



Executive Master's Degree Social Media Management: Community Manager

» Modality: online

» Duration: 12 months

» Certificate: TECH Technological University

» Dedication: 16h/week

» Schedule: at your own pace

» Exams: online

 $We bsite: {\color{blue}www.techtitute.com/pk/school-of-business/professional-master-degree/master-social-media-management-community-manager} \\$

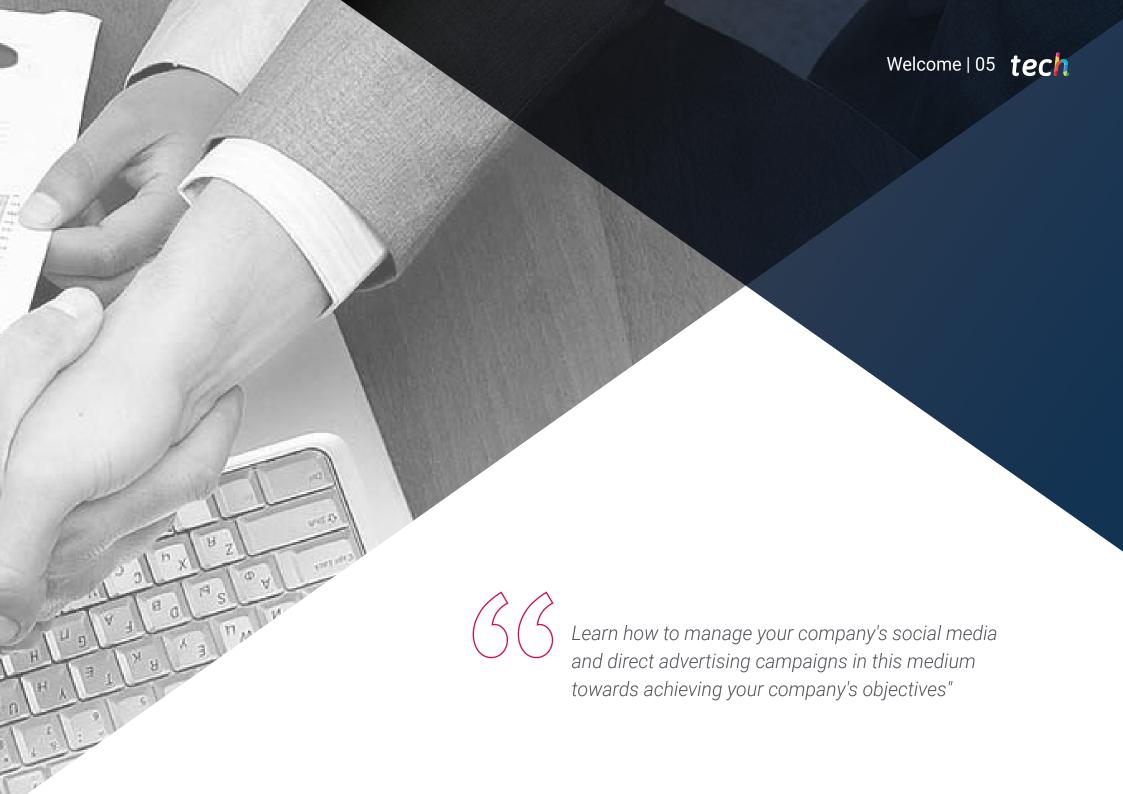
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01 **Welcome**

Today's society is marked as the era of digitalization. People look for everything they need online and, therefore, all companies should make a point of being present in the communities where their potential customers are located. Social networks are the ideal medium to make a brand known, but it's not enough to simply be present on them. It's also necessary to create movement, debates... In short, to be known and to create a reputation in line with the company's objectives. And this is the main role of the community manager, the person with the highest level of responsibility for the management of the company's social media. In order to improve the specialization of business professionals who wish to improve their job prospects in this field, TECH has designed this very complete program, in which students will find the most up-to-date material currently available, to keep them up to date in a constantly changing sector.









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At TECH Technological 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.



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.



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"



Academic Excellence

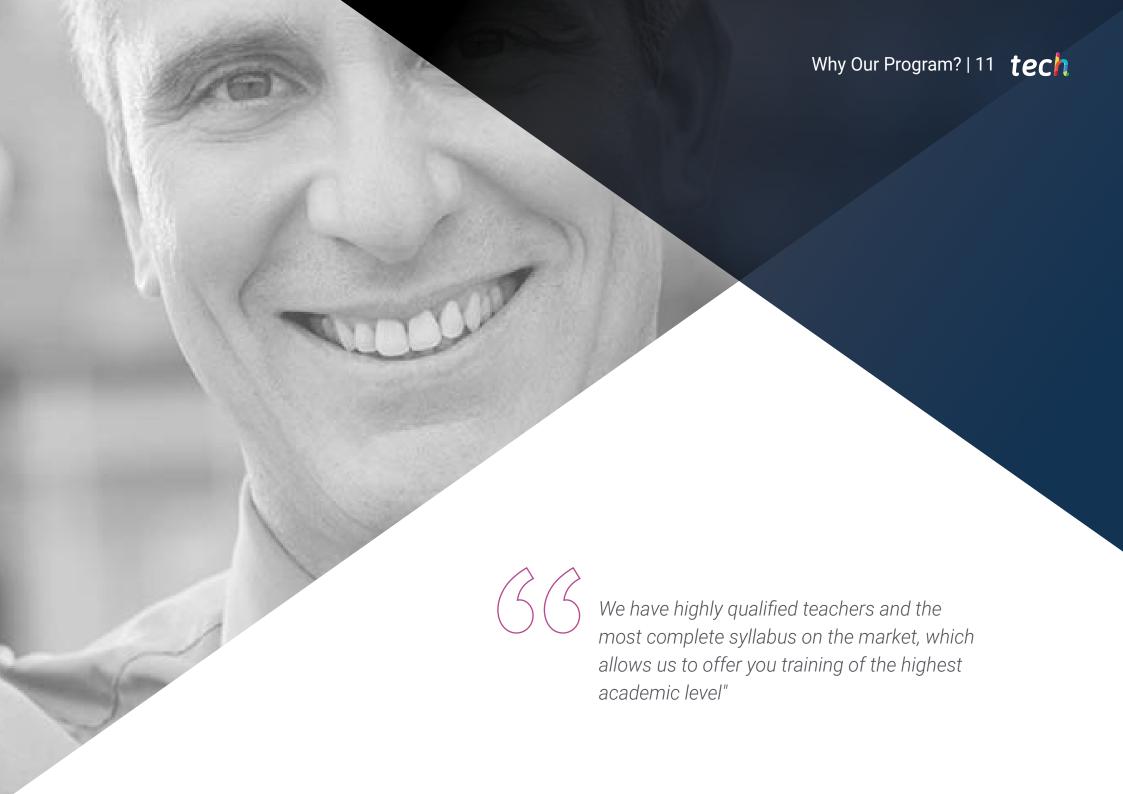
TECH offers students the best online learning methodology. The university combines the Relearning method (a postgraduate learning methodology with the highest international rating) with the Case Study. A complex balance between tradition and state-of-the-art, within the context of the most demanding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





