



## Postgraduate Certificate Electoral Campaign

» Modality: online

» Duration: 12 weeks

» Certificate: TECH Global University

» Credits: 10 ECTS

» Schedule: at your own pace

» Exams: online

» Target Group: Graduates and professionals with demonstrable experience in the sector

 $\label{the-electoral-campaign} We bsite: {\color{blue}www.techtitute.com/us/school-of-business/postgraduate-certificate/the-electoral-campaign}$ 

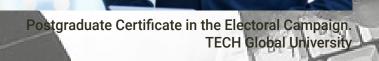
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# 01 **Welcome**

The Electoral Campaign program at TECH Global University is an intensive program that prepares you to face challenges and business decisions in the field of Social Responsibility. The main objective is to promote your personal and professional growth, helping you achieve success.

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









## 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 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.





### 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

Your objectives are those of TECH.

We work together to help achieve them.

The **Postgraduate Certificate** in the Electoral Campaign will provide education for:



Study electoral communication



Determine how the political discourse is constructed



Know what communication offices are and how they work



Knowledge of public relations strategies





Analyze the electoral debate and meetings with voters



Analyze the electoral campaign





Knowing how to organize the logistics of an electoral campaign



See the development of electoral propaganda and merchandising.



Know how election campaign funds are raised and managed.



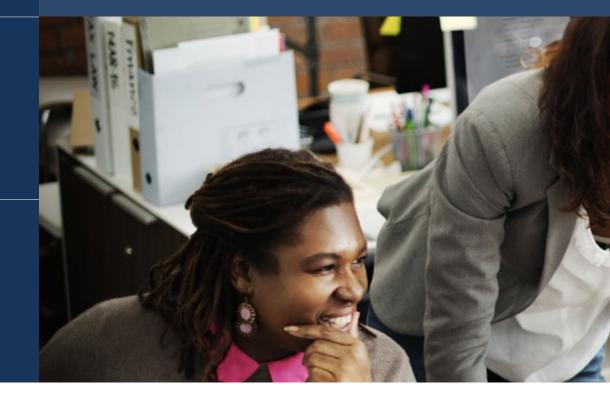
Know how to develop an emailing campaign



Describe Social Media platforms and the strategies used in them.



Get to know the social web in depth

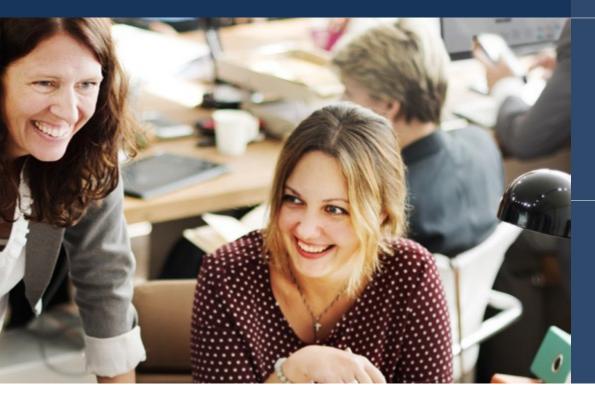




Learn about mobile marketing



See what fake news is and how to detect it





Study Inbound Political Marketing



Know how to perform a web analysis and know the digital metrics.





### tech 22 | Structure and Content

#### **Syllabus**

The content of the Postgraduate Certificate in the Electoral Campaign is designed to promote the development of management skills that will enable the professional to obtain information that will allow them to properly

Over the course of 360 hours, the student analyzes a plethora of practical cases through individual practice and teamwork. It is, therefore, a real immersion in real business situations.

This Postgraduate Certificate deals in depth with all strategic areas of the company and is designed to train managers and experts in the sector, so that they understand business management from strategic, international and innovative perspective.

