



Postgraduate Diploma

Advertising Media Planning

» Modality: online

» Duration: 6 months

» Certificate: TECH Global University

» Credits: 18 ECTS

» Schedule: at your own pace

» Exams: online

Website: www.techtitute.com/us/school-of-business/postgraduate-diploma/postgraduate-diploma-advertising-media-planning

Index

02 03 Why Study at TECH? Why Our Program? Objectives Welcome p. 4 p. 6 p. 10 p. 14 05 06 Our Students' Profiles Methodology Structure and Content p. 34 p. 20 p. 26 80 Certificate Benefits for Your Company Impact on Your Career p. 46 p. 38 p. 42

01 **Welcome**

Today, the number of forms media in which to advertise has increased dramatically. This is why advertising media planning has become very sophisticated, taking into account not only the most traditional channels but also the most innovative ones such as social networks or different web platforms. This has opened up a business niche that demands professionals versed in the most organized and up-to-date programming of the different advertising channels. For this reason, TECH has developed this qualification, with which professionals in the advertising field can specialize, distinguish themselves from their competitors and access better jobs in an industry that requires this knowledge.







tech 08 | Why Study at TECH?

At TECH Global University



Innovation

The university offers an online learning model that balances 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.

+100000

+200

executives prepared 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 analyses in the academic setting"

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 you with a multitude of professional and personal advantages, among which we highlight the following:



A Strong Boost to Your Career

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 students achieve positive career development in less than 2 years.



Develop a strategic and global vision of the company

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

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.



You will 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 themdevelop their own project, taking into account the different fields 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.



You will be part of an exclusive community

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

We give you the opportunity to study 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.

This **Postgraduate Diploma in Advertising Media Planning** will enable students to:



Know the fundamentals of advertising and the agents involved in the advertising creation process.

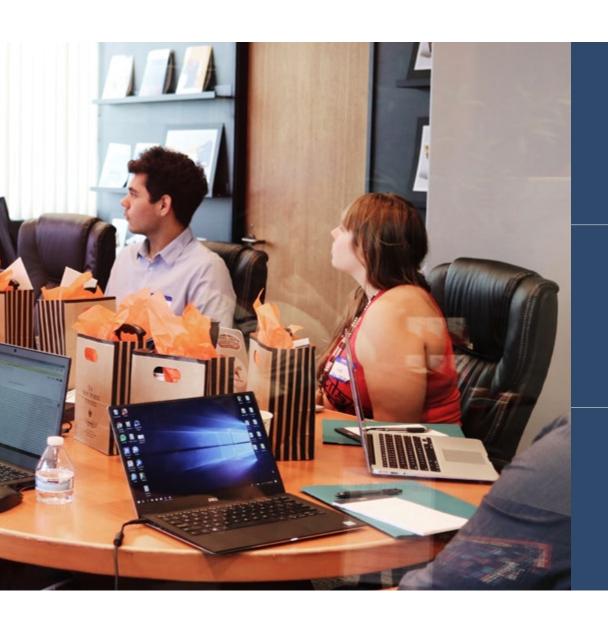


Recognize and identify the professional profiles of advertising professionals, as well as the main functions and requirements that must be fulfilled for their professional development.



Manage institutional communication in all circumstances, even in crisis episodes in which the message is aligned with the interests of the different stakeholders.







Manage the communication of any event related to corporate communication.



Create the corporate image of any entity from any of its attributes.



Understand the importance of the Internet in the search and management of information in the field of advertising and public relations, in its application to specific cases.



Be able to analyze, process, interpret, elaborate and structure digital communication.



Enable the student to analyze and optimize the use of new communication channels and strategies of digital media by the advertising and public relations professional.



Understand the importance of social networks and *e-mobile* as a support and commercial revolution and use these tools to achieve advertising and public relations objectives.





10

Know how to apply the analysis variables of advertising media planning.



Carry out a media plan for an advertising agency or a media center.



Know how to manage the purchase of media and advertising media.





tech 22 | Structure and Content

Syllabus

The Postgraduate Diploma in Advertising Media Planning of TECH Global University is an intensive program that prepares the student to master advertising media planning.

The content of the Postgraduate Diploma is designed to promote the development of managerial skills that allow the student to make decisions with greater rigor in uncertain environments, facing the business challenges that may arise in the advertising field to position a product, service or company through different media.

