



Postgraduate Diploma Business Strategy

» Modality: online

» Duration: 6 months

» Certificate: TECH Technological University

» Dedication: 16h/week

» Schedule: at your own pace

» Exams: online

Target Group: Graduates and professionals with demonstrable experience in commercial, sales, marketing and similar areas.

 $We b site: {\color{blue}www.techtitute.com/in/school-of-business/postgraduate-diploma/postgraduate-diploma-business-strategy}$

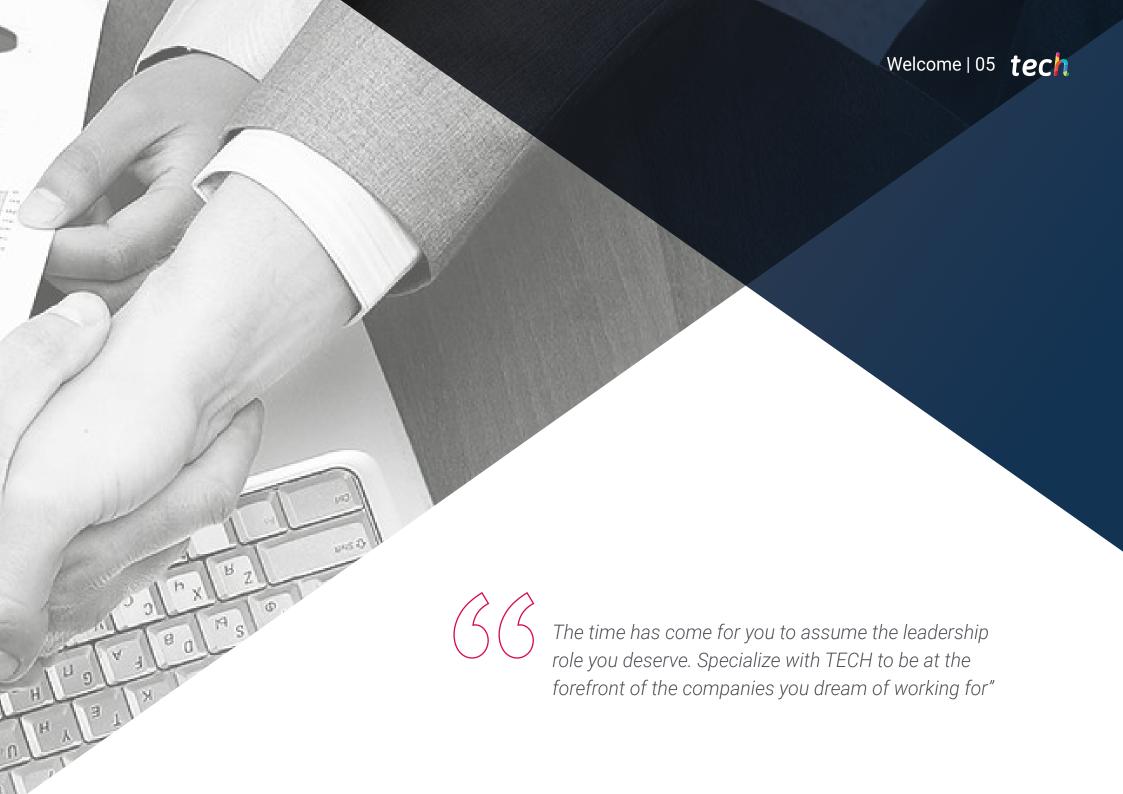
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01 **Welcome**

Every company that is valued does not make random decisions. Behind every choice, there is a study and a plan to back it up, so the business must have a well-defined business strategy if it is to succeed in an increasingly competitive environment with little room for maneuver. This Postgraduate Diploma will provide the student with leadership skills with which to stand out at the head of a multitude of businesses, providing efficient solutions by having previous knowledge in crisis management, corporate marketing, internal communication and the general management of organizations.

Postgraduate Diploma in Business Strategy. TECH Technological University







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.





tech 12 | Why Our Program?

This program will provide students with a multitude of professional and personal advantages, particularly the following:



A significant career boost

By studying at TECH, students will be able to take control of their future and develop their full potential. By completing this program, students will acquire the skills required to make a positive change in their career in a short period of time.

