



Marketing and User Experience in the Digital Environment

» Modality: online

» Duration: 6 months

» Certificate: TECH Global University

» Credits: 18 ECTS

» Schedule: at your own pace

» Exams: online

Target group: engineers, architects and graduates who want to expand and update their knowledge in the digital transformation of their company

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

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Certificate

# 01 **Welcome**

Digital marketing has revolutionized the way in which businesses carry out their publicity campaigns and the relationship they maintain with their clients. Consumer now plays a much more active role in the commercial relationship and, therefore, the user experience also has to be much more beneficial, as it is a more personal transaction. In addition, e-commerce is here to stay, so companies must master this new sales channel, a fundamental part of the digital transformation. To help you become more competitive in this field, we have created this truly innovative academic program with which professionals can reach the highest point in their sector.







## tech 08 | Why Study at TECH?

### **TECH - Technological University**



#### **Innovation**

We offer you an online learning model that combines the latest educational technology with the most rigorous teaching methods. A unique, internationally recognised method that will provide you with the keys to develop in a constantly evolving world, where every entrepreneur must be committed to innovation.

*"Microsoft Europe Success Story"*, for integrating the innovative, interactive multi-video system into our programs.



### The Highest Standards

Our admission criteria is not based on the economic situation of an individual. You don't need to make a large investment to study with us. However, to become a TECH graduate, we will push your intelligence and problem-solving skills to the limit. Our academic standards are very high...

95%

of TECH students successfully complete their studies



### Networking

Professionals from all Spanish-speaking countries attend TECH, so you will be able to create a large network of contacts that will aid you in the future.

38000

23

executives trained each year

different nationalities



### **Empowerment**

Grow hand in hand with the best, most prestigious and influential companies and professionals. We have developed strategic partnerships and a valuable network of contacts with major economic players both in Europe and America.

500+

collaborative agreements with leading companies



### **Talent**

Our program is a unique initiative to showcase your talent in the business world. An opportunity that will allow you to voice your concerns and share your business vision.

Show the world your talents after completing this program.



### **Multicultural Context**

Share a unique experience with us. You will be studying in a multicultural context. In a program with a global vision, which will allow you to learn about the working methods in different parts of the world, gathering the most innovative information that best suits your business idea.

Our students represent more than 35 different nationalities..



# र्क्षिक

### **Analysis**

We explore your critical side, your ability to question things, your problem-solving skills, as well as your interpersonal skills.

Why Study at TECH? | 09 tech



### Learn with the Best

In the classroom, our 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 you a quality specialization that will allow you to advance in your 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."



#### **Academic Excellence**

At TECH we strive for excellence and, to this end, we boast

a series of characteristics that make us unique:

We offer you the best online learning methodology. We combine the Re-learning method (the most internationally recognized postgraduate learning methodology) with Harvard Business School's case studies. A complex balance of traditional and state-of-the-art methods, within the most demanding academic framework.



### **Economy of Scale**

We are the biggest. TECH currently boasts a portfolio of more than 7,000 university postgraduate programs. And in today's new economy, **volume + technology = a ground-breaking price**. This way, we ensure that studying is not as expensive for you as it would be at another university.



Studying this TECH program means increasing your chances of achieving professional success in senior business management.

It is a challenge that demands effort and dedication, but it opens the door to a promising future. You 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 employment and personal advantages, among which we highlight the following:



### A strong career boost

We give you the opportunity to take control of your future and develop your full potential. By completing our program you will acquire the necessary skills to make a positive change in your career in a short period of time.

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



## Develop a strategic and global vision of companies.

We offer you an in-depth overview of general management to understand how each decision affects each of the organisation's different functional areas.

Our global vision of companies will improve your strategic vision.



## You will solidify your skills in senior business management.

We open the doors to a professional landscape at your level as a high-level executive, 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

We show you the latest trends, advances, and strategies to carry out your professional work in a rapidly changing environment.

45% of graduates are promoted internally.



## You will have access to a powerful network of contacts

We connect you with like-minded people. With the same concerns and desire to grow. Share partners, customers, or suppliers.

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



## You will thoroughly develop your business project.

You will acquire a deep strategic vision that will help you develop your 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

We help you apply and develop the knowledge you have acquired and improve your interpersonal skills to become a leader who makes a difference.

Improve your communication and leadership skills and enhance your career.



### Be part of an exclusive community

We offer you the opportunity to be part of a community of elite executives, large companies, renowned institutions, and qualified professors from the most prestigious universities in the world: the TECH - Technological University community.

