



# Postgraduate Diploma

**Business Digitalization** 

» Modality: online

» Duration: 6 months

» Certificate: TECH Global University

» Credits: 18 ECTS

» Schedule: at your own pace

» Exams: online

» Target Group: graduates who want to specialize and acquire specific knowledge of the latest trends in cultural diversity, innovation leadership and the latest technologies offered for digital transformation in your organization or to improve your professional projection.

Website: www.techtitute.com/us/school-of-business/postgraduate-diploma/postgraduate-diploma-business-digitalization

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# 01 **Welcome**

With the advance of the Internet and new technologies, a new business vision has been born, which allows professionals to develop competitive strategies with which to dominate the digital market and agilely promote the creation of solutions for new business models or distribution channels. This program has been designed to develop a comprehensive and solid knowledge of digital transformation through process management. In this way, the student will be prepared to lead the digitalization processes of traditional companies or to join the management teams of totally new companies, which have already appeared in the digital era.









## 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.



### 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.



#### 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.



#### **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.



At TECH, you will have access to the most rigorous and up-to-date case studies in the academic community"



### 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.





### 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. We work together in order to achieve them.

The **Postgraduate Diploma in Business Digitalization** will enable students to:







Apply the main current trends in recruitment in the digital era



Delve into the key concepts in the different types of contracts related to digital transformation processes



Understand theoretical and practical concepts of specialized mechanisms in investment and corporate law







Identify legal problems in the company in specific situations and design strategies to solve them



Plan and organize the available resources to ensure comprehensive legal protection of the company



Develop a strategic vision to lead the processes of change in innovation management and Digital Transformation





### tech 22 | Structure and Content

#### **Syllabus**

The Postgraduate Diploma in Business Digitalization of TECH Global University is an intensive program that prepares you to face challenges and business decisions in the field of integrated project management.

The content of the Postgraduate Diploma in Business Digitalization is designed to promote the development of managerial skills that enable more rigorous decision-making in uncertain environments.

Over the course of 450 hours, the student analyzes a plethora of practical cases through individual and teamwork. It is, therefore, an authentic immersion in real business situations.

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

A plan designed for students, focused on professional improvement and that prepares them to achieve excellence in the field of business management and administration. 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.

Module 3.

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

Module 1. The Digital Environment in Business Processes

Module 2. Digital Transformation as a 360° Strategy

Legal Aspects of the Digital Transformation



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

TECH offers the possibility of taking this program completely online. During the 6 months of 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 24 | Structure and Content

Module 1. The Digital Environment in Business Processes					
<ul><li>1.1. The Digital World</li><li>1.1.1. Trends and Opportunities</li><li>1.1.2. Digital Transformation: Choice or Necessity</li><li>1.1.3. The Impact of the Digital Age on Customers</li></ul>	<ul><li>1.2. Impacts of Digital Transformation</li><li>1.2.1. Internal and External Communication</li><li>1.2.2. In Sales and Customer Channels</li><li>1.2.3. New Business Models</li></ul>	<ul> <li>1.3. Process Management</li> <li>1.3.1. Processes</li> <li>1.3.2. Process and Cycle <i>Deming</i></li> <li>1.3.3. Business Process Mapping</li> <li>1.3.3.1. Strategic Management</li> <li>1.3.3.2. Operational or Value Chain</li> <li>1.3.3.3. Support</li> </ul>	<ul> <li>1.4. Optimization in Process Management</li> <li>1.4.1. Process Based Focus</li> <li>1.4.2. Process Improvement Phases</li> <li>1.4.3. Continuous Improvement and Organization</li> </ul>		
<ul><li>1.5. Process Innovation</li><li>1.5.1. Design Thinking</li><li>1.5.2. Agile Approach</li><li>1.5.3. Lean Start-up</li></ul>	<ul> <li>1.6. Digital Strategy in the Company</li> <li>1.6.1. Digital Marketing and e-Commerce</li> <li>1.6.2. Integrating Traditional and Digital Marketing</li> <li>1.6.3. Online Marketing Tools</li> </ul>	<ul> <li>1.7. Organizational Environment</li> <li>1.7.1. Change Management</li> <li>1.7.2. Strategy for the Management of Change</li> <li>1.7.3. Organizational Change Implementation</li> </ul>	<ul> <li>1.8. Analysis and Management of Data</li> <li>1.8.1. History, Evolution and Trends of Web Analytics</li> <li>1.8.2. The Importance of Data Analytics</li> <li>1.8.3. Big Data and Business Intelligence</li> <li>1.8.3.1. Big Data</li> <li>1.8.3.2. Business Intelligence (BI)</li> </ul>		
<ul> <li>1.9. Innovation and Technology</li> <li>1.9.1. Innovative Companies</li> <li>1.9.2. Competitiveness Factors. Creativity and Innovation</li> <li>1.9.3. Innovation and Process Management</li> </ul>	1.10. Applications and Success Stories 1.10.1. Path of Digital Transformation 1.10.2. Projecting Digital Transformation 1.10.3. How to Succeed in Digital Transformation				