Throughout 450 hours of preparation, the student will analyze a multitude of practical cases through individual and teamwork. It is, therefore, an authentic immersion in real business situations, which will position the professional's profile.

In this way, the Postgraduate Diploma

focuses on the knowledge of corporate identity and the use of social networks to know how to focus on promotion, positioning or sales through the media that are booming. A curriculum designed to specialize professionals in the business environment and orient them towards this sector from a strategic, international and innovative perspective.

Therefore, this program is designed for students, focused on their professional improvement, preparing them to achieve excellence in a field focused on results, with innovative content based on the latest trends, and supported by the best educational methodology and an exceptional faculty, which will provide them with the skills to develop successfully in this environment.

This Postgraduate Diploma takes place over 6 months and is divided into 3 modules:

Module 1 Corporate Identity

Module 2 Integrated Marketing Communication

Module 3 Advertising Media Planning



Where, When and How is it Taught?

TECH offers the possibility of taking this program completely online. Throughout the 6 months of the educational program, you will be able to access all the contents of this program at any time, allowing you to self-manage your study time.

In this Postgraduate
Diploma you will learn the
importance of having a
social media plan aligned
with the company's
strategic plan.

tech 24 | Structure and Content

Mod	dule 1. Corporate Identity					
1.1.2 1.1.3	Of Companies What is Corporate Image? Differences between Corporate Identity and Corporate Image Where can the Corporate Image be Manifested?	Image 1.2.1. Introduction 1.2.2. The study of the Company's Image 1.2.3. Corporate Image Research Techniques 1.2.4. Qualitative Image Study Techniques 1.2.5. Types of Quantitative Techniques	1.3.2. 1.3.3. 1.3.4.	Guidelines Audit Methodology Strategic Planning	1.4.2. 1.4.3.	What is Corporate Culture? Factors Involved in Corporate Culture Functions of Corporate Culture Types of Corporate Culture
1.1.4 1.2 .	Corporate Image Change Situations. Why Achieve a Good Corporate Image? Research Techniques in Corporate	1.3. Image Audit and Strategy1.3.1. What is Image Auditing?	1.4.	Corporate Culture	1.5.	Corporate Social Responsibility and Corporate Reputation
1.5.2 1.5.3	CSR: Concept and Application of the Company Guidelines for Integrating CSR into Businesses CSR Communication	1.6.1. Corporate Visual Identity Strategies1.6.2. Basic Elements1.6.3. Basic Principles1.6.4. Preparation of the Manual1.6.5. Naming	1.7.2. 1.7.3. 1.7.4. 1.7.5.	What is a Brand? The Need to Build a Brand Brand Image and Positioning The Value of Brands		When it All Goes Wrong: Crisis Communication Cases
1.6.	Corporate Reputation Corporate Visual Identity and Naming	1.7. Brand Image and Positioning1.7.1. The Origins of Trademarks	1.8. 1.8.1.	Image Management through Crisis Communication Strategic Communication Plan		The Influence of Promotions on Corporate Image The New Advertising Industry Landscape
1.9.3 1.9.4 1.9.5 1.10	 Promotional Marketing Features Dangers Promotional Types and Techniques Distribution and Image of the Point of Sale The Main Players in Commercial Distribution 	1.10.2. The Image of Retail Distribution Companie through Positioning1.10.3. Through its Name and Logo	s			
Mod	dule 2. Integrated Marketing Communic	cation				
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2.1. Below the Line Advertising

- 2.1.1. Introduction. Concept and Characteristics
- 2.1.2. New trends in marketing communications
- 2.1.3. Non-mass and personal media

2.2. Direct and Interactive Marketing

- 2.2.1. Concept and characteristics of direct marketing
- 2.2.2. Telemarketing
- 2.2.3. E-mail marketing, letters, newsletters, customized information

2.3. Point-of-Sale Marketing Techniques

- 2.3.1. Optimal point-of-sale conditions
- 2.3.2. Packaging design: packaging aesthetics 2.3.3. Marketing
- 2.3.4. Shares with prizes or bonuses
- 2.4. Corporate Culture

- 2.4.1. What is Corporate Culture?
- 2.4.2. Factors Involved in Corporate Culture2.4.3. Functions of Corporate Culture
- 2.4.4. Types of Corporate Culture
- 2.5. Branded Entertainment Marketing Trends

