

Postgraduate Diploma

Requirements and Contractual
Relationship Management in
Project Management



Postgraduate Diploma Requirements and Contractual Relationship Management in Project Management

- » Modality: online
- » Duration: 6 months
- » Certificate: TECH Global University
- » Credits: 18 ECTS
- » Schedule: at your own pace
- » Exams: online
- » Target Group: IT professionals who want to specialize in project management with predictive methodologies

Website: www.techtute.com/us/school-of-business/postgraduate-diploma/postgraduate-diploma-requirements-contractual-relationship-management-project-management

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01 Welcome

The design, implementation and management of a project involves a series of preliminary tasks that will determine its future. In this sense, it is of vital importance to know the requirements that must govern each idea, as well as the legal aspects that will determine the contractual relations. Undoubtedly, specialization in this field is essential, so TECH has decided to create a specific academic program on these subjects, as they will provide students with the necessary skills to work safely in an important field in any business. To this end, the university has a highly qualified and experienced teaching team that has compiled the latest information to create a comprehensive and complete program, in which students will find everything they need to know to successfully position themselves in this field.



Postgraduate Diploma in Requirements and Contractual Relationship
Management in Project Management. TECH Global University



“

Learn about the particularities of contractual relationships for project management and give your career a boost”

02

Why Study at TECH?

TECH is the world's largest 100% online business school. It is an elite business school, with a model based on the highest academic standards. A world-class centre for intensive managerial skills training.



“

TECH is a university at the forefront of technology, and puts all its resources at the student's disposal to help them achieve entrepreneurial success"

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+
executives trained each year

200+
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.



Academic Excellence

TECH offers students the best online learning methodology. The university combines the Relearning method (a postgraduate learning methodology with the highest international rating) with the Case Study. A complex balance between tradition and state-of-the-art, within the context of the most demanding academic itinerary.



Economy of Scale

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



Learn with the best

In the classroom, TECH's teaching staff discuss how they have achieved success in their companies, working in a real, lively, and dynamic context. Teachers who are fully committed to offering a quality specialization that will allow students to advance in their career and stand out in the business world.

Teachers representing 20 different nationalities.



At TECH, you will have access to the most rigorous and up-to-date case studies in the academic community"

03

Why Our Program?

Studying this TECH program means increasing the 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. Students will learn from the best teaching staff and with the most flexible and innovative educational methodology.



“

We have highly qualified teachers and the most complete syllabus on the market, which allows us to offer you training of the highest academic level"

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

01

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.

02

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.

03

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.

04

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.

05

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.

06

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.

07

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.

08

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.

04 Objectives

This Postgraduate Diploma from TECH Global University has been designed to meet the academic and professional objectives of students in an area as complicated as project management. In this way, students will find in this program the necessary education to know, first hand, the requirements and contractual relationships for project management. Undoubtedly, a unique program for those who acquire positions of responsibility and want to catch up on the main trends in this field.



“

If you want to improve your skills in project management, 'on't miss the opportunity to take this program"

Your goals are our goals.

We work together to help you achieve them.

The Postgraduate Diploma in Requirements and Contractual Relationship Management in Project Management will enable the student to:

01

Clearly establish the relationship between business analysis and project requirements

04

Get the most out of models and diagrams to model requirements

02

Practice creative thinking skills to engage stakeholders, uncover needs and identify new approaches and ideas

03

Compare and contrast analysis techniques to select the one that most appropriately communicates information to stakeholders for review and understanding of requirements

05

Characterize what well defined requirements should look like



06

Determine why requirements need to be managed for traceability, impact analysis and reusability

08

Establish the most popular PMI professional accreditations



09

Analyze the basics of the ISO project management process framework: ISO-21500

07

Determine the basics of 'MI's project management process framework

10

Develop the basics of the PRINCE2 project management methodology

11

Examine the basics of the IPMA project management process framework

14

Analyze contractual risks and in general those related to legal aspects of projects