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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.

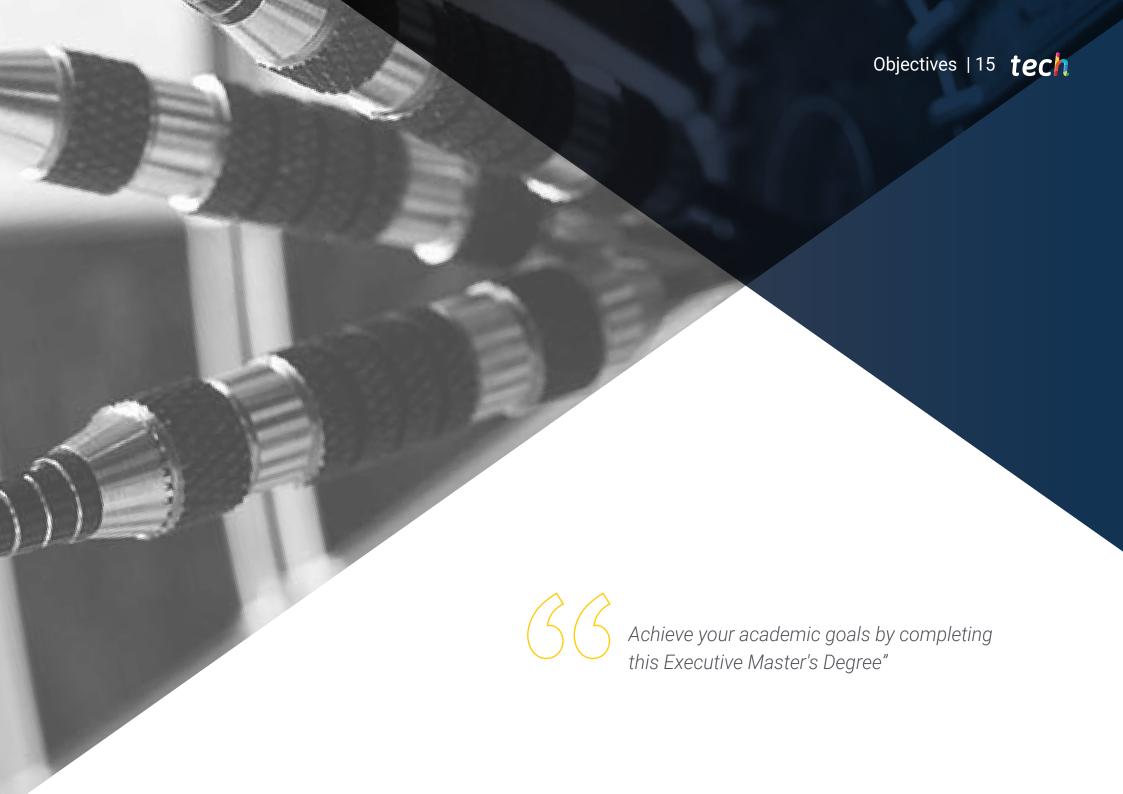


Be part of an exclusive community

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 Technological University community.

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





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

The Executive Master's Degree in Social Media Management: Community Manager will educate students to:



Use information and communication technologies and techniques in the different combined and interactive media or media systems



Enable the student to analyze and optimize the use of new communication channels and strategies of digital media by the advertising and public relations professional



Take advantage of computer systems and resources in the field of advertising and public relations, as well as their interactive applications



Understand the structure and transformation of today's society in relation to the elements, forms and processes of advertising and public relations communication



Have the ability to analyze, process, interpret, elaborate and structure digital communication



Encouraging creativity and persuasion through different media and communication media





Know how to use information and communication technologies and techniques in the different combined and interactive media or media systems



Encouraging creativity and persuasion through different media and communication media



Understand the communication department within businesses and institutions







Be able to apply the necessary techniques for the management of a communication department within companies and institutions



