



Postgraduate Diploma

Communication and Marketing

» Modality: online

» Duration: 6 months

» Certificate: TECH Global University

» Credits: 15 ECTS

» Schedule: at your own pace

» Exams: online

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

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

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01 **Welcome**

The communication-marketing binomial is currently acquiring great relevance at the business level. These departments need to have teams that are highly specialized in the latest marketing tools, with which they can direct their messages to their target audience and create more effective promotional campaigns, achieving better results in a short period of time. In this way, designing and implementing effective strategies in these areas will achieve company growth and an adequate reputational level. This TECH program meets the academic demand of business professionals seeking to improve their knowledge in this field in order to be able to manage the communication and marketing departments of their companies.







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.

+100000

+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.



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.

access to Harvard Business

School case studies"

Teachers representing 20 different nationalities.





Academic Excellence

TECH offers students the best online learning methodology. The university combines the Relearning methodology (the most internationally recognized postgraduate learning methodology) with Harvard Business School case studies. A complex balance of traditional and state-of-the-art methods, within the most demanding academic framework.



Economy of Scale

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





tech 12 | Why Our Program?

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



A significant career boost

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

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



Develop a strategic and global vision of companies

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

Our global vision of companies will improve your strategic vision.



Consolidate the student's senior management skills

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

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



Take on new responsibilities

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

45% of graduates are promoted internally.



Access to a powerful network of contacts

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

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



Thoroughly develop business projects

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

20% of our students develop their own business idea.



Improve soft skills and management skills

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

Improve your communication and leadership skills and enhance your career.



Be part of an exclusive community

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

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





tech 16 | Objectives

Your goals are our goals.

We work together to help you achieve them.

The Postgraduate Diploma in Communication and Marketing will train you to:



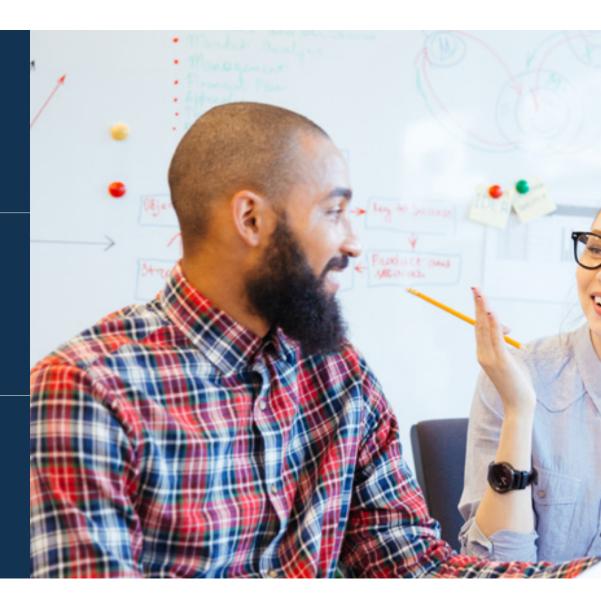
Describe how to integrate the internet into the organization's communication marketing strategy



Describe the role of personal selling within marketing communication, as well as the basis for relationship management and the integration of communication efforts



Design and implement the external communication procedures available to the company: advertising, public relations, sponsorship, direct and interactive marketing, promotion and personal selling







List the communication processes on the Internet and their differences with respect to those that take place through other media



Explain the importance of the brand as a strategic asset and its management in conventional and digital environments



Analyze and assess the importance of management skills for personal and professional development





tech 20 | Structure and Content

Syllabus

The Postgraduate Diploma in Communication and Marketing at TECH Global University is an intensive program that prepares you to face decisions in corporate communication and reputation management.

The content of the Postgraduate
Diploma in Communication and
Marketing is designed to promote the
development of managerial skills that
enable more thorough decision-making
in uncertain environments.

Throughout 375 hours of study, the student will analyze a multitude of practical cases through individual work, adding a better competitive edge to their professional profile. It is, therefore, an authentic immersion in real business situations.

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

A plan designed for you, focused on improving your career and preparing you to achieve excellence in business management and administration. A program that understands both the student's and their company's needs 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 skills to solve critical situations, creatively and efficiently.