70% of participants achieve positive career development in less than 2 years.



Develop a strategic and global vision of companies

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

Our global vision of companies will improve your strategic vision.



Consolidate the student's senior management skills

Studying at TECH means opening the doors to a wide range of professional opportunities for students to position themselves as senior executives, with a broad vision of the international environment.

You will work on more than 100 real senior management cases.



Take on new responsibilities

The program will cover the latest trends, advances and strategies, so that students can carry out their professional work in a changing environment.

45% of graduates are promoted internally.



Access to a powerful network of contacts

TECH connects its students to maximize opportunities. Students with the same concerns and desire to grow. Therefore, partnerships, customers or suppliers can be shared.

You will find a network of contacts that will be instrumental for professional development.



Thoroughly develop business projects

Students will acquire a deep strategic vision that will help them develop their own project, taking into account the different areas in companies.

20% of our students develop their own business idea.



Improve soft skills and management skills

TECH helps students apply and develop the knowledge they have acquired, while improving their interpersonal skills in order to become leaders who make a difference.

Improve your communication and leadership skills and enhance your career.



Be part of an exclusive community

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

We give you the opportunity to train with a team of world renowned teachers.

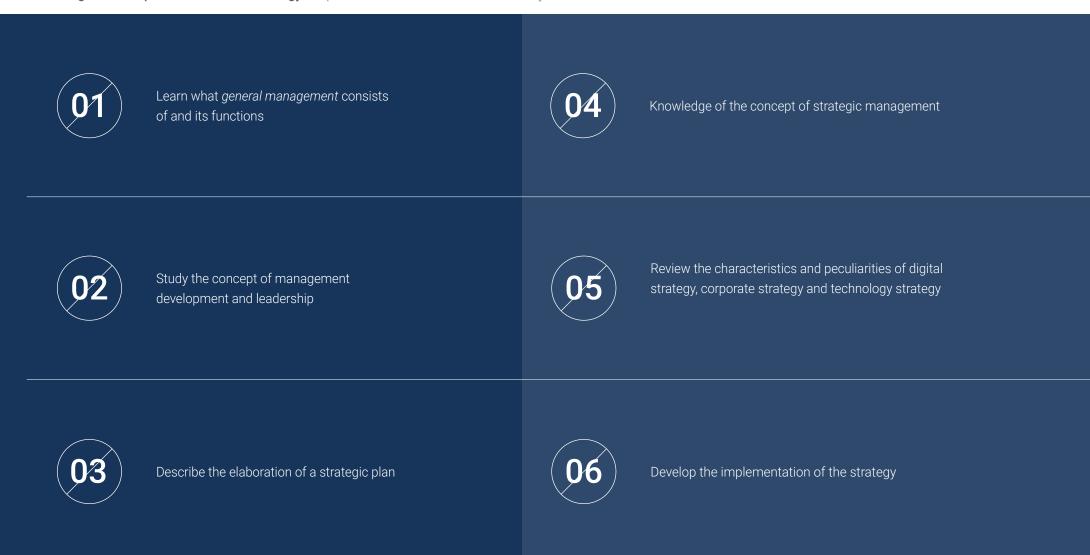




tech 16 | Objectives

TECH makes the objectives of its students its own. Working together to achieve them.

The **Postgraduate Diploma in Business Strategy** will provide the student with the necessary education to:





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Learn about communication in times of crisis

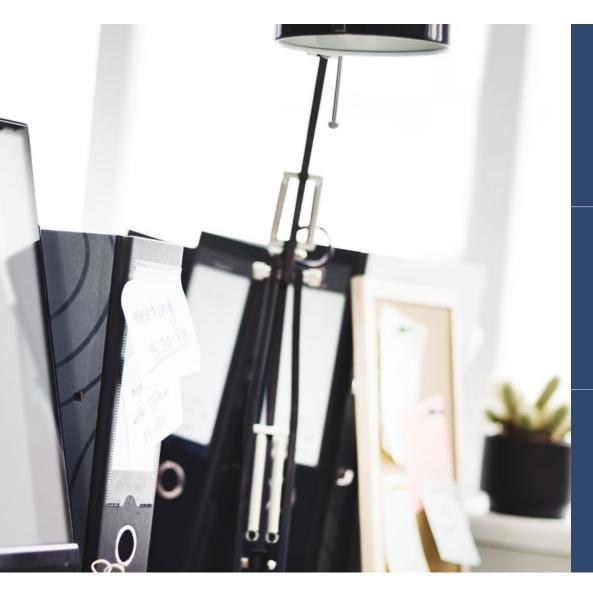
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Study about digital reputation