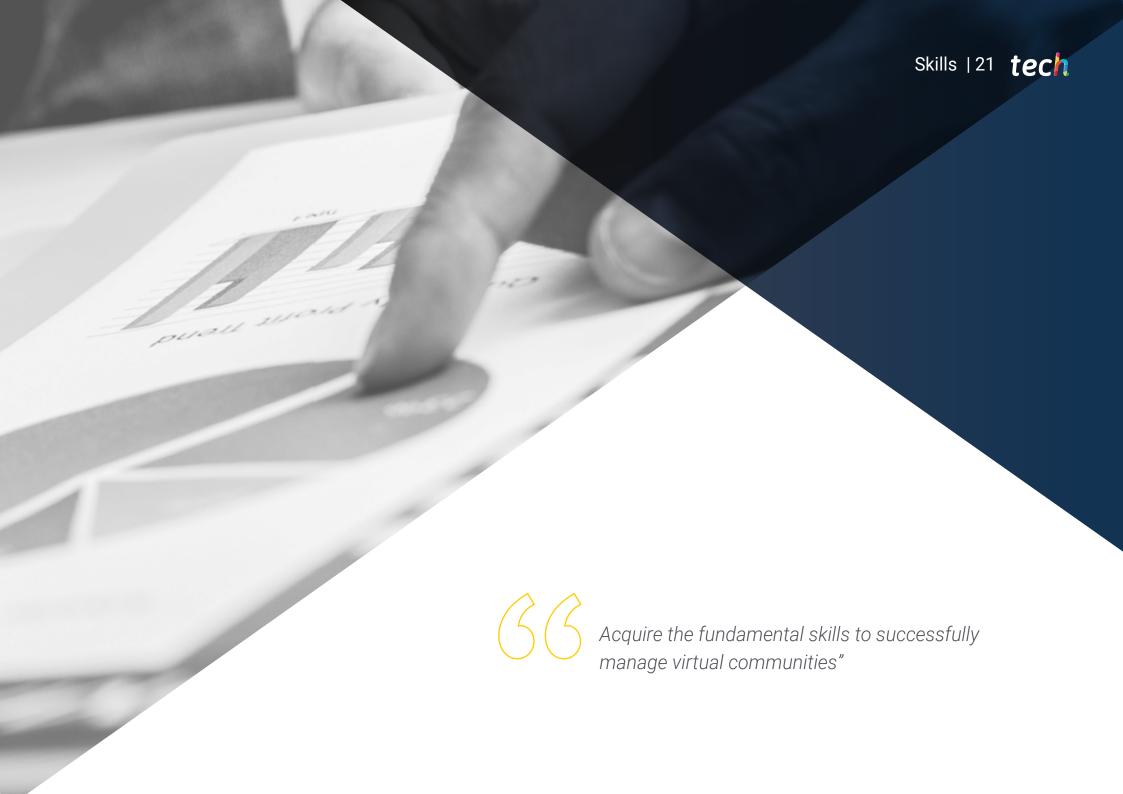
Know how to organize events in the private and public sphere, following protocol guidelines



Identify multiple expressions, phenomena and processes of public opinion



Skills The Executive Master's Degree in Social Media Management: Community Manager has been designed thinking about the need for specialization of business professionals, who, nowadays, must have in-depth knowledge of this field of action, since it is essential in any company at the advertising level. Undoubtedly, this is a program in which students will find the most innovative information in the field and which will be vital for them to develop the skills required to maintain the reputation of the company online.





Describe the characteristics and fundamentals of communication in the digital environment



Develop a Strategic Marketing plan



Know about social media and the work of the community manager

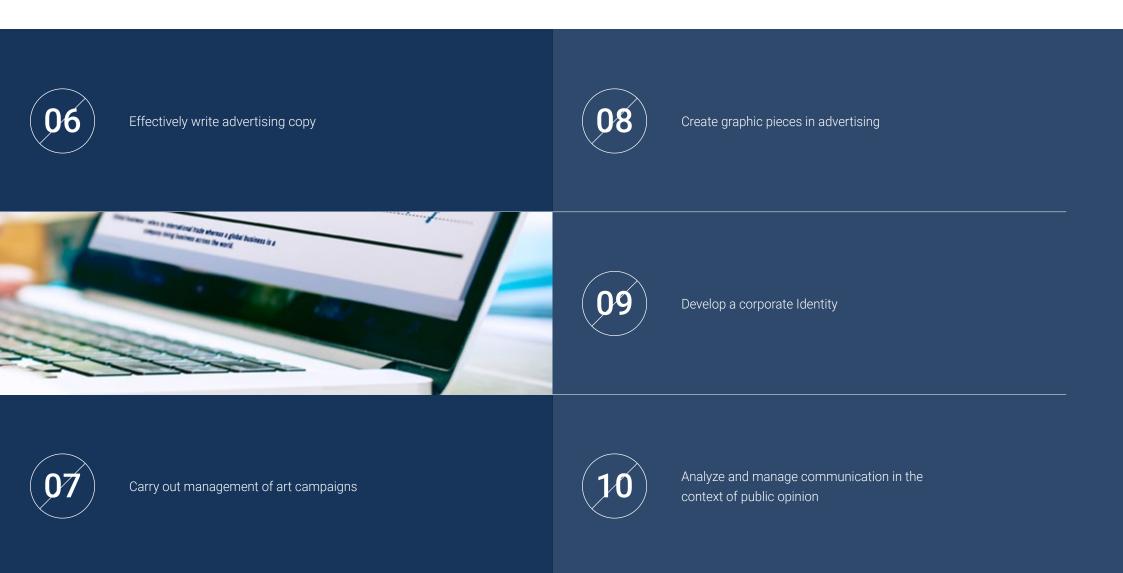


03

Develop creative communication



Carry out research in digital media







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Syllabus

The Executive Master's Degree in Social Media Management: Community Manager at TECH Technological University is an intensive program that prepares students to face challenges and business decisions in the field of social networks. Its content is designed to promote the development of managerial skills that enable more rigorous decision-making in uncertain environments.

Throughout 1,500 hours of study, students will have access to a multitude of practical cases through individual work, which will allow them to acquire the necessary skills to successfully carry out their daily practice. It is, therefore, an authentic immersion in real business situations.

This program deals in depth with the main areas of the company and is designed for managers to understand social media management from a strategic, international and innovative perspective.

A plan designed for students, focused on their professional improvement and one that prepares them to achieve excellence in the field of social media management. 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 solve critical situations in a creative and efficient way.