Mod	Module 2. Digital Transformation as a 360° Strategy						
<b>2.1.</b> 2.1.1. 2.1.2. 2.1.3.	360° Strategy Brand Awareness Content Mapping and Customer Journey Always on Strategy	2.2.2.	Rebranding Rebranding When to Apply a Rebranding Strategy? How to Apply a Rebranding Strategy?	2.3. 2.3.1. 2.3.2. 2.3.3.	Phases del HR Marketing	2.4.2.	Relationship Marketing Relationship Marketing Inbound Marketing Tools
2.5. 2.5.1. 2.5.2. 2.5.3.	Types of Profiles		9		Experience Marketing Experience Marketing Objectives in an Experiential Marketing Campaign Use of Technology in Experiential Marketing	2.8.1. 2.8.2. 2.8.3.	Branded Content and Native Advertising Branded Content and Debranding Content Marketing vs. Brand Journalism Native Publicity
2.9. 2.9.1. 2.9.2. 2.9.3. 2.9.4.	Preparation of a <i>Real Time Marketing</i> Campaign	2.10.1 2.10.2	Key Performance Indicators (KPIS) in the Digital Era  Organizational Indicators Innovation Indicators Marketing Indicators				

## tech 26 | Structure and Content

Module 3. Legal Aspects of the Digital Transformation							
3.1. 3.1.1. 3.1.2. 3.1.3. 3.1.4. 3.1.5.	Law in the Digital Transformation Relationship Between Law and Technology Challenges of Law in the Digital Era Forms of Association Big Data Legal Challenges of Artificial Intelligence Tax Aspects	3.2. 3.2.1. 3.2.2. 3.2.3. 3.2.4. 3.2.5. 3.2.6.	Corporate Recruitment Conceptualization of Corporate Recruitment Technology Transfer Contracts Smart Contracts Cloud Computing The Digital Labor Contract Remote Work	3.3.3. 3.3.4. 3.3.5.	Intellectual Property Copyright and Related Rights Multimedia Content and Protection Measures in the Digital Environment International Copyright System Distinctive Signs (Trademarks, Names, Trade Names, Trade Ensigns and Appellations of Origin) Patents (Inventions, Utility Models and Industrial Designs) Domain Names	3.4.2.	Legal Information Technology  Blockchain Digital Signatures and Electronic Signatures Computer Forensics
<b>3.5.</b> 3.5.1. 3.5.2. 3.5.3.	Competition/Antitrust  Market Analysis: Microeconomics Competition Law in the Digital Age Defence and Compliance Strategies	<b>3.6.</b> 3.6.1. 3.6.2. 3.6.3.	Free Trade Agreements Fundamental Elements of Free Trade Agreements Competitive Advantages of Free Trade Agreement Management Main Free Trade Agreements in the Digital Area	<b>3.7.</b> 3.7.1. 3.7.2. 3.7.3.	Valuation of Intangible Assets Classification of Intangible Assets International Asset Valuation Standards Current Trends in the Intangible Economy	3.8.2. 3.8.3.	Protection of Personal Data Applicable Concepts Databases Big Data Data Protection in the European Union and in the United States
3.9. 3.9.1. 3.9.2. 3.9.3. 3.9.4.	Protection of Consumer Rights Consumer Rights International Regulation of Electronic Commerce Consumer Arbitration Tendencies	3.10.1 3.10.2 3.10.3 3.10.4	Legal TECH  Legal TECH for Documents  Legal TECH for Contracts  Legal TECH for Finance  Legal TECH for Design  Legal TECH for Evidence				





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 30 | 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 32 | 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 | 33 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.



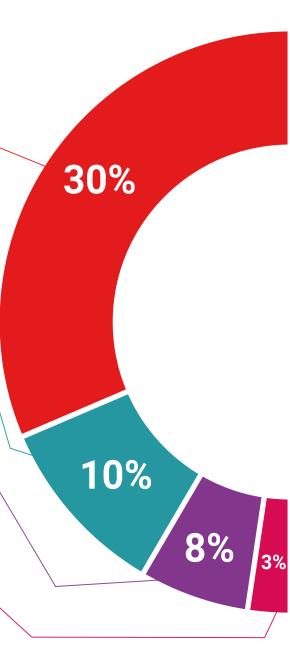
#### **Management Skills Exercises**

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.

