



# Executive Master's Degree MBA in Digital Communication and Reputation Management (CMO, Chief Marketing Officer)

» Modality: online

» Duration: 12 months

» Certificate: TECH Technological University

» Credits: 60 ECTS

» Schedule: at your own pace

» Exams: online

Website: www.techtitute.com/us/school-of-business/executive-master-degree/master-mba-digital-communication-reputation-management-cmo-chief-marketing-officer

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Certificate

# Welcome

This program is designed to equip communication professionals with the tools they need to effectively transmit a message in the digital environment, being prepared to manage any crisis that may occur. During their studies, students will learn about communication sciences as a starting point for the development of all the skills necessary to work in this area, exploring communication psychology, an area of essential knowledge for any communications professional. Likewise, they will explore the use of digital communication resources, for a range of areas and formats. Thus, students will learn how to research as well as disseminate information on the Internet, and how to use social networking tools, to offer companies and users wider communication channels. They will also gain a profound understanding of corporate communications with an overarching look at varying company requirements, which makes this program a complete and up-to-date option.



egree in MBA in Digital Communication and Reputation Management (CMO, Chief Marketing Officer) II







# **tech** 8 | Why Study at TECH?

### 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

+200

executives prepared each year

different nationalities



### **Empowerment**

Students will grow hand in hand with the best companies and highly regarded and influential professionals. TECH has developed strategic partnerships and a valuable network of contacts with major economic players in 7 continents.

+500

collaborative agreements with leading companies



#### **Talent**

This program is a unique initiative to allow students to showcase their talent in the business world. An opportunity that will allow them to voice their concerns and share their business vision.

After completing this program, TECH helps students show the world their talent.



### **Multicultural Context**

While studying at TECH, students will enjoy a unique experience. Study in a multicultural context. In a program with a global vision, through which students can learn about the operating methods in different parts of the world, and gather the latest information that best adapts to their business idea.

TECH students represent more than 200 different nationalities.



### Learn with the best

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

Teachers representing 20 different nationalities.



At TECH, you will have access to the most rigorous and up-to-date case analyses in academia"

### Why Study at TECH? | 9 tech

TECH strives for excellence and, to this end, boasts a series of characteristics that make this university unique:



### **Analysis**

TECH explores the student's critical side, their ability to question things, their problem-solving skills, as well as their interpersonal skills.



### **Academic Excellence**

TECH offers students the best online learning methodology. The university combines the Relearning method (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.





## tech 12 | Why Our Program?

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



### 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.



# 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.



### 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.



### 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.



### 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 fields 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.



### 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.





## tech 16 | Objectives

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

The Executive Master's Degree in MBA in Digital Communication and Reputation Management (CMO, Chief Marketing Officer) will enable the student to:



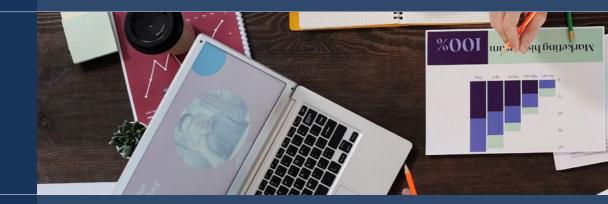
Acquire the necessary knowledge to create effective advertising communication using the most advanced digital tools



Enable the student to relate advertising and public relations in a coherent manner with other social and human sciences



Learn to manage organizational and corporate communications in times of crisis





Enable the student to understand the main debates and media events arising from the current situation and how they are generated and disseminated according to communication strategies and interests of all kinds



Enable the student to understand the basic concepts and theoretical models of human communication, its elements and characteristics, as well as the role it plays in the psychological processes of advertising and public relations



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





Understand the communication department within businesses and institutions



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



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



Know how to reflect, with theoretical soundness and empirical rigor, on the processes by which the advertising and public relations professional helps to build and express public opinion



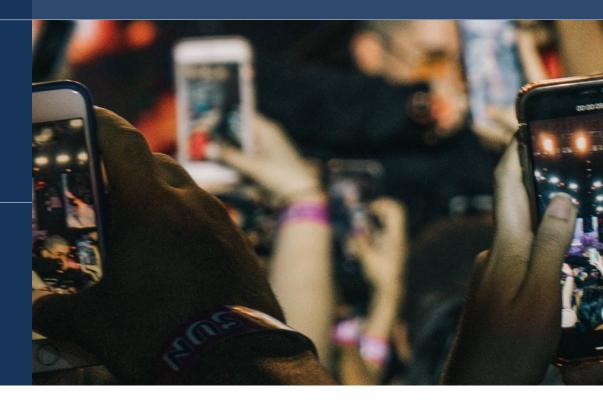
Know and master the strategies of coherence, cohesion and adequacy in the elaboration of texts



Describe the main research trends in social communication, as well as their different models: behaviorist, functional, constructivist, and structuralist