The program takes place over 12 months and is divided into 10 modules:

Module 1	Fundamentals of Communication in the Digital
Module 2	Environment
Module 3	Social Media and Community Management
Module 4	Creativity in Communication
Module 5	Strategic Marketing
Module 6	Research in Digital Media
Module 7	Advertising Creativity I: Copywriting
Module 8	Advertising Creativity II: Art Direction
Module 9	The Fundamentals of Graphic Design
Module 10	Corporate Identity Public Opinion



Where, When and How is it Taught?

TECH offers its students the possibility of taking this program completely online. Over the course of the 12 months, the student will be able to access all the contents of this program at any time, allowing them to self-manage their study time.

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

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Mod	Module 1. Fundamentals of Communication in the Digital Environment									
1.1. 1.1.1. 1.1.2. 1.1.3.	Web 2.0 or the Social Web Organization in the Age of Conversation Web 2.0 Is All About People Digital Environment and New Communication Formats	1.2. 1.2.1. 1.2.2. 1.2.3.	Digital Communication and Reputation Online Reputation Report Netiquette and Good Practices on Social Media Branding and 2.0 Networks	1.3.3.	Online Reputation Plan Design and Planning Overview of the Main Social Media Brand Reputation Plan General metrics, ROI, and Social CRM Online Crisis and Reputational SEO	1.4.2. 1.4.3.	General, Professional, and Microblogging Platforms Facebook LinkedIn Google+ Twitter			
1.5.2. 1.5.3. 1.5.4.	Video, Image, and Mobility Platforms YouTube Instagram Flickr Vimeo Pinterest	1.6. 1.6.1. 1.6.2. 1.6.3. 1.6.4.	Content Marketing Strategy Creating a Content Plan	1.7.2.	Social Media Strategies Corporate PR and Social Media Defining the Strategy to be Applied in Each Medium Analysis and Evaluation of Results	1.8. 1.8.1. 1.8.2. 1.8.3.	Community Administration Roles, Tasks and Responsibilities of the Community Administration Social Media Manager Social Media Strategist			
	Social Media Plan Designing a Social Media Plan Schedule, Budget, Expectations and Follow-up Contingency Protocol in Case of Crisis	1.10.1	Online Monitoring Tools Management Tools and Desktop Applications Monitoring and Research Tools							

Mod	ule 2. Social Media and Community Ma	anager	nent				
2.1.2. 2.1.3. 2.1.4. 2.1.5.	Introduction and Typology of Social Media Social Media Against Traditional Media What is a Social Network? Evolution of Social Networks on the Internet? Social Media Today Features of Social Media on the Internet Social Media Typology	2.2.1. 2.2.2. 2.2.3.			Social Media within the Structure of the Business The Importance of Social Media in the Company The Different Profiles that Work in Social Media How to Choose the Best Structure for Social Media Management Customer Care on Social Media Relationship of the Social Media Team with Other Departments in the Company	2.4.2. 2.4.3. 2.4.4. 2.4.5.	Key Concepts on the Internet Operative Marketing on the Web Search Engine Positioning Social Media Community Manager
2.5.1.2.5.2.	Social Media Strategic Plan and Social Media Plan The Importance of Having a Social Media Plan Aligned with the Company's Strategic Plan Previous Analysis Objectives		3 - 3	2.6.	Online Reputation	2.7. 2.7.1.	Main Social Media Outlets I Facebook: Increase the Presence of Our Brand 2.7.1.1. Introduction: What is Facebook and How Can it Help Us? 2.7.1.2. Main Elements in the Professional Field 2.7.1.3. Content Promotion 2.7.1.4. Analytics
	Twitter: 140 Characters to Achieve the Objectives 2.7.2.1. Introduction: What is Twitter and How Can it Help Us? 2.7.2.2. Main Elements 2.7.2.3. Content Promotion 2.7.2.4. Analytics LinkedIn. The Professional Social Network for Excellence 2.7.3.1. Introduction: What is LinkedIn and How Can it Help Us? 2.7.3.2. Main Elements 2.7.3.3. Content Promotion		Success Stories Instagram and Pinterest. The Power of Image Instagram	2.9. 2.9.1. 2.9.2.	Blogs and Personal Branding Definition Typology	2.10.1 2.10.2 2.10.3 2.10.4	. Tools for the Community Manager 1. Monitoring and Programming. Hootsuite 2. Specific Tools for Each Social Network 3. Active Listening Tools 4. URL Shortening Tools 5. Tools for the Generation of Content

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Mod	ule 3. Creativity in Communication						
3.1.2. 3.1.3.	3	3.2. 3.2.1. 3.2.2. 3.2.3. 3.2.4.	Nature of the Creative Process Nature of Creativity The Notion of Creativity: Creation and Creativity The Creation of Ideas for Persuasive Communication Nature of the Creative Process in Advertising	3.3.2. 3.3.3.	The Invention Evolution and Historical Analysis of the Creation Process Nature of the Classical Canon of the Invention The Classical View of Inspiration in the Origin of Ideas Invention, Inspiration, Persuasion	3.4. 3.4.1. 3.4.2. 3.4.3.	Rhetoric and Persuasive Communication Rhetoric and Advertising The Rhetorical Parts of Persuasive Communication Rhetorical Figures
3.5. 3.5.1. 3.5.2. 3.5.3. 3.5.4.	Product and as a Process Creative Behavior and Motivation Perception and Creative Thinking	3.6.3.	Creative Skills and Abilities Thinking Systems and Models of Creative Intelligence Three-Dimensional Model of the Structure of the Intellect According to Guilford Interaction Between Factors and Intellectual Capabilities Creative Skills Creative Capabilities		The Phases of the Creative Process Creativity as a Process The Phases of the Creative Process The Phases of the Creative Process in Advertising	3.8. 3.8.1. 3.8.2. 3.8.3.	Troubleshooting Creativity and Problem Solving Perceptual Blocks and Emotional Blocks Methodology of Invention: Creative Programs and Methods
3.9. 3.9.1. 3.9.2. 3.9.3.	Ideas Vertical Thinking and Lateral Thinking	3.10.1 3.10.2 3.10.3 3.10.4	Creativity and Advertising Communication The Creative Process as a Specific Product of Advertising Communication Nature of the Creative Process in Advertising: Creativity and the Creative Advertising Process Methodological Principles and Effects of Advertising Creation Advertising Creation: From Problem to Solution Creativity and Persuasive Communication				