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

| Module 1 | Managerial Skills |
|----------|---|
| Module 2 | Marketing and Communication |
| Module 3 | Customer Relationship Management |
| Module 4 | Communication Strategy in the Digital World |



Where, When and How is it Taught?

TECH offers the possibility of taking this program completely online. Throughout 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 22 | Structure and Content

Public Digital Campaigns

2.5.2. Traditional Metrics and Digital GRPs

2.5.3. CrossMedia and Interactions

2.5.1. Ad servers

Module 1. Managerial Skills 1.1. Public Speaking and Spokesperson 1.3. Personal Branding 1.4. Team Management Communication and Leadership Leadership and Leadership Styles Training 1.3.1. Strategies for Personal Brand Development Work Teams and Management Meetings 1.2.2. Motivation Managing Change Processes 1.3.2. Personal Branding Laws 1.1.1. Interpersonal Communication Skills and Abilities of the Leader 2.0 1.3.3. Tools for Creating Personal Brands 1.4.3. Managing Multicultural Teams 1.1.2. Communication Skills and Influence 1.4.4. Coaching 1.1.3. Communication Barriers Negotiation and Conflict Resolution **Emotional Intelligence** 1.7. Relational Capital: Coworking 1.8. Time Management Effective Negotiation Techniques Emotional Intelligence and Communication Managing Human Capital Planning, Organisation and Control 1.5.2. Interpersonal Conflicts Assertiveness, Empathy, and Active Listening Performance Analysis The Methodology of Time Management 1.5.3. Intercultural Negotiation 1.6.3. Self-Esteem and Emotional Language 1.7.3. Managing Equality and Diversity 1.8.3. Action Plans 1.7.4. Innovation in People Management 1.8.4. Tools for Efficient Time Management Module 2. Marketing and Communication 2.2. Digital Media Planning and 2.3. Promotional Marketing 2.4. Planning, Execution and 2.1. Product Placement and **Branded Content** Measurement of SEM Campaigns Contracting 2.3.1. Consumer Promotions 2.3.2. Sales Force, Channel, Point of Sale and 2.1.1. Unique Forms of Communication and Brand Real Time Bidding 2.4.1. Search Engine Marketing Special Promotions Integrated Digital Campaign Planning 2.4.2. Conversion of Traffic to Qualified Traffic Placement 2.3.3. Success and Cost-Effectiveness of 2.1.2. Concepts, Products and Services in User-2.2.3. Advertising Investment Control Scorecard 2.4.3. SEM Project Management Promotional Actions Friendly Media 2.5. Metrics and Results Analysis in 2.7. Mobile Marketing, Geo-localization 2.8. Advertising Effectiveness 2.6. Display Advertising, Rich Media

