



### Postgraduate Diploma Inbound Marketing

» Modality: online

» Duration: 6 months

» Certificate: **TECH Global University** 

» Accreditation: 15 ECTS

» Schedule: at your own pace

» Exams: online

» Target Group: Graduates and professionals with demonstrable experience in logistics areas.

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

# Index

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

# 01 **Welcome**

Inbound Marketing has emerged as a response to more traditional marketing techniques dedicated to bombarding the potential customer with more aggressive offers or messages. By shifting the focus to less intrusive advertising, companies that choose this increasingly popular path will have a much better and more expert perception by their audience. With this TECH Postgraduate Diploma, professionals can stand out in their field with advanced knowledge of Inbound Marketing, advising world-class companies and securing a more prosperous working future with better opportunities in top-ranking 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.

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 Harvard Business School case studies"

### 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 *Re-learning* 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.

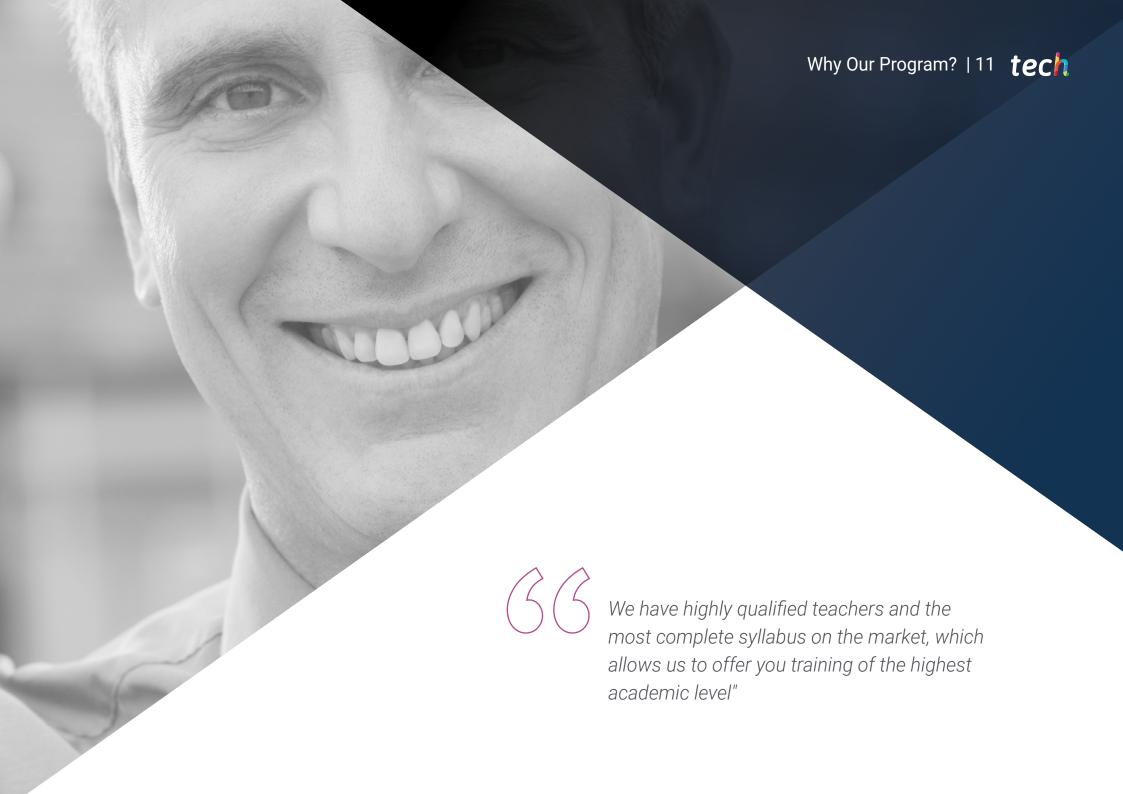


### **Economy of Scale**

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 students with a multitude of professional and personal advantages, particularly the following:



### A significant career boost

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

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



## Develop a strategic and global vision of companies.

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

Our global vision of companies will improve your strategic vision.



### Consolidate the student's senior management skills

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

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



### Take on new responsibilities

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

45% of graduates are promoted internally.



### Access to a powerful network of contacts

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

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



### Thoroughly develop business projects

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

20% of our students develop their own business idea.



### Improve soft skills and management skills

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

Improve your communication and leadership skills and enhance your career.



### Be part of an exclusive community

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

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





### tech 16 | Objectives

TECH makes the goals of their students their own goals too. Working together to achieve them.

