



# Postgraduate Diploma Strategic Marketing

» Modality: online

» Duration: 6 months

» Certificate: TECH Global University

» Credits: 18 ECTS

» Schedule: at your own pace

» Exams: online

» Target Group: Executives or middle management with demonstrable experience in managerial fields

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

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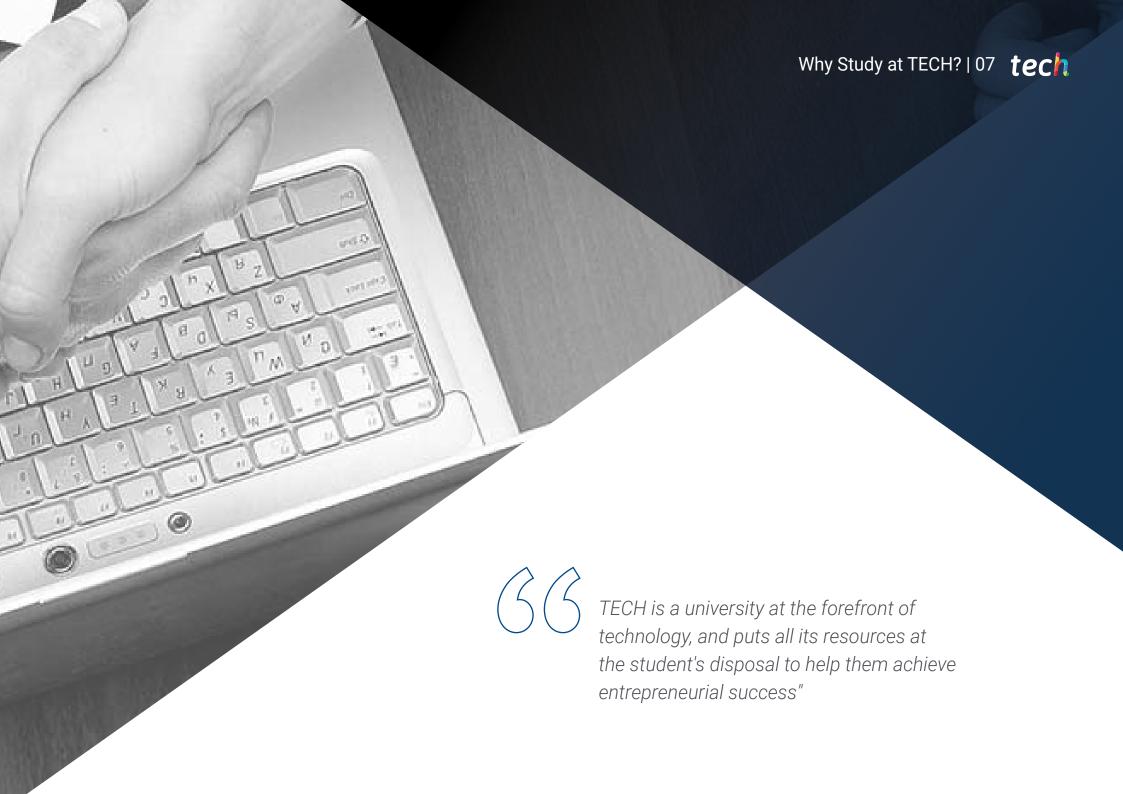
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# 01 **Welcome**

In a business world plagued by red oceans, whatever the business activity, it is essential to incorporate increasingly advanced marketing and sales techniques. Professionals of the new decade must be educated in methodologies such as Inbound Marketing, Social Marketing or Consumer Centric Marketing. The most powerful companies in the world already use these techniques, so by taking this complete qualification offered by TECH the student is focusing on bigger business projects, more relevant jobs and better recognized salaries.







# 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 the most rigorous and up-to-date case studies in the academic community"

### 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 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 ground-breaking price**. This way, TECH ensures that studying is not as expensive for students as it would be at another university.





# tech 12 | Why Our Program?

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



#### A significant career boost

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

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



# Develop a strategic and global vision of companies

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

Our global vision of companies will improve your strategic vision.