and Internet TV

2.7.2. Geo-localization

2.7.1. New Mobile Marketing Applications

Geotagging and Mobile

2.7.3. Applications which Integrate Websites,

Research Techniques and Tracking

2.8.3. Notoriety and Time Distribution Patterns of

Coverage and Effective Frequency Analysis

Campaigns

Advertising Pressure

and Viral Publicity

2.6.1. Media. Formats and Supports

The Conversion Cycle

2.6.3. Buzz Marketing and WOM

| 3.1. CRM and Relational Marketing | 3.2. | 3 · · · · · · · · · · · · · · · · · · · | 3.3. | Consumer Psychology and | 3.4. | Consumer Centric Marketing |
|---|---|--|--------------------------------------|--|----------------------------|---|
| 3.1.1. Business Philosophy or Strategic Orientatio 3.1.2. Customer Identification and Differentiation 3.1.3. The Company and its Stakeholders 3.1.4. Clienting Clienteling | n 3.2.1. 3.2.2. 3.2.3. | Relationship Management Database Marketing Applications Laws and Regulations Information Sources, Storage, and Processing | 3.3.1. 3.3.2. 3.3.3. 3.3.4. | Behavior The Study of Consumer Behavior Internal and External Consumer Factors Consumer Decision Process Consumerism, Society, Marketing, and Ethics | 3.4.1. 3.4.2. 3.4.3. | Profitability Analysis |
| 3.5. CRM Management Techniques 3.5.1. Direct Marketing 3.5.2. Multichannel Integration 3.5.3. Viral Marketing | 3.6.1. 3.6.2. 3.6.3. | Advantages and Risks of Implementing CRM CRM, Sales and Costs Customer Satisfaction and Loyalty Technology Implementation | | | | |
| | 3.6.4. | | | | | |
| 4.1. Web 2.0 or the Social Web | | Strategic and Management Errors gital World Digital Communication and | 4.3. | Designing and Planning an Online | 4.4. | General, Professional, and |
| 4.1. Web 2.0 or the Social Web 4.1.1. Organization in the Age of Conversation 4.1.2. Web 2.0 Is All About People | n the Dig 4.2. 4.2.1. 4.2.2. | Strategic and Management Errors gital World Digital Communication and Reputation Online Reputation Report | 4.3. 4.3.1. 4.3.2. 4.3.3. | Reputation Plan Brand Reputation Plan | 4.4.1. 4.4.2. | General, Professional, and Microblogging Platforms Facebook LinkedIn Twitter |
| 4.1.1. Organization in the Age of Conversation 4.1.2. Web 2.0 Is All About People 4.1.3. Digital Environment and New Communication Formats 4.5. Video, Image, and Mobility | n the Dig 4.2. 4.2.1. 4.2.2. 4.2.3. 4.6. | Strategic and Management Errors gital World Digital Communication and Reputation Online Reputation Report Netiquette and Good Practices on Social Media Branding and Networking 2.0 Content and Storytelling Strategy | 4.3.1. 4.3.2. 4.3.3. | Reputation Plan Brand Reputation Plan General metrics, ROI, and Social CRM Online Crisis and Reputational SEO Social Media Strategies | 4.4.1. 4.4.2. 4.4.3. | Microblogging Platforms Facebook LinkedIn Twitter Community Management |
| 4.1. Web 2.0 or the Social Web 4.1.1. Organization in the Age of Conversation 4.1.2. Web 2.0 Is All About People 4.1.3. Digital Environment and New Communication Formats | n the Dig 4.2. 4.2.1. 4.2.2. 4.2.3. | Strategic and Management Errors gital World Digital Communication and Reputation Online Reputation Report Netiquette and Good Practices on Social Media Branding and Networking 2.0 Content and Storytelling Strategy Corporate Blogging Content Marketing Strategy | 4.3.1. 4.3.2. 4.3.3. | Reputation Plan Brand Reputation Plan General metrics, ROI, and Social CRM Online Crisis and Reputational SEO Social Media Strategies Corporate PR and Social Media | 4.4.1. 4.4.2. 4.4.3. | Microblogging Platforms Facebook LinkedIn Twitter Community Management Functions, Duties, and Responsibilities of th Community Manager |

4.10. Online Monitoring Tools

4.10.1. Management Tools and Desktop Applications 4.10.2. Monitoring and Research Tools

4.9. Social Media Plan

4.9.1. Designing a Social Media Plan4.9.2. Schedule, Budget, Expectations, and Monitoring

4.9.3. Contingency Protocol in Case of Crisis



This training program offers 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 26 | Methodology

At TECH Business School we use the Harvard case method

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.





We are the first online university to combine Harvard Business School case studies with a 100% online learning system based on repetition.



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 intensive program from TECH Global University School of Business prepares students to face all the challenges in this area, both nationally and internationally. We are committed to promoting personal and professional growth, the best way to strive for success, that is why TECH uses Harvard case studies, with which we have a strategic agreement that allows us to provide our students with material from the best university the world.