We give you the opportunity to train with a team of internationally respected teachers.

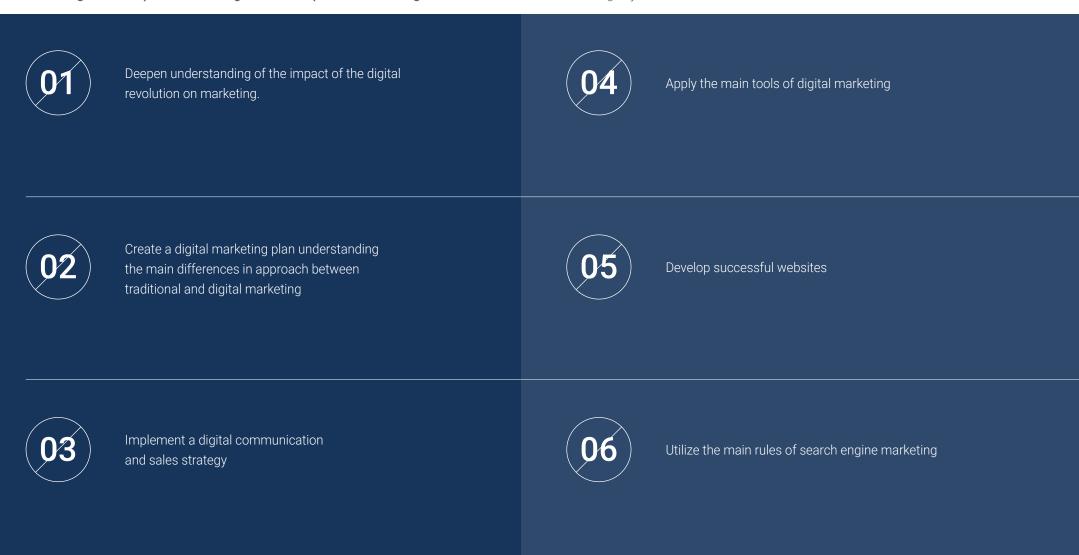




### tech 16 | Objectives

## Your goals are our goals We work together to help you achieve them

The Postgraduate Diploma Marketing and User Experience in the Digital Environment has the following objectives:





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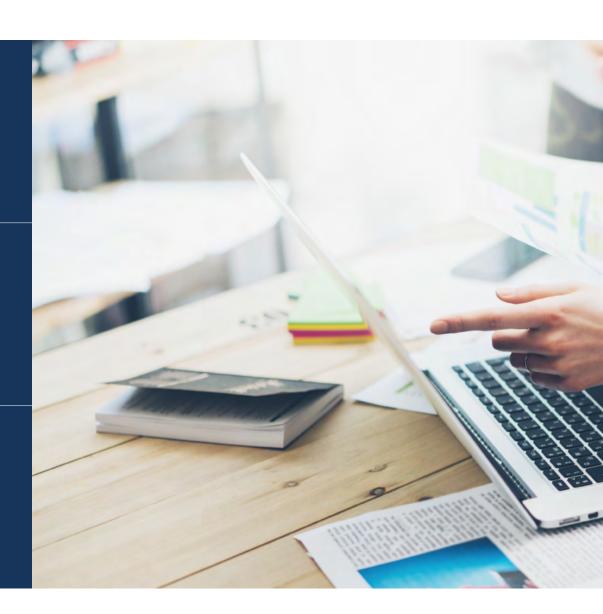
Apply the keys to successful online sales



