Executive Master's Degree

MBA in Management of Large International Projects (EPC)

MBAMLIPE

tech technological university

Executive Master's Degree
MBA in Management of Large International Projects (EPC)

- » Modality: **online**
- » Duration: **12 months**
- » Certificate: **TECH Technological University**
- » Schedule: **at your own pace**
- » Exams: **online**
- » Intended for: **Graduates and professionals with demonstrable experience in logistics areas**

Website: **www.techtitute.com/us/school-of-business/executive-master-degree/master-mba-management-large-international-projects-epc**

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01
Welcome

Through this program, the professional will delve into all the factors that must be taken into account in turnkey projects (EPC) to meet market requirements both in terms of time and cost. This is a booming sector that demands experts to manage from the existing types depending on the type of contract or service, the analysis and development of each of the stages of the project, to the control of the main aspects that allow perform successfully. The program will include 10 Masterclasses given by a prestigious International Guest Director, who will provide the keys to manage the services related to the project design, the fundamentals of construction adapted to the project design and the fundamentals of construction adapted to the project.

MBA in Management of Large International Projects (EPC)
TECH Global University

" *You will learn the most effective techniques to implement a responsible and sustainable management strategy"*

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 center for intensive managerial skills education.

" *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 Technological University

Innovation

The university offers an online learning model that balances 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.

+100000 | executives prepared 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 (postgraduate learning methodology with the best international valuation) with the Case Study. Tradition and vanguard in a difficult balance, and in the context of the most demanding educational 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.

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 analyses in academia"

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 education of the highest academic level"

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

01

A Strong Boost to Your Career

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

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

02

Develop a strategic and global vision of the company

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

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

You will take on new responsibilities

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

45% of graduates are promoted internally.

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 fields 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 You will be part of an exclusive community

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

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

04
Objectives

This program is designed for students to strengthen their skills in the Management of Large International Projects (EPC), developing new competencies and enhancing their skills for academic and professional growth focused on a booming sector. Thus, after completing the program, the professional will be able to make global decisions with an innovative perspective and an international vision.

With TECH you will develop the skills you need to coordinate all the work involved in a project with an EPC contract, consolidating your leadership in the sector"

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

This **MBA in Management of Large International Projects (EPC)** will enable students to:

01 Conduct a comprehensive analysis of EPC projects

04 In-depth breakdown of guarantees, disputes and insurance in the construction industry

02 Management of the different stages of EPC projects

05 Mastery of project management in a global manner

03 Contract management of large-scale projects

06 Cost, time and resources analysis

07 Solid knowledge of the integration phases of a project

08 Project management with a global interdepartmental vision

09 Ability to analyze the earned value of projects

Skills

Throughout this program the student will develop the ability to understand the basics and principles for managing large international EPC projects, being able to apply them strategically. In this way, you will master the global environment of large turnkey constructions, from the international context to the market situation, being responsible for the entire management.

We offer you the resources you need to develop the skills that will enable you to work successfully in this sector"

01 Master the global environment of large turnkey constructions, from the international context, markets, to project development, operation and maintenance plans and sectors such as insurance and asset management

02 Apply acquired knowledge and problem-solving skills in current or unfamiliar environments within broader contexts related to EPC projects

03 Be able to integrate knowledge and get a deep insight into the different uses of Turnkey Projects, as well as the importance of their use in today's world

04 Know how to communicate design, development and management concepts of different engineering systems

05 Understand and internalize the scope of digital and industrial transformation applied to EPC project systems for efficiency and competitiveness in today's market

06 Be able to perform critical analysis, evaluation and synthesis of new and complex ideas related to the field of engineering

08 In-depth knowledge of the most important aspects of a project

09 Be able to manage projects of this type in national and international environments

07 Be able to promote, in professional contexts, technological, social or cultural progress within a knowledge-based society

10 Understand the critical points that can affect the timing and cost of contract execution

11 Recognize the main actors involved in the construction phase of an EPC project

14 Master important aspects of contract management such as guarantees, insurance and penalties

12 Be able to identify deviations and have the ability to establish a plan to mitigate such deviations

13 Know how to manage a construction contract in international environments, paying special attention to the critical points that may affect the deadlines and costs of the execution of the contract

15 Be able to act as a contract manager to interact with the rest of the departments of the construction site and to be able to carry out an exhaustive control of their work

16 Have specific knowledge in the area of arbitration and possible disputes, so that he/she can be prepared to participate in future project processes that he/she manages

18 Know how to act as a project manager to manage quality, communications and possible non-conformities that may arise in the project

19 Have skills to manage and control purchases and resources, so that the students can make decisions that allow them to optimize these two factors to the maximum

17 Obtain the necessary skills to make relevant decisions for the development of the project in a timely manner

20 Know the management of the project manager in one of the key aspects to be taken into account such as cost control

Structure and Content

The MBA in Management of Large International Projects (EPC) comprises a program structured in ten modules with quality content for professionals to learn about all the requirements involved in its management. In this way, you will master from the conception of an international project, the management and control of the different stages, resources and costs, among others. A complete program with quality content developed by rigorous industry experts to propel your career towards excellence.

The most complete syllabus with quality content prepared by real experts in the sector is only provided by TECH"

Syllabus

The MBA in Management of Large International Projects (EPC) of TECH Technological University is an intensive program that prepares you to direct and manage the possibility of executing works and facilities under the Engineering, Procurement and Construction modality.

The content of MBA is designed to promote the development of managerial skills that allow for more rigorous decision making in uncertain environments, facing the business challenges that may arise.

Throughout 2,700 hours of preparation, the student analyzes a multitude of practical cases through individual and team work. It is, therefore, an authentic immersion in real business situations.

In this way, this MBA deals in depth with the world of construction, from its projection, resources and production costs to the contractual management required. As such, it is designed to specialize professionals in the business environment in order to orient them towards this sector from a strategic, international and innovative perspective.

A plan designed for the student, focused on their professional improvement that prepares them to achieve excellence in the field of management and business administration in this sector. A program that understands your needs and those of your company through innovative content based on the latest trends, and supported by the best educational methodology and an exceptional faculty, which will provide you with the competencies to efficiently manage an EPC project. This MBA takes place over 12 months and is divided into 15 modules:

Module 1	International Projects
Module 2	Turnkey Projects (EPC)
Module 3	Management and Control of Stages in Turnkey Projects (EPC)
Module 4	Contract Management in Projects
Module 5	Risk Management in Contract Management
Module 6	Project Management in Contract Management
Module 7	Project Management: Scope and Schedule Management in Projects
Module 8	Project Management: Communications and Quality Management
Module 9	Project Management: Procurement and Resource Management
Module 10	Project Management: Cost Management
Module 11	Leadership, Ethics and Social Responsibility in Companies
Module 12	People and Talent Management
Module 13	Economic and Financial Management
Module 14	Commercial Management and Strategic Marketing
Module 15	Executive Management

Where, When and How is it Taught?

TECH offers you the possibility of taking this program completely *online*. During the 7 months of training, you will be able to access 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.