12

Specify the basics of the European Union methodology: PM2 and the basics of the cooperative project methodology: Logical Framework Approach (LFA) and PM4R

13

Identify stakeholders with regulatory or legal influence

15

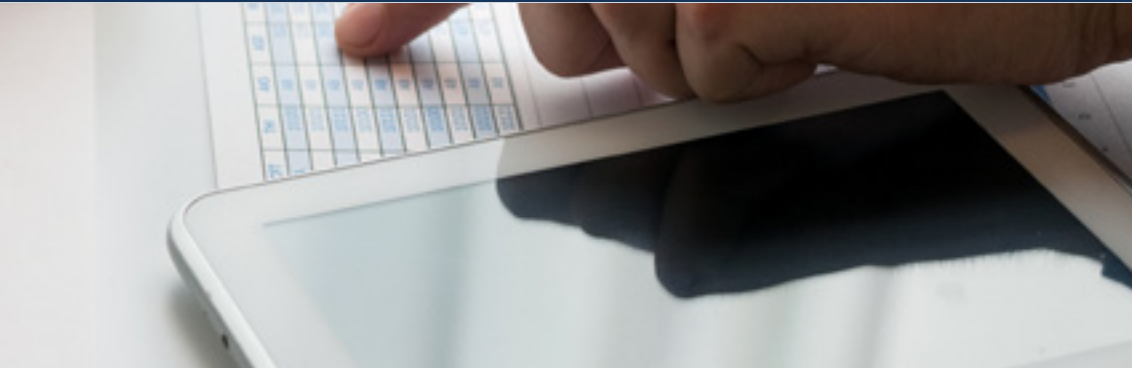
Determine the role of the legal department in a multinational organization

16

Examine the legal and alternative mechanisms for the resolution of potential conflicts

18

Establish the important contractual issues to be considered in project procurement management



19

Learn how to develop effective communication with legal third parties

17

Develop an effective form of regulatory monitoring at each phase of the project

20

Specify the aspects relating to internationality in relations with third parties involved in a project

05

Structure and Content

This Postgraduate Diploma in Requirements and Contractual Relationship Management in Project Management from TECH Global University has been structured so that the student can self manage their own study, making a comprehensive academic journey through the most relevant information about this field, which will be a unique opportunity to improve knowledge about this fundamental area for the design and management of projects. A very well structured program that includes all the latest developments in the field.



“

This curriculum has been designed with the academic needs of 21st century learners in mind”

Syllabus

The Postgraduate Diploma in Requirements and Contractual Relationship Management in Project Management of TECH Global University is a program aimed at improving the skills of business professionals in an area as crucial as Integrated Project Management. Its content is designed to promote the development of managerial skills that allow decision making with greater rigor in uncertain environments, thereby achieving improvements in the entire process of planning, execution and implementation.

Throughout 450 hours of study, students will analyze a multitude of practical cases through individual work, which will allow them to acquire the necessary skills to successfully carry out their daily practice. It is, therefore, an authentic immersion in real business situations that will allow students to be more competent, and thus achieve improvements in both employability and career advancement.

This program aims to achieve personal and professional growth of students through the best methodology in the current academic panorama. In addition, one of the main objectives is that students carry out a real learning process, which allows them to put into practice everything they have studied. To this end, they are offered high quality teaching resources with the most up to date theoretical content of the moment, but also a multitude of practical cases that will favor the acquisition of knowledge.

It is a 6 month program divided into 3 modules:

Module 1

Requirements Management in Predictive Projects

Module 2

Predictive Project Management Methodologies and Frameworks

Module 3

Legal Aspects for Project Management



Where, When and How is it Taught?

TECH offers the possibility of developing this Postgraduate Diploma in Requirements and Contractual Relationship Management in Project Management completely online. Over the course of 6 months, you will be able to access all the contents of this program at any time, allowing you to self-manage your study time.

Delve into the study of cybersecurity and manage to prevent computer attacks in your company.