Identify similarities and differences between oral code and written code

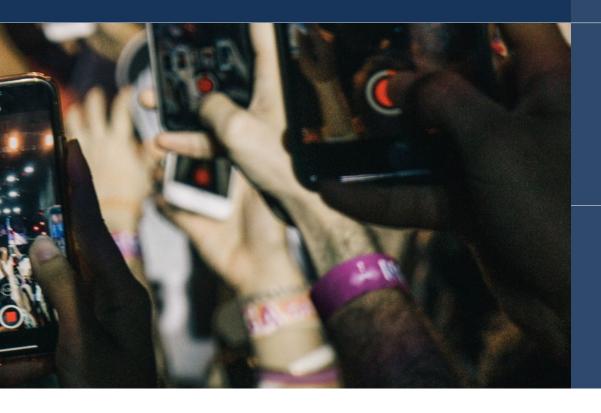




Have the ability to analyze, process, interpret, elaborate and structure digital communication



Promote creativity and persuasion through different formats and media





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



Know and understand the importance of the Internet in the research work in the field of advertising and public relations



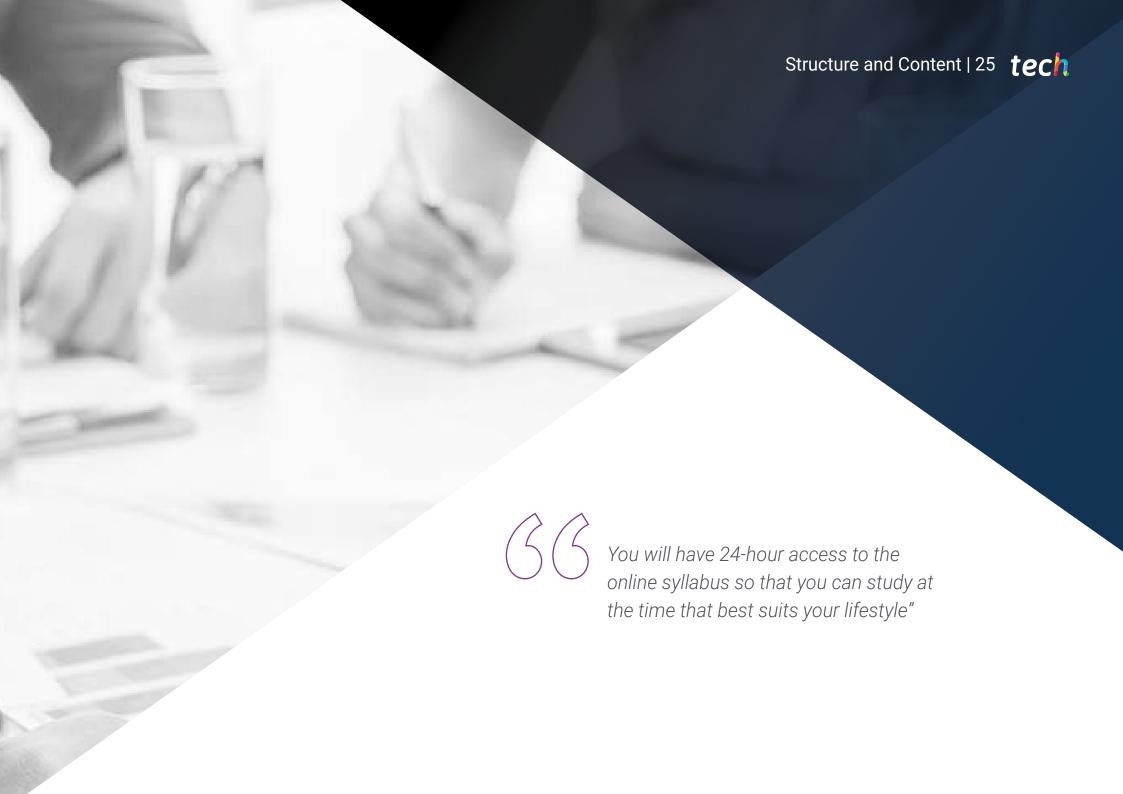












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### **Syllabus**

The Executive Master's Degree in MBA in Digital Communication and Reputation Management (CMO, Chief Marketing Officer) from TECH Technological University is an intensive program that prepares students to master digital communications in various formats and manage any related crises that may occur.

The content of the Executive Master's Degree is designed to promote the development of managerial skills that allow students to make decisions with greater rigor in uncertain environments, facing the business challenges that may arise in the field of communication.

Thus, over 1,500 hours of study, students will analyze a multitude of practical cases via individual practice and teamwork. It is, therefore, an authentic immersion in real business situations, that will enhance their professional profile.

The Executive Master's Degree explores the theory of social communication and its fundamentals in the digital environment, with a global and up-to-date approach. A program of studies designed to educate business professionals and walk them through this sector from a strategic, international and innovative perspective.

Therefore, this program is designed for students seeking professional development that allows them to achieve excellence in the digital environment, with innovative content based on the latest trends, and supported by the best educational methodology and an exceptional faculty.

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

| Module 1  | Social Communication Theory                              |
|-----------|--|
| Module 2  | Introduction to the Psychology of Communication          |
| Module 3  | Fundamentals of Communication in the Digital Environment |
| Module 4  | Corporate Identity                                       |
| Module 5  | Public Opinion   |
| Module 6  | Structure of the Communication                           |
| Module 7  | Written Communication                                    |
| Module 8  | Social Media Community Management                        |
| Module 9  | Lobbying and Persuasion                                  |
| Module 10 | Research in Digital Media                                |



### Where, When and How is it Taught?

TECH offers the possibility of developing this Digital Communications and Reputation Management completely online. Over the course of 12 months, you will be able to access all the contents of this program at any time, allowing you to self-manage your study time.