3.9. Future of Planning

3.9.1. Past

2.5.1. Branded Entertainment Concept and Characteristics 2.5.2. Viral Advertising Marketing 2.5.3. Branded content marketing	communication planning and strategy. 2.6.2. E-Commerce 2.6.3. Prosumer: participative consumer	2.7.2. Search Engine Positioning2.7.3. Metrics and analytics of digital marketing actions.	2.8.2. The Importance of Social to your business2.8.3. Blogs, blogosphere and mircroblogs. Marketing blog
2.5.4. "Gamification" 2.6.1. Digital Communication Strategy Introduction to digital marketing	2.7. Metrics of Digital Communication2.7.1. Digital communication formats and metric	2.0.1 Types of Cooled Naturalis	2.9. Effective Segmentation and Social Media Tools
.9.1. Web audience segmentation .9.2. Segmenting on Facebook .9.3. Segmenting on twitter	cuponing, localization, messaging and content. 2.10.3. Applications (apps)		
2.10. Advantages of Mobile Marketing 2.10.1. Mobile Marketing Features 2.10.2. Mobile Marketing Actions: advertising,			
Module 3. Advertising Media Planning			
3.1. Once Upon a Time: The Strategy 3.1.1. History of the Strategy	3.2. Strategic Thinking 3.2.1. Strategic Dimension	3.3. Strategic communication vs. types of strategies	3.4. Execution of the Advertising Planning Process
3.1.2. Application of the Strategy to other Social	3.2.2. What is a Strategic Plan?	3.3.1. Features of Strategic Communication	3.4.1. History of Advertising Planning
Disciplines	3.2.3. Structure	3.3.2. Communication Strategies	3.4.2. What Does a Planner Do?
3.1.3. Scientific Recognition of the Strategy		3.3.3. Types of Strategies	3.4.3. The Planner in the Agency's Work Process
			3.4.4. Account Management and Planning
			3.5. General Work Development Model
3.5.1. Advertiser's Order	3.6.2. Hybrid Media	3.7.2. Web Positioning	3.8.2. Identify the Target
3.5.2. Strategic Process	3.6.3. Internet	3.7.3. Formats	3.8.3. Defining Objectives
3.5.3. Strategic Consulting	3.6.4. Orbyt Case	3.7.4. Brand Strategies 3.7.5. Measurement	3.8.4. Identify the Brand's Differential Value Proposition
	,	3.7.6. e-Commerce and Social Commerce	3.8.5. Choosing Communication Channels 3.8.6. Create the Campaign Calendar 3.8.7. Analysis and Measurement of Results
			2.0 Euture of Planning

3.7. Digital Media Planning

3.7.1. Time of Purchase Decision

3.10.2. Prime Time in TV

3.10.3. Gpr's

3.6. Conventional Media

3.9.2. Present

3.9.3. Future 3.10. Audience 3.10.1. Hourly TV Ratings

3.6.1. Transition to Social Environments

3.8. Strategic Plan in 7 steps

3.8.1. Brand Analysis



This 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 method of skills and knowledge development. 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

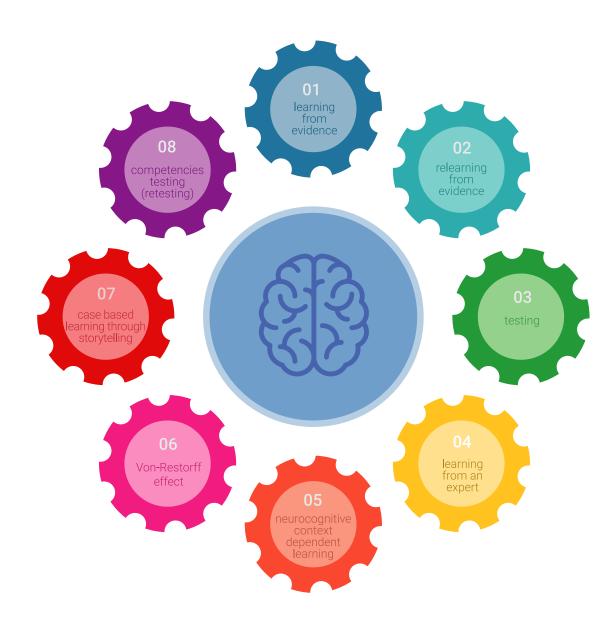
TECH effectively balances the Case Study methodology with a 100% online learning system based on repetition, which combines different teaching elements in each lesson.