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 28 | Methodology

Relearning Methodology

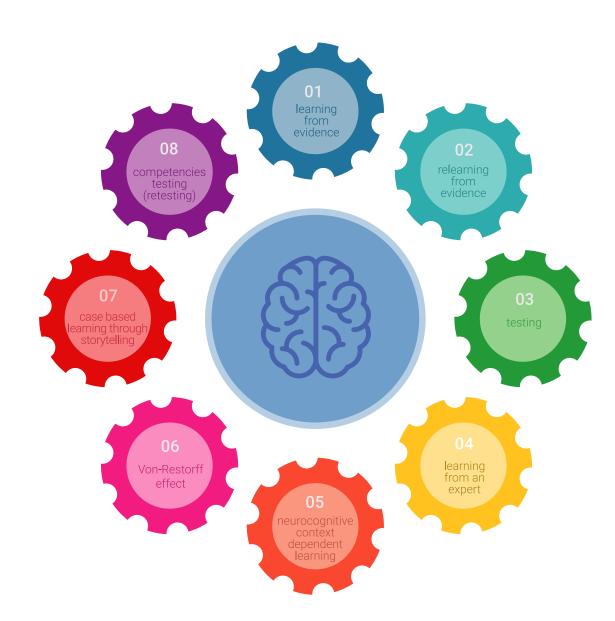
Our university is the first in the world to combine Harvard University case studies with a 100% online learning system based on repetition, which combines different teaching elements in each lesson.

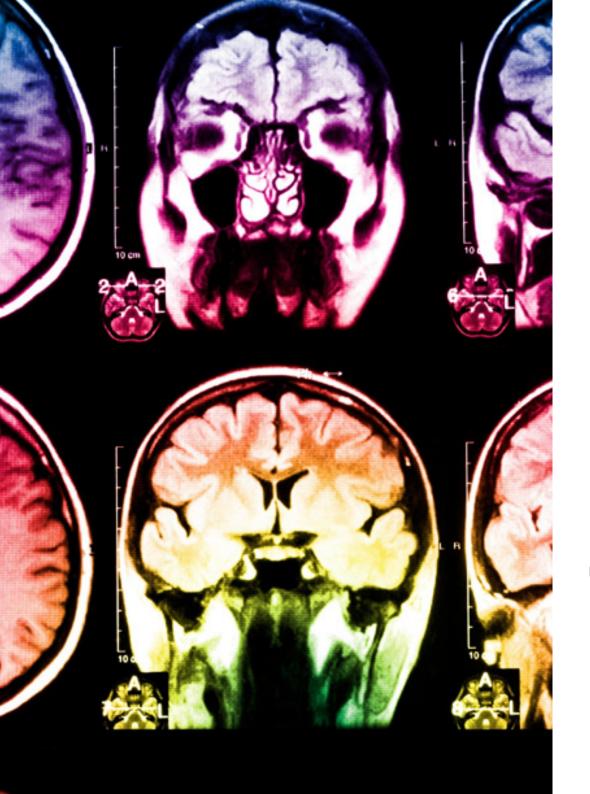
We enhance Harvard case studies with the best 100% online teaching method: Relearning.

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 | 29 **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.



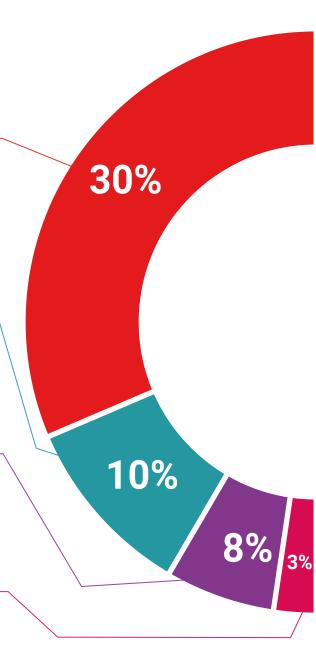
Management Skills Exercises

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.





They will complete a selection of the best business cases used at Harvard Business School. Cases that are presented, analyzed, and supervised by the best senior management specialists in Latin America.



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 multimedia content presentation training Exclusive system 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 your goals.



