



## Postgraduate Diploma

## Business and IT Project Optimization

» Modality: online

» Duration: 6 months

» Certificate: TECH Technological University

» Dedication: 16h/week

» Schedule: at your own pace

» Exams: online

» Target Group: Computer Engineering University Graduates

Website: www.techtitute.com/pk/school-of-business/postgraduate-diploma/postgraduate-diploma-business-it-project-optimization

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Certificate

# 01 Welcome

With the incessant market demand for new computer products and constant updates, optimization is necessary in any project or business in the field, as the process guarantees product quality will meet public demand. Thus, a promising working future is projected for all those who decide to pursue IT projects optimization professionally. This program intends to offer this specialization opportunity to all those interested in improving their financial and work situation in the technology field, with advanced knowledge in optimization not only of IT projects, but also of the company itself and its organization.









## 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 the most rigorous and up-to-date case studies in the academic community"

### Why Study at TECH? | 09 tech

TECH strives for excellence and, to this end, boasts a series of characteristics that make this university unique:



#### **Analysis**

TECH explores the student's critical side, their ability to question things, their problem-solving skills, as well as their interpersonal skills.



#### **Academic Excellence**

TECH offers students the best online learning methodology. The university combines the Relearning method (a postgraduate learning methodology with the highest international rating) with the Case Study. A complex balance between tradition and state-of-the-art, within the context of the most demanding academic itinerary.



#### **Economy of Scale**

TECH is the world's largest online university. It currently boasts a portfolio of more than 10,000 university postgraduate programs. And in today's new economy, **volume + technology = a ground-breaking price**. This way, TECH ensures that studying is not as expensive for students as it would be at another university.



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 goals of their students their own goals too. Together they work to achieve them.

This Postgraduate Diploma in Business and IT Project Optimization allows the student to:



Determine the phases of data life cycles: data, information, knowledge and value



Evaluate the advantages of a set of technology solutions used in business intelligence



Examine the different levels of analytics: descriptive, prescriptive and predictive





Develop the Extraction (E), Transformation (T) and Loading (L) phases as well as the different ETL - ELT paradigms



Give visibility to the software development project by using different methodologies



Analyze the expected results of the Products according to the given specifications



Ensure the development project implements the established quality procedures and standards



09

Monitor software development processes and final products



Identify deficiencies in products, processes or standards and correct them



Develop specialized knowledge about software products and their documentation to ensure that the new system or product meets specifications and requirements

## tech 18 | Objectives



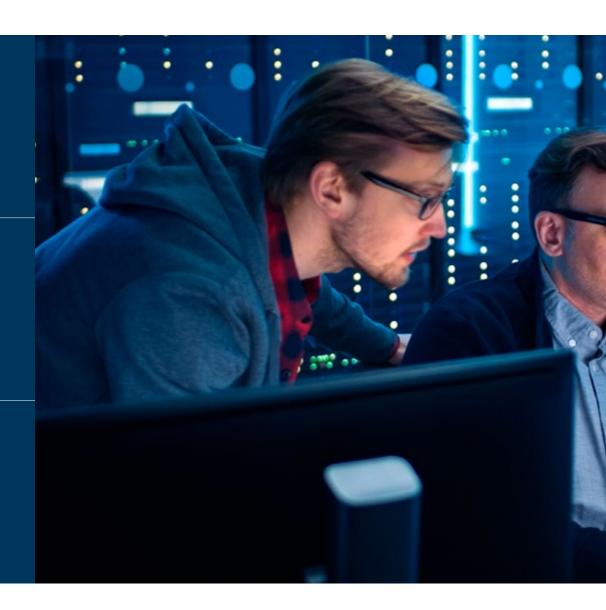
Develop Human Resources in the company as a way of growth

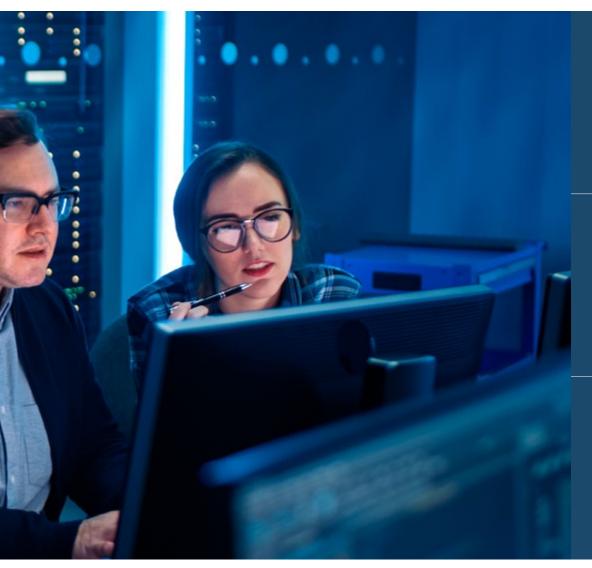


Learn to adapt technology companies to a society of change



Acquire management skills to maximize performance in a technology company







Contemplate emotional intelligence as a basic tool to optimize company results



Apply coaching to Business Environments



Develop strategies for favorable conflict resolution and negotiation techniques





### tech 22 | Structure and Content

### **Syllabus**

The Postgraduate Diploma in Business and IT Projects Optimization at TECH Technological University prepares students to deal with equipment and work methodology optimization in the IT field, as well as to improve efficiency in the business itself.