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 prepare 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 balance each of these elements concentrically. This methodology has prepared 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, and financial markets and 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 adapted in 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.



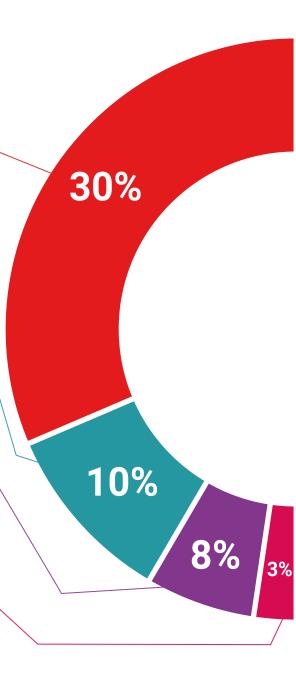
Management Skills Exercises

They will carry out activities to develop specific executive skills in each thematic field. 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.

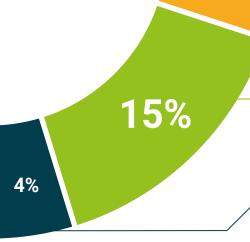


This exclusive educational system for presenting multimedia content was awarded by Microsoft as a "European Success Story".

Testing & Retesting

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

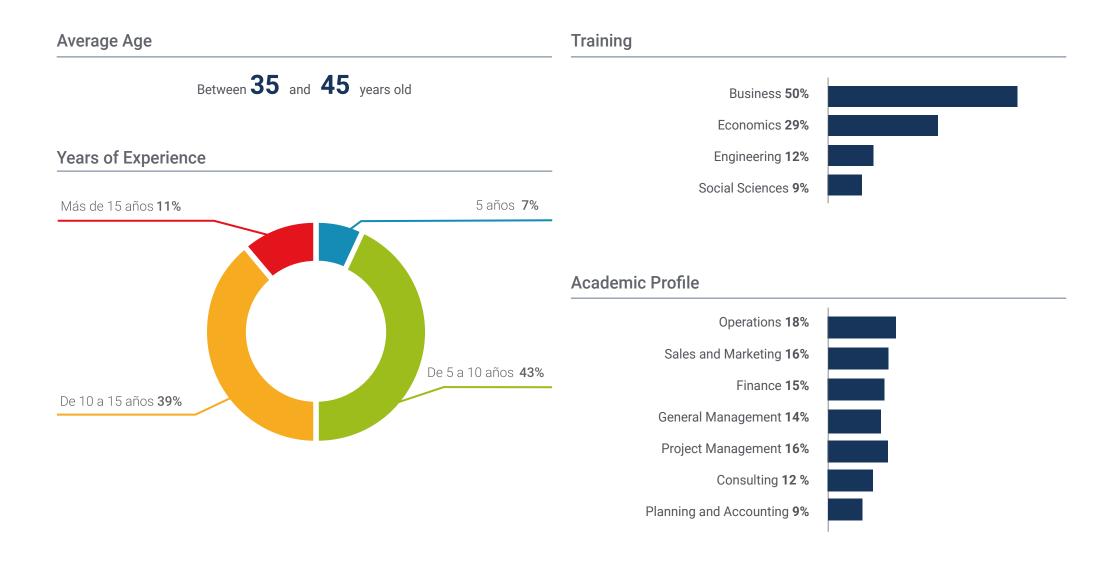


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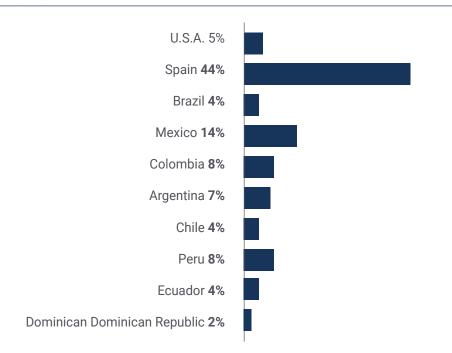