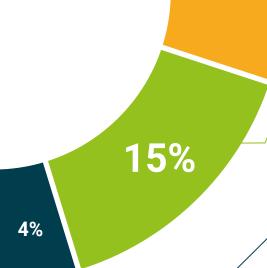


This exclusive educational system for presenting multimedia content was awarded by Microsoft as a "European Success Story".

#### **Testing & Retesting**

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.

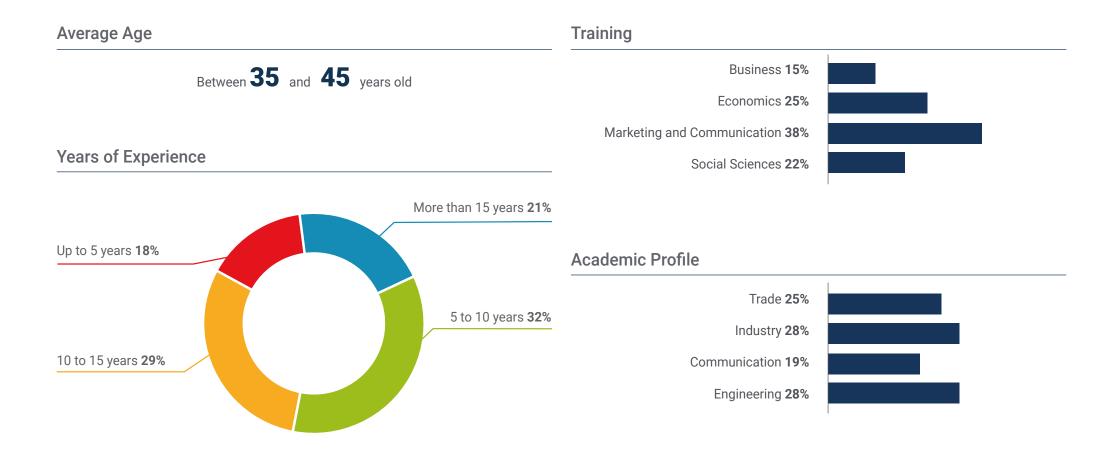




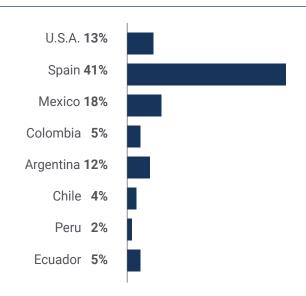
30%







# **Geographical Distribution**





# Ricardo Rodio

#### Project Manager

"In the 21st century, all companies must go digital. Therefore, I was looking for a program that would allow me to participate in the entire transformation process of my company with the certainty that I was acting correctly. Without a doubt, thanks to this program I was able to improve my qualifications and give a boost to my career and my business"





## Management



### Barrientos, Giancarlo

- Information Systems Engineer
- Specialization in Software Engineering from U.S.A.L, Buenos Aires, Argentina. He started his professional experience focusing on different markets in Latan America and Europe as a software engineer for Young & Rubicam Brands, Rocket Internet Gmbh and Grupo Clarín
- Creator of a technology company for the digital transformation of the insurance industry in Argentina, logistics in Mexico and real estate in Colombia, which he sells to an insurance business
- He is currently IT Manager at Assist-365



## Mr. Nieto-Sandoval González- Nicolás, David

- Industrial Technical Engineer by the E.U.P of Málaga
- Industrial Engineer by the E.T.S.I.I. of Ciudad Real
- Data Protection Officer (DPO), Antonio Nebrija University
- Expert in project management and business consultant and mentor in organizations such as Youth Business Spain or COGITI of Ciudad Real
- CEO of the start-up GoWork oriented to competency management and professional development and business expansion through hyperlabels
- Writer of technological training content for both public and private entities
- Professor certified by the EOI in the areas of industry, entrepreneurship, human resources, energy, new technologies and technological innovation

#### **Professors**

#### Mr. Goenaga Peña, Andrés

- Lawyer and Writer
- Master's Degree in Industrial Property, Copyrights and New Technologies from the Externado de Colombia University
- Experience in advising on issues related to privacy policies and personal data processing, digital platforms, software licensing processes and technology transfer, data and digital content analysis

#### Ms. Gómez, María Daniela

- Industrial engineer from Universidad del Norte
- Diploma in pedagogical training
- Experience in the productive and educational sector
- Experience in teaching, as well as in project design and process optimization through the use of management indicators
- Leader in the implementation of technological tools to improve performance in user services