Module 1. Requirements Management in Predictive Projects

1.1. Requirements Management in Predictive Projects

- 1.1.1. Business Analysis in Projects
- 1.1.2. Project and Product Requirements
- 1.1.3. Obtaining Project Requirements

1.2. Requirements Management

- 1.2.1. Inadequate Requirements Management as a Cause of Project Failure
- 1.2.2. The Role and Function of the Business Analyst, According to the PMI®.
- 1.2.3. PMI-PBA® Certification
- 1.2.4. Project Management Institute (PMI®): A Practical Guide to Business Analysis
- 1.2.5. International Institute of Business Analysis (IIBA®): Business Analysis Body of Knowledge® (BABOK®)
- 1.2.6. Requirements Management Domains
- 1.2.7. Types of Project Requirements

1.3. Business Needs Assessment

- 1.3.1. Business Need
- 1.3.2. Value Proposition
- 1.3.3. Project Objectives
- 1.3.4. Identification of Interested Parties
- 1.3.5. Stakeholder Values

1.4. Requirements Management Planning

- 1.4.1. Context of the Project
- 1.4.2. Requirements Traceability Planning
- 1.4.3. Requirements Management Planning
- 1.4.4. Requirements Change Management Planning

1.5. Requirements Analysis

- 1.5.1. Compilation of Requirements
- 1.5.2. Analysis, Decomposition and Elaboration of Requirements
- 1.5.3. Comparison of the Requirements with the Product Scope
- 1.5.4. Location of Requirements
- 1.5.5. Obtaining Formal Approval of Requirements
- 1.5.6. Specification of Requirements
- 1.5.7. Validation of Requirements
- 1.5.8. Specification of Acceptance Criteria

1.6. Traceability and Requirements Control

- 1.6.1. Traceability of Requirements
- 1.6.2. Requirements Status Monitoring
- 1.6.3. Requirements Status Update
- 1.6.4. Communication of Requirements
- 1.6.5. Management of Changes in Requirements

1.7. Evaluation of Requirements Management

- 1.7.1. Validation of Test Results
- 1.7.2. Analysis of Non-Conformities (Solution GAPS)
- 1.7.3. Obtaining Formal Approval of the Solution
- 1.7.4. Evaluation of the Results of the Solution

1.8. Risk Management Associated with Project Requirements

- 1.8.1. Risk Identification based on Project and Product Requirements
- 1.8.2. Specific Risks Related to Requirements Management
- 1.8.3. Risk Management Plan Associated with Requirements Traceability
- 1.8.4. Real Options for Requirements Inaccuracy

1.9. Quality Management Associated with Requirements Management

- 1.9.1. Project Quality and Quality Requirements
- 1.9.2. Requirements Management as a Critical Factor for Project Success
- 1.9.3. Project Quality Vs. Conformity to Requirements

1.10. Competencies Associated with Requirements Management

- 1.10.1. Business Vision
- 1.10.2. Complex Projects: Complexity Management
- 1.10.3. Systemic Thinking
- 1.10.4. Knowledge of the Political and Social Environment
- 1.10.5. Multiculturalism
- 1.10.6. Facilitation Skills

Module 2. Predictive Project Management Methodologies and Frameworks

2.1. Differences between a Framework and a Management Methodology

- 2.1.1. Historical Evolution of Predictive Project Management Methodologies
- 2.1.2. Standards, Frameworks and Best Practice Guidelines
- 2.1.3. Main Project Management Doctrine Generating Agencies

2.2. PMI (Project Management Institute)

- 2.2.1. The PMI Organization
- 2.2.2. The Professional Project Manager (The Talent Triangle)
- 2.2.3. Other PMI Qualifications

2.3. PMI's Project Management Framework: The PMBOK Guide

- 2.3.1. People in Project Management
- 2.3.2. Business Environment in Project Management
- 2.3.3. Project Management Processes

2.4. Other PMI Management Frameworks

- 2.4.1. Program Management Standard
- 2.4.2. Portfolio Management Standard
- 2.4.3. Organizational Project Management Maturity Standard