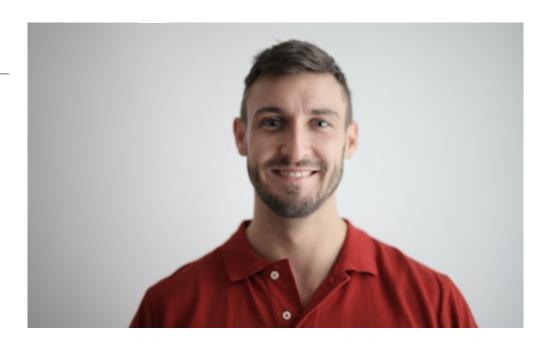


tech 36 | Our Students' Profiles



Geographical Distribution



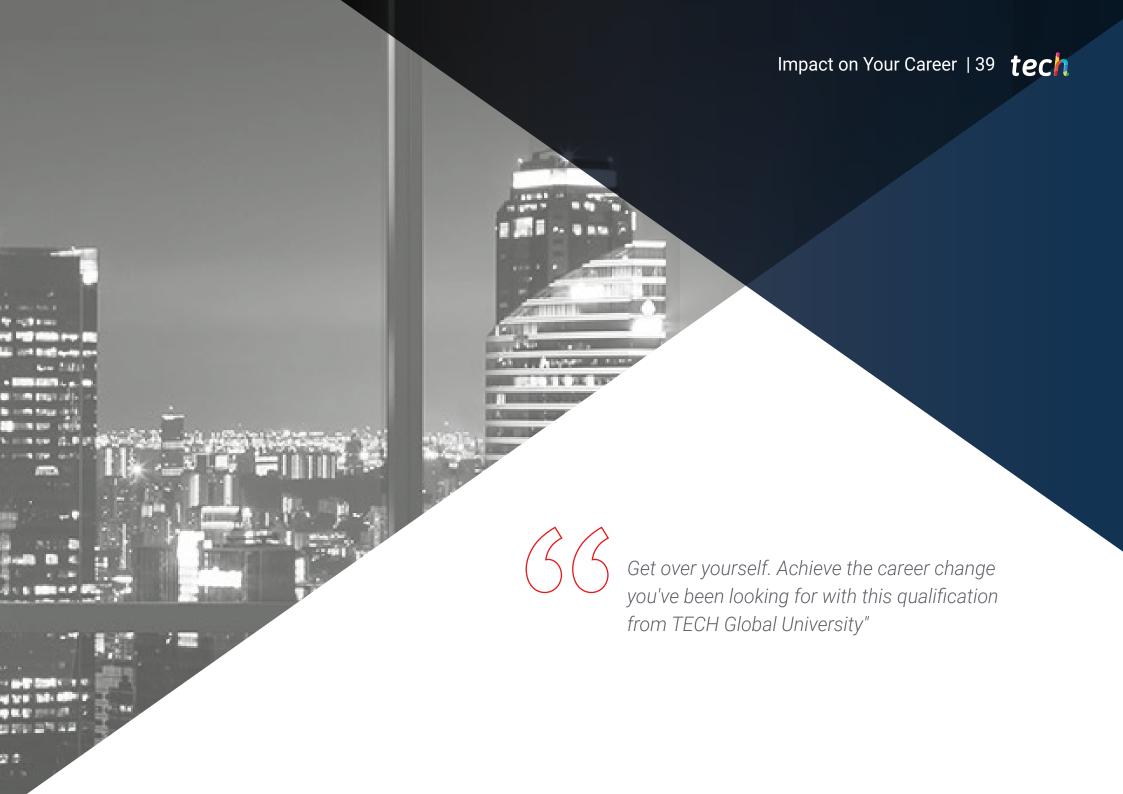


Guillermo Zárate

Community Manager Junior

"Thanks to this TECH program I have learned the different tools that exist to manage the community of users of different brands at the same time, achieving an optimal planning of the content of each one of them"





Position your company in social networks through the planning of quality content thanks to this Postgraduate Diploma in Advertising Media Planning from TECH.

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

The Postgraduate Diploma in Advertising Media Planning of TECH Global University is an intensive program that prepares students to face challenges and business decisions in the advertising media environment, specializing them in a global sector with its own language. Therefore, its main objective is to promote the student's personal and professional growth in order to achieve success in this field of work.

Professional change starts with you. Open yourself to a world of job possibilities with this TECH qualification on your résumé.