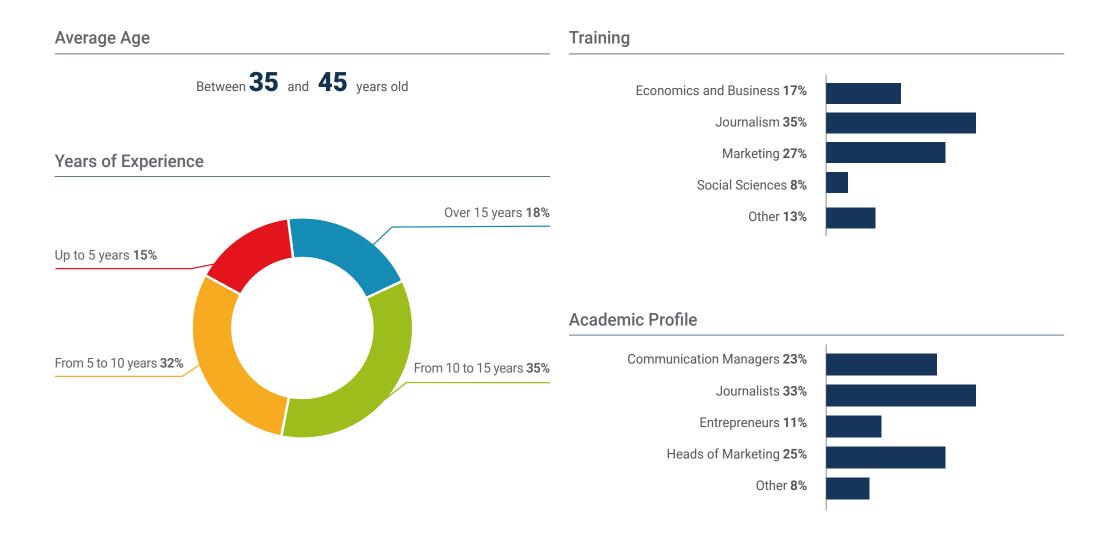


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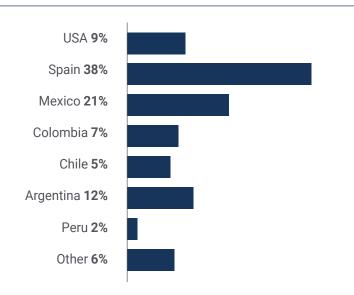




tech 34 | Our Students' Profiles



Geographical Distribution





Ramón Vela

Marketing Director

"In my profession, I am always looking to expand my knowledge in order to access more innovative resources. Thanks to this program at TECH, I was able to learn the main paths of business communication that are currently used, as well as the most up-to-date marketing tools. All of these are matters that I deal with on a daily basis in my work"





International Guest Director

Doctor Eric Nyquist is an outstanding professional in the international sports field, who has built an impressive career, standing out for his strategic leadership and his ability to drive change and innovation in top-level sports organizations.

In fact, he has held senior roles such as Director of Communications and Impact at NASCAR, based in Florida, United States. With many years of experience behind him at NASCAR, Dr.

Nyquist has also held several leadership positions, including Senior Vice President of Strategic

Development and General Manager of Business Affairs, managing more than a dozen disciplines ranging from strategic development to entertainment marketing.

Nyquist has also made a significant mark on Chicago's top sports franchises. As Executive Vice President of the Chicago Bulls and Chicago White Sox franchises, he has demonstrated his ability to drive business and strategic success in the world of professional sports.

Finally, it is worth noting that he began his career in sports while working in New York as a senior strategic analyst for Roger Goodell in the National Football League (NFL) and, prior to that, as a Legal Intern with the United States Soccer Federation.



Dr. Nyquist, Eric

- Director of Communications and Impact, NASCAR, Florida, United States
- Senior Vice President, Strategic Development, NASCAR, United States
- Vice President, Strategic Planning, NASCAR
- Senior Director of Business Affairs at NASCAR
- Executive Vice President, Chicago White Sox Franchises
- Executive Vice President, Chicago Bulls Franchises
- Manager of Business Planning at the National Football League (NFL)
- Business Affairs/Legal Intern with the United States Soccer Federation
- Juris Doctor from the University of Chicago
- Master of Business Administration-MBA from the University of Chicago Booth School of Business
- Bachelor's Degree in International Economics from Carleton College



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

tech 40 | Course Management

Management



D. Larrosa Guirao, Salvador

• Specialist professor in finance with vast experience in this field and in teaching