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

This Postgraduate Certificate takes place over 12 weeks and is made up of just 2 modules:

Module 1 The Electoral Campaign: Conventional Tools for Action

The Election Campaign: Online Tools for Action

Module 2



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

TECH offers you the possibility of taking this program completely online. Throughout the six weeks of training, you will be able to access all the program contents 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. The Electoral Campaign: Conventional Tools for Action								
<ul><li>1.1. Electoral Communication</li><li>1.1.1. Image in Electoral Campaigns</li><li>1.1.2. Political Advertising</li><li>1.1.3. Electoral Communication Plan</li><li>1.1.4. Electoral Communication Audits</li></ul>	<ul> <li>1.2. Communication Offices</li> <li>1.2.1. Identifying Opportunities and Information Needs</li> <li>1.2.2. Management of Reports and Interviews with Spokespersons</li> <li>1.2.3. Virtual Press Room and e-Communication</li> <li>1.2.4. Buying Advertising Space</li> </ul>	<ul><li>1.3. Public Relations</li><li>1.3.1. PR Strategy and Practice</li><li>1.3.2. Protocol and Ceremonial Rules</li><li>1.3.3. Event Organization and Creative Management</li></ul>	<ul><li>1.4. Political Discourse</li><li>1.4.1. Narrative Structure</li><li>1.4.2. NLP-Based Storytelling</li><li>1.4.3. Political Oratory</li></ul>					
<ul> <li>1.5. Electoral Debates</li> <li>1.5.1. Preparation: Topics, Interventions Reactions</li> <li>1.5.2. The Candidate's Image</li> <li>1.5.3. Verbal and Non-Verbal Communications</li> </ul>	1.6.2. Sectoral Events 1.6.3. Segmented Meetings	<ul> <li>1.7. Electoral Advertising: 360° Campaigns</li> <li>1.7.1. Central Claim and Campaign Complementary</li> <li>1.7.2. Election Photos and Videos</li> <li>1.7.3. Media Outlets</li> </ul>	<ul><li>1.8. Campaign Logistics</li><li>1.8.1. Organization of Events</li><li>1.8.2. Physical Distribution of Content</li><li>1.8.3. Human Resources in Electoral Logistics</li></ul>					
<ul><li>1.9. Electoral Propaganda and Merchandising</li><li>1.9.1. Institutional Announcements</li><li>1.9.2. Election Canvassing</li><li>1.9.3. Gift Material</li></ul>	<ul> <li>1.10. Campaign Fundraising and Fund Management</li> <li>1.10.1. Arguments for Collection</li> <li>1.10.2. Collection Activities</li> <li>1.10.3. Crowdfunding Platforms</li> <li>1.10.4. Ethical Management of Funds</li> </ul>							

Module 2. The Election Campaign: Online Tools for Action									
<b>2.1.</b> 2.1.1. 2.1.2.	Social Media Platforms General, Professional, and Microblogging Platforms Video, Image, and Mobility Platforms	<b>2.2.</b> 2.2.1. 2.2.2. 2.2.3.	Corporate PR and Social Media	2.3.2.	Social Web Organization in the Age of Conversation Web 2.0 Is All About People Digital Environment and New Communication Formats	2.4.2.	Developing e-Mail Campaigns Lists of Subscribers, Leads, and Customers E-Mail Marketing Tools and Resources Online Writing for E-Mail Marketing Campaigns		
2.5.2.	Mobile Marketing  New Consumption and Mobility Habits The SoLoMo Model The 4 Ps of the Marketing Mix in Mobility	2.6.2. 2.6.3.	Trends in Mobile Marketing  Mobile Publishing Advergaming and Gamification Mobile Geolocalization Augmented Reality		Counter-Communication: Fake News Targets of Fake News in Campaigns Fake News Creation Fake News Dissemination	2.7.4.	Fake News Legislation		
2.8. 2.8.1. 2.8.2. 2.8.3.	Attraction of Traffic to Political Brand	2.8.4.	Conversion of Leads to Voters or Electors	2.9.2.	Web Analysis The Fundamentals of Web Analytics Classic Media vs Digital Media The Web Analyst's Basic Methodology	2.10.1 2.10.2	Digital Metrics . Basic Metrics Ratios . Setting Objectives and KPIs		





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.