Explore the different competitive approaches to online sales



Analyze the impact of technological decisions on e-commerce







Address the main logistical and operational challenges of online sales

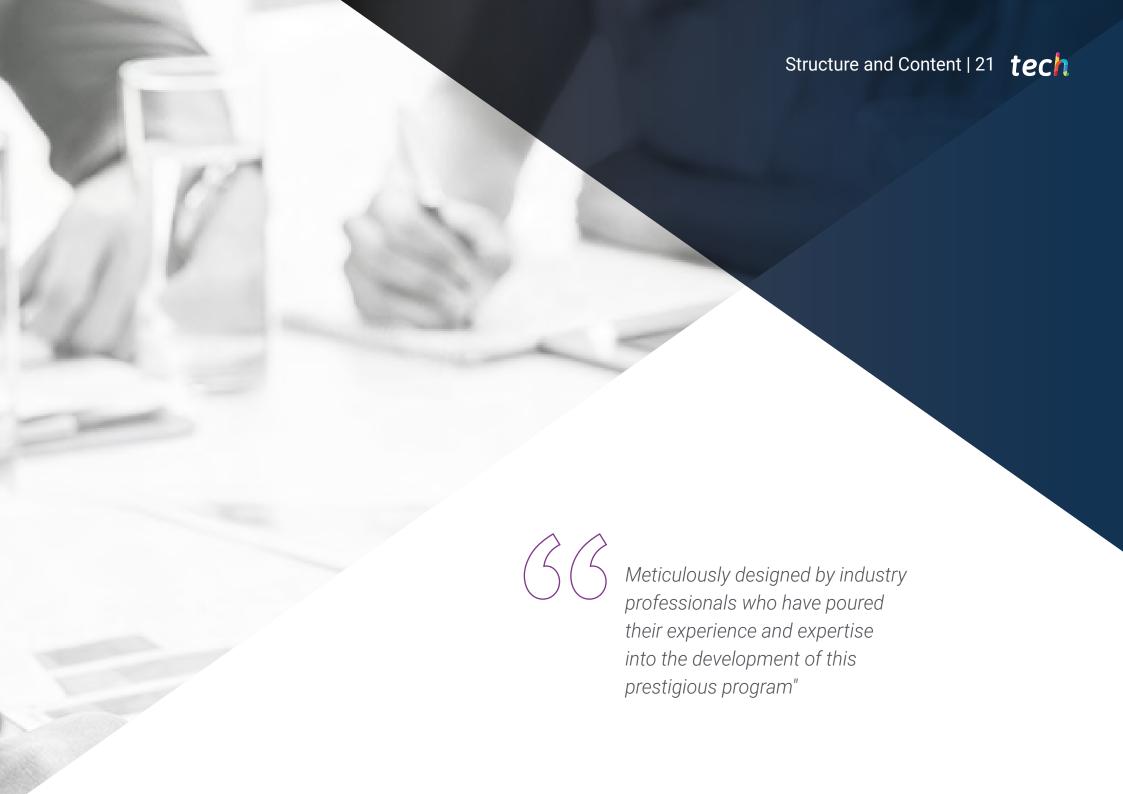


Master the phases of international development of e-commerce

(18)

Understand the omnichannel challenges and their impact on sales for the rest of the sales channels





### tech 22 | Structure and Content

### **Syllabus**

The content of the Postgraduate Diploma in Marketing and User Experience in the Digital Environment has been created in order to offer students the most comprehensive information on marketing and the digital transformation. Through a unique program, the student will have access to all the knowledge that must be put into practice to drive a digital business forward, relying on marketing and user experience.

To achieve this, throughout the 450 hours of study, the student will have the opportunity to carry out a multitude of practical cases that will be related to the theoretical contents and that, therefore, will be fundamental to consolidate all that has been learned. It is, without a doubt, a real immersion in real work situations, since they will have to try to solve exercises simulating real events.

A plan designed for the students, focused on their effective learning that will mark a before and after in their training. A program that understands the needs of students and, therefore, is offered in a 100% online format, so that the student can determine how much time to dedicate to each module, at what time and from where to study. Undoubtedly, it offers all the facilities that 21st century students need.

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

Module 1

Digital Marketing: The Transformation of Communication and Marketing

Module 2

User Experience Management in a Digital Ecosystem

Module 3

E-commerce: New Sales Channels



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

TECH offers you the possibility to study this Postgraduate Diploma 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 24 | Structure and Content

