on Your Career p. 44 p. 36 p. 40

# 01 **Welcome**

One of the most important aspects for the successful management of a technology project is communication. In this sense, this complete TECH academic program will focus on providing the professional with in-depth competencies in the planning and types of existing communications. In this way, an effective planning, execution, monitoring and control process can be fostered to promote project success through an efficient and effective message flow. A unique training program designed to foster students' professional growth and help them achieve each and every one of their professional goals.









### 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.



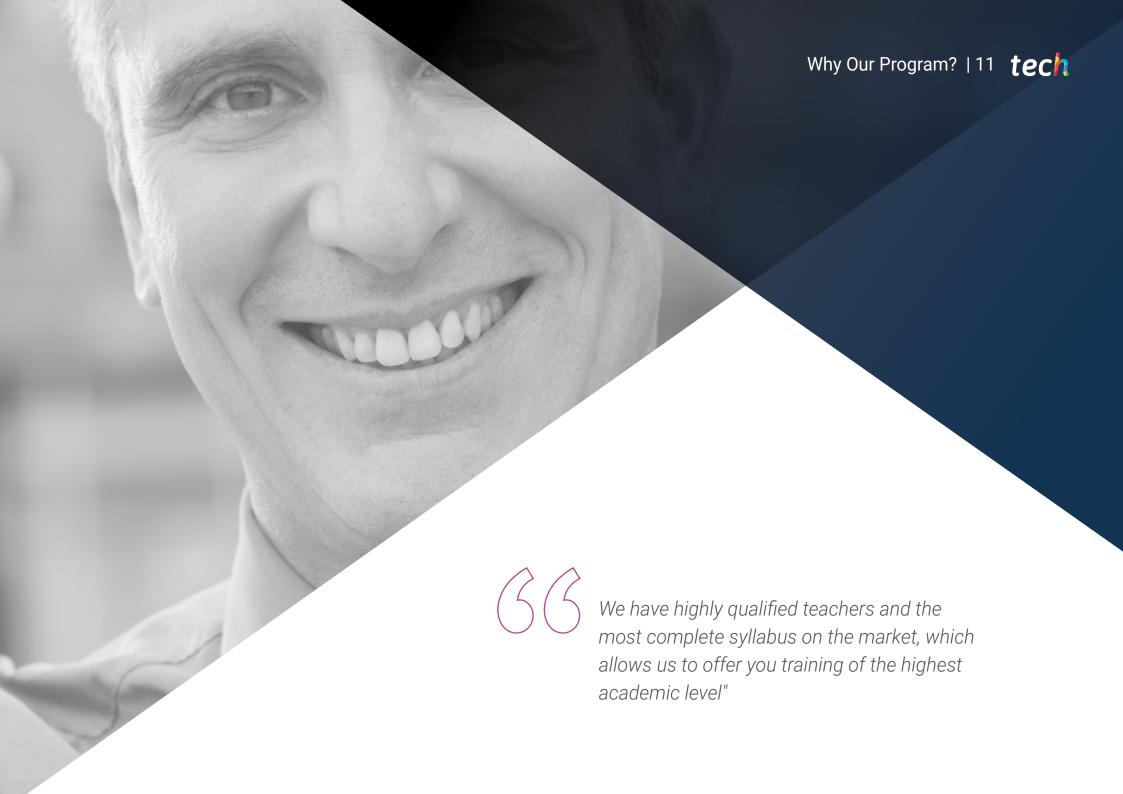
### **Economy of Scale**

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 objectives of its students its own.

We work together to achieve them

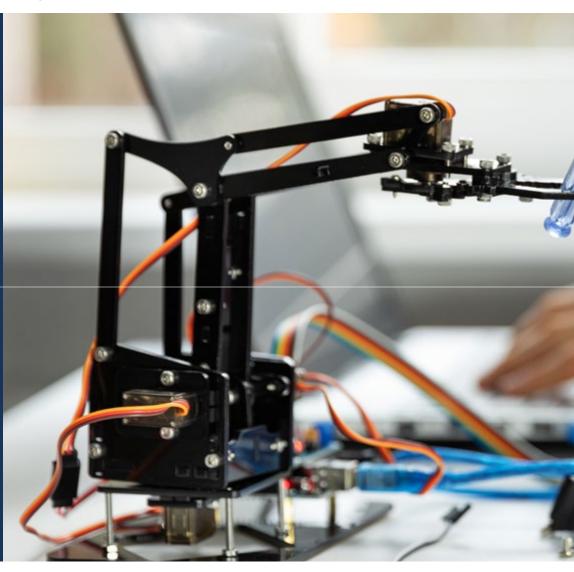
The Postgraduate Certificate in Technology Project Communications and Stakeholder Management will enable the student to:



Master advanced business management tools to identify and anticipate opportunities, allocate resources, organize information, select, motivate and manage people, make decisions, achieve proposed objectives and evaluate results



Provide a global and strategic vision of all operational departments of the company







Assume responsibilities and think in a transversal and integrative way to analyze and solve situations in uncertain environments



Assume the identification, planning, management and monitoring of Stakeholders





### tech 20 | Structure and Content

### **Syllabus**

Communication management of a technology project is understood as the process that includes the steps required to ensure that the planning, collection, creation, distribution, storage, retrieval, management, control, monitoring and final disposition of project information are timely and appropriate.

However, in order to do this, the professional must have prior knowledge that enables them to work successfully in the technological area. For this reason, this TECH Postgraduate Certificate focuses on providing the professional with in-depth competencies in terms of the fundamentals to ensure of effective communication, as well as the planning elements necessary to meet the objectives set by management.

All this will be taught on the basis of high-quality contents, designed in a theoretical and practical format and devised from an innovative teaching methodology based on the acquisition of eminently practical skills.

The syllabus will provide a theoretical deepening in the definition of the elements that influence the management of the communication of a technological project. The requirements and tools that are of great help in ensuring that the project is carried out according to the standards and the premises of quality and timeliness will be explained.

One of the elements that make this Postgraduate Certificate unique is its 100% online design. In this way, the student will be able to study where and when they want, and always at the pace they desire. In this way we ensure that the student's academic efforts are fully compatible with their personal and professional life.

The professional will also have access to illustrative videos, review audios, an online library with complementary material and the help and support of their tutor throughout the process.

Module 1

Communications and Stakeholder Management for Technology Projects



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

TECH offers the possibility of taking this program completely online. Throughout the 6 weeks of the duration of the training, 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. Communications and Stakeholder Management for Technology Projects							
1.1. 1.1.1. 1.1.2. 1.1.3. 1.1.4. 1.1.4.	Management Why Is a Communications Management Plan Important? Introduction to Communication Management Communications Analysis and Requirements Communication Dimensions	1.2. 1.2.1. 1.2.2. 1.2.3. 1.2.4. 1.2.5. 1.2.6. 1.2.7. 1.2.8.	Empathy Avoid Bad Gestures Read and Write Respect Persuasion	1.3. 1.3.1. 1.3.2. 1.3.3. 1.3.4. 1.3.5. 1.3.6. 1.3.7. 1.3.8.	Effective, Efficient Communication and Types of Communication Definition Effective Communication Efficient Communication Formal Communication Informal Communication Written Communication Verbal Communication Practical Exercises on the Use of Communication Types on a Project	1.4.1. 1.4.2. 1.4.3. 1.4.4.	Communications Management and Control  Project Communications Management Communication Models Communication Methods Project Communication Channels
<b>1.5</b> .	Emerging Trends and Practices in the Communication Field Evaluation of Communication Styles	<b>1.6.</b>	Identification and Analysis of the Stakeholders Why Is It Important to Manage Stakeholders?	<b>1.7.</b> 1.7.1. 1.7.2.	Stakeholder Management Planning Adequate Management Strategies Tools and Techniques	1.8.	Stakeholder Engagement Management Strategy
1.5.2. 1.5.3. 1.5.4.	Political Conscience Cultural Conscience	1.6.2. 1.6.3. 1.6.4.	Analysis and Register of Stakeholders Interests and Concerns of Stakeholders	1.7.2.		1.8.1. 1.8.2.	Methods for Increasing Support and Minimizing Resistance Tools and Techniques





This training program offers 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

#### At TECH Business School we use the Harvard case method

Our program offers a revolutionary method of skills and knowledge development. Our goal is to strengthen skills in a changing, competitive, and highly demanding environment.



At TECH, you will experience a way of learning that is shaking the foundations of traditional universities around the world"



We are the first online university to combine Harvard Business School case studies with a 100% online learning system based on repetition.



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 intensive program from TECH Technological University School of Business prepares students to face all the challenges in this area, both nationally and internationally. We are committed to promoting personal and professional growth, the best way to strive for success, that is why TECH uses Harvard case studies, with which we have a strategic agreement that allows us to provide our students with material from the best university the world.