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

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| Mod                        | ule 1. Social Communication Theory  |                  |   |                  |  |                               |   |
|----------------------------|---|------------------|---|------------------|--|-------------------------------|---|
| 1.1.1.<br>1.1.2.<br>1.1.3. | The Art of Communicating Introduction: The Study of Communication as a Social Science Knowledge 1.1.2.1. Sources of Knowledge The Scientific Method 1.1.3.1. The Deductive Method 1.1.3.2. Inductive Method 1.1.3.3. Hypothetical-Deductive Method Common Concepts in Scientific Research 1.1.4.1. Dependent and Independent Variables 1.1.4.2. Hypotheses 1.1.4.3. Operationalization 1.1.4.4. The Law or Theory of Hedging  | 1.2.2.<br>1.2.3. | Elements of Communication Introduction Elements of Communication Empirical Research 1.2.3.1. Basic Versus Applied Research 1.2.3.2. Research Paradigms 1.2.3.3. Values in Research 1.2.3.4. The Unit of Analysis 1.2.3.5. Cross-Sectional and Longitudinal Studies Define Communication | 1.3.1.<br>1.3.2. | Trends in Social Communication Research Introduction. Communication in the Ancient World Communication Theorists 1.3.2.1. Greece 1.3.2.2. The Sophists, Early Communication Theorists 1.3.2.3. Aristotelian Rhetoric 1.3.2.4. Cicero and the Canons of Rhetoric 1.3.2.5. Quintilian: The Oratorical Institution The Modern Period: The Theory of Argumentation 1.3.3.1. Anti-Rhetoric Humanism 1.3.3.2. Communication in Baroque 1.3.3.3. From the Enlightenment to Mass Society The 20th Century: The Rhetoric of the Mass Media 1.3.4.1. Media Communication | 1.4.1.<br>1.4.2.              | Communicative Behavior Introduction: The Communicative Process Communicative Behavior 1.4.2.1. Animal Ethology and the Study of Human Communication 1.4.2.2. The Biological Background of Communication 1.4.2.3. Intrapersonal Communication 1.4.2.4. Patterns of Communicative Behavior The Study of Non-Verbal Communicative Behavior 1.4.3.1. The Movement of the Body as a Pattern of Communicative Action 1.4.3.2. The Latent Content of Non-Verbal Communication: Deception in Body Movements |
| 1.5.2.                     | The Communicative Transaction Introduction: The Communicative Transaction Transactional Analysis 1.5.2.1. The Child Self 1.5.2.2. The Parent Self 1.5.2.3. The Adult Self Classification of Transactions  |                  | Identity, Self-Concept and Communication Introduction Identity, Self-Concept and Communication 1.6.2.1. Transactional Micropolitics and Self-Concept: Interaction as Negotiation of Identities  |                  | 1.6.2.2. The Strategy of Negative Emotions<br>1.6.2.3. The Strategy of Positive Emotions<br>1.6.2.4. The Strategy to Induce Emotions in Others<br>1.6.2.5. The Mutual Commitment Strategy<br>1.6.2.6. The Strategy of Pity or Understanding  | 1.6.4.<br>1.6.5.              | The Presentation of Oneself in Everyday Rituals 1.6.3.1. Symbolic Interactionism Constructivism Self-Concept Motivated to Interact 1.6.5.1. The Theory of Reasoned Action Conversational Pragmatics   |
| 1.7.1.<br>1.7.2.           | Communication in Groups and Organizations Introduction: The Communicative Process Communicative Behavior 1.7.2.1. Animal Ethology and the Study of Human Communication 1.7.2.2. The Biological Background of Communication 1.7.2.3. Intrapersonal Communicative Behavior The Study of Non-Verbal Communicative Behavior 1.7.3.1. The Movement of the Body as a Pattern of Communicative Action 1.7.3.2. The Latent Content of Non-Verbal Communication: Deception in Body Movements | 1.8.2.<br>1.8.3. | Media Communication I Introduction Media Communication Characteristics of the Media and its Messages 1.8.3.1. The Mass Media 1.8.3.2. Media Functions The Powerful Effects of the Mass Media 1.8.4.1. The Media Tell us What to Think and What not to Think                             | 1.9.3.           | Media Communication II Introduction The Hypodermic Theory The Limited Effects of the Media The Uses and Gratifications of Mass Communications 1.9.4.1. Theory of Uses and Gratifications 1.9.4.2. Origins and Principles 1.9.4.3. Objectives of the Theory of Uses and Gratifications 1.9.4.4. Expectations Theory   | 1.10.1.<br>1.10.2.<br>1.10.3. | Media Communication III  Introduction Computerized Communication and Virtual Reality 1.10.2.1. Computer-Mediated Communication: The Problem of its Theoretical Integration 1.10.2.2. Definitions of Computed Communication Evolution of the Theory of Uses and Gratifications 1.10.3.1. Reinforcements of Media Dependency Theory Virtual Reality as an Emerging Area of Study 1.10.4.1. Psychological Immersion of the User Telepresence   |