Mod	<b>ule 1.</b> Digital Marketing: The Transform	ation (	of Communication and Marketing				
1.1.1. 1.1.2.	The Digital Revolution in Marketing The Impact of the Internet on Communication Transcendence of the Internet in Communication The 4 Ps of Online Marketing	1.2.1. 1.2.2.	The Marketing Plan in a Digital Environment Utility of the Digital Marketing Plan Plan Parts Preparation of an Effective Marketing Plan	1.3.1. 1.3.2. 1.3.3.	Competitive Strategy Contribution Value The Brand as a Competitive Element Unique Selling Proposition Changes in Brand-Consumer Relationships	1.4.1. 1.4.2. 1.4.3.	Communication Objectives Types of Objectives Branding Performance SMART Objectives
1.5.1. 1.5.2.	Target Audience How Should Be defined Segmentation Personal <i>Buyer</i>	1.6.2.	Communication Strategy Insights Positioning The Message	1.7.1. 1.7.2. 1.7.3.	Digital Marketing Tools I: The Web Web Web Types Operation Content Management System (CMS)	1.8.1. 1.8.2.	Digital Marketing Tools II: Search Engines Search Engine Marketing SEO SEM
1.9.1. 1.9.2.	Digital Marketing Tools III: Social Media Types of Networks Social Media Optimization Social Ads	1.10.1 1.10.2 1.10.3	Digital Marketing Tools IV: Other Tools  Emailing Affiliation Display Videos				
Mod	ule 2. User Experience Management in	a Digit	al Ecosystem				
2.1							
2.1.1. 2.1.2.	User Experience User Experience and Its Value Why it Cannot Be Analyzed as an Isolated Entity Process: Lean UX	2.2.1. 2.2.2.	User Experience Research Techniques in a Digital Ecosystem I: User Research User Research Key Methods Practical Application	2.3.1. 2.3.2.	User Experience Research Techniques in a Digital Ecosystem II: User Research Strategy Other User Research Methods Methodologies to Be Used According to Project Combination with Other Data	2.4.1. 2.4.2.	User Experience Research Techniques in a Digital Ecosystem III: User Interviews When to Do Them and Why User Interview Types Practical Application
2.1.1. 2.1.2. 2.1.3. 2.5.	User Experience and Its Value Why it Cannot Be Analyzed as an Isolated Entity	2.2.1. 2.2.2. 2.2.3. <b>2.6.</b> 2.6.1.	Techniques in a Digital Ecosystem I: User Research User Research Key Methods	2.3.1. 2.3.2. 2.3.3. <b>2.7.</b>	Techniques in a Digital Ecosystem II: User Research Strategy Other User Research Methods Methodologies to Be Used According to Project	2.4.1. 2.4.2. 2.4.3. <b>2.8.</b> 2.8.1.	Techniques in a Digital Ecosystem III: User Interviews When to Do Them and Why User Interview Types

## Structure and Content | 25 tech

Mod	Module 3. E-commerce: New Sales Channels									
3.1.2 3.1.3	E-Commerce and E-Commerce Types  Sales Channels Origin of E-Markets Advantages and Challenges E-Commerce Types	3.2.2.	E-Commerce Strategy and Competitive Advantage Key Success Factors The Long Tail Competitive Advantage in Online Selling	3.3. 3.3.1. 3.3.2. 3.3.3.	3, -1-	3.4.1. 3.4.2.	Surgery Online Sales Operations Operational and Logistical Processes Customer Service			
<b>3.5.</b> 3.5.1 3.5.2 3.5.3	. Main Means of Payment	3.6.2. 3.6.3.	Online Sales Levers Visits Conversion Average Order	3.7.2.	Sales Funnel Sales Funnel Development Engagement Check Out	3.8.1. 3.8.2.	Loyalty Customer Relationship Management (CRM) Process Segmentation			
3.9.2 3.9.3	Internationalisation. First stage Second Stage Third stage Fourth Stage	3.10.2 3.10.2	. Omnichannel  . Cell Phone Impact  2. Multichannel vs. Omnichannel  3. Omnichannel Challenges							



This training provides you with 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 28 | Methodology

### At TECH Business School we use the Harvard case method.

Our program offers you a revolutionary approach to developing your skills and knowledge. Our goal is to strengthen your 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 TECH Business School program is an intensive training program that prepares you to face any challenge in this field, both on a national and international level. We are committed to promoting your personal and professional growth, the best way to strive for success, that is why at TECH Global University you will use Harvard case studies, with which we have a strategic agreement that allows us to offer you material from the best university in 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.

In a given situation, what would you do? This is the question that you are presented with in the case method, an action-oriented learning method.

Throughout the program, you will be presented with multiple real cases. You will have to combine all your knowledge, and research, argue, and defend your ideas and decisions.

### tech 30 | Methodology

### 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 business school is the only one in Spanish-speaking countries 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 Spanish online university indicators.



### Methodology | 31 tech

In our program, learning is not a linear process, but rather a spiral (we 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.

Based on the latest evidence in neuroscience, not only do we know how to organize information, ideas, images, memories, but we also know that the place and context where we have learned something is crucial for us to be able to remember it and store it in the hippocampus, and 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.

In this program you will have access to the best educational material, prepared with you in mind:



### **Study Material**

All the teaching materials are specifically created for the course by specialists who teach on the course so that the teaching content is highly specific and precise.

This content is then adapted in an audiovisual format that will create our way of working online, with the latest techniques that allow us to offer you high quality in all of the material that we provide you with.