Module 1. International Projects

1.1. Projects and Organizational Context
1.1.1. Project in the Organization
1.1.2. Project Elements
1.1.3. Importance of the Project in the Organization

1.2. Types of Projects by Service
1.2.1. Types of Projects
1.2.2. Project Analysis
1.2.3. Project Orientation

1.3. Main Processes in the Development of a Project
1.3.1. Start-up and Planning Process
1.3.2. Execution and Monitoring
1.3.3. Closing Process

1.4. Cost, Scope and Quality Constraints Analysis
1.4.1. Cost Constraint Analysis
1.4.2. Restriction Scope
1.4.3. Quality Restriction

1.5. Time, Resource and Risk Constraints
1.5.1. Time Constraint Analysis
1.5.2. Restriction Resources
1.5.3. Restriction Risks

1.6. Analysis of Contract Types
1.6.1. Contract at Unitary Price
1.6.2. "Lump Sum" Contract or Global Sum
1.6.3. Cost Plus Margin Contract

1.7. Project Management According to Typology
1.7.1. Project Management at Unit Price
1.7.2. Lump Sum/Global Project Management
1.7.3. Cost Plus Margin Project Management

1.8. Project, Program and Portfolio
1.8.1. Analysis of the Project in the Organization
1.8.2. Analysis of the Program in the Organization
1.8.3. Analysis of the Portfolio in the Organization

1.9. Interested in the Project
1.9.1. Project Stakeholder Pyramid
1.9.2. Stakeholder Analysis
1.9.3. Stakeholder Interaction

1.10. Analysis of the Organization's Process Assets
1.10.1. Asset Analysis in Startup and Planning
1.10.2. Analysis of Assets in Execution and Control
1.10.3. Analysis of Assets at Closing

Module 2. Turnkey Projects (EPC)

2.1. EPC Project
2.1.1. EPC Project Context
2.1.2. Project Components
2.1.3. Needs Analysis

2.2. EPC Project Stages
2.2.1. Identification of Stages in EPC Projects
2.2.2. Identification of Initial Needs in Stages
2.2.3. Timing of Each Stage

2.3. Management of the e-Engineering Stage
2.3.1. Stage E Analysis
2.3.2. Stage E Schedule
2.3.3. Resources Required for Stage E

2.4. Analysis of the e-Engineering Stage
2.4.1. Structure Required for Stage E Development
2.4.2. Restrictions
2.4.3. Difficulties and Risks

2.5. Management of the p-Procurement Stage
2.5.1. Stage P Analysis
2.5.2. Schedule
2.5.3. Resources Required

2.6. Analysis of the p-Procurement Stage
2.6.1. Structure Required for the Development Stage P
2.6.2. Restrictions
2.6.3. Difficulties and Risks

2.7. Management of the c-Construction Stage
2.7.1. Stage C Analysis
2.7.2. Schedule
2.7.3. Resources Required

2.8. Analysis of the c-Construction Stage
2.8.1. Structure Required for Stage C Development
2.8.2. Restrictions
2.8.3. Difficulties and Risks

2.9. EPC Projects: HR Department
2.9.1. Main Functions
2.9.2. Resources Required for this Department
2.9.3. Coordination and Communications with the Rest of the Project

2.10. EPC Projects: Contracts Department
2.10.1. Main Functions
2.10.2. Resources Required for this Department
2.10.3. Coordination and Communications with the Rest of the Project

Module 3. Management and Control of Stages in Turnkey Projects (EPC)

3.1. Coordination of Stages in EPC Project
3.1.1. Stage Planning
3.1.2. Inter-team Communications
3.1.3. Incident Resolution Process Steps

3.2. Stage C: Main Structural Components - Quality
3.2.1. Component Q. Quality
3.2.2. Analysis of the Quality Part of the Project
3.2.3. Structure and Importance

3.3. Stage C: Major Structural Components: Safety and Health
3.3.1. HSE Component. Health and Safety
3.3.2. Analysis of the Health and Safety Part of the Project
3.3.3. Structure and Importance

3.4. Stage C: Main Structural Components - Cost
3.4.1. Component C. Costs
3.4.2. Analysis of the Cost Control Part of the Project
3.4.3. Structure and Importance

3.5. Stage C: Major Structural Components: Time frame
3.5.1. Component P. Term
3.5.2. Analysis of the Deadline Control Part of the Project
3.5.3. Structure and Importance

3.6. International EPC Project Management
3.6.1. Project Manager Management
3.6.2. Director Characteristics
3.6.3. Coordination and Communication

3.7. Analysis of International EPC Projects
3.7.1. Global Analysis of the Project from the Management
3.7.2. Management Reporting Processes
3.7.3. Control of the Main KPIs of the Project

3.8. Deviations EPC Projects
3.8.1. Main Deviations in EPC Projects
3.8.2. Variance Analysis
3.8.3. Deviation Notification Procedure for Customer

3.9. Analysis and Monitoring of Economic Deviations of the Project with Respect to Contract
3.9.1. Production Control
3.9.2. Cost Control
3.9.3. Production Monitoring vs. Costs

3.10. Non-conformity Management in EPC Projects
3.10.1. Main Non-Conformities in EPC Projects
3.10.2. Management Procedures
3.10.3. Analysis and Mitigation

Module 4. Contract Management in Projects

4.1. Contract Management in Projects
4.1.1. Analysis of Contract Management in Projects
4.1.2. Necessity of Contract Management
4.1.3. Contract Management Objectives

4.2. Contract Management in Projects
4.2.1. Analysis of Contract Management in Projects
4.2.2. Necessity of Contract Management
4.2.3. Contract Management Objectives

4.3. Process in the Management of a Contract
4.3.1. Design of a Contract Management Plan
4.3.2. Stages of the Management Plan
4.3.3. Adversities in Contract Management

4.4. Success Factors in Contract Management
4.4.1. Analysis of Main Success Factors
4.4.2. Planning and Evolution of Contract Management
4.4.3. Performance Management and Relationship Between Parties

4.5. Main Stages of Contract Management
4.5.1. Planning and Execution
4.5.2. Control and Monitoring during Execution
4.5.3. Post-implementation Control and Monitoring

4.6. Factors to Take into Account in the Management of Construction Contracts
4.6.1. Establishment of Objectives and Strategies
4.6.2. Design-Build Phase in Lump Sum Contracts
4.6.3. Relations with Contractors

4.7. Challenges for the Contract Manager
4.7.1. Successful Contract Management and Administration
4.7.2. Customer Communications Management
4.7.3. Contract Analysis and Fulfillment

4.8. Aspects to be Solved
4.8.1. Contract Negotiation and Approval
4.8.2. Control During Ejection
4.8.3. Control of Compliance with Contractual Obligations

4.9. Aspects to be Supervised
4.9.1. Contract Negotiation and Approval
4.9.2. Control During Ejection
4.9.3. Control of Compliance with Contractual Obligations

4.10. Management of Project Factors by the Contract Manager
4.10.1. Scope Management
4.10.2. Cost Management
4.10.3. Risk and Change Management

Module 5. Risk Management in Contract Management

5.1. International Contract Management
5.1.1. Contract Management According to PMBOK
5.1.2. Procurement Control and Management According to PMBOK
5.1.3. Importance and Involvement of the Contract Manager

5.2. Contract Management and Project Management
5.2.1. Relationship between Contract Management and Project Management
5.2.2. Collaboration between CM and PM
5.2.3. Control of Main Construction Site Factors

5.3. Risk Management by Contract Manager
5.3.1. Identification of Contract Risks
5.3.2. Risk Classification
5.3.3. Matrix Development and Implementation

5.4. Risk Analysis by Contract Manager
5.4.1. Identification of Risk Managers
5.4.2. Follow-up of Progress
5.4.3. Risk Mitigation

5.5. Types of Guarantees
5.5.1. Classification
5.5.2. Types of Endorsements
5.5.3. Costs and Expiration

5.6. Penalty Analysis
5.6.1. Type of Penalties according to Contract
5.6.2. Control of Penalties by the Contract Manager
5.6.3. Effective Contract Management in the Event of Penalties

5.7. Construction Insurance Management
5.7.1. Type of Insurance in Construction
5.7.2. Insurance Terms
5.7.3. Importance of Insurance

5.8. Construction Insurance Analysis
5.8.1. Contract Management in Insurance Management
5.8.2. Calculations and Costs for Construction Insurance
5.8.3. Validity of Insurance