| 2.1.                                    | History of Psychology   | 2.2.                                 | Social Psychology  | 2.3.   | Social Cognition  | 2.4.   | Personality Psychology   |
|---|---|--------------------------------------|--|--|---|--|--|
|   | Introduction Beginning with the Study of Psychology Science in Evolution. Historical and Paradigmatic Changes Paradigms and Stages in Psychology  | 2.2.1.<br>2.2.2.<br>2.2.3.           | Psychology: The Influence of Social Psychology   | 2.3.1.<br>2.3.2.<br>2.3.3.<br>2.3.4.<br>2.3.5.<br>2.3.6.<br>2.3.7. | ) i   | 2.4.2.<br>2.4.3.<br>2.4.4.<br>2.4.5.<br>2.4.6.<br>2.4.7. | Introduction What is the Self? Identity and Personality Self-Awareness Self-Esteem Self-knowledge Interpersonal Variables in Personality Shaping Macro-social Variables in the Configuration of Personality A New Perspective in the Study of Personality. Narrative Personality |
|   | Emotions Introduction What do we Talk about When we Get Excited? The Nature of Emotions 2.5.3.1. Emotion as Preparation for Action Emotions and Personality From another Perspective. Social Emotions | 2.6.1.<br>2.6.2.<br>2.6.3.           | Psychology of Communication. Persuasion and Attitude Change Introduction Attitudes Historical Models in the Study of Persuasive Communication The Probability of Elaboration Model Communication Processes through the Media 2.6.5.1. A Historical Perspective                               | 2.7.1.<br>2.7.2.<br>2.7.3.<br>2.7.4.<br>2.7.5.<br>2.7.6.           | The Sender Introduction The Source of Persuasive Communication Source Characteristics: Credibility Source Characteristics: The Appeal Emitter Characteristics: The Power Processes in Persuasive Communication Mechanisms Based on Primary Cognition New Processes in Communication Mechanisms Based on Secondary Cognition |  |  |
| <ul><li>2.9.2.</li><li>2.9.3.</li></ul> | The Receiver Introduction The Role of the Recipient according to the Elaboration Probability Model Recipient Needs and Motives: Their Impact on Attitude Change Need for Esteem and Communication     | 2.10.1<br>2.10.2<br>2.10.3<br>2.10.4 | New Approaches to the Study of Communication Introduction Unconscious Processing of Information. Automatic Processes Measuring Automatic Processes in Communication First Steps in the New Paradigms Theories of Dual Processing Systems 2.10.5.1. Main Limitations of Dual Systems Theories |  |   |  |  |

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| Mod                                | Module 3. Fundamentals of Communication in the Digital Environment  |   |   |  |   |                  |  |  |  |  |
|------------------------------------|---|---|---|--|---|------------------|--|--|--|--|
| 3.1.2.                             | 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 | 3.2.1.<br>3.2.2.<br>3.2.3.              | Digital Communication and<br>Reputation Online Reputation Report Netiquette and Good Practices on Social Media<br>Branding and 2.0 Networks | 3.3.<br>3.3.1.<br>3.3.2.<br>3.3.3.<br>3.3.4. | 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 | 3.4.2.<br>3.4.3. | Generalist, Professional and<br>Microblogging Platforms<br>Facebook.<br>LinkedIn<br>Google+<br>Twitter |  |  |  |
| 3.5.3.<br>3.5.4.                   | Instagram<br>Flickr   | <b>3.6.</b> 3.6.1. 3.6.2. 3.6.3. 3.6.4. | Content Strategy and Storytelling Corporate Blogging Content Marketing Strategy Creating a Content Plan Content Curation Strategy           |  | Social Media Strategies Corporate PR and Social Media Defining the Strategy to be Applied in Each Medium Analysis and Evaluation of Results                                 |                  | Community Administration   |  |  |  |
| 3.9.<br>3.9.1.<br>3.9.2.<br>3.9.3. | Schedule, Budget, Expectations and Follow-up  | 3.10.1                                  | Online Monitoring Tools  Management Tools and Desktop Applications  Monitoring and Research Tools   |  |   |                  |  |  |  |  |

| Mod  | <b>ule 4.</b> Corporate Identity                                 |  |   |  |  |   |                                       |
|--|--|--|---|--|--|---|---------------------------------------|
| <b>4.1.</b> 4.1.1. 4.1.2. 4.1.3. 4.1.4.        | Corporate Image Where can the Corporate Image be Manifested?     | 4.2.2.<br>4.2.3.<br>4.2.4.                     | Research Techniques for Corporate Image Introduction The Study of the Company's Image Corporate Image Research Techniques Qualitative Image Study Techniques Types of Quantitative Techniques | <b>4.3.</b> 4.3.1. 4.3.2. 4.3.3. 4.3.4.        | Guidelines   | <b>4.4.</b> 4.4.1. 4.4.2. 4.4.3. 4.4.4. | Factors Involved in Corporate Culture |
| <b>4.5.</b> 4.5.1. 4.5.2. 4.5.3. 4.5.4.        | Guidelines for Integrating CSR into Businesses CSR Communication | 4.6.1.<br>4.6.2.<br>4.6.3.<br>4.6.4.<br>4.6.5. | Corporate Visual Identity and Naming Corporate Visual Identity Strategies Basic Elements Basic Principles Preparation of the Manual Naming  | <b>4.7.</b> 4.7.1. 4.7.2. 4.7.3. 4.7.4. 4.7.5. | Brand Image and Positioning The Origins of Trademarks What is a Brand? The Need to Build a Brand Brand Image and Positioning The Value of Brands | 4.8.1.<br>4.8.2.<br>4.8.3.              | Communication                         |
| 4.9.1.<br>4.9.2.<br>4.9.3.<br>4.9.4.<br>4.9.5. | Features<br>Dangers  | 4.10.1<br>4.10.2                               | Distribution and Image of the Point of Sale  The Main Players in Commercial Distribution The Image of Retail Distribution Companies through Positioning Through its Name and Logo             |  |  |   |                                       |