It is structured in 3 modules, subdivided in turn into 10 topics each, covering all the learning content in a schematic and concise manner. In this way, the theoretical resources are supported to a large extent by audiovisual and practical material, which facilitates knowledge acquisition and comprehension.

Over 450 hours, the program covers information and data analysis techniques, as well as methods to interpret them to ensure proper optimization of a project.

Emphasis is also placed on human management in projects, placing value and importance on the well being of the workers who make up the team and how this affects product quality.

A multidisciplinary perspective on the optimization of IT projects that will provide students with knowledge and skills that are highly required in the most leading technology companies in the field.

This Postgraduate Diploma consists of the following three modules:

Module 1	IT Project Strategic Monitoring and Control
Module 2	Improving IT Projects and Businesses Using Analytical Techniques
Module 3	Team Management in IT Projects



### Where, when, and how it is taught

TECH offers the possibility of developing this Postgraduate Diploma in Business and IT Project Optimization completely online. Over the course of 6 months, 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. IT Project Strategic Monitoring and Control 1.2. Information Analysis Techniques 1.3. Types of Data 1.1. Data and Information in Decision 1.4. Storage and Management Making and Project Management 1.3.1. Structured Data 1.4.1. Data Lake, Data Warehouse and Data Mart Descriptive Analytics 1.2.2. Prescriptive Analytics 1.3.2. Semi-Structured Data 1.4.2. Stages in Data Management: Mining, 1.1.1. Business Intelligence 1.2.3. Predictive Analytics 1.3.3. Unstructured Data Processing and Loading 1.1.2. Business Intelligence Concept Evolution 1.2.4. Pattern Analysis and Recommendation 1.4.3. ETL and ELT Paradigm 1.1.3. Data Life Cycle 1.2.5. Benefits of IT Projects Analysis 1.5. Data Management for Project 1.6. Business Intelligence Solutions: 1.7. Business Intelligence Solutions: 1.8. Business Intelligence Solutions: **Implementation** Power BI Tableau Olik 1.7.1. Ecosystem 1.5.1. Data Use in Project Design 1.6.1. Ecosystem 1.8.1. Ecosystem 1.6.2. Potential Strengths and Weaknesses 1.7.2. Strengths and Weaknesses 1.8.2. Potential Strengths and Weaknesses 1.5.2. Decision Making 1.5.3. Benefits 1.9. Business Intelligence Solutions: 1.10. Future of Business Intelligence Prometheus 1.10.1. Cloud Applications 1.10.2. Self consumption Business Intelligence 1.9.1. Ecosystem 1.10.3. Integration with Data Science. Value Creation 1.9.2. Potential Strengths and Weaknesses

#### Module 2. Improving IT Projects and Businesses Using Analytical Techniques 2.3. Digital Marketing: Preparation 2.4. Digital Marketing: Implementation 2.1. Company Data Analytics 2.2. Marketing Digital 2.2.1. Digital Marketing 2.1.1. Company Data Analytics 2.3.1. Campaigns 2.4.1. Applications 2.1.2. Value 2.2.2. Benefits of Digital Marketing 2.3.2. Implementation and Measurement 2.4.2. Integration in Web Environments 2.1.3. Project Management According to Value 2.3.3. Digital Strategy Variants 2.3.4. Planning 2.5. Life Cycle 2.6. Data Management 2.7. Campaign Exclusions 2.8. Control Panels 2.5.1. Customer Journey vs. Campaigns 2.6.1. Datawarehouse and Datalab 2.7.1. Types 2.8.1 Audience 2.5.2. Measurement 2.6.2. Applications for the Generation of Campaign 2.7.2. GDPR and Robinson 2.8.2. Storytelling Bases 2.7.3. Data Anonymization 2.8.3. Applications 2.6.3. Drive Options 2.9. Value Conclusions in Data 2.10. Application in Business Scenarios Analytics 2.10.1. Wallet Clustering 2.10.2. Predictive Risk Models 2.9.1. Customer Global Vision 2.10.3. Wallet Customers Characterization 2.9.2. Analysis Strategy and Types 2.10.4. Image Processing 2.9.3. Applications