5.9. Contract Management and the Legal Department
5.9.1. Connection between the Contract Manager and the Legal Department
5.9.2. Importance of Legal Knowledge for the Contract Manager
5.9.3. Communication from the Legal Point of View of the Contract Manager

5.10. Contract Manager and Contractors
5.10.1. Contract Manager's Communications with the Contractor
5.10.2. Follow-up of the Contract with the Contractor
5.10.3. Importance of Communications Traceability Control

Module 6. Project Management in Contract Management

6.1. Contract Management and Budget
6.1.1. Objectives of Budget Management by the Contract Manager
6.1.2. Main Types of Budgets
6.1.3. Budget According to Cost Structure

6.2. Contract Management and Construction Control
6.2.1. Objectives of Site Control Management
6.2.2. Hiring of an Inspection Body
6.2.3. Verification and Monitoring of the Work

6.3. Contract Management and Health and Safety control on Site
6.3.1. Objectives of Health and Safety Control Management at the Construction Site
6.3.2. Aspects to be Considered for Health and Safety Control
6.3.3. On-site Verification and Follow-up

6.4. Contract Management and Subcontracting
6.4.1. Importance of the Contract Manager's Intervention in the Management of Subcontracting Contracts
6.4.2. Types of Subcontracting Contracts
6.4.3. Analysis of Contracts with Subcontractors

6.5. Subcontracting Process to Be Followed by the Contract Manager
6.5.1. Bidding and Comparison
6.5.2. Pre-selection and Pre-recruitment
6.5.3. Subcontract Award

6.6. Monitoring of Changes in Subcontractor Contracts
6.6.1. Importance of Change Tracking
6.6.2. Control of Changes in Time and Cost
6.6.3. Need for Timely Notifications and Form

6.7. Contract Management and Outsourcing Services Contract
6.7.1. Basics of the Outsourcing Services Contract
6.7.2. Contract Management in these Types of Contracts
6.7.3. Points to Consider

6.8. Contract Management and Contractual Disputes
6.8.1. Contract Manager Intervention in Disputes
6.8.2. Technical and Legal Difficulty in International Arbitration Cases
6.8.3. Importance of Contract Management for Future Disputes

6.9. Classification of Disputes and Arbitration
6.9.1. Types of Disputes and Arbitration
6.9.2. Preparation of Dispute Documentation
6.9.3. Importance of Traceability for Future Disputes

6.10. Contract Manager and Customer
6.10.1. Contract Manager Communications with the Customer
6.10.2. Follow-up of the Contract with the Customer
6.10.3. Importance of Communication Traceability Control

Module 7. Project Management: Scope and Schedule Management

7.1. Scope Control
7.1.1. Scope of the Project
7.1.2. Project Scope Baseline
7.1.3. The Importance of the Control Account

7.2. Requirements Management
7.2.1. Requirements Management
7.2.2. Categories
7.2.3. Management Process

7.3. Scope Management
7.3.1. Scope Management Planning
7.3.2. Gathering Requirements
7.3.3. Particularities of the Scope

7.4. Scope Study
7.4.1. Preparation of the WBS
7.4.2. Scope Validation
7.4.3. Scope Control

7.5. Schedule Control
7.5.1. Project Timeline
7.5.2. Baseline Schedule
7.5.3. Critical Path Analysis

7.6. Elaboration of the Schedule
7.6.1. Gantt Chart
7.6.2. Predecessor and Successor Activities
7.6.3. Restrictions between Activities

7.7. Schedule Management
7.7.1. Schedule Management Planning
7.7.2. Description of Activities
7.7.3. Sequencing of Activities

7.8. Study and Analysis of the Schedule
7.8.1. Estimated Duration of Activities
7.8.2. Schedule Development
7.8.3. Schedule Control

7.9. Construction Project Acceleration Plan
7.9.1. Acceleration Plan Analysis
7.9.2. Schedule
7.9.3. Resources

7.10. Construction Project Recuperation Plan
7.10.1 Recovery Plan Analysis
7.10.2. Schedule
7.10.3. Resources

Module 8. Project Management: Communications and Quality Management

8.1. Communications Control
8.1.1. Communications in Project
8.1.2. Dimensions of Project Communication
8.1.3. Communication Skills

8.2. Communications in Project
8.2.1. Communications at Meetings
8.2.2. Project Communication Channels
8.2.3. Formal Forms of Communication

8.3. Communications Management
8.3.1. Communications Management Planning
8.3.2. Project Communications Management
8.3.3. Control

8.4. Project Quality Control
8.4.1. Project Quality
8.4.2. Cost of Project Quality
8.4.3. Importance of Quality

8.5. Project Quality Management
8.5.1. Quality Management Planning
8.5.2. Quality Management
8.5.3. Control

8.6. Quality: Project Non-conformities
8.6.1. The Importance of NCs
8.6.2. Customer Nonconformities
8.6.3. Contractor Nonconformities

8.7. Project Stakeholder Management
8.7.1. Stakeholder Expectation Management
8.7.2. Interpersonal and Team Skills
8.7.3. Conflict Management

8.8. Project Stakeholder Analysis
8.8.1. Identification of Interested Parties
8.8.2. Engagement Planning
8.8.3. Engagement Management and Monitoring

8.9. Project Integration Management
8.9.1. Development of the Project Charter
8.9.2. Development of the Project Management Plan
8.9.3. Direction and Management of Project Work

8.10. Project Integration Control
8.10.1. Project Knowledge Management
8.10.2. Work Control
8.10.3. Integrated Change Control and Project Closure

Module 9. Project Management: Purchasing and Resources Management

9.1. Purchasing Control
9.1.1. Purchases in Project
9.1.2. The Buyer
9.1.3. The Supplier

9.2. Project Buying Cycle
9.2.1. Analysis of the Buying Cycle
9.2.2. Description of Stages
9.2.3. Study of Stages

9.3. Purchase Contract
9.3.1. Elements of the Contract
9.3.2. Contract Terminology in Contract
9.3.3. Control of Claims and Litigation

9.4. Project Purchasing Management
9.4.1. Types of Suppliers
9.4.2. Procurement Category
9.4.3. Types of Contracts

9.5. Project Purchasing Analysis
9.5.1. Purchasing Management Planning
9.5.2. Execution of Purchases
9.5.3. Purchasing Control

9.6. Control of Resources
9.6.1. Project Resources
9.6.2. Conflict Management Ability
9.6.3. Conflict Levels and Resolution

9.7. Management of Resources by Objectives
9.7.1. Management by Objectives (MBO)
9.7.2. Different Roles in Projects
9.7.3. Types of Leadership

9.8. Project Resource Management
9.8.1. Resource Management Planning
9.8.2. Estimation of Activity Resources
9.8.3. Obtaining the Necessary Resources

9.9. Analysis of Project Resources
9.9.1. Resource Team Development
9.9.2. Team Management
9.9.3. Equipment Control

9.10. Analysis of the Resource Interview Process from the PM
9.10.1. Interview Process
9.10.2. Analysis by the Project Manager
9.10.3. Factors to Consider for a Successful Result

Module 10. Project Management: Cost Management

10.1. Cost Control: Project Margin
10.1.1. Project Costs
10.1.2. Initial Margin Calculation
10.1.3. Financial Control

10.2. Cost Control: Cash Flow
10.2.1. Project Cash Flow Analysis
10.2.2. Production
10.2.3. Factors

10.3. Estimation of Activity Costs
10.3.1. Cost Estimation Techniques
10.3.2. Factors in Favor and Against the Estimation of Activities
10.3.3. Aspects to be Taken into Account in Cost Estimates

10.4. Control and Management of Earned Project Value
10.4.1. Basics of Earned Value
10.4.2. Processes
10.4.3. Control and its Importance in the Project

10.5. Control and Management of Earned Project Term
10.5.1. Basics of Earned Term
10.5.2. Processes
10.5.3. Control and its Importance in the Project