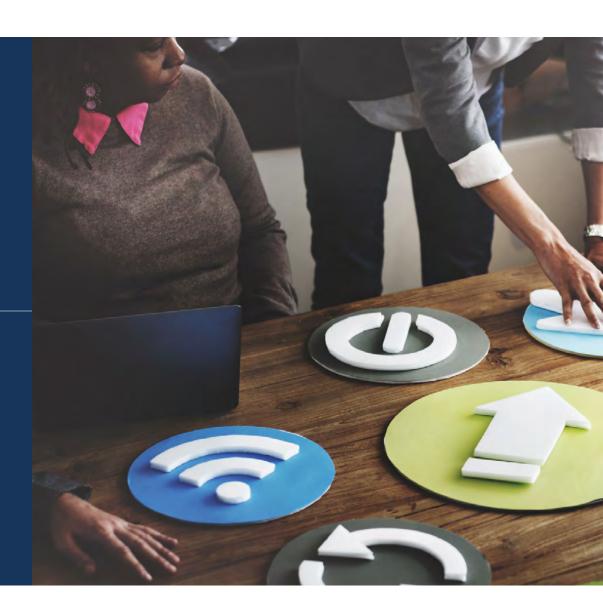
The **Postgraduate Diploma in Inbound Marketing** prepares students to:



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





03

Understand the new digital communication paradigm



Successfully lead partially or fully digitized marketing or sales teams





### tech 20 | Structure and Content

### **Syllabus**

All the study materials available to students have been developed to help them improve their professional skills and, therefore, help them achieve their most ambitious career goals.

To this end, the teaching focuses on the most useful and fundamental aspects of Inbound Marketing, instructing students in the most common digital and technological strategies or the conversion of leads that will significantly improve professional performance. With all these advanced tools, which the student can start using in the field, professionals will begin to stand out by differentiating themselves from their peers and using different marketing techniques.

In the 375 hours of teaching that make up the program, students will analyze real cases and concrete examples of success in the use of Inbound Marketing, so they will even see the real usefulness of the knowledge acquired before finishing the actual program.

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

Module 1 Digital Marketing and E-Commerce Marketing

Module 2 Inbound Marketing

Module 3 Performance Marketing



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

TECH offers you the possibility to study this Postgraduate Diploma in Inbound 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

Marketing

2.5. Content Dynamization

2.5.1. Influencers2.5.2. Blogger Outreach2.5.3. Paid Content Seeding

Module 1. Digital Marketing and E-Commerce Marketing								
<ul> <li>1.1. Digital Marketing and E-Commer Marketing</li> <li>1.1.1. The Digital Economy and the Sharing Economy</li> <li>1.1.2. Trends and Social Changes in Consumers</li> <li>1.1.3. Digital Transformation of Traditional Companies</li> <li>1.1.4. The Roles of the Chief Digital Officer</li> </ul>	<ul><li>1.2.1. Segmentation and Positioning in the Competitive Context</li><li>1.2.2. New Marketing Strategies for Products and</li></ul>	<ul> <li>1.3. Technology Strategy</li> <li>1.3.1. Basic Concepts of Web Development</li> <li>1.3.2. Hosting and Cloud Computing</li> <li>1.3.3. Content Management Systems (CMS)</li> <li>1.3.4. Formats and Digital Media</li> <li>1.3.5. Technological e-Commerce Platforms</li> </ul>	<ul> <li>1.4. Digital Regulation</li> <li>1.4.1. Privacy Policy and Personal Data Protection Act</li> <li>1.4.2. Fake Profiles and Fake Followers</li> <li>1.4.3. Legal Aspects of Marketing, Advertising, and Digital Content</li> </ul>					
<ul> <li>1.5. Online Market Research</li> <li>1.5.1. Quantitative Research Tools in Online Markets</li> <li>1.5.2. Dynamic Qualitative Customer Research Tools</li> </ul>	<ul> <li>1.6. Online Agencies, Media, and Channels</li> <li>1.6.1. Integral, Creative, and Online Agencies</li> <li>1.6.2. Traditional and New Media</li> <li>1.6.3. Online Channels</li> <li>1.6.4. Other Digital Players</li> </ul>							
Module 2. Inbound Marketing								
<ul> <li>2.1. The Definition of Inbound Marketing</li> <li>2.1.1. Effective Inbound Marketing</li> <li>2.1.2. The Benefits of Inbound Marketing</li> <li>2.1.3. Measuring the Success of Inbound</li> </ul>	<ul> <li>2.2. Target Research</li> <li>2.2.1. Consumer Intent Modelling and Buyer Personas</li> <li>2.2.2. Customer Journey Mapping</li> <li>2.2.3. Content Strategy</li> </ul>	<ul><li>2.3. Content Optimization</li><li>2.3.1. Content Optimization for Search Engines</li><li>2.3.2. Recycling and Content Improvement</li></ul>	<ul><li>2.4. Content Creation</li><li>2.4.1. User and Brand Generated Content</li><li>2.4.2. Opportunity Blogging</li><li>2.4.3. Video and Other Formats</li></ul>					