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| Module 5. Public Opinion   |  |  |                           |
|--|--|--|---------------------------|
| <ul> <li>5.1. The Concept of Public Opinion</li> <li>5.1.1. Introduction</li> <li>5.1.2. Definition</li> <li>5.1.3. Public Opinion as a Rational Phenomenon and as a Form of Social Control</li> <li>5.1.4. Phases in the Growth of Public Opinion as a Discipline</li> <li>5.1.5. The 20th Century</li> </ul> | <ul> <li>5.2. Theoretical Framework of Public Opinion</li> <li>5.2.1. Introduction</li> <li>5.2.2. Views on Public Opinion in the 20th Century</li> <li>5.2.3. Twentieth Century Authors</li> <li>5.2.4. Walter Lippmann: The Biased Public Opinion</li> <li>5.2.5. Jürgen Habermas: the Political-Value Perspective</li> <li>5.2.6. Niklas Luhmann: Public Opinion as a Communicative Form</li> </ul> | <ul> <li>5.3. Social Psychology and Public Opinion</li> <li>5.3.1. Introduction</li> <li>5.3.2. Psychosocial Variables in the Relationship of Persuasive Entities with their Public</li> <li>5.3.3. The Name</li> <li>5.3.4. Conformism</li> <li>5.4. Media Influence Models</li> <li>5.4.2. Media Influence Models</li> <li>5.4.3. Types of Media Effects</li> <li>5.4.4. Research on Media Effects</li> <li>5.4.5. The Power of the Media</li> </ul> | ;                         |
| <ul> <li>5.5. Public Opinion and Political<br/>Communication</li> <li>5.5.1. Introduction</li> <li>5.5.2. Electoral Political Communication. Propaganda</li> <li>5.5.3. Government Political Communication</li> </ul>  | <ul> <li>5.6. Public Opinion and Elections</li> <li>5.6.1. Introduction</li> <li>5.6.2. Do Election Campaigns Influence Public Opinion?</li> <li>5.6.3. The Effect of the Media in Election<br/>Campaigns as a Reinforcement of Opinions</li> <li>5.6.4. Bandwagon and Underdog Effects</li> </ul>   | <ul> <li>5.7. Government and Public Opinion</li> <li>5.8. The Political Intermediation</li> <li>5.7.1. Introduction</li> <li>5.8.1. Introduction</li> <li>5.8.2. Journalists as Political Intermediation</li> <li>5.8.3. Dysfunctions of Journalistic Ir</li> <li>5.8.4. Reliance on Journalists as Intermediation</li> </ul>  | ediaries<br>ntermediation |
| <ul> <li>5.9. Public Sphere and Emerging Models of Democracy</li> <li>5.9.1. Introduction</li> <li>5.9.2. The Public Sphere in the Information Society</li> <li>5.9.3. The Public Sphere in the Information Society</li> <li>5.9.4. Emerging Models of Democracy</li> </ul>                                    | 5.10. Methods and Techniques for Public Opinion Research 5.10.1. Introduction 5.10.2. Opinion Polls 5.10.3. Types of Surveys 5.10.4. Analysis  |  |                           |

| Mod                                  | ule 6. Structure of the Communication   |                                      |  |  |   |  |   |
|--------------------------------------|---|--------------------------------------|--|--|---|--|---|
| 6.1.2.<br>6.1.3.<br>6.1.4.           | Theory, Concept and Method of the Communication Structure Introduction Autonomy of the Discipline and Relationships with other Subjects The Structuralist Method Definition and Purpose of the Communication Structure Guide to the Analysis of Communication Structure | 6.2.1.<br>6.2.2.<br>6.2.3.<br>6.2.4. | New International Communication<br>Order<br>Introduction<br>State Control: Monopolies<br>Communication Marketing<br>Cultural Dimension of Communication    | <b>6.3.</b> 6.3.1. 6.3.2. 6.3.3. 6.3.4. 6.3.5. | Major Information Agencies Introduction What is an Information Agency? News and Information Before the Internet News Agencies Can Be Seen Thanks to the Internet The World's Major Agencies | 6.4.1.<br>6.4.2.<br>6.4.3.<br>6.4.4.<br>6.4.5. | The Advertising Industry and its Relationship with the Media System Introduction Advertising Industry The Need of Advertising for the Media The Structure of the Advertising Industry The Media and its Relationship with the Advertising Industry Advertising Regulations and Ethics |
| 6.5.1.<br>6.5.2.<br>6.5.3.<br>6.5.4. | Cinema and the Culture and Leisure<br>Market<br>Introduction<br>The Complex Nature of Cinema<br>The Origin of the Industry<br>Hollywood, the Film Capital of the World  | <b>6.6.</b> 6.6.1. 6.6.2. 6.6.3.     | Political Power and the Media Introduction Influence of the Media in the Formation of Society Media and Political Power                                    | 6.7.1.<br>6.7.2.<br>6.7.3.                     | Media Concentration and<br>Communication Policies<br>Introduction<br>Media Concentration<br>Communication Policies  | 6.8.1.<br>6.8.2.                               | Communication Structure in Latin<br>America<br>Introduction<br>Communication Structure in Latin America<br>New Trends   |
| 6.9.1.<br>6.9.2.<br>6.9.3.<br>6.9.4. | Media System in Latin America and<br>the Digitization of Journalism<br>Introduction<br>Historical Approach<br>Bipolarity of the Latin American Media<br>System<br>U.S. Hispanic Media   | 6.10.1<br>6.10.2                     | Digitalization and the Future of Journalism Introduction Digitalization and the New Media Structure The Structure of Communication in Democratic Countries |  |   |  |   |