2.5. ISO-21500

- 2.5.1. Project Management Process Groups
- 2.5.2. Project Management Subject Matter Groups
- 2.5.3. Project Management Process Framework

2.6. PRINCE2

- 2.6.1. Principles of Project Management
- 2.6.2. Project Management Topics
- 2.6.3. Project Management Processes

2.7. Framework IPMA

- 2.7.1. Project Management Perspectives
- 2.7.2. People in Project Management
- 2.7.3. Project Management Practices

2.8. Project Management Methodology (PM2)

- 2.8.1. Governance and Project Management Life Cycle
- 2.8.2. Project Management Processes
- 2.8.3. Project Management Artifacts

2.9. Logical Framework Approach (LFA)

- 2.9.1. Areas of Application of MLE
- 2.9.2. Project Matrix: Objectives, Results, Activities,
- 2.9.3. Practical Examples EML

2.10. PM4R

- 2.10.1. Project Start
- 2.10.2. Project Planning
- 2.10.3. Project Monitoring and Control

Module 3. Legal Aspects for Project Management

3.1. Organization of a Multinational

- 3.1.1. Characteristics of Multinational Enterprises
- 3.1.2. Types of Organizations according to their Structure and Degree of Decentralization
- 3.1.3. Role of the Legal Department and Identification of Stakeholders with Regulatory or Legal Influence

3.2. Project Management in an International Environment. International Contracting Budgets

- 3.2.1. Legal Fractionation and Permeability
- 3.2.2. Object. Conceptual Precisions
- 3.2.3. Sectors of Private International Law
- 3.2.4. Principle of Relativity
- 3.2.5. Regulatory Sources

3.3. Legal Environment for a Project Manager

- 3.3.1. Liability Mechanisms for Contractual Agreements
- 3.3.2. Contract and Contract Management
- 3.3.3. Obligations and Duties According to the Type of Contract
- 3.3.4. Monitoring of Compliance with Contractual Obligations

3.4. Bodies to Turn to in the Event of a Conflict in the Project. Jurisdiction and Enforcement of Judgements

- 3.4.1. Exclusive Forums and General Forum
- 3.4.2. Forum on Real Property Rights and Lease Agreements
- 3.4.3. Forum on Legal Entities
- 3.4.4. Validity or Nullity of Entries in Public Records
- 3.4.5. Special Forums
- 3.4.6. Contractual Obligations Forum
- 3.4.7. Non-contractual Obligations Forum
- 3.4.8. Relevant Obligation
- 3.4.9. Express and Tacit Submission
- 3.4.10. Lis Pendens and Connectivity
- 3.4.11. Basic Notions on Jurisdiction and Enforcement of Judgements

3.5. Responsibility

- 3.5.1. Product Liability
- 3.5.2. Third-Party Liability
- 3.5.3. Insurance to be Contracted

3.6. Alternative Dispute Resolution (ADR) Mechanisms Applied to Project Management

- 3.6.1. Arbitration. Contractual Requirements for Requesting Arbitrations
- 3.6.2. Functioning of an Arbitration Court
- 3.6.3. Mediation and Conciliation International Mediation
- 3.6.4. Advantages and Disadvantages

3.7. Legal Aspects of Supplier Management

- 3.7.1. Procurement Cycle (purchasing) in the Company
- 3.7.2. Procurement Control Mechanisms
- 3.7.3. Legal Risks of the Relationship with the Supplier
- 3.7.4. Insurance and Penalties. Advantages and Disadvantages

3.8. Requirements for Effective Third-Party Communication in the Legal Field

- 3.8.1. Information Security and Privacy Measures
- 3.8.2. Data Protection. National and International Aspects. GDPR
- 3.8.3. Direct Marketing and Legitimate Interest
- 3.8.4. Corporate Control of the Employee
- 3.8.5. Types of Relationship with Third Parties
- 3.8.6. Complaints and Dispute Resolution