#### **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 our difficult future decisions.



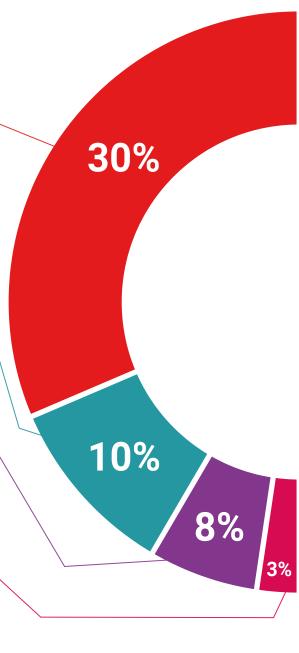
### **Management Skills Exercises**

You will carry out activities to develop specific managerial skills in each subject area. Exercises and activities to acquire and develop the skills and abilities that a senior manager needs to develop in the context of the globalization we live in.



### **Additional Reading**

Recent articles, consensus documents, international guides... in our virtual library you will have access to everything you need to complete your training.



### **Case Studies**

You 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**

We present the contents attractively and dynamically in multimedia lessons that include audio, videos, images, diagrams, and concept maps in order to reinforce knowledge.



This unique multimedia content presentation training system was awarded by Microsoft as a "European Success Story".

### **Testing & Re-Testing**

We periodically evaluate and re-evaluate your knowledge throughout the program. We do this on 3 of the 4 levels of Miller's Pyramid.



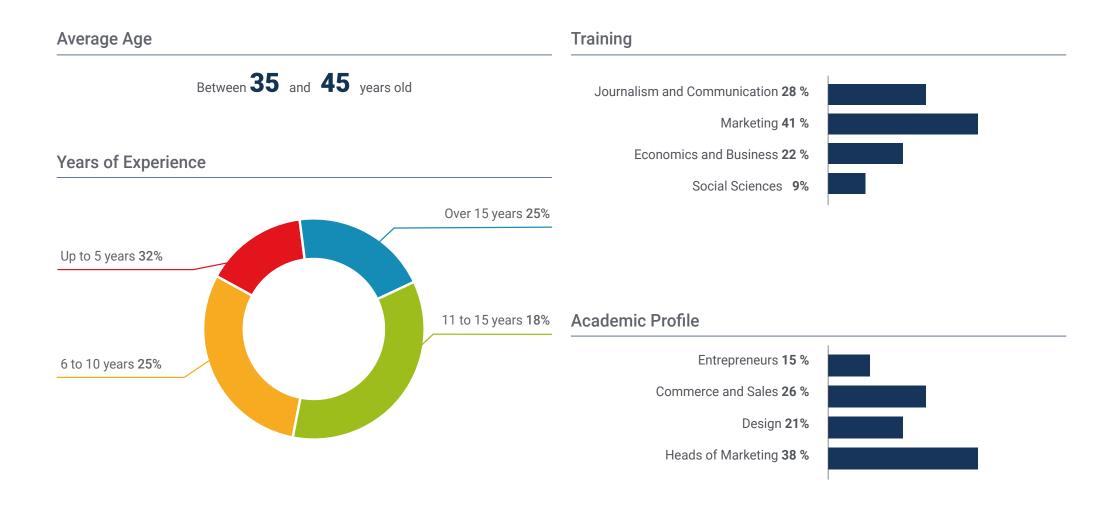


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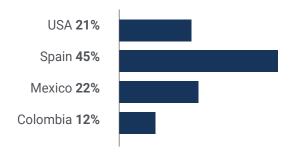




### tech 36 | Our Students' Profiles



### **Geographical Distribution**





## Marta Fernández

#### **Digital Business Manager**

"This is the best program on Marketing and User Experience in the Digital Environment that I could have done. The multimedia methodology and the huge number of practical cases has allowed me to quickly acquire the knowledge. Also, everything I have learnt I have been able to implement it in my daily work"





#### **International Guest Director**

Shahzeb Rauf is a leading **telecommunications** professional with over 18 years of experience. Specializing in complex program management and implementation of **technology solutions**, he combines advanced technical skills with **management**, **analytical** and **teamwork capabilities**. In fact, his approach is goal-oriented, standing out for his innovative capacity and his ability to negotiate and influence, which allows him to manage successful **working relationships** and meet **business objectives**.