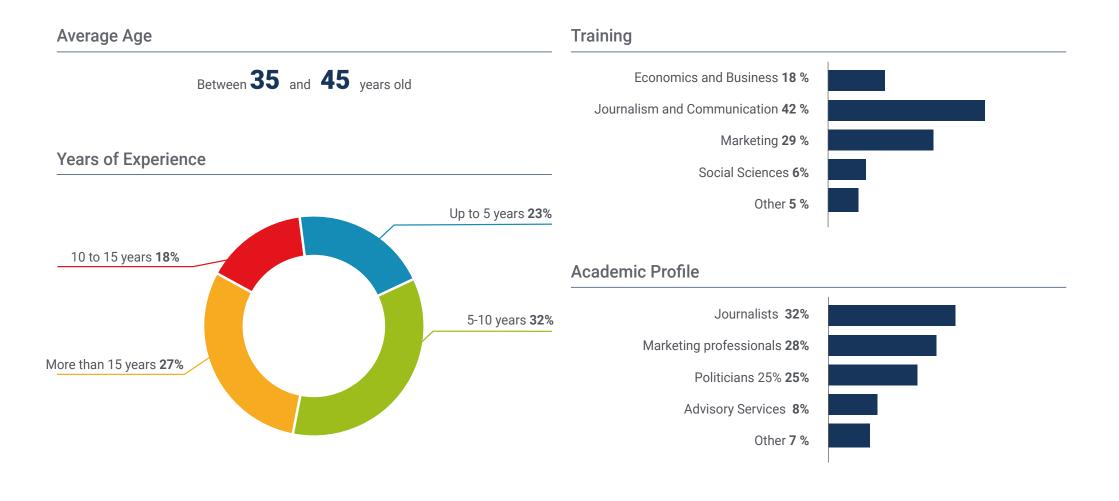


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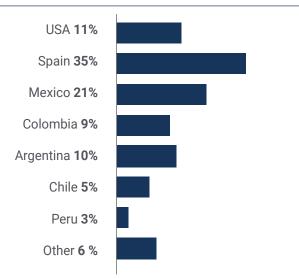