3.9. Internet Regulatory Framework

- 3.9.1. Regulation, Self-Regulation and Co-Regulation
- 3.9.2. Internet Governance and Domain Name Management
- 3.9.3. Network Neutrality and Technological Convergence
- 3.9.4. Rights on the Internet: Right to Honor, Right to Privacy, Image Rights
- 3.9.5. E-Commerce and Consumers
- 3.9.6. Intellectual Property in the Internet Field. Copyrights
- 3.9.7. Digital Assets and Protection Measures
- 3.9.8. Protection of the Online Marketplace

3.10. Costs and Risks for the Project Associated with Regulations and Legality

- 3.10.1. Identification and Prioritization of Risks Based on Legal Aspects
- 3.10.2. Estimate of Legal Costs and Reserves to be Included in the Project Budget
- 3.10.3. Legal Impact Control in an International Environment

- 3.10.4. The PMO (Project Management Office). Legal Aspects
 - 3.10.4.1. Legal and PMO Support to Project Management
 - 3.10.4.2. Legal Aspects of Project Regulations to be Generated and Controlled from a PMO
 - 3.10.4.3. Project Management under Agreements and Grants
 - 3.10.4.4. Types of Official Project Reports: Executive Summary, Reports, Evaluations, Assessments, Audits and Reviews. Legal Aspects to be Included or Complied with



“

*The best academic program in the market,
aimed at professionals seeking excellence”*

06

Methodology

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.





“

Discover Relearning, a system that abandons conventional linear learning, to take you through cyclical teaching systems: a way of learning that has proven to be extremely effective, especially in subjects that require memorization"

TECH Business School uses the Case Study to contextualize all content

Our program offers a revolutionary approach to developing skills and knowledge. Our goal is to strengthen skills in a changing, competitive, and highly demanding environment.

“

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



This program prepares you to face business challenges in uncertain environments and achieve business success.



A learning method that is different and innovative

This TECH program is an intensive educational program, created from scratch to present executives with challenges and business decisions at the highest level, whether at the national or international level. This methodology promotes personal and professional growth, representing a significant step towards success. The case method, a technique that lays the foundation for this content, ensures that the most current economic, social and business reality is taken into account.

“

You will learn, through collaborative activities and real cases, how to solve complex situations in real business environments”

The case method has been the most widely used learning system among the world's leading business schools for as long as they have existed. The case method was developed in 1912 so that law students would not only learn the law based on theoretical content. It consisted of presenting students with real-life, complex situations for them to make informed decisions and value judgments on how to resolve them. In 1924, Harvard adopted it as a standard teaching method.

What should a professional do in a given situation? This is the question we face in the case method, an action-oriented learning method. Throughout the program, the studies will be presented with multiple real cases. They must integrate all their knowledge, research, argue and defend their ideas and decisions.

Our program prepares you to face new challenges in uncertain environments and achieve success in your career.

Relearning Methodology

TECH effectively combines the Case Study methodology with a 100% online learning system based on repetition, which combines different teaching elements in each lesson.

We enhance the Case Study with the best 100% online teaching method: Relearning.

Our online system will allow you to organize your time and learning pace, adapting it to your schedule. You will be able to access the contents from any device with an internet connection.

At TECH you will learn using a cutting-edge methodology designed to train the executives of the future. This method, at the forefront of international teaching, is called Relearning.

Our online business school is the only one in the world licensed to incorporate this successful method. In 2019, we managed to improve our students' overall satisfaction levels (teaching quality, quality of materials, course structure, objectives...) based on the best online university indicators.



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.





Case Studies

Students will complete a selection of the best case studies chosen specifically for this program. Cases that are presented, analyzed, and supervised by the best senior management specialists in the world.



Interactive Summaries

The TECH team presents the contents attractively and dynamically in multimedia lessons that include audio, videos, images, diagrams, and concept maps in order to reinforce knowledge.

This exclusive educational system for presenting multimedia content was awarded by Microsoft as a "European Success Story".



Testing & Retesting

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.