As such, throughout his career, he has worked in key roles such as, for example, Group Technical Director at Huawei, Pakistan, where he has led strategic projects in the IP Optics Access and Core domains, mastering strategic transformation programs, such as the modernization of IP and broadcast networks, as well as the launch of VoLTE and LTE Roaming. These experiences have allowed him to hone his skills in strategic project execution and cross-functional team management.

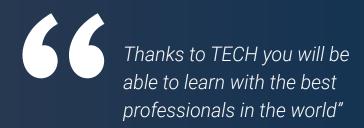
Likewise, he has been internationally recognized for his ability to align **methodical tactics** with **business objectives**, as well as for his ability to build strong relationships with stakeholders. His expertise in **risk management**, **resource allocation** and **optimization** has been instrumental in his success in the **telecommunications industry**.

In addition to his professional background, Rauf has contributed to the industry through project management and team mentoring. In turn, his focus on Huawei Level-5 solution architecture and technical management has been key to the success of his projects. Likewise, his expertise in network modernization and advanced technology implementation underscores his commitment to excellence and innovation in a constantly evolving field such as telecommunications.



## Mr. Shahzeb, Rauf

- Group Technical Director at Huawei, Islamabad, Pakistan
- Network Performance and Optimization Manager at NSN, Pakistan
- Wireless Networks Manager at Motorola, Pakistan
- L2 Wireless Support Team Leader at Motorola, Pakistan
- GS Systems Engineer at Motorola, Pakistan
- B.Sc. in Electronics and Communication







## tech 44 | Impact on Your Career

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

The Postgraduate Diploma in Marketing and User Experience in the Digital Environment at TECH Global University is an intensive program that prepares you to face challenges and business decisions in the digital marketing world. The main objective is to promote your personal and professional growth, helping you achieve success.

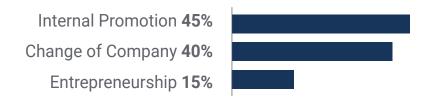
Access higher paying positions and achieve your career goals.

Achieve a promotion in a short time thanks to the specialization that TECH offers you with this program.

#### 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 €57,900 A salary increase of

25.22%

Salary after **₹72,500** 





## tech 48 | Benefits for Your Company

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



# Intellectual Capital and Talent Growth

The 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 manager and opens new avenues for professional growth within the company.



#### **Building Agents of Change**

You will be able to make decisions in times of uncertainty and crisis, helping the organization overcome obstacles.



## **Increased International Expansion Possibilities**

Thanks to this program, the company will come into contact with the main markets in the world economy.





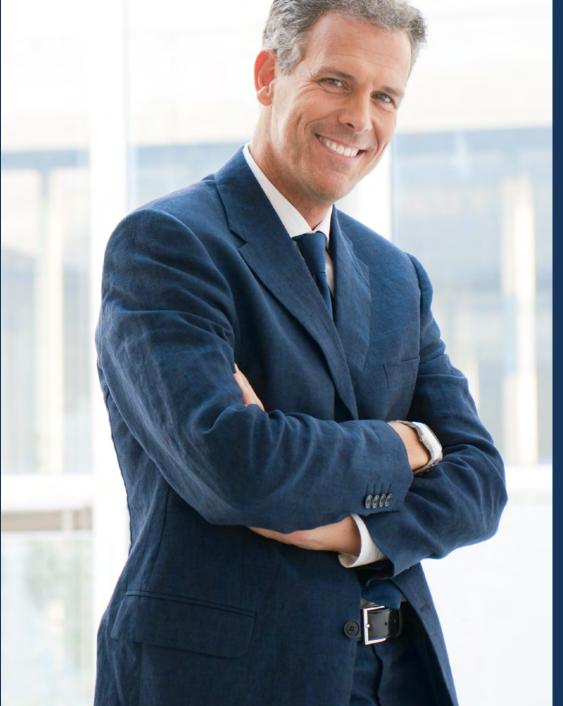
## **Project Development**

The manager can work on a 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 forward







## tech 52 | Certificate

This program will allow you to obtain your Postgraduate Diploma in Marketing and User Experience in the Digital Environment 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 quarantees 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 Marketing and User Experience in the Digital Environment

Modality: online

Duration: 6 months

Accreditation: 18 ECTS



## in the Digital Environment

This is a program of 450 hours of duration equivalent to 18 ECTS, with a start date of dd/mm/vvvv and an end date of dd/mm/vvvv.

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



<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 Marketing and User Experience in the Digital Environment

» Modality: online

» Duration: 6 months

» Certificate: **TECH Global University** 

» Credits: 18 ECTS

» Schedule: at your own pace

» Exams: online