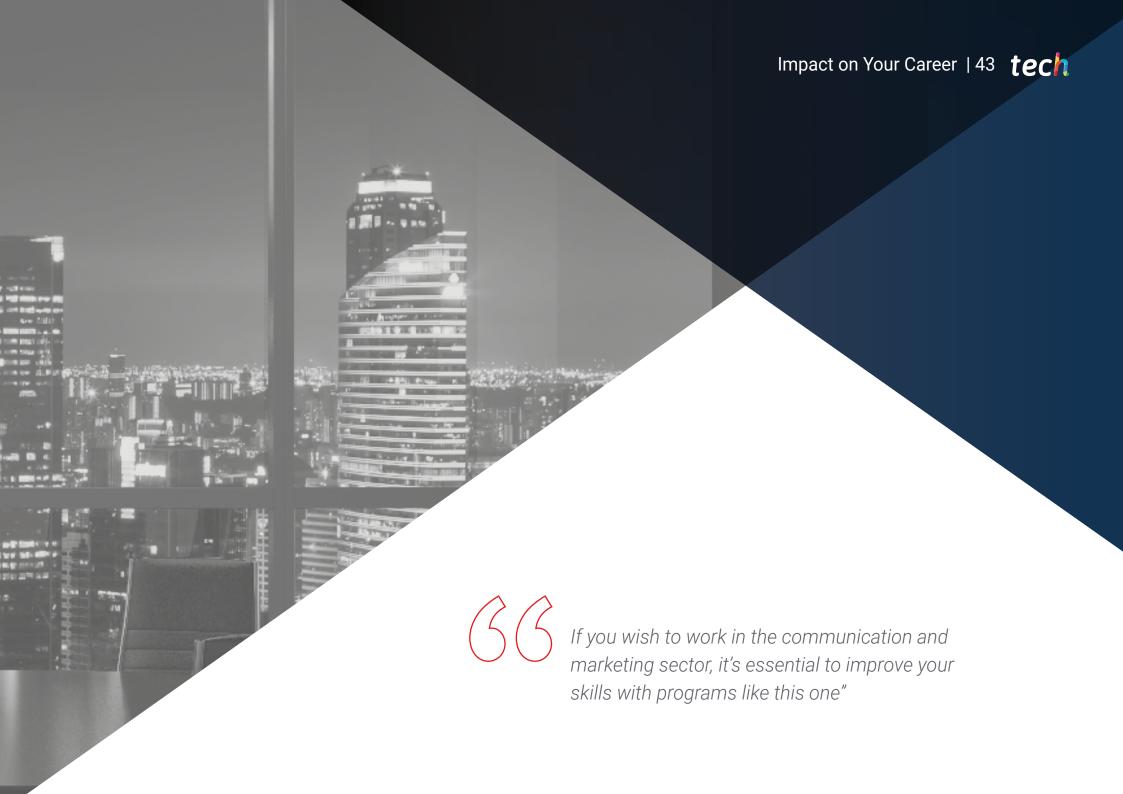
Professors

Ms. Gomis Noriega, Silvia

- Professor of Innovation
- Professional with extensive experience and background in teaching







tech 44 | Impact on Your Career

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

TECH is aware that studying a program like this entails great economic, professional and, of course, personal investment. The ultimate goal of this great effort should be to achieve professional growth.

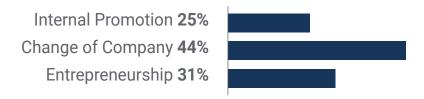
40% of the offers received by our students are from networking.

Know the main digital marketing tools and get involved in a growing field.

Professional change for our students



Type of change



Salary increase

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

Salary before \$77,000 A salary increase of

25.22%

Salary after **\$96,419**





tech 48 | Benefits for Your Company

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



Intellectual Capital and Talent Growth

You 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, 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

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







tech 52 | Certificate

This program will allow you to obtain your **Postgraduate Diploma in Communication and Marketing** 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 Communication and Marketing

Modality: online

Duration: 6 months

Accreditation: 15 ECTS



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

Postgraduate Diploma in Communication and Marketing

This is a program of 375 hours of duration equivalent to 15 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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