07

Our Students' Profiles

Students who take this Postgraduate Diploma from TECH Global University are people who already have a basic education, but need a high quality specialization to improve their skills in their daily practice. These are students who already have experience in the sector and who demand flexibility when studying, so the fully online format of this university is a plus in favor to make the final decision and take the leap towards a higher qualification.





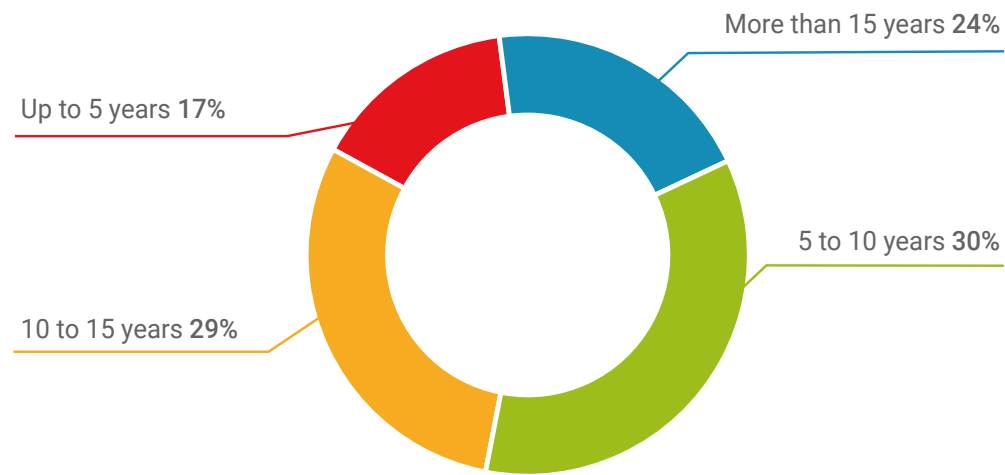
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*Expand your education with a program
that adapts to the needs of the students”*