See the basics of internal communication





16

Know what Branding is and how it is developed



Learn what an Integral Communication Plan is and how it is planned



Learn about organizational design and structure





tech 22 | Structure and Content

Syllabus

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

Throughout this program, the student will analyze a multitude of practical cases through individual practice and teamwork. It is, therefore, an authentic immersion in real business situations.

This Postgraduate Diploma deals in depth with business planning, and is designed to specialize managers who understand business strategy from an international and innovative perspective.

A plan with which its students can achieve the desired excellence in business management and administration, using state-of-the-art knowledge. Thereby, they will be securing a prosperous working future, standing out from other employees and candidates who do not possess the specialized management knowledge they have acquired in this degree.

This Postgraduate Diploma takes place over 6 months and is divided into 4 modules:

Module 1	Management and Strategy of Companies and Organizations
Module 2	Corporate Communication
Module 3	Organizations: Crisis Management and Social Responsibility
Module 4	Marketing and Institutional Communication



Where, when, and how it is taught?

TECH offers its students the possibility of taking this degree completely online. During the 6 months the student has full access to the didactic content, being able to download it from any fixed or mobile device with internet connection.

A unique, key, and decisive educational experience to boost your professional development and make the definitive leap.

tech 24 | Structure and Content

Module 1. Management and Strategy of Co	mpanies and Organizations		
 1.1. General Management 1.1.1. The Concept of General Management 1.1.2. The General Manager's Action 1.1.3. The General Manager and its Functions 1.1.4. Transforming the Work of Management 	1.1	2.4. Leadership Styles2.5. Intelligence in Leadership2.6. The Challenges of Today's Leader	1.3. Planning and Strategy1.3.1. The Plan in a Strategy1.3.2. Strategic Positioning1.3.3. Strategy in Companies1.3.4. Plan
1.4. Strategic Management1.4.1. The Concept of Strategy1.4.2. The Process of Strategic Management1.4.3. Approaches in Strategic Management	1.5.1. Technology Strategy and its Impact on Digital Innovation 1.6	6. Corporate Strategy 5.1. The Concept of Corporate Strategy 5.2. Types of Corporate Strategies 6.3. Corporate Strategy Definition Tools	 1.7. Corporate Strategy and Technology Strategy 1.7.1. Creating Value for Customers and Shareholders 1.7.2. Strategic IS/IT Decisions 1.7.3. Corporate Strategy vs. Technology and Digital Strategy
1.8. Strategy Implementation1.8.1. Indicator Systems and Process Approach1.8.2. Strategic Map1.8.3. Differentiation and Alignment	 1.9.1. Sector Opportunities and Threats 1.9.2. The Concept of Value and Value Chain 1.9.3. Scenario Analysis, Decision-Making and 1.1 	10. Strategic Human Resources Management 0.1. Job Design, Recruitment and Selection 0.2. Training and Career Development 0.3. Strategic Approach to People Management	1.10.4. Design and Implementation of Personnel Policies and Practices
Module 2. Corporate Communication			
 2.1. Communication in Organizations 2.1.1. Organizations, People and Society 2.1.2. Historical Evolution of Organizational Behavior 2.1.3. Bidirectional Communication 	2.2.1. Generation and Distribution of Corporate Content 2.3	3. Advertising Communication 3.1. Integrated Marketing Communication 3.2. Advertising Communication Plan 3.3. Merchandising as a Communication Technique	 2.4. Effects of the Media 2.4.1. Efficiency of Commercial and Advertising Communication 2.4.2. Theories on the Effects of the Media 2.4.3. Social and Co-creation Models
 2.5. Online Agencies, Media, and Channels 2.5.1. Integral, Creative, and Online Agencies 2.5.2. Traditional and New Media 2.5.3. Online Channels 2.5.4. Other Digital Players 	2.6.1. Definition and Types of Crises2.6.2. Phases of the Crisis2.7	7. Digital Communication and Reputation 7.1. Online Reputation Report 7.2. Netiquette and Good Practices on Social Media 7.3. Branding and Networking 2.0	 2.8. Internal Communication 2.8.1. Motivational Programs, Social Action, Participation and Training with HR 2.8.2. Internal Communication Support and Tools 2.8.3. Internal Communication Plan
2.9. Branding2.9.1. The Brand and Their Functions2.9.2. Brand Creation (Branding)2.9.3. Brand Architecture	2.10. Integral Communication Plans2.10.1. Audit and Diagnosis2.10.2. Elaboration of Communication Plan2.10.3. Measuring results: KPIs and ROI		