10.6. Project Cost Management
10.6.1. Planning
10.6.2. Cost Estimates
10.6.3. Determination of the Budget

10.7. Project Cost Analysis
10.7.1. Cost Control
10.7.2. Production Control
10.7.3. Cost Analysis vs. Production

10.8. S-curve Management in the Project
10.8.1. Fundamentals of the S-curve
10.8.2. Processes for Management
10.8.3. Importance of the S-curve

10.9. Control and Elaboration of the S-curve in the Project
10.9.1. Production
10.9.2. Monitoring
10.9.3. Control and Deviations

10.10. Project Financial Study
10.10.1. NPV- Net Present Value
10.10.2. IRR-Internal Rate of Return on Project
10.10.3. Payback-Recovery Period

Module 11. Leadership, Ethics and Social Responsibility in Companies

11.1. Globalization and Governance
11.1.1. Governance and Corporate Governance
11.1.2. The Fundamentals of Corporate Governance in Companies
11.1.3. The Role of the Board of Directors in the Corporate Governance Framework

11.2. Leadership
11.2.1. Leadership. A Conceptual Approach
11.2.2. Leadership in Companies
11.2.3. The Importance of Leaders in Business Management

11.3. Cross-Cultural Management
11.3.1. Concept of Cross-Cultural Management
11.3.2. Contributions to the Knowledge of National Cultures
11.3.3. Diversity Management

11.4. Management and Leadership Development
11.4.1. Concept of Management Development
11.4.2. Concept of Leadership
11.4.3. Leadership Theories
11.4.4. Leadership Styles
11.4.5. Intelligence in Leadership
11.4.6. The Challenges of Today's Leader

11.5. Business Ethics
11.5.1. Ethics and Morality
11.5.2. Business Ethics
11.5.3. Leadership and Ethics in Companies

11.6. Sustainability
11.6.1. Sustainability and Sustainable Development
11.6.2. The 2030 Agenda
11.6.3. Sustainable Companies

11.7. Corporate Social Responsibility
11.7.1. International Dimensions of Corporate Social Responsibility
11.7.2. Implementing Corporate Social Responsibility
11.7.3. The Impact and Measurement of Corporate Social Responsibility

11.8. Responsible Management Systems and Tools
11.8.1. CSR: Corporate Social Responsibility
11.8.2. Essential Aspects for Implementing a Responsible Management Strategy
11.8.3. Steps for the Implementation of a Corporate Social Responsibility Management System
11.8.4. Tools and Standards of CSR

11.9. Multinationals and Human Rights
11.9.1. Globalization, Multinational Corporations and Human Rights
11.9.2. Multinational Corporations and International Law
11.9.3. Legal Instruments for Multinationals in the Field of Human Rights

11.10. Legal Environment and Corporate Governance
11.10.1. International Rules on Importation and Exportation
11.10.2. Intellectual and Industrial Property
11.10.3. International Labor Law

Module 12. People and Talent Management

12.1. Strategic People Management
12.1.1. Strategic Human Resources Management
12.1.2. Strategic People Management

12.2. Human Resources Management by Competencies
12.2.1. Analysis of the Potential
12.2.2. Remuneration Policy
12.2.3. Career/Succession Planning

12.3. Performance Evaluation and Performance Management
12.3.1. Performance Management
12.3.2. Performance Management: Objectives and Process

12.4. Innovation in Talent and People Management
12.4.1. Strategic Talent Management Models
12.4.2. Talent Identification, Training and Development
12.4.3. Loyalty and Retention
12.4.4. Proactivity and Innovation

12.5. Motivation
12.5.1. The Nature of Motivation
12.5.2. Expectations Theory
12.5.3. Needs Theory
12.5.4. Motivation and Financial Compensation

12.6. Developing High Performance Teams
12.6.1. High-Performance Teams: Self-Managing Teams
12.6.2. Methodologies for Managing High Performance Self-Managed Teams

12.7. Change Management
12.7.1. Change Management
12.7.2. Types of Change Management Processes
12.7.3. Stages or Phases in Change Management

12.8. Negotiation and Conflict Management
12.8.1. Negotiation
12.8.2 Conflict Management
12.8.3 Crisis Management

12.9. Executive Communication
12.9.1. Internal and External Communication in the Business Environment
12.9.2. Communication Departments
12.9.3. The Head of Communication of the Company. The Profile of the Dircom

12.10. Productivity, Attraction, Retention and Activation of Talent
12.10.1. Productivity
12.10.2. Talent Attraction and Retention Levers

Module 13. Economic and Financial Management

13.1. Economic Environment
13.1.1. Macroeconomic Environment and the National Financial System
13.1.2. Financial Institutions
13.1.3. Financial Markets
13.1.4. Financial Assets
13.1.5. Other Financial Sector Entities

13.2. Executive Accounting
13.2.1. Basic Concepts
13.2.2. The Company's Assets
13.2.3. The Company's Liabilities
13.2.4. The Company's Net Worth
13.2.5. The Income Statement

13.3. Information Systems and Business Intelligence
13.3.1. Fundamentals and Classification
13.3.2. Cost Allocation Phases and Methods
13.3.3. Choice of Cost Center and Impact

13.4. Budget and Management Control
13.4.1. The Budgetary Model
13.4.2. The Capital Budget
13.4.3. The Operating Budget
13.4.5. The Cash Budget
13.4.6. Budget Monitoring

13.5. Financial Management
13.5.1. The Company's Financial Decisions
13.5.2. The Financial Department
13.5.3. Cash Surpluses
13.5.4. Risks Associated with Financial Management
13.5.5. Risk Management of the Financial Management

13.6. Financial Planning
13.6.1. Definition of Financial Planning
13.6.2. Actions to Be Taken in Financial Planning
13.6.3. Creation and Establishment of the Business Strategy
13.6.4. The Cash Flow Chart
13.6.5. The Working Capital Chart

13.7. Corporate Financial Strategy
13.7.1. Corporate Strategy and Sources of Financing
13.7.2. Corporate Financing Financial Products

13.8. Strategic Financing
13.8.1. Self-financing
13.8.2. Increase in Shareholder's Equity
13.8.3. Hybrid Resources
13.8.4. Financing through Intermediaries

13.9. Financial Analysis and Planning
13.9.1. Analysis of the Balance Sheet
13.9.2. Analysis of the Income Statement
13.9.3. Profitability Analysis

13.10. Analyzing and Solving Cases/Problems
13.10.1. Financial Information on Industria de Diseño y Textil, S.A. (INDITEX)

Module 14. Commercial Management and Strategic Marketing

14.1. Commercial Management

14.1.1. Conceptual Framework of Commercial Management
14.1.2. Commercial Strategy and Planning
14.1.3. The Role of Sales Managers

14.2. Marketing

14.2.1. The Concept of Marketing
14.2.2. The Basic Elements of Marketing
14.2.3. Marketing Activities in Companies

14.3. Strategic Marketing Management

14.3.1. The Concept of Strategic Marketing
14.3.2. Concept of Strategic Marketing Planning
14.3.3. Stages in the Process of Strategic Marketing Planning

14.4. Digital Marketing and e-Commerce

14.4.1. Objectives of Digital Marketing and e-Commerce
14.4.2. Digital Marketing and the Media It Uses
14.4.3. E-Commerce. General Context
14.4.4. Categories of e-Commerce
14.4.5. Advantages and Disadvantages of e-Commerce Compared to Traditional Commerce

14.5. Digital Marketing to Reinforce a Brand

14.5.1. Online Strategies to Improve Brand Reputation
14.5.2. Branded Content and Storytelling

14.6. Digital Marketing to Attract and Retain Customers

14.6.1. Loyalty and Engagement Strategies Using the Internet
14.6.2. Visitor Relationship Management
14.6.3. Hypersegmentation