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| Mod                                     | ule 7. Written Communication   |  |   |  |   |                                      |  |
|---|--|--|---|--|---|--------------------------------------|--|
| <b>7.1.</b> 7.1.1. 7.1.2. 7.1.3. 7.1.4. |  |  | Oral and Written Communication Introduction The Text and its Linguistics The Text and its Properties: Coherence and Cohesion 7.2.3.1. Coherence 7.2.3.2. Cohesion 7.2.3.3. Recurrence | 7.3.2.<br>7.3.3.   | Planning or Prewriting Introduction Writing Processes Planning Documentation  | 7.4.1.<br>7.4.2.<br>7.4.3.<br>7.4.4. | The Act of Writing Introduction Style Lexicon Sentence Paragraph                                       |
|   | Rewriting Introduction The Review How to Use the Computer to Improve the Text? 7.5.3.1. Dictionary 7.5.3.2. Search/Change 7.5.3.3. Synonyms 7.5.3.4. Paragraph 7.5.3.5. Shades 7.5.3.6. Cut and Paste 7.5.3.7. Change Control, Commenting and Version Comparison | 7.6. 7.6.1. 7.6.2. 7.6.3. 7.6.4. 7.6.5. 7.6.6. 7.6.7.    |   | <b>7.7.</b> 7.7.1. 7.7.2. 7.7.3. 7.7.4. 7.7.5. 7.7.6.    | Textual Models: The Description Introduction Definition Types of Description Description Types Techniques Linguistic Elements | 7.8.2.<br>7.8.3.<br>7.8.4.<br>7.8.5. | Textual Models: Narration Introduction Definition Features Components The Narrator Linguistic Elements |
| 7.9.2.<br>7.9.3.                        | Textual Models: The Exposition and the Epistolary Genre Introduction The Exposition The Epistolary Genre Components  | 7.10.1<br>7.10.2<br>7.10.3<br>7.10.4<br>7.10.5<br>7.10.6 | Textual Models: Argumentation Introduction Definition Elements and Structure of Argumentation Types of Arguments Fallacies Structure Linguistic Features                              | 7.11.1<br>7.11.2<br>7.11.3<br>7.11.4<br>7.11.5<br>7.11.6 | Academic Writing Introduction Scientific Work Summary The Review The Trial Appointments Writing on the Internet               |                                      |  |

| ~ 4  | 1 - 1 - 2 - 1 - 2  |  | E 11 C1 C   |        | 0 1 1 1 1 1 1 1 1 0 0 0  |  | The state of the s |
|--|--|--|---|--------|--|--|--|
| 8.1.   | Introduction and Typology of<br>Social Media   | 8.2.                                     | Functions of the Community  Manager   | 8.3.   | Social Media within the Structure of the Business  | <b>8.4.</b> 8.4.1.   | Introduction to Digital Marketing The Internet: Making Marketing Infinite  |
| 8.1.1.<br>8.1.2.<br>8.1.3.<br>8.1.4.<br>8.1.5.<br>8.1.6. | <ul> <li>What is a Social Network?</li> <li>Evolution of Social Networks on the Internet?</li> <li>Social Media Today</li> <li>Features of Social Media on the Internet</li> </ul> | 8.2.2.                                   | The Figure of the Community Manager and<br>their Role in the Company<br>A Guide to the Community Manager<br>The Profile of the Community Manager  | 8.3.4. | The Importance of Social Media in the Company<br>The Different Profiles that Work in Social Media<br>How to Choose the Best Structure for Social<br>Media Management<br>Customer Care on Social Media<br>Relationship of the Social Media Team with<br>Other Departments in the Company  | 8.4.5.<br>8.4.6.<br>8.4.7.   | Objectives of Marketing on the Internet Key Concepts on the Internet Operative Marketing on the Web Search Engine Positioning Social Media Community Manager E-Commerce  |
| 8.5.   | <b>3</b>   | 8.6.                                     | Online Reputation   | 8.7.   | Main Social Media Outlets I  |  | Main Social Media Outlets II   |
| 8.5.2.<br>8.5.3.<br>8.5.4.<br>8.5.5.                     | Strategy Actions Budget Schedules  |  |   |        | Facebook: Increase the Presence of Our Brand 8.7.1.1. Introduction: What is Facebook and How Can it Help Us? 8.7.1.2. Main Elements in the Professional Field 8.7.1.3. Content Promotion 8.7.1.4. Analytics Twitter: 140 Characters to Achieve the Objectives 8.7.2.1. Introduction: What is Twitter and How Can it Help Us? 8.7.2.2. Main Elements 8.7.2.3. Content Promotion 8.7.2.4. Analytics LinkedIn. The Professional Social Network for Excellence 8.7.3.1. Introduction: What is LinkedIn and How Can it Help Us? 8.7.3.2. Main Elements 8.7.3.3. Content Promotion | 8.8.2.<br>8.8.3.<br>8.8.4.<br>8.8.5.<br>8.8.6.<br>8.8.7.<br>8.8.8. | YouTube: The Second Most Important Search Engine on the Internet Main Elements Advertising YouTube Analytics Success Stories Instagram and Pinterest. The Power of Image Instagram Success Stories Pinterest   |
|  | Blogs and Personal Branding Definition Typology  | 8.10.1.<br>8.10.2.<br>8.10.3.<br>8.10.4. | Tools for the Community Manager  Monitoring and Programming. Hootsuite Specific Tools for Each Social Network Active Listening Tools URL Shortening Tools Tools for the Generation of Content |        |  |  |  |