Mod	ule 4. Strategic Marketing						
4.1. 4.1.2. 4.1.3.	Strategic Management and Marketing Marketing in the Context of Strategic Management: Orientation Towards the Market Strategic Management and Marketing of the Company Marketing Information Systems	4.2. 4.2.1. 4.2.2. 4.2.3. 4.2.4.	External Analysis: Markets, Competition and Environment in General Market and Customer Analysis Competitive Analysis Analysis of Other Variable of the Environment: Social Demands Strategic Uncertainty	4.3. 4.3.1. 4.3.2. 4.3.3.	Systems	4.4. 1.4.4.2.4.4.3.	Marketing Strategies (I): The Company Environment Management and Socially Oriented Marketing Divestment Strategies Growth Strategies
4.5. 4.5.1. 4.5.2. 4.5.3.	Marketing Strategies (II): The Product Market Market Coverage Strategies and Determination of Target Audience Competitive Strategy Strategic Partnerships	4.6.2.	Marketing Strategies (III): The Product New Product Strategy: Process of Diffusion and Adoption Differentiation and Positioning Strategy Product Life Cycle Strategies	4.7. 4.7.1. 4.7.2. 4.7.3. 4.7.4. 4.7.5.	Offer Strategies Introduction Brand Strategies Product Strategies Pricing Strategies Service Strategies	4.8. 4.8.1. 4.8.2. 4.8.3.	Go-to-Market Strategies Distribution Strategies Communication Strategies Sales Force, Internet and Direct Marketing Strategies
4.9. 4.9.1. 4.9.2. 4.9.3.	Organization of Marketing Activities and Relations Organization of Marketing Activities Concept of Marketing Relations Marketing Connections	4.10.1 4.10.2 4.10.3 4.10.4	Marketing Strategy Implementation and Control Introduction Marketing Plan Execution of the Marketing Plan Internal Marketing Evaluation and Control				

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5.9.5. Approach to Social Network Research Methods

5.9.6. Hyperlink Research

Module 5. Research in Digital Media 5.1. The Scientific Method and its 5.2. Methodology I 5.3. Methodology II 5.4. Methodology III **Techniques** 5.2.1. Introduction 5.3.1. Introduction 5.4.1. Introduction 5.2.2. Measurable Aspects: Quantitative Method 5.3.2. Measurable Aspects: Qualitative Method 5.4.2. Revealing Communicative Behaviors and 5.1.1. Introduction 5.2.3. Quantitative Techniques 5.3.3. Qualitative Techniques Interactions: Observation and its Variants 5.1.2. The Scientific Method and its Techniques 5.2.4. Types of Surveys 5.3.4. Individual Interviews and their Typology 5.4.3. Observation as a Scientific Method 5.1.3. Scientific Method and Methodological 5.2.5. Questionnaire Preparation and Presentation 5.3.5. The Group Interview and its Variables: 5.4.4. The Procedure: Planning Systematic Techniques Discussion Groups or Focus Groups of Results Observation 5.1.4. Research Design and Phases 5.3.6. Other Conversational Techniques: Philips 5.4.5. Different Types of Observation 5.1.5. Basic Rules for Bibliographic Selection. 66, Brainstorming, Delphi, Participatory 5.4.6. Online Observation: Virtual Ethnography Verification, Citation and Referencing Intervention Cores, Problem and Solution 5.1.6. Research Approaches and Perspectives Trees 5.3.7. Participatory – Action Research 5.5. Methodology IV 5.6. Techniques for Collecting Digital 5.7. Techniques for Organizing Digital 5.8. Participatory Instrumental Services 5.5.1. Introduction Data Data 5.8.1. Introduction 5.5.2. Uncovering the Content of Messages: 5.8.2. The Internet as an Object of Study: Criteria 5.6.1. Introduction 5.7.1. Introduction Content and Discourse Analysis for Assessing the Quality and Reliability of 5.6.2. Knowing the Reactions: Experimenting in 5.7.2. Digital Information 5.5.3. Introduction to Quantitative Content Analysis Internet Content 5.7.3. Problems and Methodological Proposals Communication 5.5.4. Sample Selection and Category Design 5.8.3. Internet as an Object of Study 5.6.3. Introduction to Experiments 5.7.4. Online Press: Characteristics and Approach to 5.5.5. Data Processing 5.8.4. Criteria for Evaluating the Quality and 5.6.4. What is an Experiment in Communication its Analysis 5.5.6. Critical Discourse Analysis Reliability of Content on the Internet 5.6.5. Experimentation and its Types 5.5.7. Other Techniques for the Analysis of Media 5.6.6. The Practical Design of the Experiment Texts 5.9. Internet Quality as a Source: 5.10. Diffusion of Research Activity Validation and Confirmation 5.10.1. Introduction 5.10.2. Research Trends in Communication Strategies 5.10.3. In Ill It roduction to the Contemporary 5.9.1. Introduction Environment of Research in Communication 5.9.2. Research on the Internet and Digital Platforms 5.10.4. The Readaptation of the Classic Objects of 5.9.3. Searching and Browsing in the Online Communication Research Environment 5.10.5. The Emergence of Classical Research Objects 5.9.4. Approach to Research on Digital Formats: 5.10.6. Towards Interdisciplinarity and Methodological Hybridization