#### Ms. García Salvador, Laura

- Degree in Public Relations, Administration and Business Management
- Master's Degree in Digital Marketing in ESIC (Spain)
- Started her professional experience in the CONTRAPUNTO BBDO advertising agency, Creator of: Adopta Un Abuelo (NGO) and Ruralka Hotels (Enchanting Quality Hotels Club)

#### Ms. Garrido, Stephanie

- Industrial Engineer
- Postgraduate degree in Coaching, NLP and team leadership, logistics and process management from the Escuela de Negocios Europea de Barcelona
- Experience in coordination of operations and logistics processes
- Participation as a leader in project management for the optimization of processes in the Occupational Health and Safety sector. Also, in the development of information systems to automate the performance of vehicle safety and logistics operations





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

The Postgraduate Diploma in Business Digitalization of TECH Global University is an intensive program that prepares you to face challenges and business decisions for digital transformation. Its main objective is to promote your personal and professional growth, helping you to achieve success.

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

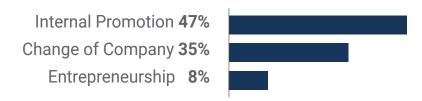
A unique opportunity to improve your job prospects.

Achieve a positive change in your career thanks to the completion of this specialist program.

## When the change occurs



# Type of change



# Salary increase

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

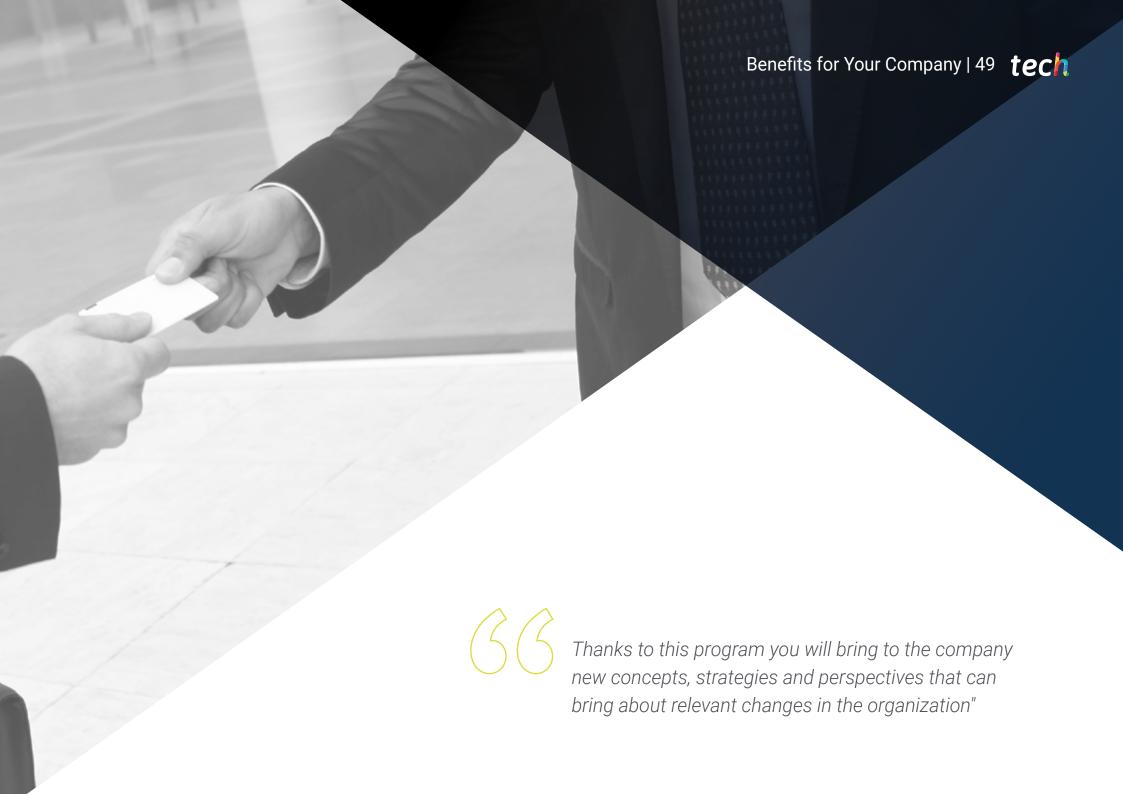
\$57,900

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 potential

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 Diploma in Business Digitalization** 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 Business Digitalization

Modality: online

Duration: 6 months

Accreditation: 18 ECTS



#### Postgraduate Diploma in Business Digitalization

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



<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.



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