2.6.1. Lead Capturing and CRO2.6.2. Lead Nurturing and Marketing Automation

2.6. Conversion

Module 3. Performance Marketing							
<b>3.1.</b> 3.1.1. 3.1.2. 3.1.3.	Personalizing the Message	3.2.2.	Strategy and Performance Techniques Performance Marketing: Results Digital Media Mix The Importance of the Funnel		Programmatic Marketing and RTB RTB: Real-Time Planning and Purchasing Programmatic Purchasing Ecosystem How to Integrate RTB into the Media Mix Keys to RTB on Different Devices	3.4.2.	Affiliate Campaign Development Agencies and Affiliate Programs Post View Designing Affiliate Programs
<b>3.5.</b> 3.5.1. 3.5.2. 3.5.3.	,	<b>3.6.</b> 3.6.1. 3.6.2. 3.6.3.	Developing E-Mail Campaigns Designing E-Mail Marketing Campaigns E-mail Marketing Lists of Subscribers, Leads, and Customers	3.7.1. 3.7.2. 3.7.3.	E-mail Address Marketing Tools and Resources Acumbamail Mailchimp Templates Inbox Inspection	3.8.1. 3.8.2. 3.8.3.	Online Writing for E-mail Marketing Campaigns How to Create Good Headlines Writing Content for Newsletters Calls to Action in Newsletters
3.9. 3.9.1. 3.9.2. 3.9.3.	Behavioral Targeting, Re-Targeting, Re-Messaging Affiliation	3.10.1 3.10.2	E-mail Address Marketing Metrics  List Metrics  Newsletter Delivery Metrics  Conversion Metrics				



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



This academic program offers students a different way of learning. Our methodology uses a cyclical learning approach: *Re-learning*.

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.* 





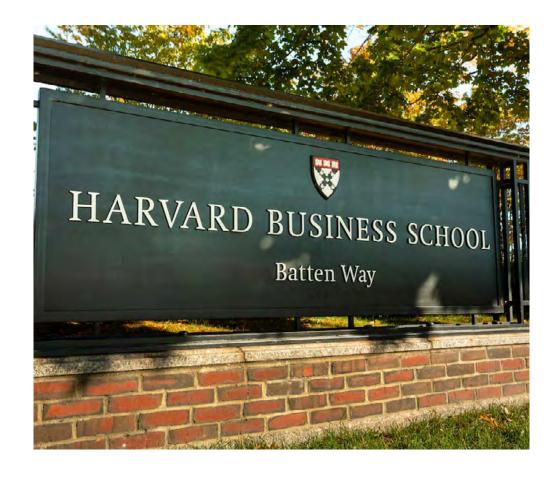
### tech 26 | Methodology

#### 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.



At TECH, you will experience a way of learning 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, the studies will be presented with multiple real cases. They must integrate all their knowledge, research, argue and defend their ideas and decisions.



### Re-learning Methodology

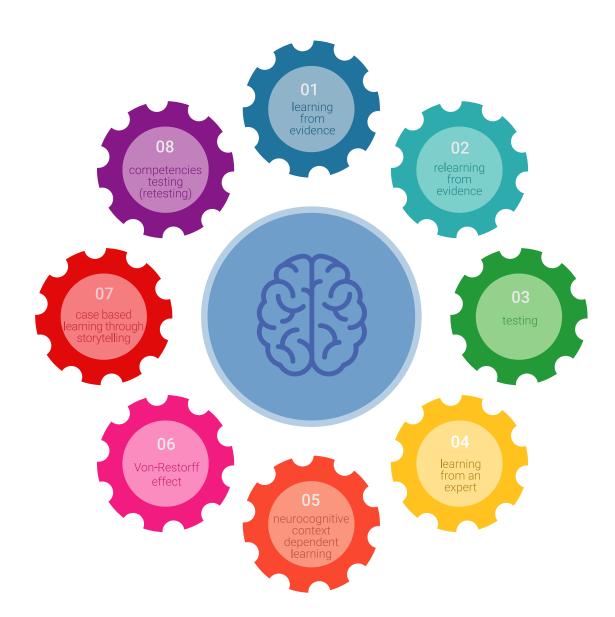
Our university is the first in the world to combine Harvard University case studies with a 100%-online learning system based on repetition, which combines different teaching elements in each lesson.

We enhance Harvard case studies with the best 100% online teaching method: Re-learning.

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 Re-learning.

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.

Re-learning 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.