### Consolidate the student's senior management skills

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

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



#### Take on new responsibilities

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

45% of graduates are promoted internally.



#### Access to a powerful network of contacts

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

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



#### Thoroughly develop business projects

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

20% of our students develop their own business idea.



#### Improve soft skills and management skills

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

Improve your communication and leadership skills and enhance your career.



#### Be part of an exclusive community

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

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





# tech 16 | Objectives

Your goals are our goals.

We work together to help you achieve them.

The **Postgraduate Diploma in Strategic Marketing** will enable students to:



Build a plan for the development and improvement of personal and managerial skills

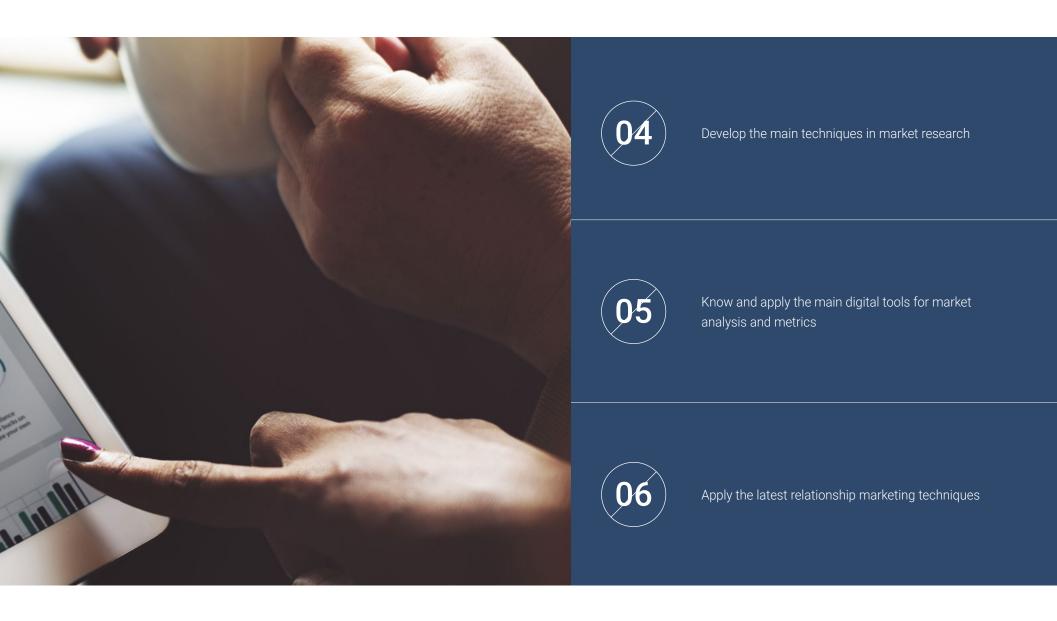


Develop strategies to carry out decision-making in a complex and unstable environment



Develop a marketing plan for the company









### tech 20 | Structure and Content

### **Syllabus**

The Postgraduate Diploma in Strategic Marketing of TECH Global University is designed for its students to graduate having more chances to succeed as successful managers in the world of Marketing.

The content of the Postgraduate Diploma in Strategic Marketing is designed to promote the development of managerial competencies that allow for more rigorous decision-making in uncertain environments.

Throughout 450 hours of specialization, the student analyzes a multitude of practical cases proposed by the faculty, in order to make the teaching much more complete, contextual and transversal.

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

Module 1	Principles of Strategic Marketing
Module 2	Marketing Processes and Variables
Module 3	Market and Customer Management



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

TECH offers the possibility of developing this Postgraduate Diploma in Strategic Marketing 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.