# tech 36 | Structure and Content

| Mod                                | ule 9. Lobbying and Persuasion   |                                  |   |                                  |  |                                      |   |
|------------------------------------|--|----------------------------------|---|----------------------------------|--|--------------------------------------|---|
| 9.1.<br>9.1.1.<br>9.1.2.<br>9.1.3. | Background to Lobbying   | <b>9.2.</b> 9.2.1. 9.2.2. 9.2.3. | The Lobbyist  A Day in the Life of a Lobbyist Lobbying, Vocation or Training Ten Qualities of a Good Lobbyist | <b>9.3.</b> 9.3.1. 9.3.2. 9.3.3. | The Basics of Lobbying  Mobilization in Digital Environments Clients Lobbying and Internationalization | 9.4.2.<br>9.4.3.<br>9.4.4.<br>9.4.5. | Lobbying in Small Businesses Association Approach Anticipation Activation Access Assessment |
| 9.5.                               | Case Studies   | 9.6.                             | Lobbying Strategies   | 9.7.                             | Lobbying in The Media  | 9.8.                                 | Types of Groups   |
| 9.5.1.                             | Public-Private Collaboration: The Case of PPP Forum  | 9.6.1.                           | A View of Lobbying in the Pre-Legislative Administration  | 9.7.1.<br>9.7.2.                 | Lobbying on the Internet and Social Media<br>Most Popular Social Media Used by Lobbyists               | 9.8.1.<br>9.8.2.                     | Opinion Groups<br>Stakeholders  |
| 9.5.2.                             | A Success Story: Introduction to Hybrid  | 9.6.2.                           | The Butterfly Effect  | 9.7.3.                           | Lobbies in Conventional Media  |                                      | Power Groups  |
| 9.5.3.                             | Technology "Varicella and Public Health" Case  | 9.6.3.                           | Light and Stenographers   |                                  |  |                                      |   |
| 9.9.<br>9.9.1.<br>9.9.2.<br>9.9.3. | Types of Lobbying  According to their Organizational Aspect According to their Legal Nature According to their Goals, Objectives and Interests | 9.10.1<br>9.10.2                 | Positive and Negative Aspects of Lobbying  Positive Aspects Negative Aspects Lobbyists' Vision                |                                  |  |                                      |   |

#### Module 10. Research in Digital Media 10.1. The Scientific Method and its 10.2. Methodology I 10.3. II Methodology 10.4. III Methodology Techniques 10.2.1. Introduction 10.3.1. Introduction 10.4.1. Introduction 10.2.2. Measurable Aspects: Quantitative Method 10.3.2. Measurable Aspects: Qualitative Method 10.4.2. Revealing Communicative Behaviors and 10.1.1. Introduction Interactions: Observation and its Variants 10.2.3. Quantitative Techniques 10.3.3. Qualitative Techniques 10.1.2. The Scientific Method and its Techniques 10.2.4. Types of Surveys 10.3.4. Individual Interviews and their Typology 10.4.3. Observation as a Scientific Method 10.1.3. Scientific Method and Methodological 10.2.5. Questionnaire Preparation and Presentation 10.3.5. The Group Interview and its Variables: 10.4.4. The Procedure: Planning Systematic Techniques Discussion Groups or Focus Groups of Results Observation 10.1.4. Research Design and Phases 10.3.6. Other Conversational Techniques: Philips 10.4.5. Different Types of Observation 10.1.5. Basic Rules for Bibliographic Selection, 66, Brainstorming, Delphi, Participatory 10.4.6. Online Observation: Virtual Ethnography Verification, Citation and Referencing Intervention Cores. Problem and Solution Trees 10.1.6. Research Approaches and Perspectives 10.3.7. Participatory – Action Research 10.1.7. Ethical and Deontological Rules 10.6. Techniques for Collecting Digital 10.5. IV Methodology 10.7. Techniques for Organizing Digital 10.8. Participatory Instrumental Services Data Data 10.5.1. Introduction 10.8.1. Introduction 10.5.2. Uncovering the Content of Messages: 10.8.2. The Internet as an Object of Study: Criteria 10.6.1. Introduction 10.7.1. Introduction Content and Discourse Analysis for Assessing the Quality and Reliability of 10.6.2. Knowing the Reactions: Experimenting in 10.7.2. Digital Information 10.5.3. Introduction to Quantitative Content Analysis Internet Content Communication 10.7.3. Problems and Methodological Proposals 10.5.4. Sample Selection and Category Design 10.8.3. Internet as an Object of Study 10.6.3. Introduction to Experiments 10.7.4. Online Press: Characteristics and Approach 10.5.5. Data Processing 10.8.4. Criteria for Evaluating the Quality and 10.6.4. What is an Experiment in Communication? to its Analysis 10.5.6. Critical Discourse Analysis Reliability of Content on the Internet 10.6.5. Experimentation and its Types 10.5.7. Other Techniques for the Analysis of Media 10.6.6. The Practical Design of the Experiment Texts 10.9. Internet Quality as a Source: 10.10. Diffusion of Research Activity Validation and Confirmation 10.10.1. Introduction Strategies 10.10.2. Research Trends in Communication 10.10.3. Introduction to the Contemporary