14.7. Digital Campaign Management

14.7.1. What Is a Digital Advertising Campaign?
14.7.2. Steps to Launch an Online Marketing Campaign
14.7.3. Mistakes in Digital Advertising Campaigns

14.8. Sales Strategy

14.8.1. Sales Strategy
14.8.2. Sales Methods

14.9. Corporate Communication

14.9.1. Concept
14.9.2. The Importance of Communication in the Organization
14.9.3. Type of Communication in the Organization
14.9.4. Functions of Communication in the Organization
14.9.5. Elements of Communication
14.9.6. Problems of Communication
14.9.7. Communication Scenarios

14.10. Digital Communication and Reputation

14.10.1. Online Reputation
14.10.2. How to Measure Digital Reputation?
14.10.3. Online Reputation Tools
14.10.4. Online Reputation Report
14.10.5. Online Branding

Module 15. Executive Management

15.1. General Management
15.1.1. The Concept of General Management
15.1.2. The Role of the CEO
15.1.3. The CEO and their Responsibilities
15.1.4. Transforming the Work of Management

15.2. Manager Functions: Organizational Culture and Approaches
15.2.1. Manager Functions: Organizational Culture and Approaches

15.3. Operations Management
15.3.1. The Importance of Management
15.3.2. Value Chain
15.3.3. Quality Management

15.4. Public Speaking and Spokesperson Education
15.4.1. Interpersonal Communication
15.4.2. Communication Skills and Influence
15.4.3. Communication Barriers

15.5. Personal and Organizational Communication Tools
15.5.1. Interpersonal Communication
15.5.2. Interpersonal Communication Tools
15.5.3. Communication in the Organization
15.5.4. Tools in the Organization

15.6. Communication in Crisis Situations
15.6.1. Crisis
15.6.2. Phases of the Crisis
15.6.3. Messages: Contents and Moments

15.7. Preparation of a Crisis Plan
15.7.1. Analysis of Possible Problems
15.7.2. Planning
15.7.3. Adequacy of Personnel

15.8. Emotional Intelligence
15.8.1. Emotional Intelligence and Communication
15.8.2. Assertiveness, Empathy, and Active Listening
15.8.3. Self- Esteem and Emotional Communication

15.9. Personal Branding
15.9.1. Strategies for Personal Brand Development
15.9.2. Personal Branding Laws
15.9.3. Tools for Creating Personal Brands

15.10. Leadership and Team Management
15.10.1. Leadership and Leadership Styles
15.10.2. Leadership Skills and Challenges
15.10.3. Managing Change Processes
15.10.4. Managing Multicultural Teams

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.

01 learning from evidence

02 relearning from evidence

03 testing

04 learning from an expert

05 neurocognitive context dependent learning

06 Von-Restorff effect

07 case based learning through storytelling

08 competencies testing (retesting)

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.

30%

10%

8%

3%

30%

15%

4%

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.

Our Students' Profiles

This Professional Master's Degree is aimed at university graduates who have previously completed any of the following degrees in the field of Social and Legal Sciences, Administrative and Economic Sciences, as well as engineers or architects with experience who want to deepen and update their knowledge in the field of international turnkey construction projects from a business perspective.

This program uses a multidisciplinary approach as the students have a diverse set of academic profiles and represent multiple nationalities.

The Professional Master's Degree is also open to professionals who, being university graduates in any area, have two years of work experience in a related field.

"
Become part of the TECH community and you will boost your capabilities to another level"

Average Age

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

Years of Experience

+14 years **8.5%**

12 - 13 years **13.8%**

10 - 11 years **19.2%**

8 - 9 years **27.7%**

5 years **7.7%**

6 - 7 years **23.1%**

Training

Business **50%**

Economics **30%**

Engineering **12%**

Social Sciences **7%**

Academic Profile

Operations **19%**

Sales and Marketing **17%**

Finance **16%**

General Management **14%**

Project Management **14%**

Consulting **11%**

Planning and Accounting **6%**
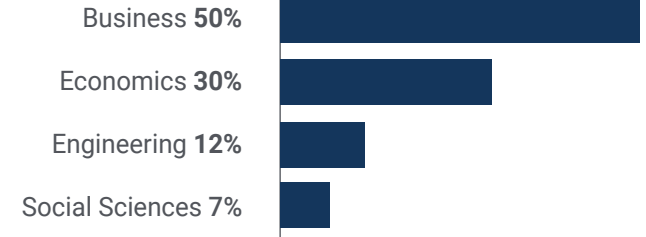
Geographical Distribution

Country	Percentage
USA **5%**	
Spain **42%**	
Brazil **4%**	
Mexico **14%**	
Colombia **9%**	
Chile **4%**	
Argentina **8%**	
Peru **6%**	
Ecuador **6%**	
Dominican Republic **2%**	
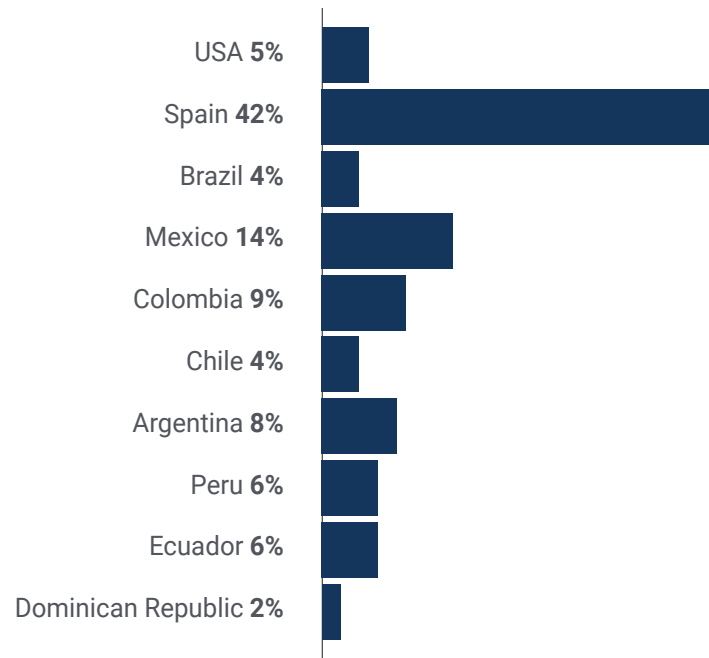
Ignacio Fernandez

Engineer in Technical Solutions and Services Company

"Thanks to this Professional Master's Degree I have been able to broaden my knowledge on construction project management from an international perspective, an issue highly demanded by my company given the global expansion of our brand"

Course Management

The program includes in its teaching staff leading experts in the field of Turnkey Projects (EPC) at international level, who belong to the engineering and business fields, with special dedication to *Project Management*. They have poured into this curriculum their knowledge and extensive experience in their professional careers, in addition to other experts of recognized prestige in related areas that complete the agenda of the Professional Master's Degree in an interdisciplinary way, making it a unique academic experience for the student.

"

Only by learning from the best will you acquire the knowledge you need to manage large projects successfully"

International Guest Director

With an extensive professional career of more than 20 years focused on project management and operational transformations, Pierre-Yvez Galopin is a prominent international expert in the field of **Construction Engineering**. He has spent most of his career in reference entities in countries such as**France, Finland** and **Chile**. In this way, he has held important positions as **General Technical Director,** where he has provided **holistic advice** to projects in the bidding, construction and operation phase on a global scale.

As such, he has worked directly in more than 40 operations, in addition to having negotiated more than 200 contracts in various sectors such as **Heavy Industry, Mining, Oil** and **Gas**.
His work philosophy is based on achieving operational excellence, which has driven him to remain at the forefront of areas such as **external cost maintenance**, aas well as the different phases of studies in construction. Thanks to this, it is considered a reference in the **optimization of large investment projects**through the disruptive methodology of **Value Engineering**.