5.1. Writing Concept 6.1.1. Writing and Editing 6.1.2. Copywriting and Thought 6.1.3. Copywriting and Order	 6.2. Fundamentals of Advertising Copywriting 6.2.1. Correction 6.2.2. Adaptation 6.2.3. Efficiency 	6.3. Characteristics of Copywriting6.3.1. Nominalization6.3.2. Destructuring6.3.3. Expressive Concentration	6.4. Text and Image6.4.1. From Text to Image6.4.2. Text Functions6.4.3. Image Functions6.4.4. Relationship Between Text and Imaging
6.5. Brand and Slogan6.5.1. The Brand6.5.2. Brand Characteristics6.5.3. The Slogan	6.6. Direct Advertising6.6.1. The Brochure6.6.2. The Catalogue6.6.3. Other Annexes	 6.7. Press Advertising: the Large Format Advertisement 6.7.1. Newspapers and Magazines 6.7.2. Superstructure 6.7.3. Formal Characteristics 6.7.4. Editorial Characteristics 	6.8. Press Advertising: Other Formats6.8.1. Word Advertisements6.8.2. Superstructure6.8.3. The Claim6.8.4. Superstructure
6.9. Outdoor Advertising6.9.1. Formats6.9.2. Formal Characteristics6.9.3. Editorial Characteristics	6.10. Radio Advertising 6.10.1. Radio Language 6.10.2. The Radio Spot 6.10.3. Superstructure 6.10.4. Wedge Types 6.10.5. Formal Characteristics	6.11. Audiovisual Advertising 6.11.1. The Image 6.11.2. The Text 6.11.3. Music and Sound Effects 6.11.4. Advertising Formats 6.11.5. The Script 6.11.6. The Storyboard	

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Mod	Module 7. Advertising Creativity II: Art Direction									
7.1. 7.1.1. 7.1.2. 7.1.3.	Subjects and Object of Advertising Graphic Design Related Professional Profiles Academic Context and Competencies Advertiser and Agency		Creative Direction and Creative Idea Creative Process Types of Creative Processes Art Direction and Formal Idea	7.3.1. 7.3.2. 7.3.3.	The Role of the Art Director What is Art Direction? How Does Art Direction Work? The Creative Team The Role of the Art Director	7.4.1. 7.4.2. 7.4.3.				
7.5. 7.5.1. 7.5.2. 7.5.3.	3	7.6. 7.6.1. 7.6.2. 7.6.3.	Graphic Message	7.7.1. 7.7.2. 7.7.3.	Graphic Architecture Typometry Graphic Spaces Reticle Pagination Standards		Final Arts Final Arts Processes Systems			
	Creation of Advertising Graphic Supports Publigraphy Organizational Visual Image (OVI)	7.10.1 7.10.2	Graphic Advertisements Packaging Websites Corporate Image in Web Pages							

Mod	Module 8. The Fundamentals of Graphic Design									
8.1. 8.1.1. 8.1.2. 8.1.3. 8.1.4.	Fields of Application of the Design Design and Ecology: Ecodesign	8.2. 8.2.1. 8.2.2. 8.2.3.	Design and Configuration The Design Process The Idea of Progress The Dichotomy Between Need and Desire	8.3. 8.3.1. 8.3.2. 8.3.3. 8.3.4.	Program Structure and Visualization	8.4. 8.4.1. 8.4.2. 8.4.3. 8.4.4.	Simple Collections Intelligent Collections			
8.5. 8.5.1. 8.5.2. 8.5.3. 8.5.4.	9	8.6. 8.6.1. 8.6.2. 8.6.3. 8.6.4.	Revealing in Adobe Lightroom I Developed Module Lens Correction and Cropping The Histogram Calibration and Profiling	8.7.1.	Presets What Are They? How Are They Used? What Kind of Pre-Established Settings are Saved in Lightroom Presets? Search Resources		Tone in Adobe Lightroom Tone Curve HSL Split Tones Practice			
8.9. 8.9.1. 8.9.2. 8.9.3. 8.9.4. 8.9.5.	Development with Brush Focus and Noise Reduction Vignetting	8.10.1 8.10.2 8.10.3	Revealing in Adobe Lightroom III Transform an Image Creation of Panoramic Photographs What Is HDR? How Do We Create il? Synchronize Settings							

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9.9.5. Promotional Types and Techniques

Module 9. Corporate Identity 9.1. The Importance of Image in 9.2. Research Techniques in Corporate 9.3. Image Audit and Strategy 9.4. Corporate Culture 9.3.1. What is Image Auditing? 9.4.1. What is Corporate Culture? **Businesses Image** 9.3.2. Guidelines 9.4.2. Factors Involved in Corporate Culture 9.1.1. What is Corporate Image? 9.2.1. Introduction 9.3.3. Audit Methodology 9.4.3. Functions of Corporate Culture 9.2.2. The study of the Company's Image 9.1.2. Differences between Corporate Identity and 9.3.4. Strategic Planning 9.4.4. Types of Corporate Culture Corporate Image 9.2.3. Corporate Image Research Techniques 9.1.3. Where can the Corporate Image be 9.2.4. Qualitative Image Study Techniques Manifested? 9.2.5. Types of Quantitative Techniques 9.1.4. Corporate Image Change Situations. Why Achieve a Good Corporate Image? 9.5. Corporate Social Responsibility and 9.6. Corporate Visual Identity and Naming 9.7. Brand Image and Positioning 9.8. Image Management through Crisis 9.6.1. Corporate Visual Identity Strategies 9.7.1. The Origins of Trademarks Communication Corporate Reputation 9.6.2. Basic Elements 9.7.2. What is a Brand? 9.5.1. CSR: Concept and Application of the Company 9.8.1. Strategic Communication Plan 9.6.3. Basic Principles 9.7.3. The Need to Build a Brand 9.5.2. Guidelines for Integrating CSR into 9.8.2. When it All Goes Wrong: Crisis 9.6.4. Preparation of the Manual 9.7.4. Brand Image and Positioning Businesses Communication 9.6.5. The Naming 9.7.5. The Value of Brands 9.5.3. CSR Communication 9.8.3. Cases 9.5.4. Corporate Reputation 9.9. The Influence of Promotions on 9.10. Distribution and Image of the Point of Sale Corporate Image 9.9.1. The New Advertising Industry Landscape 9.10.1. The Main Players in Commercial Distribution 9.9.2. The Marketing Promotion 9.10.2. The Image of Retail Distribution Companies through Positioning 9.9.3. Features 9.9.4. Dangers 9.10.3. Through its Name and Logo