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

# tech 22 | Structure and Content

Module 1. Principles of Strategic Ma	arketing							
<ul><li>1.1. Fundamentals of Marketing</li><li>1.1.1 The Concept of Marketing</li><li>1.1.2 The Basic Elements of Marketing</li><li>1.1.3 Marketing Activities in Companies</li></ul>	<ul><li>1.2. Marketing Strategy Dimensions</li><li>1.2.1 Marketing Strategies</li><li>1.2.2 Types of Marketing Strategies</li></ul>	<ul> <li>1.3. The Function of Strategic Marketing</li> <li>1.3.1 The Concept of Strategic Marketing</li> <li>1.3.2 Concept of Strategic Marketing Planning</li> <li>1.3.3 Stages in the Process of Strategic Marketing Planning</li> </ul>	<ul><li>1.4. Digital Marketing</li><li>1.4.1 Digital Marketing Concept</li><li>1.4.2 Marketing Strategies in Digital Marketing</li></ul>					
<ul> <li>1.5. Inbound Marketing</li> <li>1.5.1 Effective Inbound Marketing</li> <li>1.5.2 The Benefits of Inbound Marketing</li> <li>1.5.3 Measuring the Success of Inbound M</li> </ul>	1.6. Marketing: From the Idea to the Market  1.6.1 The Marketing Process 1.6.2 Ideas as Business Opportunities 1.6.3 Marketing, a Market Drive	<ul> <li>1.7. Consumer Psychology and Behavior</li> <li>1.7.1 The Study of Consumer Behavior</li> <li>1.7.2 Internal and External Factors Influencing the Consumer</li> <li>1.7.3 Consumer Decision Process</li> <li>1.7.4 Consumerism, Marketing, Ethics and Society</li> </ul>	<ul> <li>1.8. Market Segmentation</li> <li>1.8.1 Market Segmentation Concept</li> <li>1.8.2 Utility and Requirements of Segmentation</li> <li>1.8.3 Consumer Market Segmentation</li> <li>1.8.4 Industrial Market Segmentation</li> <li>1.8.5 Segmentation Strategies</li> <li>1.8.6 Segmentation Based on Marketing - Mix Criteria</li> <li>1.8.7 Market Segmentation Methodology</li> </ul>					
<ul><li>1.9. Competitive Positioning</li><li>1.9.1 Positioning Concept on the Market</li><li>1.9.2 The Positioning Process</li></ul>	<ul><li>1.10. Social Marketing</li><li>1.10.1 Social Marketing</li><li>1.10.2 Socially Responsible Marketing</li><li>1.10.3 Social Cause Marketing</li></ul>							
Module 2. Marketing Processes and Variables								
<ul> <li>2.1. Developing the Marketing Pla</li> <li>2.1.1 Marketing Plan Concept</li> <li>2.1.2 Situation Analysis and Diagnosis</li> <li>2.1.3 Strategic Marketing Decisions</li> <li>2.1.4 Operating Marketing Decisions</li> </ul>	n 2.2. Marketing Mix 2.2.1 Marketing Mix Concept 2.2.2 Product Strategies 2.2.3 Pricing Strategies 2.2.4 Distribution Strategies 2.2.5 Communication Strategies	2.3. Product Management 2.3.1 Product Classifications 2.3.2 Differentiation 2.3.3 The Design 2.3.4 Luxury 2.3.5 Environmental Issues	<ul><li>2.4. Pricing Principles</li><li>2.4.1 Introduction to Pricing</li><li>2.4.2 Stages in Pricing</li></ul>					
<ul> <li>2.5. Distribution Channel Manager</li> <li>2.5.1 Concept and Functions of Commercian Distribution</li> <li>2.5.2 Design and Management of Distribution Channels</li> </ul>	2.6.1 Integrated Marketing Communication 2.6.2 Advertising Communication Plan	<ul> <li>2.7. E-Commerce</li> <li>2.7.1 Introduction to E-Commerce</li> <li>2.7.2 Differences between Traditional Commerce and E-Commerce</li> <li>2.7.3 Technological E-Commerce Platforms</li> </ul>	2.8. Marketing Information System  2.8.1 The Concept of a Marketing Information System (MIS)  2.8.2 Features of an MIS  2.8.3 The Information in the MIS  2.8.4 Structure of an MIS					
2.9. Marketing Intelligence 2.9.1 The Concept of Marketing Intelligence 2.9.2 Areas of Marketing Intelligence 2.9.3 Surveillance in Marketing Intelligence 2.9.4 Panels as Sources of Information for	2.10.2 Brand Creation (Branding)							