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

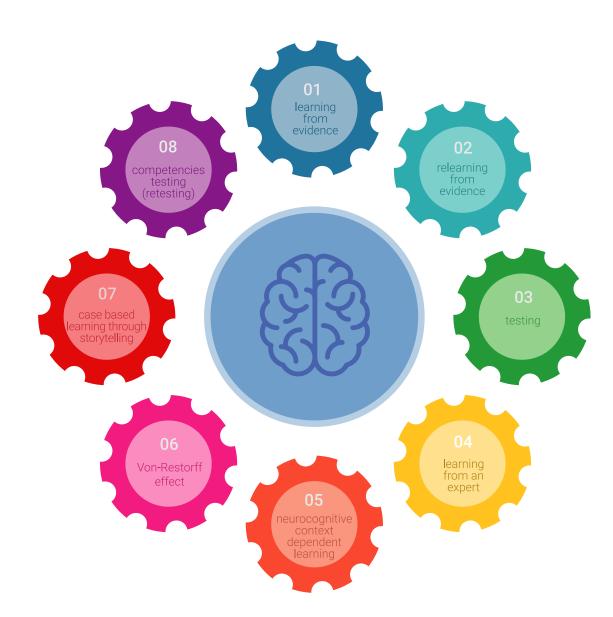
Our university is the first in the world to combine Harvard University case studies with a 100% online learning system based on repetition, which combines different teaching elements in each lesson.

We enhance Harvard case studies 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

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.

### tech 30 | Methodology

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.



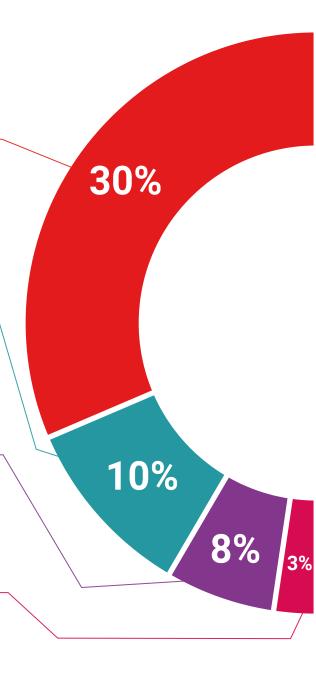
### **Management Skills Exercises**

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.



### Methodology | 31 tech



They will complete a selection of the best business cases used at Harvard Business School. Cases that are presented, analyzed, and supervised by the best senior management specialists in Latin America.



#### **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.

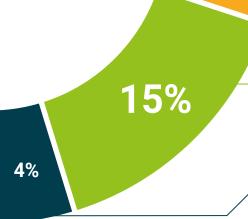


This exclusive multimedia content presentation training Exclusive system was awarded by Microsoft as a "European Success Story".

