



Postgraduate Diploma Digital Marketing

» Modality: online

» Duration: 6 months

» Certificate: TECH Global University

» Credits: 16 ECTS

» Schedule: at your own pace

» Exams: online

Target Group: Graduates and professionals with demonstrable experience in fields such as sales, marketing, and other similar areas.

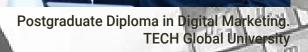
Website: www.techtitute.com/us/school-of-business/postgraduate-diploma/postgraduate-diploma-digital-marketing

Index

02 03 Why Study at TECH? Why Our Program? Objectives Welcome p. 10 p. 4 p. 6 p. 14 06 05 Structure and Content Methodology Our Students' Profiles p. 24 p. 18 p. 32 80 Course Management Impact on Your Career Benefits for Your Company p. 36 p. 40 p. 44 Certificate

01 **Welcome**

The digital revolution has opened the doors to businesses around the world so that buyers from anywhere in the world can access their products. This has led to increased competition on websites to attract this new niche of potential customers, with increasingly elaborate digital marketing campaigns. This TECH program, in addition to instructing students in basic digital marketing strategies, enables them to lead teams in online communication departments. Therefore, this is an excellent opportunity to broaden your career horizons and opportunities for advancement within the same organization.









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.



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.

School case studies."

Teachers representing 20 different nationalities.





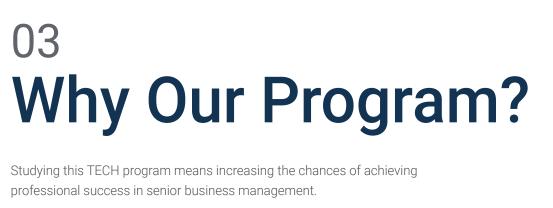
Academic Excellence

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.



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



A Strong Boost to Your Career

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

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



You will 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.



You will take on new responsibilities

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

45% of graduates are promoted internally.



Access to a powerful network of contacts

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

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



Thoroughly develop business projects.

Students will acquire a deep strategic vision that will help themdevelop their own project, taking into account the different 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.



You will 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. Working together to achieve them.

The **Postgraduate Diploma in Digital Marketing** trains the student to:



Describe new digital tools to acquire customers and strengthen a brand



Develop techniques and strategies in the digital environment associated with marketing, sales, and communication to establish channels for attracting and retaining users



Understand the new digital communication paradigm







Successfully lead partially or fully digitized marketing or sales teams



Develop a solid and complete digital marketing plan for the organization



Understand how the overall e-commerce process is carried out and through which platforms it is managed





tech 20 | Structure and Content

Syllabus

The Postgraduate Diploma in Digital Marketing contains the most innovative strategies in the world of online marketing, including inbound marketing, digital neuromarketing, blended marketing and other techniques used by the most prestigious firms.

With this, the student is not only gaining valuable professional knowledge with which to significantly improve their results but is also incorporating into their portfolio of skills a series of tools that will surely be of great help to improve their job position.

The teaching is also supported by a large amount of audiovisual content to

facilitate the study process. In addition to this, during the 400 hours of training, real case studies of different uses of digital marketing are studied in depth, so that the student learns contextually all the knowledge imparted.

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

Module 1	Digital Marketing and E-Commerce
Module 2	Digital Marketing Strategy
Module 3	Inbound Marketing
Module 4	Entrepreneurship



Where, When and How is it Taught?

TECH offers the possibility of studying this Postgraduate Diploma in Digital Marketing 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

Module 1. Digital Marketing and E-Comm	nerce		
 1.1. Digital Marketing and E-Commerce 1.1.1. The Digital Economy and the Sharing Economy 1.1.2. Trends and Social Changes in Consumers 1.1.3. Digital Transformacion of Traditional Companies 1.1.4. The Roles of the Chief Digital Officer 1.2. Digital Strategy 	 1.2.1. Segmentation and Positioning in the Competitive Context 1.2.2. New Marketing Strategies for Products and Services 1.2.3. From Innovation to Cash Flow 	 1.3. Technology Strategy 1.3.1. Basic Concepts of Web Development 1.3.2. Hosting and Cloud Computing 1.3.3. Content Management Systems (CMS) 1.3.4. Formats and Digital Media 1.3.5. Technological e-Commerce Platforms 	 1.4. Digital Control 1.4.1. Privacy Policy and LOPD 1.4.2. Fake Profiles and Fake Followers 1.4.3. Legal Aspects of Marketing, Advertising, and Digital Content
 1.5. Online Market Research 1.5.1. Quantitative Research Tools for Online Markets 1.5.2. Dynamic Qualitative Customer Research Tools 	1.6. Online Agencies, Media, and Channels1.6.1. Integral, Creative, and Online Agencies1.6.2. Traditional and New Media	1.6.3. Online Channels 1.6.4. Other Digital Players	
Module 2. Digital Marketing Strategy			
2.1. Managing Digital Business	Brand	Strategy	Retain Customers