Module 3. Market and Customer Management									
3.1. 3.1.1 3.1.2 3.1.3 3.1.4 3.1.5 3.1.6	Marketing Management The Concept of Marketing Management New Trends in Marketing A New Marketplace: Consumer and Business Capabilities Holistic MK Orientation Update on the 4 Ps of Marketing Marketing Management Tasks	<b>3.2.</b> 3.2.1 3.2.2 3.2.3	Relationship Marketing Concept of Marketing Relations The Customer as an Asset of the Company CRM as a Relationship Marketing Tool	3.3. 3.3.1 3.3.2 3.3.3	Data Base Marketing Data Base Marketing Applications Laws and Regulations Information Sources	3.4.1 3.4.2 3.4.3	Types of Consumer Behavior The Process in Purchasing Decisions The Stages in the Buying Process Types of Consumer Behavior Features of the Types of Buying Behaviour		
<b>3.5.</b> 3.5.1 3.5.2 3.5.3	Consumer Centric Marketing Introduction to Consumer Centric Marketing Client Segmentation Marketing Strategies for the Best Customers	<b>3.6.</b> 3.6.1 3.6.2 3.6.3	Logistics and Customers  Demand Analysis Demand and Sales Forecast Sales and Operations Planning	<b>3.7.</b> 3.7.1 3.7.2 3.7.3		3.8.1 3.8.2 3.8.3	Knowing the Market and the Consumer  Open Innovation Competitive Intelligence Competitive Economy		
<b>3.9.</b> 3.9.1 3.9.2 3.9.3	Social Web Organization in the Age of Conversation Web 2.0 Is All About People Digital Environment and New Communication Formats	3.10.1	Social Media Platforms  General, Professional, and Microblogging Platforms Video, Image, and Mobility Platforms						



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

This teaching system is used, for example, in the most prestigious medical schools in the world, and major publications such as the **New England Journal of Medicine** have considered it to be one of the most effective.





## tech 26 | Methodology

# 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.





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



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 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.

## tech 28 | Methodology

#### 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.



### Methodology | 29 tech

In our program, learning is not a linear process, but rather a spiral (learn, unlearn, forget, and re-learn). Therefore, we combine each of these elements concentrically. With this methodology we have trained more than 650,000 university graduates with unprecedented success in fields as diverse as biochemistry, genetics, surgery, international law, management skills, sports science, philosophy, law, engineering, journalism, history, markets, and financial instruments. All this in a highly demanding environment, where the students have a strong socio-economic profile and an average age of 43.5 years.

Relearning will allow you to learn with less effort and better performance, involving you more in your specialization, developing a critical mindset, defending arguments, and contrasting opinions: a direct equation to success.

From the latest scientific evidence in the field of neuroscience, not only do we know how to organize information, ideas, images and memories, but we know that the place and context where we have learned something is fundamental for us to be able to remember it and store it in the hippocampus, to retain it in our long-term memory.

In this way, and in what is called neurocognitive context-dependent e-learning, the different elements in our program are connected to the context where the individual carries out their professional activity.

This program offers the best educational material, prepared with professionals in mind:



#### **Study Material**

All teaching material is produced by the specialists who teach the course, specifically for the course, so that the teaching content is highly specific and precise.

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



#### Classes

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

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



#### **Management Skills Exercises**

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



#### **Additional Reading**

Recent articles, consensus documents and international guidelines, among others. In TECH's virtual library, students will have access to everything they need to complete their course.