Module 10. Public Opinion

10.1. The Concept of Public Opinion

- 10.1.1. Introduction
- 10.1.2. Definition
- 10.1.3. Public Opinion as a Rational Phenomenon and as a Form of Social Control
- 10.1.4. Phases in the Growth of Public Opinion as a Discipline
- 10.1.5. The 20th Century

10.2. Theoretical Framework of Public Opinion

- 10.2.1. Introduction
- 10.2.2. Perspectives on the Discipline of Public Opinion in the 20th Century
- 10.2.3. Twentieth Century Authors
- 10.2.4. Walter Lippmann: Biased Public Opinion
- 10.2.5. Jürgen Habermas: the Political-Value Perspective
- 10.2.6. Niklas Luhmann: Public Opinion as a Communicative Modality

10.3. Social Psychology and Public Opinion

- 10.3.1. Introduction
- 10.3.2. Psychosocial Variables in the Relationship of Persuasive Entities with their Public
- 10.3.3. The Name
- 10.3.4. Conformism

10.4. Media Influence Models

- 10.4.1. Introduction
- 10.4.2. Media Influence Models
- 10.4.3. Types of Media Effects
- 10.4.4. Research on Media Effects
- 10.4.5. The Power of the Media

10.5. Public Opinion and Political Communication

- 10.5.1. Introduction
- 10.5.2. Electoral Political Communication. Propaganda
- 10.5.3. Government Political Communication

10.6. Public Opinion and Elections

- 10.6.1. Introduction
- 10.6.2. Do Election Campaigns Influence Public Opinion?
- 10.6.3. The Effect of the Media in Election Campaigns as a Reinforcement of Opinions
- 10.6.4. Bandwagon and UnderdogEffects

10.7. Government and Public Opinion

- 10.7.1. Introduction
- 10.7.2. Representatives and their Constituents
- 10.7.3. Political Parties and Public Opinion
- 10.7.4. Public Policies as an Expression of the Government's Action

10.8. The Political Intermediation of the Press

- 10.8.1. Introduction
- 10.8.2. Journalists as Political Intermediaries
- 10.8.3. Dysfunctions of Journalistic Intermediation
- 10.8.4. Réliance on Journalists as Intermediaries

10.9. Public Sphere and Emerging Models of Democracy

- 10.9.1. Introduction
- 10.9.2. The Public Sphere in the Information Society
- 10.9.3. The Public Sphere in the Information Society
- 10.9.4. Emerging Models of Democracy

10.10. Methods and Techniques for Public Opinion Research

- 10.10.1. Introduction
- 10.10.2. Opinion Polls
- 10.10.3. Types of Surveys
- 10.10.4. Analysis



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 40 | 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 42 | 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 | 43 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.

tech 44 | Methodology

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.



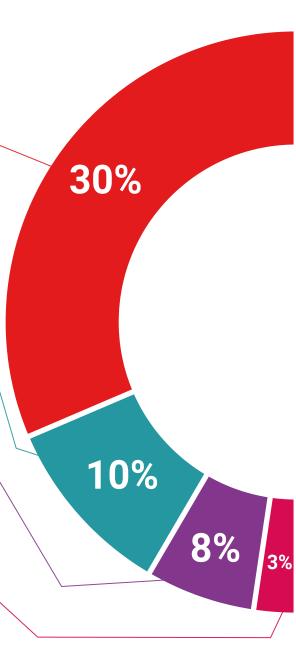
Management Skills Exercises

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.

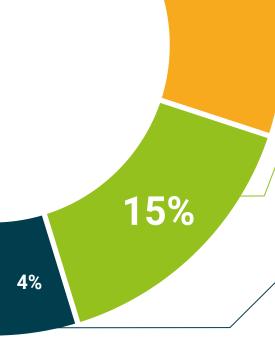


This exclusive educational system for presenting multimedia content was awarded by Microsoft as a "European Success Story".