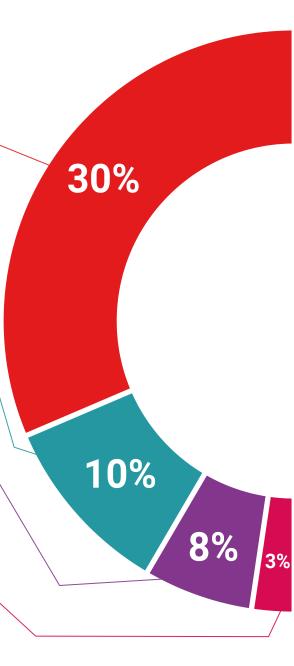
### **Management Skills Exercises**

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.





30%



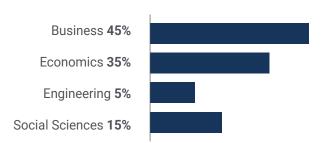


### tech 34 | Our Students' Profiles

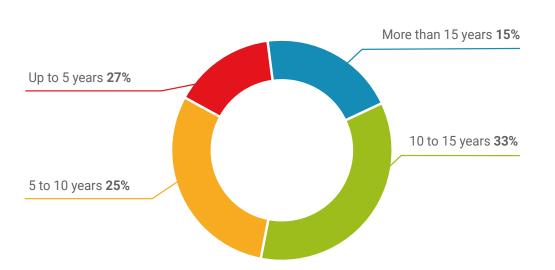
Average Age

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

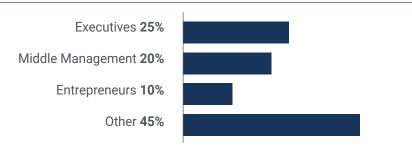
### **Training**



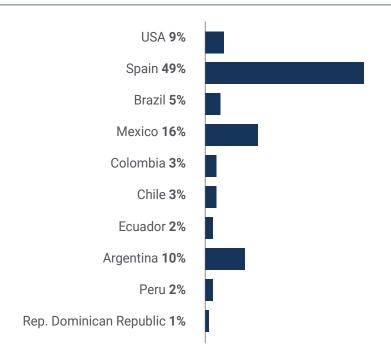
**Years of Experience** 



### **Academic Profile**



### **Geographical Distribution**





## Miriam Díaz

Social Media and Content Manager

"With the advanced knowledge provided by this Postgraduate Diploma, I was able to specialize in marketing and design better communication plans, which quickly led to a job promotion to a position of greater responsibility"





#### **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

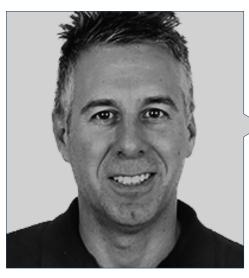
- Director of Marketing Research Programs, University of Edinburgh, UK
- Program Coordinator for Introduction to Business Research Programs at the University of Edinburgh Business School
- Media appearances in The New York Times, Harvard Business Review and the BBC
- Publications in Journal of Retailing, 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



### Galán, José

- Specialist in Online Marketing, E-commerce, SEO, SEM, Blogging
- Director of E-Marketing at TECH Global 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

This program prepares students to face different types of challenges related to advertising communication, covering these problems from an innovative strategy in inbound marketing. It is, therefore, an excellent opportunity to improve professionally and personally.

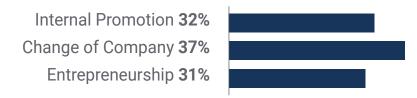
Do not miss the opportunity to train with us and you will find the improvement you were looking for.

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**

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





## tech 52 | Certificate

This private qualification will allow you to obtain a **Postgraduate Diploma in Inbound 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.

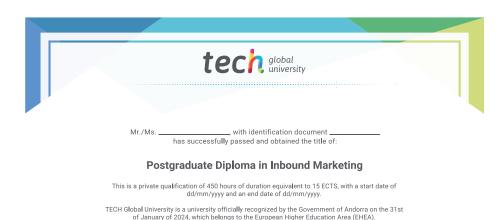
This **TECH Global University** private qualification is a European program of continuing education and professional updating that guarantees the acquisition of competencies in its area of knowledge, providing a high curricular value to the student who completes the program.

Title: Postgraduate Diploma in Inbound Marketing

Modality: online

Duration: 6 months

Accreditation: 15 ECTS



In Andorra la Vella, on the 28th of February of 2024



<sup>\*</sup>Apostille Convention. In the event that the student wishes to have their paper diploma issued with an apostille, TECH Global University will make the necessary arrangements to obtain it, at an additional cost.



# Postgraduate Diploma Inbound Marketing

» Modality: online

» Duration: 6 months

» Certificate: TECH Global University

» Accreditation: 15 ECTS

» Schedule: at your own pace

» Exams: online