In his constant effort to promote progress in the **construction** sector, he has developed multiple specialized articles on his findings and research. In fact, he is one of the people in charge of preparing press releases in the **Communication Department** of **Boston Consulting Group**. As such, he has contributed to increase the knowledge of citizens in aspects such as the applications of **Artificial Intelligence**in commercial activities, the management of Greenfield or Brownfield **investment projects** and even the most recent trends in construction materials. In this regard, he highly values networking networks and is an active participant on LinkedIn, where he takes the opportunity to make key connections, share industry knowledge and stay up-to-date on industry.

Mr. Galopin, Pierre-Yves

- Associate Director and Partner at Boston Consulting Group, Boston, United States
- Director of Development Projects at Sembcorp Industries, Santiago de Chile
- Co-Founder and Advisor at Tellus Chile
- Operations Manager at OSD Pipelines, Chile
- EPCM Engineer at Hatch, Chile
- Area Manager and Civil Engineer at Bouygues, Finland
- Civil Engineer at Degremont, Paris
- Management Consultant at Partners in Performance, Latin America

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

International Guest Director

With over 20 years of experience in designing and leading global **talent acquisition teams**, Jennifer Dove is an expert in **recruitment** and **technology strategy**. Throughout her career, she has held senior positions in several technology organizations within *Fortune* **50 companies** such as **NBC Universal** and **Comcast**. Her track record has allowed her to excel in competitive, high-growth environments.

As **Vice President of Talent Acquisition** at **Mastercard**, she is responsible for overseeing talent onboarding strategy and execution, collaborating with business leaders and **HR** managers to meet operational and strategic hiring objectives. In particular, she aims to build **diverse, inclusive** and **high-performing teams** that drive innovation and growth of the company's products and services. In addition, she is adept at using tools to attract and retain the best people from around the world. She is also responsible for **amplifying** Mastercard's **employer brand** and value proposition through publications, events and social media.

Jennifer Dove has demonstrated her commitment to continuous professional development, actively participating in networks of Human Resources professionals and contributing to the incorporation of numerous workers in different companies. After earning her bachelor's degree in **Organizational Communication** from the University of Miami, she has held senior recruiting positions at companies in a variety of fields.

On the other hand, she has been recognized for her ability to lead organizational transformations, **integrate technologies** in **recruitment processes** and develop leadership programs that prepare institutions for future challenges. She has also successfully implemented **occupational wellness programs** that have significantly increased employee satisfaction and retention.

Ms. Dove, Jennifer

- Vice President, Talent Acquisition, Mastercard, New York, USA
- Director of Talent Acquisition, NBCUniversal Media, New York, USA
- Head of Recruitment at Comcast
- Director of Recruiting at Rite Hire Advisory, New York, USA
- Executive Vice President, Sales Division at Ardor NY Real Estate
- Director of Recruitment at Valerie August & Associates
- Account Executive at BNC
- Account Executive at Vault
- Graduated in Organizational Communication from the University of Miami

" *TECH has a distinguished and specialized group of International Guest Directors, with important leadership roles in the most leading companies in the global market"*

International Guest Director

A technology leader with decades of experience in **major technology multinationals**, Rick Gauthier has developed prominently in the field of **cloud services** and end-to-end process improvement. He has been recognized as a leader and manager of highly efficient teams, showing a natural talent for ensuring a high level of engagement among his employees.

He possesses innate gifts in strategy and executive innovation, developing new ideas and backing his success with quality data. His background at **Amazon** has allowed him to manage and integrate the company's IT services in the United States. At **Microsoft** he has led a team of 104 people, responsible for providing corporate-wide IT infrastructure and supporting product engineering departments across the company.

This experience has allowed him to stand out as a high-impact manager with remarkable abilities to increase efficiency, productivity and overall customer satisfaction.

Mr. Gauthier, Rick

- Regional IT Director - Amazon, Seattle , USA
- Senior Program Manager at Amazon
- Vice President, Wimmer Solutions
- Senior Director of Productive Engineering Services at Microsoft
- Degree in Cybersecurity from Western Governors University
- Technical Certificate in Commercial Diving from Divers Institute of Technology
- B.S. in Environmental Studies from The Evergreen State College

"

Take the opportunity to learn about the latest advances in this field in order to apply it to your daily practice"

International Guest Director

Romi Arman is a renowned international expert with more than two decades of experience in **Digital Transformation**, **Marketing, Strategy** and **Consulting**. Through that extended trajectory, he has taken different risks and is a permanent**advocate** for **innovation** and **change** in the business environment. With that expertise, he has collaborated with CEOs and corporate organizations from all over the world, pushing them to move away from traditional business models. In this way, he has helped companies such as Shell Energy become **true market leaders,** focused on their **customers** and the **digital world.**

The strategies designed by Arman have a real impact, as they have enabled several corporations to **improve the experiences of consumers, staff** and **shareholders** alike. The success of this expert is quantifiable through tangible metrics such as **CSAT**, **employee engagement** in the institutions where he has practiced and the growth of the **EBITDA financial indicator**in each of them.

He has also nurtured and**led high-performing teams** throughout his career that have received awards for their **transformational potential**. With Shell, specifically, the executive has always set out to overcome three challenges: **meeting the complex decarbonization demands** of customers, **supporting** "cost-effective decarbonization" and **overhauling** overhauling a fragmented data, **digital and technology landscape**. In this way, his efforts have evidenced that in order to achieve sustainable success, it is essential to start from the needs of consumers and lay the foundations for the transformation of processes, data, technology and culture.

On the other hand, the executive stands out for his mastery of the **business applications** of**Artificial Intelligence,** a subject in which he has a postgraduate degree from the London Business School. At the same time, he has accumulated experience in **IoT** and **Salesforce.**

Mr. Arman, Romi

- Chief Digital Officer (CDO) at Shell Energy Corporation, London, United Kingdom
- Global Head of eCommerce and Customer Service at Shell Energy Corporation
- National Key Account Manager (Automotive OEM and Retail) for Shell in Kuala Lumpur, Malaysia
- Senior Management Consultant (Financial Services Sector) for Accenture from Singapore
- Graduate of the University of Leeds
- Postgraduate Diploma in Business Applications of AI for Senior Executives from London Business School
- CCXP Customer Experience Professional Certification
- Executive Digital Transformation Course by IMD

Do you want to update your knowledge with the highest educational quality? TECH offers you the most updated content in the academic market, designed by authentic experts of international prestige"

International Guest Director

Manuel Arens is an **experienced data management professional** and leader of a highly qualified team. In fact, Arens holds the position of **Global Procurement Manager** in Google's Technical Infrastructure and Data Center division, where he has spent most of his professional career. Based in Mountain View, California, he has provided solutions for the tech giant's operational challenges, such as **master data integrity, vendor data updates** and vendor **prioritization**. He has led data center supply chain planning and vendor risk assessment, generating improvements in vendor risk assessment, resulting in process improvements and workflow management that have resulted in significant cost savings.

With more than a decade of work providing digital solutions and leadership for companies in diverse industries, he has extensive experience in all aspects of strategic solution delivery, including **marketing, media analytics, measurement** and **attribution.** In fact, he has received a number of accolades for his work, including the **BIM Leadership Award,** the **Search Leadership Award, Export Lead Generation Program Award** and the **EMEA Best Sales Model Award.**

Arens also served as **Sales Manager** in Dublin, Ireland. In this role, he built a team of 4 to 14 members over three years and led the sales team to achieve results and collaborate well with each other and cross-functional teams. He also served as **Senior Industry Analyst**, Hamburg, Germany, creating storylines for over 150 clients using internal and third party tools to support analysis. He developed and wrote in-depth reports to demonstrate his mastery of the subject matter, including understanding the **macroeconomic and political/regulatory factors** affecting technology adoption and diffusion.