cion of the Media 2.2.2. eating a Digital Marketing 2.2.3.	Brand Branded Content and Storytelling Hypersegmentation Videomarketing Social Sales	2.3.2.	Strategy Closed Loop Marketing Continuous Loop Marketing Multichannel Marketing	2.4.2.	Retain Customers Hypersegmentation and Micro-Localization Loyalty and Retention Strategies via the Internet
ción of the Media 2.2.2. eating a Digital Marketing 2.2.3. 2.2.4. ning and Recruitment	Hypersegmentation Videomarketing	2.3.2.	Continuous Loop Marketing	2.4.2.	Loyalty and Retention Strategies via the Internet
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ning and Recruitment	Social Sales			2.4.3.	Vioitar Palationahin Managamant
					Visitor Relationship Management
rigital Marketing Flam					
ing to Reinforce a	5.6			2.5.	Digital Marketing Trends
2.3.	Defining the Digital Marketing	2.4.	Digital Marketing to Attract and		
2.6.2.	Multi-Platform, Multi-Segment, and Multi-	2.7.2.	Creating an Online Marketing Plan	2.8.2.	Personalize and Segment
eting	Personalization Campaigns			2.8.3.	Improve the User Experience
2.6.3.	Advertising on Digital Television	2.7.4.	Launch and Management		
tal Campaigns 2.7.	Online Marketing Plan	2.8.	Blended Marketing		
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3.4. Content Generation

3.1.1. Effective Inbound Marketing 3.2.1. Consumer Intent Modelling and Buyer Content Optimizacion for Search Engines 3.4.1. User and Brand Generated Content 3.1.2. The Benefits of *Inbound* Marketing 3.3.2. Recycling and Content Improvement 3.4.2. Blogging Opportunities Personas 3.1.3. Measuring the Success of *Inbound* Marketing 3.2.2. Customer Journey Mapping 3.4.3. Video and Other Formats 3.2.3. Content Strategy 3.5. Dynamic Content Development 3.6. Conversion 3.5.1. Influencers 3.6.1. Lead Capturing and CRO 3.5.2. Blogger Outreach 3.6.2. Lead Nurturing and Marketing Automation 3.5.3. Paid Content Seeding Module 4. Entrepreneurship 4.4. Project Management 4.1. Innovation Methodology and 4.3. Entrepreneurship and Innovation 4.2. Strategic Innovation Intelligence **Knowledge Society** 4.2.1. Technology Monitoring 4.3.1. Strategies to Search for Business 4.4.1. Agile Development 4.2.2. Technology Foresight 4.4.2. Lean Management in Startups Opportunities 4.1.1. Design Thinking 4.2.3. Coolhunting 4.3.2. Feasibility Assessment of New Projects 4.4.3. Project Tracking and Project Steering 4.1.2. The Blue Ocean Strategy 4.3.3. Innovation Management Systems 4.1.3. Collaborative Innovation 4.3.4. Entrepreneur Soft Skills 4.1.4. Open Innovation 4.6. Financing Startups 4.5. Business Plan 4.5.1. Business Plan in the Digital Era 4.6.1. Seed Phase: Financial Funds and Subsidies 4.5.2. Value Proposition Model 4.6.2. Startup Phase: Business Angels 4.6.3. Growth Phase: Venture Capital 4.6.4. Consolidation Phase: IPO

3.3. Content Optimization

Module 3. Inbound Marketing

3.1. The Definition of Inbound Marketing

3.2. Target Research



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 26 | Methodology

At TECH Business School we use the Harvard case method.

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.



At TECH, you will experience a learning methodology that is shaking the foundations of traditional universities around the world."



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, students 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 adapted in audiovisual format, to create the TECH online working method. All this, with the latest techniques that offer high quality pieces in each and every one of the materials that are made available to the student.



Classes

There is scientific evidence suggesting that observing third-party experts can be useful.

Learning from an Expert strengthens knowledge and memory, and generates confidence in future difficult decisions.