2.10.5. Bid Proposal Forms

Module 3. Team Management in IT Projects									
3.1.3.	Team Management Management Skills Human Capital Management and Managerial Functions Classification and Types of Management Skills Group Leadership Management in Companies	<b>3.2.</b> 3.2.1. 3.2.2. 3.2.3. 3.2.4.	Team Building Team Management Performance Evaluation Delegation and Empowerment Commitment Management	3.3. 3.3.1. 3.3.2. 3.3.3. 3.3.4. 3.3.5.	Work Teams Culture: Mission, Vision, Values Planning and Strategy Organization and Monitoring Feedback and Feedforward Results Assessment	<b>3.4.</b> 3.4.1. 3.4.2. 3.4.3. 3.4.4.	Dependence Stage Counter Dependence Stage Independence Stage		
3.5. 3.5.1. 3.5.2. 3.5.3. 3.5.4.	IT Project Organization Company Planning Time Planning Resource Planning Costs Planning	<b>3.6.</b> 3.6.1. 3.6.2. 3.6.3. 3.6.4.	Talent Management in Companies Talent Talent Management Talent Dimensions Attracting Talent	<b>3.7.</b> 3.7.1.	Company Communication The Company's Communication Process 3.7.1.1. Internal Relationships and Communication in Companies 3.7.1.2. Relation between Company Organization and Communication: Centralization or Decentralization 3.7.1.3. Internal and External Communication Tools	3.7.2.	Interpersonal Relations in the Company 3.7.2.1. Interpersonal Communication and Conflicts 3.7.2.2. Communication Filters and Barriers 3.7.2.3. Criticism and Active Listening 3.7.2.4. Active Listening Techniques		
3.8.	Negotiation Techniques in Companies	3.9.	Coaching and Business Management	3.10	. Mentoring and Business Management				
	Negotiation at the Managerial Level in Technology Companies 3.8.1.1. Negotiation 3.8.1.2. Styles of Negotiation 3.8.1.3. Negotiation Phases Negotiation Techniques 3.8.2.1. Negotiation Strategies and Tactics 3.8.2.2. Negotiation Types The Figure of the Negotiating Subject 3.8.3.1. Negotiator Characteristics 3.8.3.2. Types of Negotiators	3.9.1. 3.9.2. 3.9.3.	Business Coaching Coaching in Practice Coaching in Organizations	3.10.2	. Mentoring . The 4 Processes of a Mentoring Program 3.10.2.1. Processes 3.10.2.2. Mentors in Companies 3.10.2.3. Protégés in Technological Companies Benefits of Mentoring in Companies 3.10.3.1. Benefits to the Organization: Mentor and Mentee Differences between Mentoring and Coaching				

3.8.3.2. Types of Negotiators 3.8.3.3. Psychology in Negotiation



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 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.

#### **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.

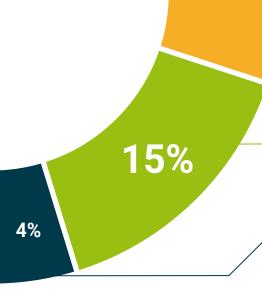


This exclusive educational system for presenting multimedia content was awarded by Microsoft as a "European Success Story".

#### **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.

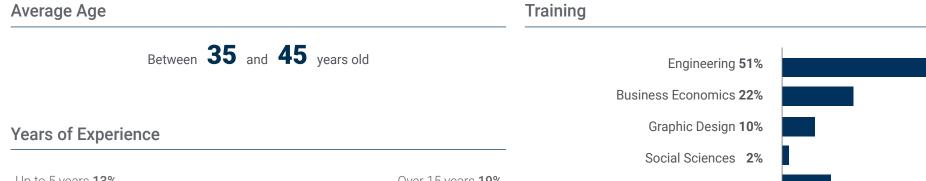


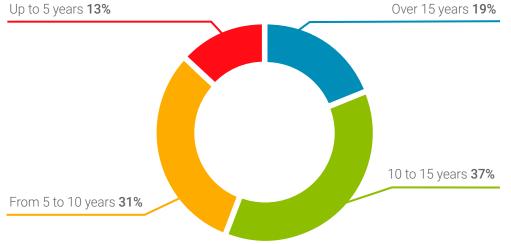
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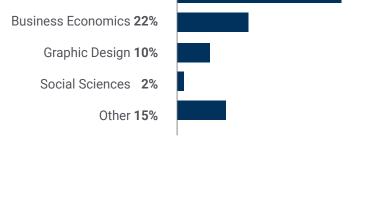