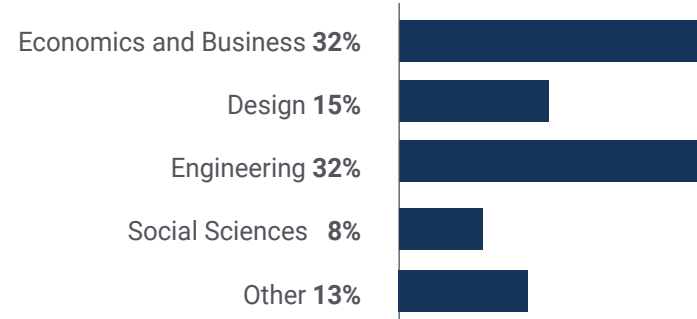
Average Age

Between **35** and **45** years old

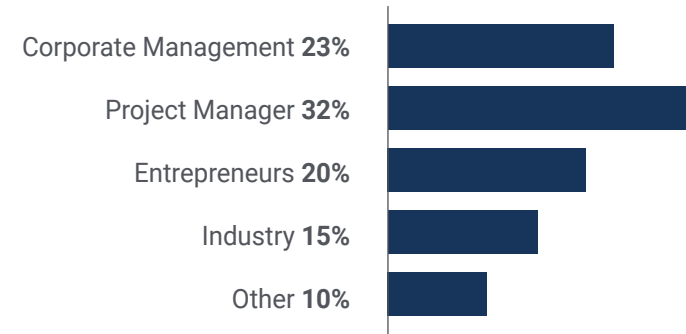
Years of Experience



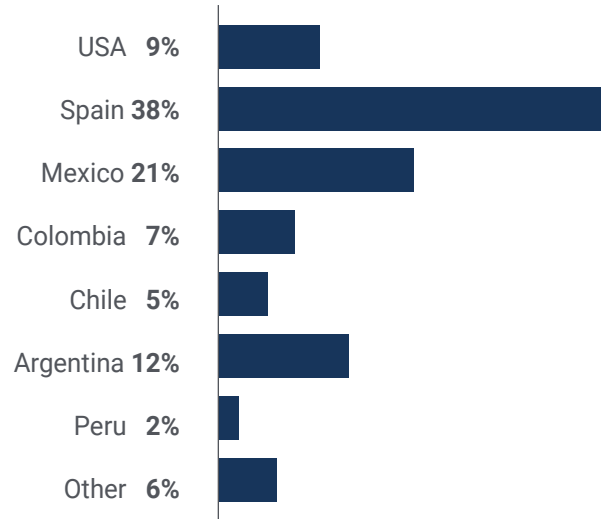
Training



Academic Profile



Geographical Distribution



Jaime Díaz

Project Manager

"The completion of this Postgraduate Diploma has been fundamental for my professional development, since it has allowed me to learn, first hand, the requirements and contractual relationships necessary for project management. In addition, the 100% online format has been essential to be able to combine my studies with the rest of my daily obligations. Undoubtedly, a totally recommendable program for those who wish to delve deeper into this subject"

08

Course Management

The teachers of this program are people with extensive experience, both at a professional and teaching level, who have come together to create an agenda of great academic value, which will be fundamental for the students' professional development. Undoubtedly, they are teachers aware of the importance of creating high quality studies to continue with the specialization of those who wish to deepen their knowledge in a field of great relevance at a business level.





“

A high level teaching team to help you specialize in this field of project management"

International Guest Director

Robert Natale is an expert in business transformation, strategic planning and operational excellence, committed to driving performance and organizational health for outstanding and sustainable business results. With a culture and results-driven approach, his passion is focused on turning underperforming institutions into profitable and competitive entities, prioritizing customer satisfaction. He is motivated by complex challenges that require profound changes in business models, leadership and traditional ways of working.

He has also held key roles in companies such as KPMG Australia, where he has been Director of Management Consulting, driving changes and redesigns that have exceeded \$140 million per year. In addition, at Optus he has held roles as Director of Transformation and Cost Efficiency, managing savings programs that have reached A\$700 million per year. In both positions, his ability to integrate digital and automation solutions has enabled him to deliver complex projects in sectors such as technology, telecommunications, consumer goods and manufacturing.

Internationally, he has been recognized for his leadership and ability to change challenging business contexts. In fact, his reputation has earned him multiple recognitions in the organizational consulting sector, standing out for his ability to align corporations with the effective implementation of operational changes. In turn, his focus on analysis and innovation has enabled the companies under his leadership to not only achieve their financial objectives, but also to adapt nimbly to market dynamics.

He has also contributed to knowledge in his field through studies focused on business planning. In this regard, his writings have addressed topics such as supply chain optimization or continuous improvement, providing valuable insights into how organizations can position themselves for future success.



Mr. Robert, Natale

- Director of Business Transformation at KPMG, Sydney, Australia
- Director of Transformation at Optus
- Director of Transformation and Network Cost Efficiency at Optus
- Director of Network Procurement Group Networks at Singtel
- Network Supply Chain Director, Networks at Optus
- Lean Six Sigma Manager at Optus
- Master's Degree in Business Administration and Management at UNSW School of Business
- Associate Diploma in Electrical and Electronic Engineering from Tafe NWS

“

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

Management



Mr. Pérez Pérez, Manuel Felipe

- ◆ Senior Project Manager – EQUIDEA
- ◆ Project Manager - AYDEM Consulting
- ◆ Consultant/Trainer in Organizational Development and Project Management
- ◆ Head of Training for Postgraduate Studies of the College of Computer Engineers of Madrid
- ◆ Technical Telecommunications Engineering - UPM
- ◆ Telecommunication Systems Engineering - UPM
- ◆ European Engineer EUR-ING - FEANI
- ◆ PMP ® (Project Management Professional) - PMI ID: 1767390 Nov 2014
- ◆ Advanced Agile Project Management Program. SCRUM