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**

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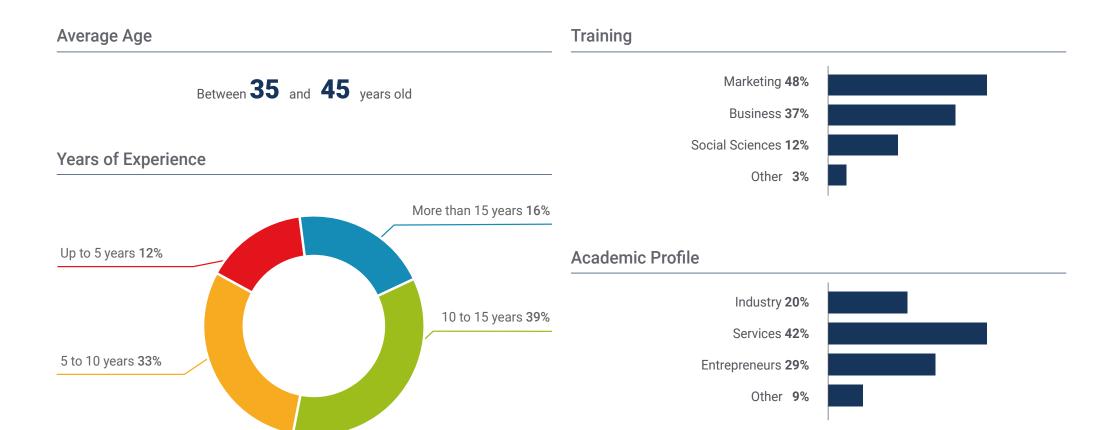
We periodically evaluate and re-evaluate students' knowledge throughout the program, through assessment and self-assessment activities and exercises, so that they can see how they are achieving their goals.



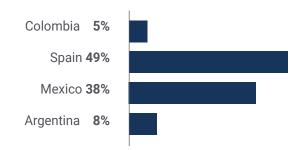
30%







### **Geographical Distribution**





# **Manuel Ortega**

#### Manager of a Company

"This Postgraduate Diploma was definitely the best possible choice to make a major turnaround in my business strategy. Thanks to the marketing techniques and secrets I acquired, I was able to give the right approach to my advertising campaigns, achieving immediate benefits"





#### **International Guest Director**

Mina Bastawros is a prestigious Aerospace Engineer with more than 13 years of professional experience driving digital innovation, marketing and entrepreneurship in recognized institutions. He is highly specialized in generating new disruptive business opportunities, has demonstrated a visionary approach in creating and executing strategic projects that connect with diverse audiences and stakeholders. His passion for aviation and technology has led him to design campaigns that not only promote products, but also inspire his team and the market.

Throughout his career, he has held positions of responsibility as **Head of Creative and Digital Marketing** and **Director of Strategic Marketing** at Airbus. In doing so, he has led the transformation of Advertising within companies, ensuring that tactics are not only more effective, but reflect an approach **aligned with** industry **trends**. In addition, he has overseen the execution of **high-impact campaigns** that have increased enthusiasm for aircraft sales, enhancing the corporation's presence in the marketplace.

In addition, he has been recognized internationally for his ability to lead advertising initiatives that have redefined the way aerospace products are promoted. In this sense, his disruptive and results-oriented approach has earned him multiple recognitions in the industry, consolidating him as a key figure in this field. In addition, his ability to guide his team has made him a benchmark in promoting creativity in the industry.

On the other hand, he has also contributed to improving the understanding of these matters through various innovation projects. Therefore, his work has focused on the integration of digital technologies and the exploration of new forms of intrapreneurship.



## Mr. Bastawros, Mina

- Vice President of Creative and Digital Marketing at Airbus, Toulouse, France
- Strategic Marketing Director at Airbus
- Corporate Founder New Business Development at Airbus
- Supply Chain and Quality Lead Manager at Airbus
- Project Engineer at Airbus
- Stress Engineer at Airbus
- Aerospace Engineer at Air New Zealand
- MSc in Aerospace, Aeronautical and Astronautical Engineering from Loughborough University
- B.Sc. in Aerospace Engineering at the Polytechnic University of Turin