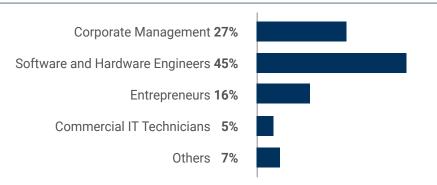
### tech 36 | Our Students' Profiles



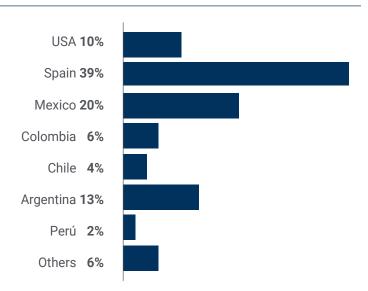


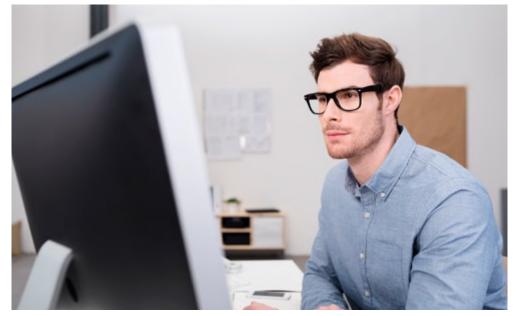






#### **Geographical Distribution**





# Rafael Alcázar Domingo

IT Project Manager at a multinational technology company

"Thanks to what I learned in this Postgraduate Diploma, I was able to start optimizing my own work methodology, which made my company take notice of my ever improving results and offered me a vacancy to lead a new project"





# tech 40 | Course Management

#### **Director**



## Dr. Peralta Martín-Palomino, Arturo

- CEO and CTO at Prometeus Global Solutions
- CTO in Al Shephers GmbH
- CTO at Korporate Technologies
- Director of Design and Development at DocPath Document Solutions
- Computer Engineer from the University of Castilla La Mancha
- Doctorate in Psychology from the University of Castilla La Mancha
- PhD in Economics, Business and Finance from the Camilo José Cela University
- Master's Degree in Advanced Information Technologies from the University of Castilla La Mancha
- MBA+E (Master's Degree in Business Administration and Organisational Engineering) from the University of Castilla La Mancha

#### **Professors**

#### Mr. Fondón Alcalde, Rubén

- Customer Value Management Business Analyst at Vodafone Spain
- Head of Service Integration at Entelgy for Telefónica Global Solutions
- Online account manager for clone servers at EDM Electronics
- Business Analyst for Southern Europe at Vodafone Global Enterprise
- Telecommunications Engineer from the European University of Madrid
- Master's Degree in Big Data and Analytics, International University of Valencia

#### Ms. Martínez Cerrato, Yésica

- Project Manager in the area of Key Account Integration at the Spanish Postal Service
- Computer Technician Responsible for computer classrooms OTEC at the University of Alcalá
- Electronic Security Product Technician at Securitas Security Spain
- Head of Digital Transformation and Business Intelligence Analyst at Ricopia Technologies
- Computer classes teacher in ASALUMA Association
- Degree in Electronic Communications Engineering at the University of Alcalá, Spain

#### Ms. García La O, Marta

- Management, administration and account management at Think Planning and Development
- Organisation, supervision and mentoring of senior management training courses in Think Planning and Development
- Administrative Accountant, Tabacos Santiago y Zaraiche-Stan Roller
- Marketing Specialist at Versas Consultores
- Diploma in Business Studies from the University of Murcia
- Master's Degree in Sales and Marketing Management, Fundesem Business School





## tech 44 | Impact on Your Career

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

The Postgraduate Diploma in Business and IT Project Optimization at TECH is an intensive program that prepares students to manage work teams from an optimal perspective, in aid of the entire development process. The main objective is to promote your personal and professional growth, helping you achieve success.

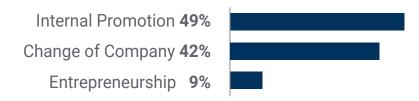
You will be up to date and prepared to apply for higher management positions of greater responsibility and pay by enrolling in this Postgraduate Diploma in Business and IT Project Optimization.

There is never a bad time to specialize in any technology sector, as the demand for qualified professionals is on the rise.

#### Professional change for our students



#### Type of change



## Salary increase

This program represents a salary increase of more than 30.68% for our students.

\$23,890

A salary increase of

30.68%

\$30,520





# tech 48 | 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 professional 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 be in contact with the main markets of the world economy.





## **Project Development**

The manager can work on a current project or develop new projects in the field of R&D or Business Development within their company.



#### **Increased competitiveness**

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







## tech 52 | Certificate

This **Postgraduate Diploma in Business and IT Project Optimization** contains the most complete and up to date program on the market.

After the student has passed the assessments, they will receive their corresponding **Postgraduate Diploma** issued by **TECH Technological University** via tracked delivery\*.

The certificate issued by **TECH Technological University** will reflect the qualification obtained in the **Postgraduate Diploma**, and meets the requirements commonly demanded by labor exchanges, competitive examinations, and professional career evaluation committees.

Title: Postgraduate Diploma in Business and IT Project Optimization Official N° of hours: 450 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.



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