### **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 your goals.



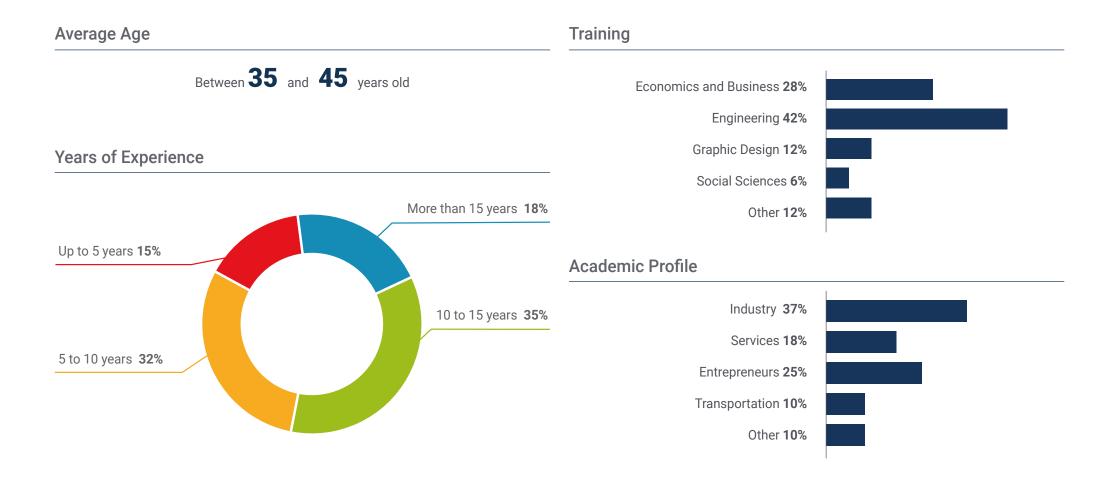


30%

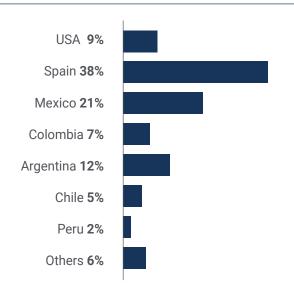


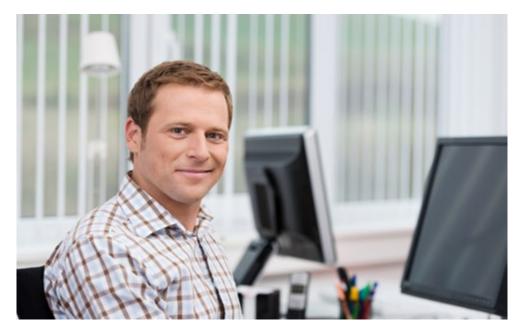


### tech 34 | Our Students' Profiles



### **Geographical Distribution**





## Juan Carlos Padrón

CEO of a Technology Company

"Today, communication is extremely important in all sectors. Being aware of this is what led me to pursue this TECH Postgraduate Certificate and I couldn't be happier. It has been an intensive and comprehensive training that I would certainly recommend to all professionals in Technology Projects"





#### Ready to take the leap? Excellent professional improvement awaits

This intensive TECH program prepares students to face challenges and decisions in the management of Technology Projects. The main objective is to promote your personal and professional growth. Help you to achieve success.

Therefore, those who wish to improve themselves, achieve a positive change at a professional level and interact with the best, will find their place at TECH.

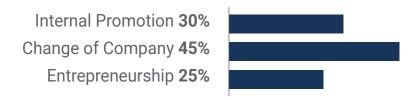
Do not miss the opportunity to train with us and you will find the improvement you were looking for.

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

#### When the change occurs



#### Type of change



#### Salary increase

The completion of this program represents a salary increase of more than 25% for TECH 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

The executive 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 executive and opens new avenues for professional growth within the company.



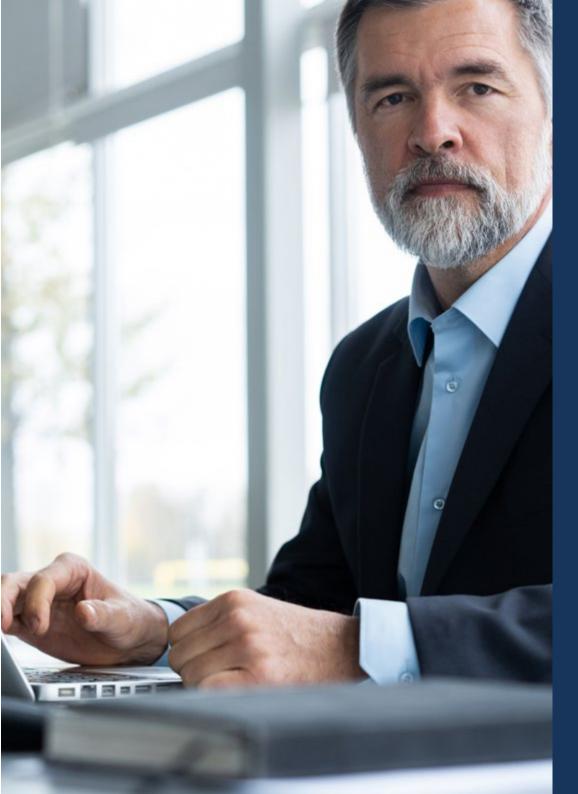
#### **Building agents of change**

The manager 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.



### Benefits for Your Company | 43 tech



#### **Project Development**

The management will be able to work on a real project or develop new projects in the field of R&D or Business Development of their company.



#### 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 Technology Project Communications and Stakeholder Management contains the most complete and updated program on the market.

After the student has passed the assessments, they will receive their corresponding **Postgraduate Certificate** issued by **TECH Technological University** by 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 Technology Project Communications and Stakeholder Management

Official No 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.



## Postgraduate Certificate

Technology Project Communications and Stakeholder Management

» Modality: online

» Duration: 6 weeks

» Certificate: **TECH Technological University** 

» Dedication: 16h/week

» Schedule: at your own pace

» Exams: online