He has also led teams at companies such as **Eaton, Airbus and Siemens**, where he gained valuable account and supply chain management experience. He is particularly noted for continually exceeding expectations by **building valuable customer relationships** and **working seamlessly with people at all levels of an organization**, including stakeholders, management, team members and customers. His data-driven approach and ability to develop innovative and scalable solutions to industry challenges have made him a prominent leader in his field.

Mr. Arens, Manuel

- Global Procurement Manager at Google, California, United States
- Senior Manager, B2B Analytics and Technology - Google, USA
- Sales Director - Google, Ireland
- Senior Industry Analyst - Google, Germany
- Accounts Manager - Google, Ireland
- Accounts Payable at Eaton, UK
- Supply Chain Manager at Airbus, Germany

Bet on TECH! You will have access to the best teaching materials, at the forefront of technology and education, implemented by internationally renowned specialists in the field"

International Guest Director

Andrea La Sala is an **experienced Marketing executive** whose projects have had a **significant impact** on the **Fashion sector**. Throughout his successful career he has developed different tasks related to **Product**, **Merchandising** and **Communication**. All this linked to prestigious brands such as**Giorgio Armani**, **Dolce&Gabbana**, **Calvin Klein**, among others.

The results of this **high-profile international executive** have been linked to his proven ability to **synthesize information** in clear frameworks and execute**concrete actions** aligned to specific **business objectives**. In addition, he is recognized for his **proactivity** and **adaptation to fast-paced work rhythms**. To all this, this expert adds a**strong commercial awareness**, **market vision** and a **genuine passion** for **products**.

As **Global Brand and Merchandising Director** at **Giorgio Armani**, he has overseen a variety of **Marketing strategies** for **apparel** and **accessories**. His tactics have also focused on **retail** and **consumer needs** and **behavior**. In this role, La Sala has also been responsible for shaping the marketing of products in different markets, acting as **team leader** in the **Design**, **Communication** and **Sales** departments.

On the other hand, in companies such as **Calvin Klein** or **Gruppo Coin**, he has undertaken projects to boost the **structure**, **development** and **marketing** of **different collections**. In turn, he has been in charge of creating **effective calendars** for **buying and selling campaigns.**
He has also been in charge of the **terms**, **costs**, **processes** and **delivery times** of different operations.

These experiences have made Andrea La Sala one of the main and most qualified **corporate leaders** in **Fashion** and **Luxury**. A high managerial capacity with which he has managed to effectively implement the **positive positioning** of **different brands** and redefine their key performance indicators (KPI).

Mr. La Sala, Andrea

- Global Brand and Merchandising Director at Giorgio Armani, Milan, Italy
- Merchandising Director at Calvin Klein
- Brand Manager at Gruppo Coin
- Brand Manager at Dolce & Gabbana
- Brand Manager at Sergio Tacchini S.p.A
- Market Analyst at Fastweb
- Graduate of Business and Economics at the Università degli Studi del Piemonte Orientale

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International Guest Director

Mick Gram is synonymous with innovation and excellence in the field of **Business Intelligence** internationally. His successful career is linked to leadership positions in multinationals such as **Walmart** and **Red Bull.** Likewise, this expert stands out for his vision to **identify emerging technologies** that, in the long term, achieve an everlasting impact in the corporate environment.

On the other hand, the executive is considered a **pioneer** in the **use of data visualization techniques that simplified complex sets**, making them accessible and facilitating decision making. This ability became the pillar of his professional profile, transforming him into a desired asset for many organizations that bet on **gathering information** and **generating concrete actions** from them.

One of his most outstanding projects in recent years has been the **Walmart Data Cafe platform**, the largest of its kind in the world that is anchored in the cloud aimed at *Big Data* analysis. In addition, he has held the position of**Director** of **Business Intelligence** at **Red Bull,** covering areas such as **Sales, Distribution, Marketing and Supply Chain Operations**. His team was recently recognized for its constant innovation regarding the use of Walmart Luminate's new API for Shopper and Channel insights.

In terms of education, the executive has several Master's degrees and postgraduate studies at prestigious centers such as the **University of Berkeley**, in the United States, and the **University of Copenhagen**, in Denmark. Through this continuous updating, this expert has achieved cutting-edge skills. Because of this, he has come to be considered a **born leader** of the **new global economy**, entered on the impulse of data and its infinite possibilities.

Mr. Gram, Mick

- Director of Business Intelligence and Analytics at Red Bull, Los Angeles, United States
- Business Intelligence Solutions Architect for Walmart Data Café
- Independent Business Intelligence and Data Science Consultant
- Business Intelligence Director at Capgemini
- Chief Analyst at Nordea
- Chief Business Intelligence Consultant for SAS
- Executive Education in AI and Machine Learning at UC Berkeley College of Engineering
- Executive MBA in e-commerce at the University of Copenhagen
- Bachelor's Degree and Master's Degree in Mathematics and Statistics at the University of Copenhagen

"

Study at the world's best online university according to Forbes! In this MBA you will have access to an extensive library of multimedia resources, developed by internationally renowned professors"

International Guest Director

Scott Stevenson is a distinguished **Digital Marketing** industry expert who, for over 19 years, has been associated with one of the most powerful companies in the entertainment industry, **Warner Bros. Discovery.** In this role, he has played a crucial role in**overseeing logistics** and **creative workflows** across a variety of digital platforms, including social media, search, display and linear media.

This executive's leadership has been crucial in driving **paid media production strategies**, resulting in a marked **improvement** in his company's **conversion rates**. At the same time, he has assumed other roles, such as Director of Marketing Services and Traffic Manager at the same multinational during his former management.

Stevenson has also been involved in the global distribution of video games and **digital property campaigns.**. He was also responsible for introducing operational strategies related to the formation, completion and delivery of sound and image content for **television commercials** and *trailers.*

On the other hand, the expert holds a Bachelor's Degree in Telecommunications from the University of Florida and a Master's Degree in Creative Writing from the University of California, which demonstrates his skills in **communication** and **storytelling**. In addition, he has participated in Harvard University's School of Professional Development in cutting-edge programs on the use of **Artificial Intelligence** in **business**. As such, his professional profile stands as one of the most relevant in the current field of **Marketing** and **Digital Media.**

Mr. Stevenson, Scott

- Digital Marketing Director at Warner Bros. Discovery, Burbank, United States
- Traffic Manager at Warner Bros. Entertainment.
- Master's Degree in Creative Writing from the University of California
- Degree in Telecommunications from the University of Florida

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International Guest Director

Eric Nyquist is an outstanding professional in the **international sports field**, who has built an impressive career, standing out for his**strategic leadership** and his ability to drive change and **innovation** in **top-level** sports organizations.

In fact, he has held senior roles such as **Director of Communications and Impact** at **NASCAR,** based in **Florida, USA.** With many years of experience behind him at NASCAR, Nyquist has also held several leadership positions, including **Senior Vice President of Strategic Development** and **General Manager of Business Affairs** managing more than a dozen disciplines ranging from **strategic development** to **entertainment marketing.**

Nyquist has also made a significant mark on Chicago's top **sport's franchises**. As **Executive Vice President** of the **Chicago Bulls** and the **Chicago White Sox** franchises, he has demonstrated his ability to drive **business** and **strategic success** in the world of **professional sports**.