### tech 36 | Our Students' Profiles



#### **Geographical Distribution**



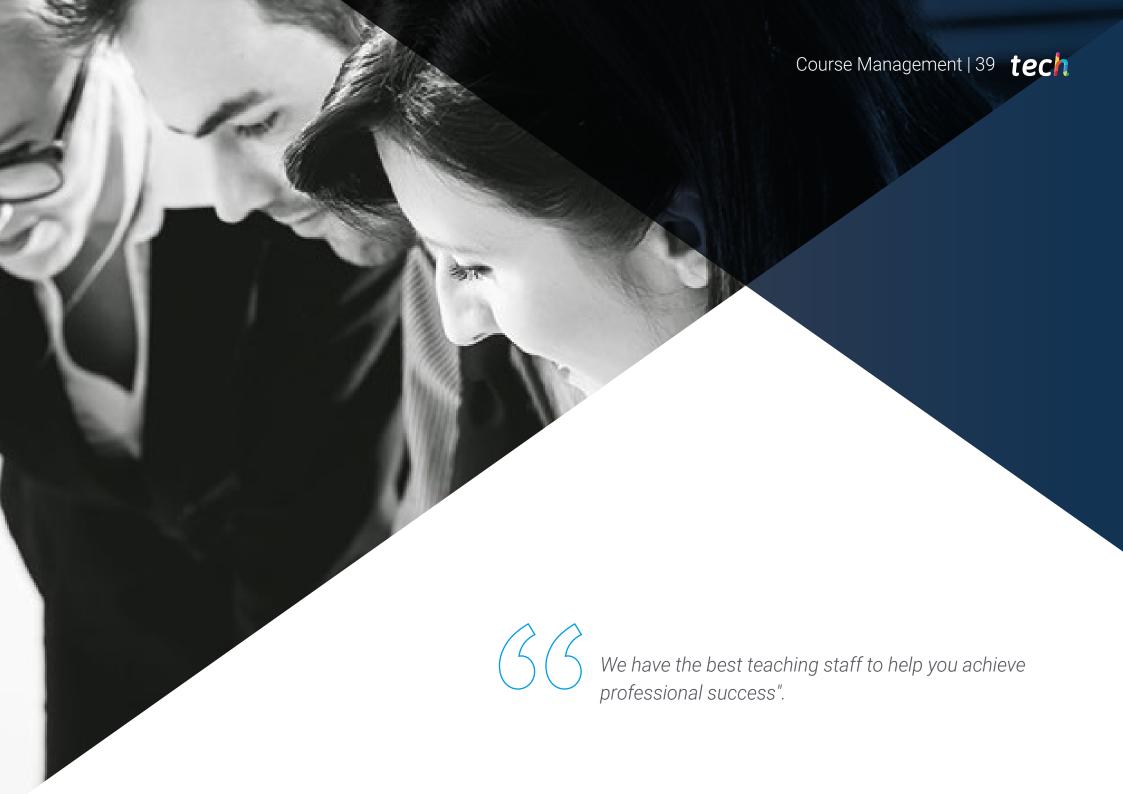


# Fernando Gutiérrez

#### **Marketing Director**

"Thanks to the Postgraduate Certificate in the Electoral Campaign, I have been able to learn the latest techniques and strategies in marketing. Without a doubt, this is a recommended education for anyone who wants to give their business a boost."





#### International Guest Director

With nearly 20 years of experience in political campaigns at the highest level and more than a decade in the media, Jess McIntosh is considered one of the most prestigious political communication strategists in the United States. Her professional skills allowed her to be part of the 2016 presidential race in that country as Director of Communications for candidate Hillary Clinton.

In addition to this professional achievement, McIntosh has been Deputy Communications Director of EMILY's List, a political action committee dedicated to the support of pro-choice Democratic female candidates for public office. She has also advised other organizations seeking to strengthen their social impact through hard-hitting messaging and to combat misinformation.

At the same time, she has served as an advisor to other political candidates such as Scott Stringer, for Manhattan Borough President, and Michael Bloomberg, for Mayor of New York City. She also participated in Al Franken's campaign for the U.S. Senate as his Secretary and later Press Secretary. She has also served as Spokesperson for the Minnesota Democratic-Farmer-Labor Party.

Likewise, in the media, this renowned specialist has also accumulated multiple achievements. She has worked behind the scenes and on camera for various television and cable news networks across North America such as CBS, CNN and MSNBC.

She has also created, developed and hosted critically acclaimed programs in the podcast and audio space. These include the award-winning SiriusXM radio show Signal Boost, co-hosted with political analyst Zerlina Maxwell. She has also written about politics and gender in countless print publications such as the Wall Street Journal, CNN, ELLE, Refinery29 and Shondaland, among others. She is also Executive Editor of Shareblue Media, a U.S. news outlet.



## Dña. McIntoch, Jess

- Political Advisor and former Communications Director for Hillary Clinton's presidential campaign
- Host of the multi-award winning SiriusXM Signal Boost radio show
- Executive Editor of Shareblue Media
- Political analyst on news channels such as CBS, CNN and MSNBC
- Columnist for magazines such as Wall Street Journal, CNN, ELLE, Refinery29 and Shondaland
- Former Vice President of EMILY's List
- Former spokeswoman for the Minnesota Democratic-Farmer-Labor Party
- Former Press Officer for Senator Al Franken
- Political Advisor to candidates for senators, mayors and county chairs



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

## tech 42 | Course Management

#### Management



#### Mr. López Rausell, Adolfo

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

#### **Professors**

#### Mr. Eskibel, Daniel

• Psychologist and political consultant, world reference in political psychology.

#### Dr Morcillo, Guadalupe

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

#### Mr. Landero Madroñal, Jordi

• Degree in Information Sciences

#### Ms. Sanz Campos, Ana

• Executive and political coaching and mentoring







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

TECH's Postgraduate Certificate in Electoral Campaign is an intensive program that prepares the student to face creative and strategic challenges and weighty decisions to achieve their objectives. Helping you achieve success is not only their goal, it is also TECH's goal: elite education for all.