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

### tech 40 | Course Management

#### Management

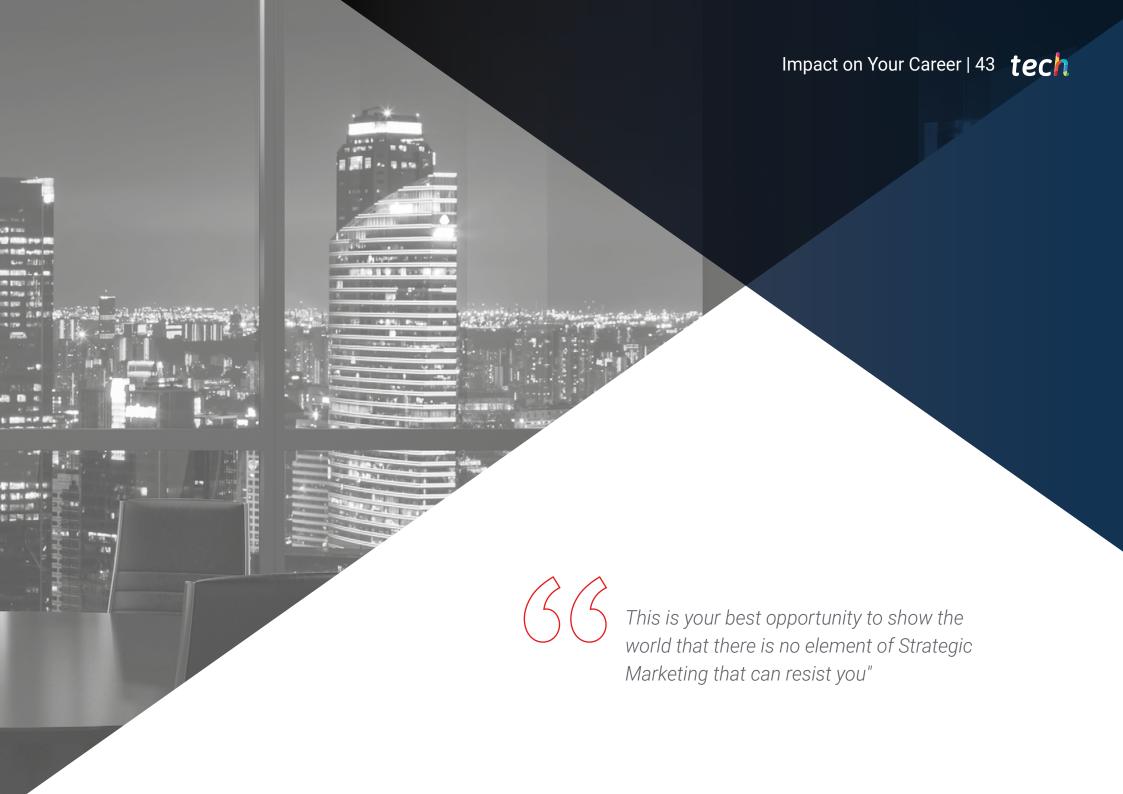


### Mr. López Rausell, Adolfo

- Director of TECH Business School
- Technical Direction in Projects and Market Studies at Investgroup
- Management at Club Innovation Club of the Valencian Community
- Degree in Economics and Business Administration, Universitat de València
- Diploma in Marketing in ESEM Business School







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

The Postgraduate Diploma in Strategic Marketing takes its students to the next level of commercial skills and expertise, therefore becoming their best asset to reach relevant management positions where they can give the best of themselves through the quality, effort and implication demonstrated in this program.

Don't miss the opportunity to study at TECH Global University and you will find the career boost you were looking for.

If you want to make a positive change in your profession, the Postgraduate Diploma in Strategic Marketing will help you achieve it.