Finally, it is worth noting that he began his career in **sports** while working in **New York** as **senior strategic analyst** for **Roger Goodell** in the **National Football League (NFL)** and, prior to that, as a **Legal Intern** for the **United States Soccer Federation.**

Mr. Nyquist, Eric

- Director of Communications and Impact, NASCAR, Florida, United States
- Senior Vice President, Strategic Development, NASCAR
- Vice President, Strategic Planning, NASCAR
- Senior Director of Business Affairs at NASCAR
- Executive Vice President, Chicago White Sox Franchises
- Executive Vice President, Chicago Bulls Franchises
- Manager of Business Planning at the National Football League (NFL)
- Business Affairs/Legal Intern with the United States Soccer Federation
- Law Degree from the University of Chicago
- Master of Business Administration-MBA from the University of Chicago Booth School of Business
- Bachelor's Degree in International Economics from Carleton College

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Management

Dr. Ruiz Cid, Martín Joaquín

- Industrial Engineer Expert in Electricity, Electronics and Mechanics
- Founder and Technical Director at Vionica Drones
- Director at IngeMabis - Engineering and Services
- Technical Director of HBC Group
- Technical Director of the EPC Projects Group at Soltec Energías Renovables
- Project Leader for Técnicas Reunidas at Abantia Group, Grupo Cobra and Inversiones Silmamur
- Doctorate in Industrial Technologies, Electricity, Electronics and Adaptive Control from the National University of Distance Education (Spain)
- Master's Degree in Environment and Renewable Energies from the European Business School
- Master's Degree in Strategic Business Management from National University of Distance Education (Spain)
- Degree in Industrial, Mechanical and Structural Engineering from the Polytechnic University of Cartagena

10

Impact on Your Career

TECH is are aware that studying a program like this entails great economic, professional and, of course, personal investment. The ultimate goal of carrying out this great effort should be to achieve professional growth, so that the professional's job placement or promotion in this sector is in line with their expectations. TECH is committed to this objective and achieves it through the design of competitive programs with the best experts in the sector.

"
Invest in yourself, bet on your professional future and reach the finish line with TECH!"

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

The MBA in Management of Large International Projects (EPC) from TECH is an intensive program that prepares you to face the challenges and business decisions at the logistics level, both nationally and internationally. The main objective is to promote your personal and professional growth. Helping you achieve success.

If you want to improve yourself, make a positive change at a professional level, and network with the best, then this is the place for you.

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

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

When the change occurs

| During the program **11%** | During the first year **63%** | After 2 years **26%** |

Time of Change

Internal Promotion **47%**

Change of Company **45%**

Entrepreneurship **8%**
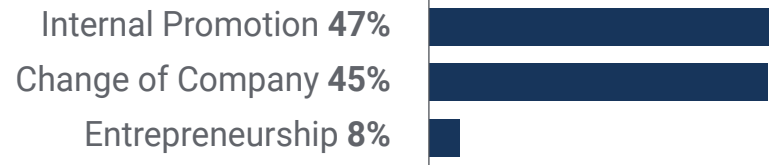
Salary increase

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

Salary before	A salary increase of	Salary after
$ 57,900	**25.22%**	**$ 75,500**

11
Benefits for Your Company

The MBA in Management of Large International Projects (EPC) contributes to raising the organization's talent to its maximum potential by training high-level leaders.

Participating in this Executive Master's Degree is a unique opportunity to access a powerful network of contacts in which to find future professional partners, customers or suppliers.

"

Enter the new construction business concept, specialize in the EPC sector with TECH!"

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

01

Intellectual Capital and Talent Growth

You will introduce the company to new concepts, strategies, and perspectives that can bring about significant changes in the organization.

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

You 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

You will be able to work on a real project or develop new projects in the field of R&D or Business Development of your company.

06 Increased competitiveness

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

12
Certificate

The MBA in Management of Large International Projects (EPC) guarantees, in addition to the most rigorous and up-to-date education, access to an Executive Master's Degree certificate issued by TECH Global University.

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

This **MBA in Management of Large International Projects (EPC)** contains the most complete and up-to-dated program on the market.

After the student has passed the assessments, they will receive their corresponding **Executive Master's Degree** issued by **TECH Technological University** via tracked delivery*.
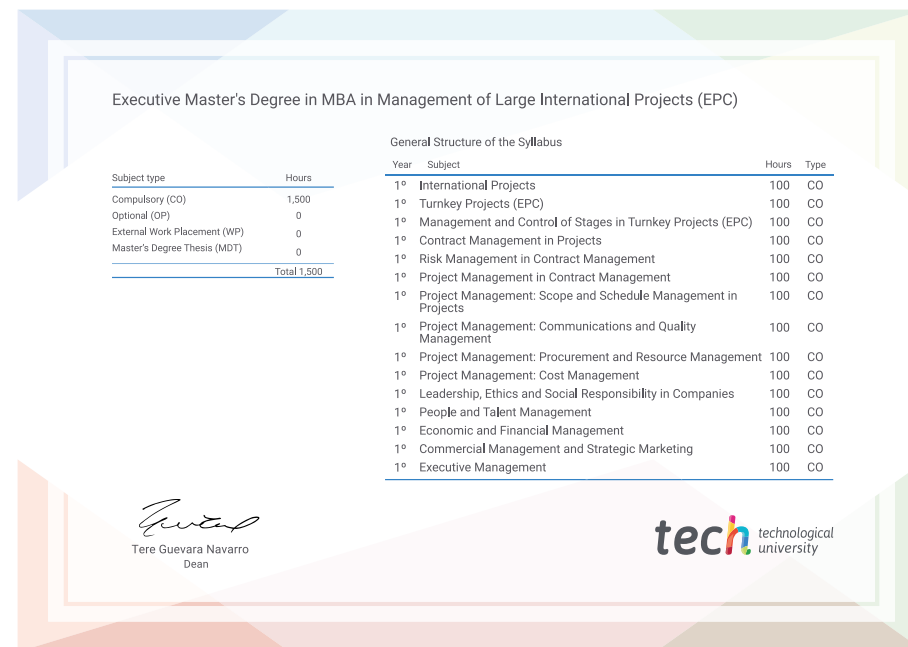
The diploma issued by **TECH Technological University** will reflect the qualification obtained in the Executive Master's Degree, and meets the requirements commonly demanded by labor exchanges, competitive examinations, and professional career evaluation committees.

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Official Nº of hours: **1,500 h.**

Modality: **online**

Duration: **12 months**

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in

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June 17, 2020

Tere Guevara Navarro
Dean

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Executive Master's Degree in MBA in Management of Large International Projects (EPC)

General Structure of the Syllabus

Subject type	Hours
Compulsory (CO)	1,500
Optional (OP)	0
External Work Placement (WP)	0
Master's Degree Thesis (MDT)	0
Total	1,500

Year	Subject	Hours	Type
1º	International Projects	100	CO
1º	Turnkey Projects (EPC)	100	CO
1º	Management and Control of Stages in Turnkey Projects (EPC)	100	CO
1º	Contract Management in Projects	100	CO
1º	Risk Management in Contract Management	100	CO
1º	Project Management in Contract Management	100	CO
1º	Project Management: Scope and Schedule Management in Projects	100	CO
1º	Project Management: Communications and Quality Management	100	CO
1º	Project Management: Procurement and Resource Management	100	CO
1º	Project Management: Cost Management	100	CO
1º	Leadership, Ethics and Social Responsibility in Companies	100	CO
1º	People and Talent Management	100	CO
1º	Economic and Financial Management	100	CO
1º	Commercial Management and Strategic Marketing	100	CO
1º	Executive Management	100	CO

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*Apostille Convention. In the event that the student wishes to have their paper diploma issued with an apostille, TECH EDUCATION will make the necessary arrangements to obtain it, at an additional cost

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Executive Master's Degree
MBA in Management of Large International Projects (EPC)

- » Modality: **online**
- » Duration: **12 months**
- » Certificate: **TECH Technological University**
- » Schedule: **at your own pace**
- » Exams: **online**

Executive Master's Degree
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