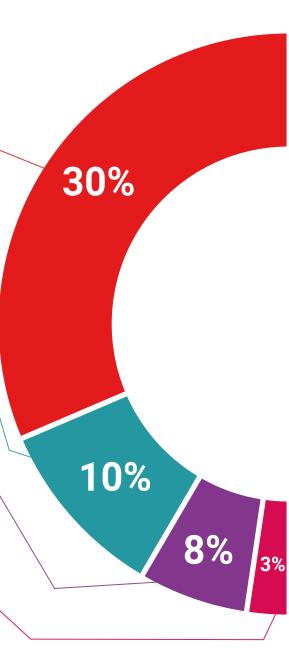
Management Skills Exercises

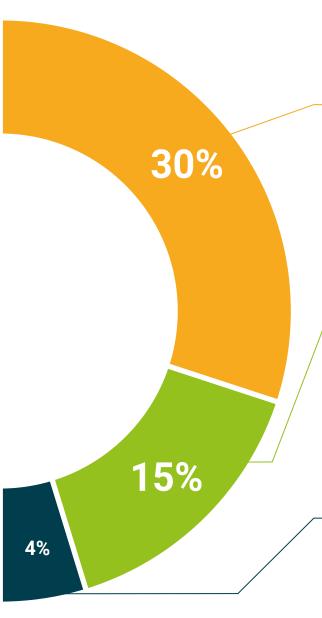
They will carry out activities to develop specific executive competencies in each thematic area. Practices and dynamics to acquire and develop the skills and abilities that a high-level manager needs to develop in the context of the globalization we live in.



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.





Case Studies

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 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.



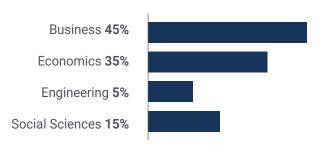


tech 34 | Our Students' Profiles

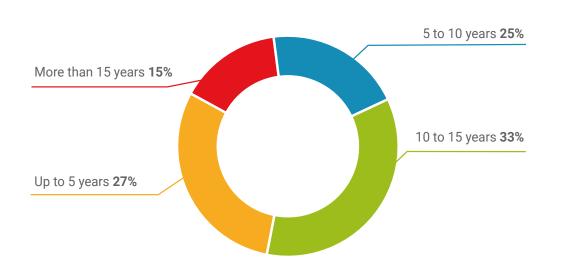


Between $\mathbf{35}$ and $\mathbf{45}$ years old

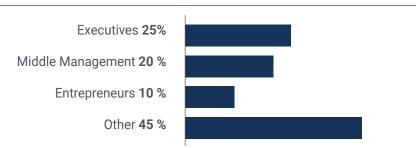
Training



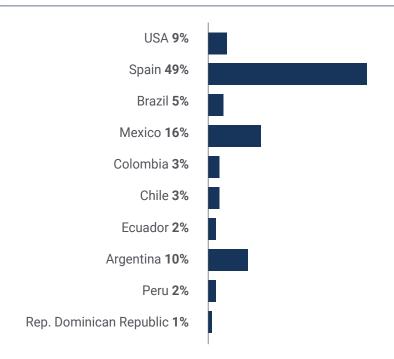
Years of Experience



Academic Profile



Geographical Distribution





Miriam Díaz

Social Media and Content Manager

"From this Postgraduate Diploma I would emphasize the teachers' ability to transmit and share knowledge in a simple, precise and orderly manner. With the balance achieved between theory and practice, the student ends up acquiring the key tools work. It's definitely an investment with great short-term returns".





Director Invitado Internacional

Dr. Ben Marder is a leading figure in the field of Marketing, internationally recognized for his profound contributions to the understanding of consumer behavior in the digital age. As such, he has demonstrated exceptional leadership, cementing his reputation as a scholar of unparalleled caliber.

Also, as part of his research agenda is the exploration of social and commercial consumer behavior in the context of digital technologies, especially social networks. In fact, his prolific publication record boasts over 40 articles accepted by reputable journals such as the Journal of Retailing, European Journal of Marketing and Journal of Business Research. In addition, his pioneering work on the "Chilling Effect" of social media has attracted international attention, with appearances in prestigious media such as The New York Times, Harvard Business Review and the BBC. In this way, the study has revealed how the use of social networks influences behavior in real life, a revelation that has resonated with both academics and the public.

Similarly, beyond his research efforts, he has excelled as Program Coordinator for Introduction to Business Research Programs, playing a pivotal role in shaping the educational landscape. He has also served as Director of Marketing Research Programs, overseeing research projects and promoting student and academic welfare, all at the University of Edinburgh Business School.

Finally, Dr. Ben Marder has been recognized for his innovative research presentations, including his exploration of the unintended consequences of marketing technologies. As such, through his exhaustive work, he continues to illuminate the complexities of Digital Marketing and leave an indelible mark on both academia and industry.