When the change occurs

During the program 62%

After 2 years 26%

Type of change

Internal Promotion 46%
Change of Company 44%
Entrepreneurship 10%

Salary increase

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

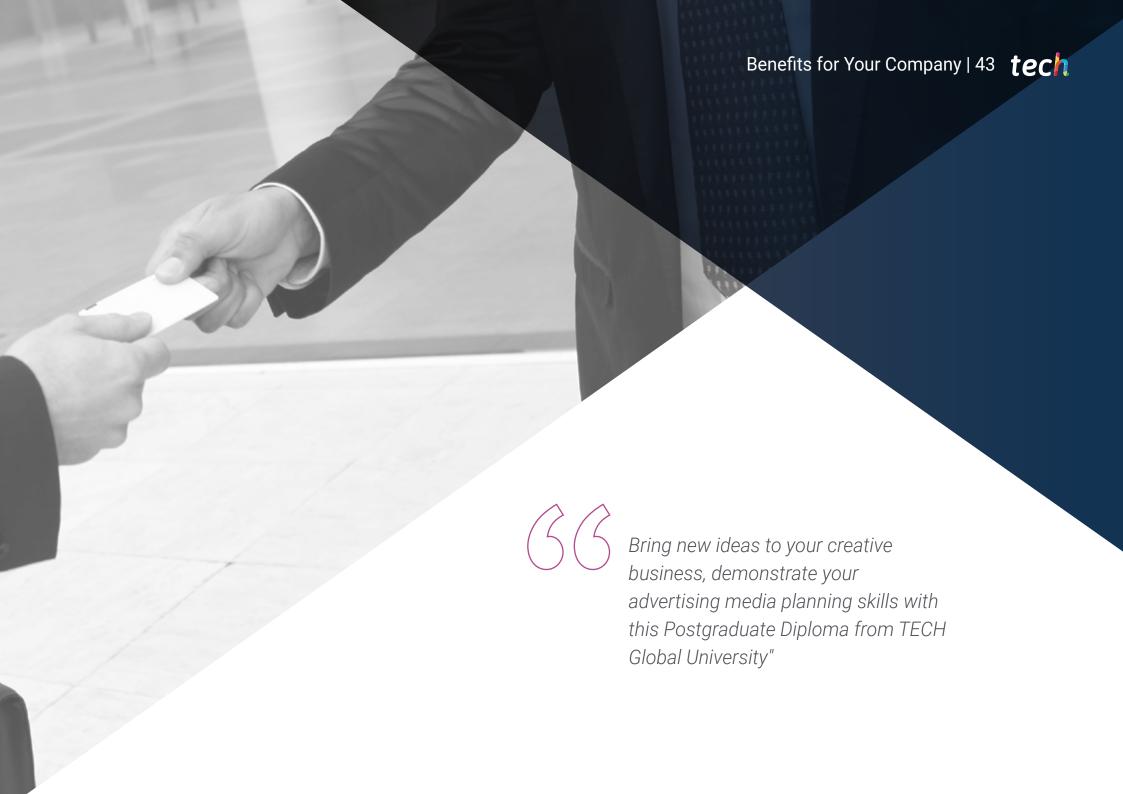
Salary before €48,300

A salary increase of

25.55%

Salary after **€60,640**





tech 44 | Benefits for Your Company

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



Intellectual Capital and Talent Growth

The professional will introduce the company to new concepts, strategies, and perspectives that can bring about significant changes in the organization.



Retaining high-potential executives to avoid talent drain

This program strengthens the link between the company and the 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, in turn helping the organization overcome obstacles.



Increased international expansion possibilities

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





Project Development

You will be able to work on a current project or develop new projects in the field of R&D or Business Development within the company.



Increased competitiveness

This Postgraduate Diploma will equip your professionals with the skills to take on new challenges and therefore drive the organization forward.







tech 48 | Certificate

This program will allow you to obtain your **Postgraduate Diploma in Advertising Media Planning** 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 Diploma in Advertising Media Planning

Modality: online

Duration: 6 months

Accreditation: 18 ECTS



Postgraduate Diploma in Advertising Media Planning

This is a program of 450 hours of duration equivalent to 18 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



^{*}Apostille Convention. In the event that the student wishes to have their paper diploma issued with an apostille, TECH Global University will make the necessary arrangements to obtain it, at an additional cost.



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