#### When the change occurs



#### Type of change



### Salary increase

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

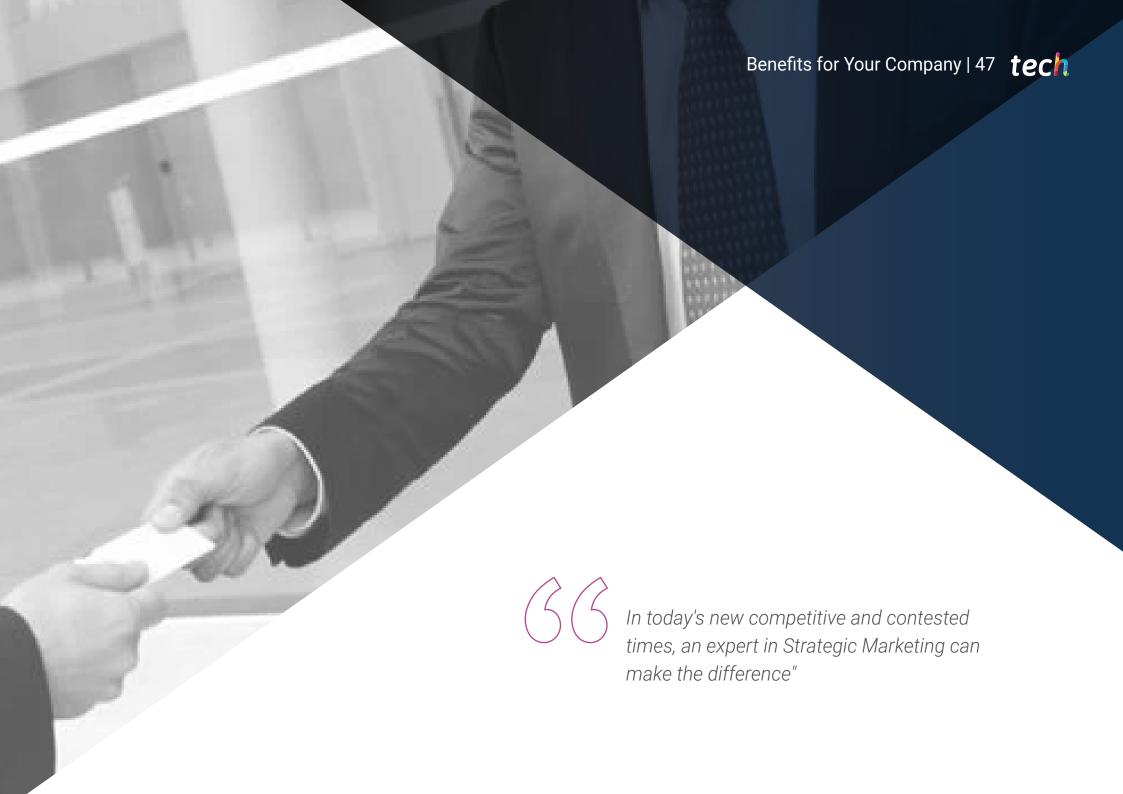
\$57,900

A salary increase of

25.22%

\$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 professional 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 professional 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 current project or develop new projects in the field of R&D or Business Development within their company.



### Increased competitiveness

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







### tech 52 | Certificate

This program will allow you to obtain your **Postgraduate Diploma in Strategic Marketing** endorsed by **TECH Global University**, the world's largest online university.

**TECH Global University** is an official European University publicly recognized by the Government of Andorra (*official bulletin*). Andorra is part of the European Higher Education Area (EHEA) since 2003. The EHEA is an initiative promoted by the European Union that aims to organize the international training framework and harmonize the higher education systems of the member countries of this space. The project promotes common values, the implementation of collaborative tools and strengthening its quality assurance mechanisms to enhance collaboration and mobility among students, researchers and academics.

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

Title: Postgraduate Diploma in Strategic Marketing

Modality: online

Duration: 6 months

Accreditation: 18 ECTS



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

#### Postgraduate Diploma in Strategic Marketing

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

TECH Global University is a university officially recognized by the Government of Andorra on the 31st of January of 2024, which belongs to the European Higher Education Area (EHEA).

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



<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 Strategic Marketing

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» Certificate: TECH Global University

» Credits: 18 ECTS

» Schedule: at your own pace

» Exams: online