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%

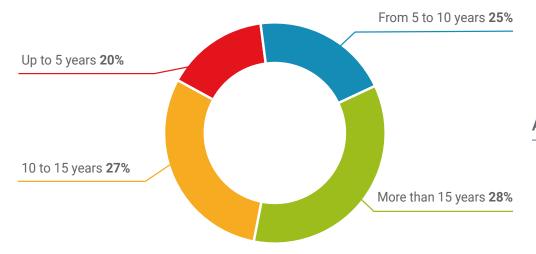




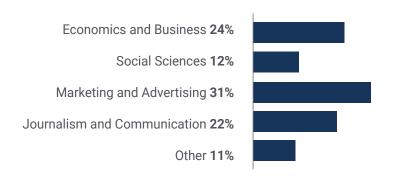


Between **35** and **45** years old

Years of Experience



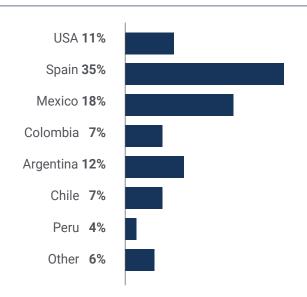
Training



Academic Profile



Geographical Distribution



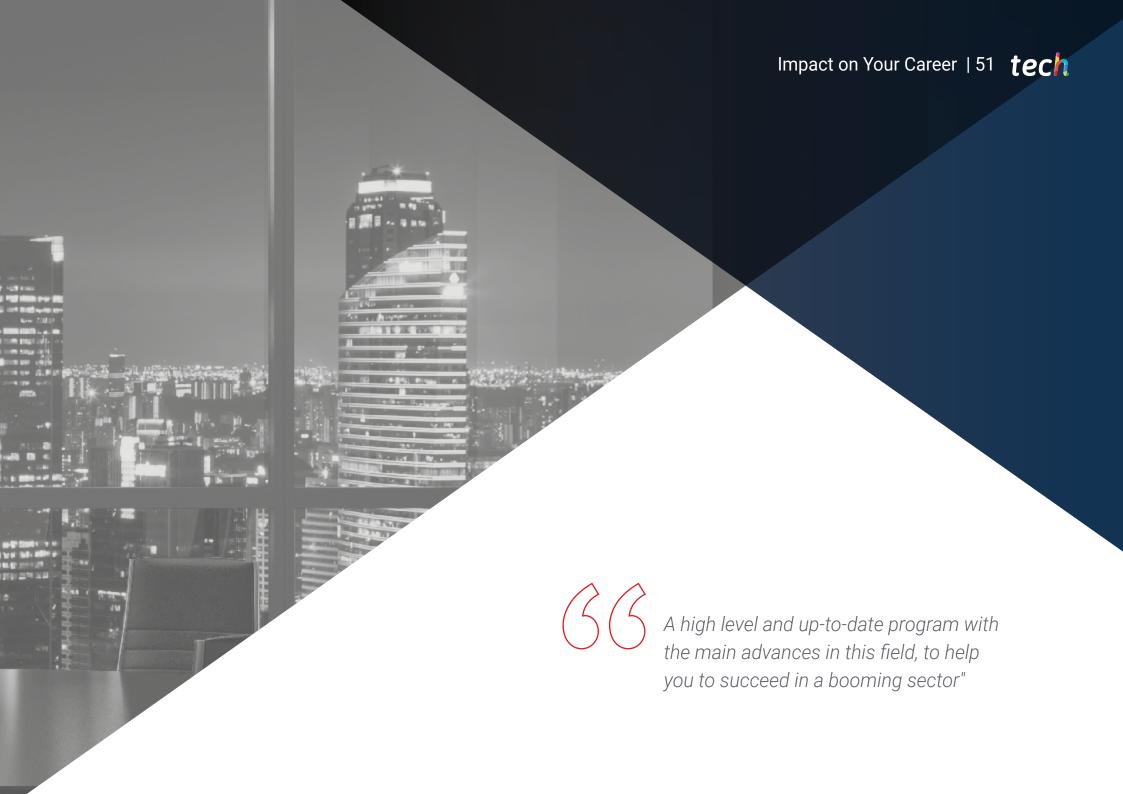


Miguel Molina

Social Media Manager of a Multinational Company

"Since I discovered social networks, I haven't stopped using them. I started on a personal level, but soon I realized that their professional side could be of great use to any business, which is why I focused my work towards this field. I have always been self-taught, but there came a time when I thought it would be good to study more about this field and I found this Executive Master's Degree at TECH, which has been absolutely fundamental for my professional development"





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

The Executive Master's Degree in Social Media Management: Community Manager at TECH Technological University is an intensive and highly valuable program aimed at improving students' professional skills in an area of extensive competition. Undoubtedly, it is a unique opportunity to improve professionally, but also personally, as it involves effort and dedication.

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

Specialize in social media and give your profession a boost.

This program
will help you
to achieve
professional
improvement in
very little time.

When the change occurs



Type of change



Salary increase

This program represents a salary increase of more than 25% for our students

Salary before **\$57,900**

A salary increase of

25.22%

\$72,500





tech 56 | 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 executive and opens new avenues for professional growth within the company.



Building Agents of Change

The professional 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.





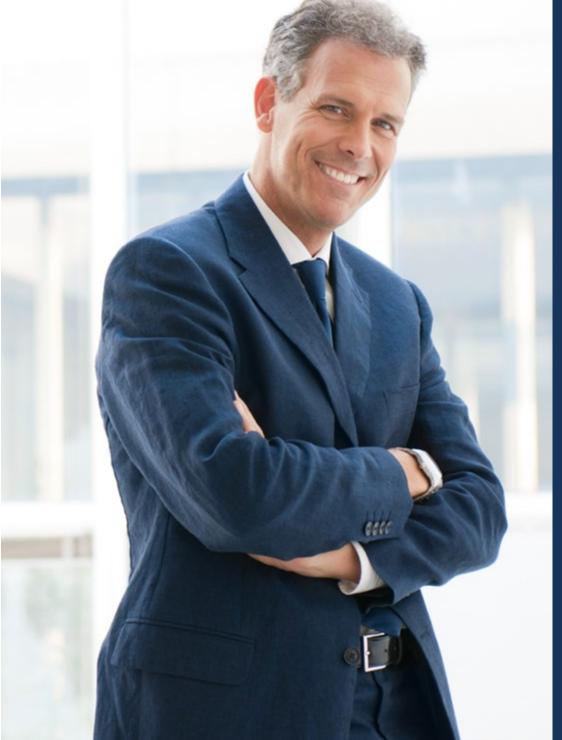
Project Development

The professional will be 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 60 | Certificate

This **Executive Master's Degree in Social Media Management: Community Manager** 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 certificate issued by **TECH Technological University** will reflect the qualification obtained in the Professional Master's Degree, and meets the requirements commonly demanded by job exchanges, competitive examinations and professional career evaluation committees.

Title: Executive Master's Degree in Social Media Management: Community Manager Official N° of hours: 1,500 h.





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



Executive Master's Degree Social Media Management: Community Manager

» Modality: online

» Duration: 12 months

» Certificate: TECH Technological University

» Dedication: 16h/week

» Schedule: at your own pace

» Exams: online