Dr. Marder, Ben

- Director of Marketing Research Programs, University of Edinburgh, UK
- Program Coordinator for Introduction to Business Research Programs at the University of Edinburgh Business School
- Media appearances in The New York Times, Harvard Business Review and the BBC
- Publications in Journal of Retailing, European Journal of Marketing and Journal of Business Research
- Doctorate in Marketing and Information Systems from the University of Bath
- Master's Degree in Marketing from the University of Leicester
- BSc in Financial Economics from the University of Leicester



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

tech 40 | Course Management

Management



Mr. Galán, José

- Specialist in Online Marketing, E-commerce, SEO, SEM, Blogging
- Director of E-Marketing at TECH Technological University
- Blogger at "Cosas sobre Marketing Online" (Things about Online Marketing) www.josegalan.es
- Director of Corporate Marketing, Médica Panamericana
- Degree in Advertising and Public Relations. Complutense University of Madrid
- European Higher Education Program in Digital Marketing ESIC







tech 44 | Impact on Your Career

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

TECH's Postgraduate Diploma in Digital Marketing prepares its students for all kinds of challenges at the head of an online communication department, with differentiating tools that will help them overcome any possible obstacle quickly and effectively.

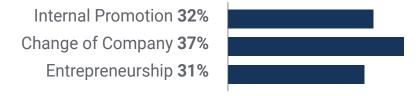
Do not miss the opportunity to train with us and you will find the improvement you were looking for.

If you want to make a positive change in your profession, our academic program will help you achieve it.

When the change occurs



Type of change



Salary increase

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

\$32,900

A salary increase of

25.22%

\$41,200





tech 48 | Benefits for Your Company

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



Intellectual Capital and Talent Growth

The executive 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

The manager 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 Organisation will come into contact with the main markets in the world economy.





Project Development

The manager can work on a real project or develop new projects.

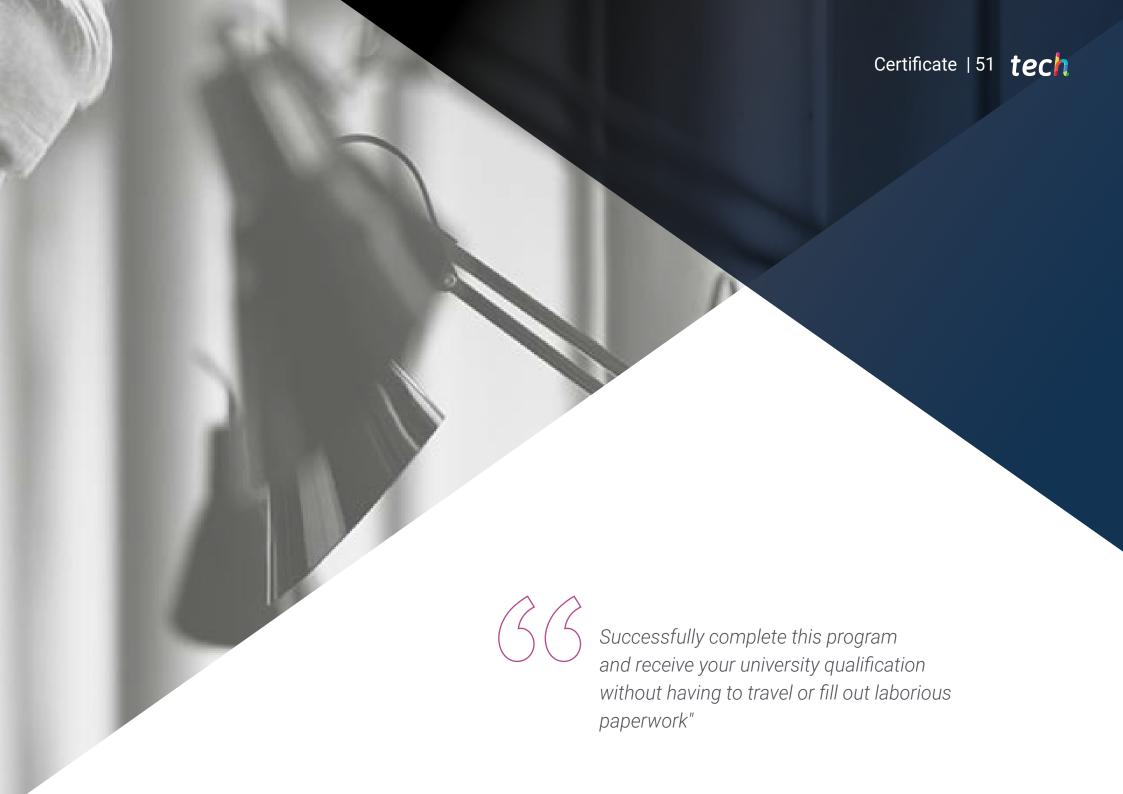


Increased competitiveness

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







tech 52 | Certificate

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

Modality: online

Duration: 6 months

Accreditation: 16 ECTS



has successfully passed and obtained the title of: Postgraduate Diploma in Digital Marketing

This is a program of 400 hours of duration equivalent to 16 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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