Professors

Mr. Barato, José

- ◆ Director of PMPEOPLE
- ◆ Freelance Trainer
- ◆ Telecommunications Engineer. Polytechnic University of Madrid
- ◆ PMP ® (Project Management Professional) ID: 70285
- ◆ PMI-ACP ® (Agile Certified Practitioner) ID: 1624784
- ◆ Diploma in Accounting and Finance. ESINE
- ◆ Regular Speaker at Project Management Conferences

Ms. Abeijón Pérez, Isabel

- ◆ Legal Director in Spain, Portugal and Andorra for KIKO Milano
- ◆ Real Estate Director
- ◆ Professor of Postgraduate Studies. CPIICM
- ◆ Associate Professor at the College of Computer Experts of Madrid
- ◆ Trainer and Instructional Designer of Online Content. AYDEM CONSULTING S.L
- ◆ Law Degree. Autonomous University of Madrid
- ◆ Degree in Business Administration and Management. Autonomous University of Madrid
- ◆ Researcher on the Development of Legal Competencies in Groups without Legal Backgrounds

Mr. Gómez de la Parra García, Pablo

- ◆ Service Manager of complex projects in T-Systems ITC Iberia SAU
- ◆ Degree in Computer Engineering-UAM
- ◆ Master's Degree in Cybersecurity Research
- ◆ PMP ® (Project Management Professional)
- ◆ Associate Professor at the College of Computer Experts in Madrid

09

Impact on Your Career

This Postgraduate Diploma in Requirements and Contractual Relationship Management in Project Management from TECH Global University arises from the need for specialization programs for professionals involved in project management. This is an essential educational experience to improve students' knowledge, which will bring great advantages to the companies in which they work, since they will be able to apply everything they have learned to their daily practice.



“

A world class academic program that will help you turn your career around"

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

The Postgraduate Diploma in Requirements and Contractual Relationship Management in Project Management at TECH Global University is an academic program that is developed in an intensive way and aimed at improving students' work skills in an area of wide competence. Undoubtedly, it is a unique opportunity to improve professionally, but also personally; since it involves effort and dedication.

Students who wish to improve themselves, achieve a positive change at a professional level and interact with the best, will find in TECH Global University their place.

Access positions of greater responsibility and remuneration, thanks to the superior specialization provided by this program.

Specialize in project management and get that job opportunity you desire.

When the change occurs



Type of change



Salary increase

This program represents a salary increase of more than **25.22%** for our students



10

Benefits for Your Company

This TECH Global University program offers students a complete set of information to improve their project management skills. In this way, it will not only bring benefits on a personal level for the students, but also for the company in which they develop their activity. It will be a unique opportunity to understand the contractual relationships of projects, which will provide your company with a new business vision, achieving the greatest possible success.





“

*Bring a new business
vision to your company”*

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

01

Intellectual Capital and Talent Growth

The professional will bring to the company new concepts, strategies and perspectives that can bring about relevant changes in the organization.

02

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.

03

Building agents of change

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

04

Increased international expansion possibilities

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



05

Project Development

The professional will be work on a current project or develop new projects in the field of R&D or Business Development within their company.

06

Increased Competitiveness

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

11

Certificate

The Postgraduate Diploma in Requirements and Contractual Relationship Management in Project Management guarantees students, in addition to the most rigorous and up to date education, access to a Postgraduate Diploma issued by TECH Global University.





“

Successfully complete this program and receive your university qualification without having to travel or fill out laborious paperwork”

This program will allow you to obtain your **Postgraduate Diploma in Requirements and Contractual Relationship Management in Project Management** 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 Requirements and Contractual Relationship Management in Project Management**

Modality: **online**

Duration: **6 months**

Accreditation: **18 ECTS**





Postgraduate Diploma Requirements and Contractual Relationship Management in Project Management

- » Modality: online
- » Duration: 6 months
- » Certificate: TECH Global University
- » Credits: 18 ECTS
- » Schedule: at your own pace
- » Exams: online

Postgraduate Diploma

Requirements and Contractual Relationship Management in Project Management