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

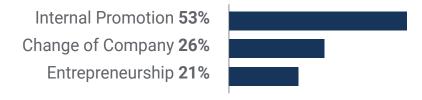
Specialize with us, and increase your skills in the design and management of political campaigns.

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

#### When the change occurs



#### Type of change



## Salary increase

This program represents a salary increase of more than 25% for our students

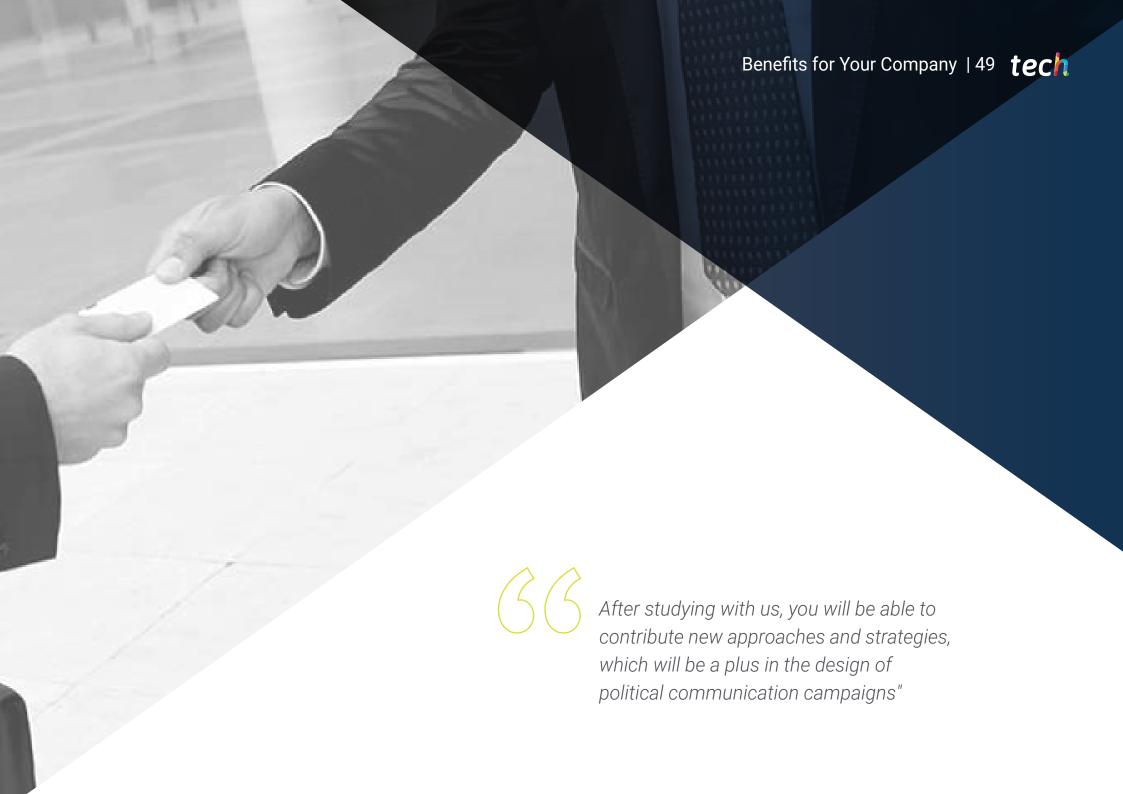
\$57,900

A salary increase of

25.22%

\$72,500





## tech 50 | 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

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.



## Benefits for Your Company | 51 tech



### Project Development

Be able to work on a real project or develop new projects in the R+D or Business Development area of your company



### Increased competitiveness

This program will equip students 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 the Electoral Campaign** 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 the Electoral Campaign

Modality: online

Duration: 12 weeks

Accreditation: 10 ECTS



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

#### Postgraduate Certificate in the Electoral Campaign

This is a program of 300 hours of duration equivalent to 10 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





## Postgraduate Certificate Electoral Campaign

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» Certificate: TECH Global University

» Credits: 10 ECTS

» Schedule: at your own pace

» Exams: online