Democracies

Societies

4.8.3. The media

4.8.1. Demand for Information in Democratic

4.8.2. Institutions as Sources of Information

Module 3. Organizations: Crisis Manage	ement and Social Responsibility		
3.1. Organisational Design 3.1.1. Organizational Design Concept 3.1.2. Organizational structure 3.1.3. Types of Organizational Designs	 3.2. Organizational Structure. 3.2.1. Main Coordination Mechanisms 3.2.2. Departments and Organization Charts 3.2.3. Authority and Responsibility 3.2.4. Empowerment 	3.3. Corporate Social Responsibility3.3.1. Social Commitment3.3.2. Sustainable Organizations3.3.3. Business Ethics	3.4. Social Responsibility in Organizations3.4.1. CSR Management in Organizations3.4.2. CSR Towards Employees3.4.3. Sustainable Action
3.5. Reputation Management 3.5.1. Corporative Reputation Management 3.5.2. Focus on Brand Reputation 3.5.3. Leadership Reputation Management	 3.6. Reputation Risk and Crisis Management 3.6.1. Listening to and Managing Feedback 3.6.2. Procedures, Crisis Manual and Contingency Plans 3.6.3. Spokesperson Training in Emergency Situations 	 3.7. Conflicts in Organizations 3.7.1. Interpersonal Conflicts 3.7.2. Conflict Conditions 3.7.3. Consequences of Conflicts 	 3.8. Lobbies and Pressure Groups 3.8.1. Opinion Groups and Their Actions in Businesses and Institutions 3.8.2. Institutional Relations and Lobbying 3.8.3. Areas of Intervention, Regulatory Instruments, Diffusion Strategies and Media
3.9. Negotiation 3.9.1. Intercultural Negotiation 3.9.2. Negotiation Focuses 3.9.3. Effective Negotiation Techniques 3.9.4. Restructuring	 3.10. Corporate Brand Strategy 3.10.1. Public Image and Stakeholders 3.10.2. Corporate Branding Strategy and Management 3.10.3. Corporate Communication Strategy in Line with Brand Identity 		
Module 4. Marketing and Institutional C	ommunication		
 4.1. Political Action in Institutions 4.1.1. Concept of Institution 4.1.2. Types of Institutions and Social Groups 4.1.3. Institutional Actions 	4.2. Institutional Marketing4.2.1. Institutional Markets: Citizens and Entities4.2.2. Institutional Offer4.2.3. Citizen Satisfaction	 4.3. Marketing Plans in the Institutions 4.3.1. Institutional Environment Analysis 4.3.2. Objectives of the Institution 4.3.3. Strategic and Operational Actions 	 4.4. Public Communication 4.4.1. Political Communication Agents 4.4.2. Formal Media: Press and Institutions 4.4.3. Informal Media: Networks and Opinion Makers
4.5. Institutional Communication	4.6. Institutional Policy Agenda Planning	4.7. Government communication: Open	4.8. Political Communication in