Environment of Research in Communication

10.10.4. The Readaptation of the Classic Objects of

10.10.5. The Emergence of Classical Research Objects

Communication Research

Methodological Hybridization

10.10.6. Towards Interdisciplinarity and

10.9.1. Introduction

Environment

10.9.6. Hyperlink Research

10.9.2. Research on the Internet and Digital Platforms

10.9.4. Approach to Research on Digital Formats: Blogs

10.9.5. Approach to Social Network Research Methods

10.9.3. Searching and Browsing in the Online



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.

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.



#### Methodology | 45 tech



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.

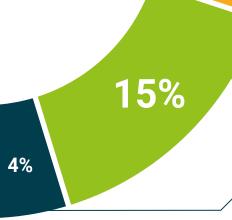


This exclusive educational system for presenting multimedia content was awarded by Microsoft as a "European Success Story".

#### **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.





30%

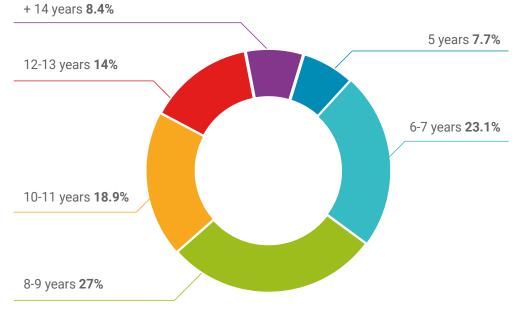




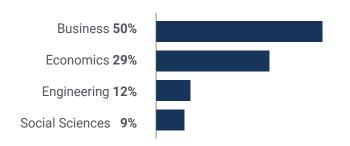
Average Age

Between 35 and 45 years old

#### Years of Experience



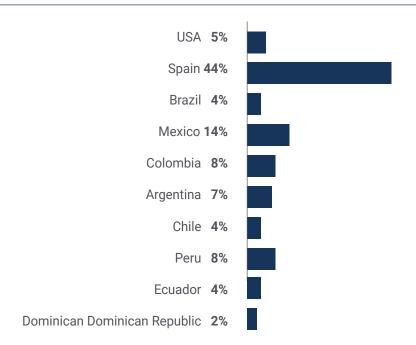
#### Training



#### **Educational Profile**



#### **Geographical Distribution**





## Rebeca Domínguez

Social Media

"Thanks to this Executive Master's Degree I have learned to develop the skills required to manage the crises that brand profiles are exposed to on social networks, achieving a considerable improvement in my day-to-day work"





If you want to achieve a conclusive change in your career, the Executive Master's Degree in MBA in Digital Communication and Reputation Management (CMO, Chief Marketing Officer) will help you achieve it.

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

The Executive Master's Degree in MBA in Digital Communication and Reputation Management (CMO, Chief Marketing Officer) from TECH Technological University is an intensive program that prepares students to face challenges and business decisions in the digital communication environment, within a global sector with its own language.

Therefore, its main objective is to promote the personal and professional growth to achieve career success.

Do not miss this opportunity offered by TECH and immerse yourself in the world of successful digital communication.

#### **Time of Change**

During the program

12%

During the first year

62%

After 2 years

26%

#### Type of change

Internal Promotion 46%
Change of Company 44%
Entrepreneurship 10%

#### Salary increase

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

\$57,900

A salary increase of

25.22%

\$72,500





## tech 56 | Benefits for Your Company

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



#### Growth of talent and intellectual capital

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



## Retaining high-potential executives to avoid talent drain

This program strengthens the link between the company and the professional and opens new avenues for professional growth within the company.



#### **Building agents of change**

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



#### Increased international expansion possibilities

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





#### **Project Development**

The professional can work on a real project or develop new projects in the field of R & D or business development of your 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 MBA in Digital Communication and Reputation Management (CMO, Chief Marketing Officer) contains the most complete and up-to-date 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** by tracked delivery.

The diploma issued by **TECH Technological University** will express the qualification obtained in the Executive 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 MBA in Digital Communication and Reputation Management (CMO, Chief Marketing Officer)

Modality: online

Duration: 12 months





<sup>\*</sup>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.



# Executive Master's Degree MBA in Digital Communication and Reputation Management (CMO, Chief Marketing Officer)

» Modality: online

» Duration: 12 months

» Certificate: **TECH Technological University** 

» Credits: 60 ECTS

» Schedule: at your own pace

» Exams: online