Government

4.7.3. Types of Messages

4.7.2. Media

4.7.1. Open Government Concept

4.9. Digital Democracy

Strategies

4.9.1. Concept of Digital Democracy

4.5.1. Institutional Information Content

4.5.3. Main Communication Strategies

4.5.2. Institutional Communication Objectives

- 4.9.2. Social Dialogue on the Internet 4.9.3. Elements of Use on the Internet

4.10. Social Responsibility in Institutions

- 4.10.1. Human Rights and Social Responsibility

4.6.1. Development of the Institutional Agenda 4.6.2. Design of Institutional Campaigns

4.6.3. Target Groups of the Campaigns

- 4.10.2. Climate Change and Social Responsibility
- 4.10.3. Institutional Ethics



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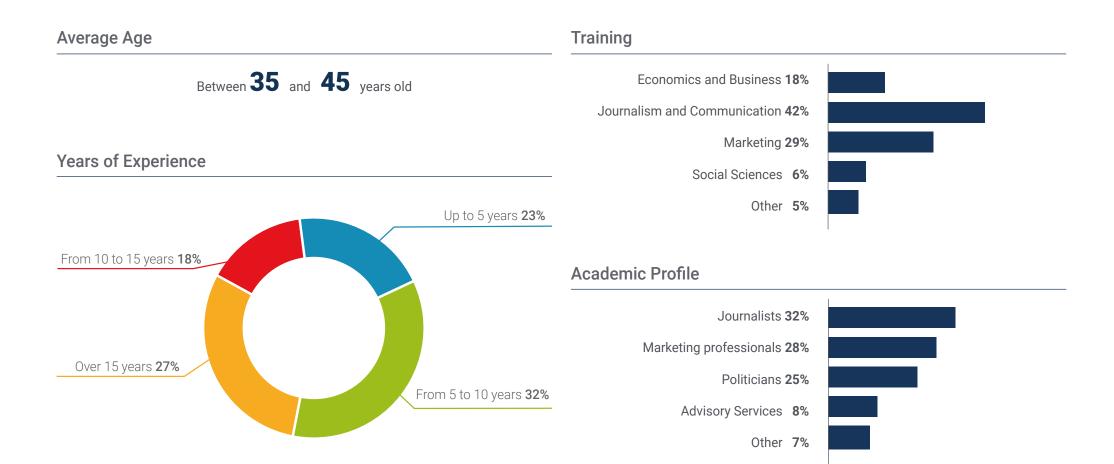
We periodically evaluate and re-evaluate students' knowledge throughout the program, through assessment and self-assessment activities and exercises, so that they can see how they are achieving their goals.



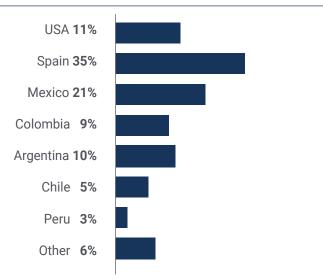
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Geographical Distribution





Jorge Gálvez

Chief Executive Officer

"I would highlight from this Postgraduate Diploma how it instructs its students in the different communicative facets of a company. I learned to take the reins of my business with an outside and inside perspective that have been key to my professional success"





tech 40 | 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







tech 44 | Impact on Your Career

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

TECH's Postgraduate Diploma in Business Strategy is an intensive program that prepares the student to face creative and strategic challenges and weighty decisions to achieve their goals. 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.

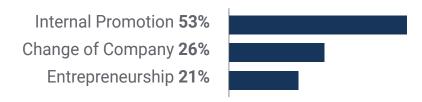
Specialize with us and increase your skills in Business Strategy.

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 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 come into contact with the main markets in 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

Equip its professionals with the skills to take on new challenges and thereby drive the organization forward.







tech 52 | Certificate

This **Postgraduate Diploma in Business Strategy** contains the most complete and up-to-date program on the market.

After the student has passed the evaluations, they will receive their corresponding **Postgraduate Diploma** 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 Strategy

Official No of Hours: 400 h.



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



Postgraduate Diploma Business Strategy

» Modality: online

» Duration: 6 months

» Certificate: TECH Technological University

» Dedication: 16h/week

» Schedule: at your own pace

» Exams: online

