

Postgraduate Diploma

Negotiation and Comprehensive Operations in Startups





Postgraduate Diploma Negotiation and Comprehensive Operations in Startups

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

Website: www.techtitude.com/us/school-of-business/postgraduate-diploma/postgraduate-diploma-negotiation-comprehensive-operations-startups

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01

Introduction to the Program

In the Startup ecosystem, the ability to negotiate key agreements with investors, partners, and suppliers is essential for the growth and sustainability of companies. This also directly influences access to funding, the structuring of agreements, and the creation of alliances that enable institutions to scale up and compete in global markets. In this scenario, professionals need to master best practices to effectively manage a startup's resources, optimize its structure, and ensure long-term success. That is why TECH has developed an innovative university program focused on Negotiation and Comprehensive Operations in Startups. It is also offered in a flexible, completely online format.



A person's hand is visible on the left side of the frame, gesturing with fingers spread. In the background, a computer monitor displays lines of code. The image is split diagonally into a light blue upper-left section and a dark blue lower-right section.

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Thanks to this 100% online program, you will master the comprehensive operational management of Startups and optimize their processes to ensure their scalability”

The success of a Startup does not depend solely on an innovative idea, but also on its ability to efficiently manage its operations and strategically negotiate with investors, partners, and other key players. In this sense, managing a Startup involves a holistic view of all its processes, from financial structuring to key agreement negotiations. For this reason, it is essential that experts master the most advanced strategies to maximize the value of their projects, manage risks, and achieve their growth objectives.

In this context, TECH presents a revolutionary program in Negotiation and Comprehensive Operations in Startups. The academic itinerary will delve into multiple financing methods such as bootstrapping, venture capital, and crowdfunding. At the same time, the syllabus will offer graduates the most modern negotiation techniques to establish successful relationships with investors. In addition, the course content will analyze the legal structure of investment vehicles. Thanks to this, students will gain a comprehensive understanding of financing mechanisms and learn to negotiate favorable investment terms that ensure the growth of Startups. Furthermore, they will develop key skills to structure solid investment agreements and effectively manage relationships with investors and strategic partners.

Moreover, in terms of methodology, the program is taught 100% online, giving experts the opportunity to access the content from anywhere and at any time, adapting the study to their schedules. In addition, TECH employs its revolutionary learning method: Relearning. This system consists of the repetition of key concepts to fix knowledge and facilitate lasting learning. In addition, graduates will find a range of multimedia support resources on the Virtual Campus, such as interactive summaries, real-life case studies, and explanatory videos.

This **Postgraduate Diploma in Negotiation and Comprehensive Operations in Startups** contains the most complete and up-to-date program on the market.

The most important features include:

- ♦ The development of case studies presented by experts in Negotiation and Comprehensive Operations in Startups
- ♦ The graphic, schematic, and practical contents with which they are created, provide scientific and practical information on the disciplines that are essential for professional practice
- ♦ Practical exercises where the self-assessment process can be carried out to improve learning
- ♦ Its special emphasis on innovative methodologies
- ♦ Theoretical lessons, questions to the expert, debate forums on controversial topics, and individual reflection assignments
- ♦ Content that is accessible from any fixed or portable device with an Internet connection



You will learn about the structure and management of funding rounds, from finding investors to formalizing agreements"

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You will gain a holistic understanding of how to negotiate collaboration agreements with large corporations and government agencies to boost the growth of Startups”

The teaching staff includes professionals from the field of Negotiation and Comprehensive Operations in Startups, who bring their work experience to this program, as well as renowned specialists from leading companies and prestigious universities.

The multimedia content, developed with the latest educational technology, will provide the professional with situated and contextual learning, i.e., a simulated environment that will provide an immersive learning experience designed to prepare for real-life situations.

This program is designed around Problem-Based Learning, whereby the student must try to solve the different professional practice situations that arise throughout the program. For this purpose, the professional will be assisted by an innovative interactive video system created by renowned and experienced experts.

You will implement continuous innovation processes, ensuring that the Startup remains competitive in a constantly evolving technological and business environment.

With the Relearning system used by TECH, you will reduce long hours of study and memorization. You will assimilate essential concepts naturally!



02

Why Study at TECH?

TECH is the world's largest online university. With an impressive catalog of more than 14,000 university programs available in 11 languages, it is positioned as a leader in employability, with a 99% job placement rate. In addition, it relies on an enormous faculty of more than 6,000 professors of the highest international renown.



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*Study at the world's largest online university
and guarantee your professional success.
The future starts at TECH”*

The world's best online university, according to FORBES

The prestigious Forbes magazine, specialized in business and finance, has highlighted TECH as "the best online university in the world" This is what they have recently stated in an article in their digital edition in which they echo the success story of this institution, "thanks to the academic offer it provides, the selection of its teaching staff, and an innovative learning method oriented to form the professionals of the future".

Forbes

The best online university in the world

The most complete
syllabus

The most complete syllabuses on the university scene

TECH offers the most complete syllabuses on the university scene, with programs that cover fundamental concepts and, at the same time, the main scientific advances in their specific scientific areas. In addition, these programs are continuously updated to guarantee students the academic vanguard and the most demanded professional skills. and the most in-demand professional competencies. In this way, the university's qualifications provide its graduates with a significant advantage to propel their careers to success.

The best top international faculty

TECH's faculty is made up of more than 6,000 professors of the highest international prestige. Professors, researchers and top executives of multinational companies, including Isaiah Covington, performance coach of the Boston Celtics; Magda Romanska, principal investigator at Harvard MetaLAB; Ignacio Wistumba, chairman of the department of translational molecular pathology at MD Anderson Cancer Center; and D.W. Pine, creative director of TIME magazine, among others.

**↑
TOP**
international faculty



The most effective methodology

A unique learning method

TECH is the first university to use Relearning in all its programs. This is the best online learning methodology, accredited with international teaching quality certifications, provided by prestigious educational agencies. In addition, this innovative academic model is complemented by the "Case Method", thereby configuring a unique online teaching strategy. Innovative teaching resources are also implemented, including detailed videos, infographics and interactive summaries.

The world's largest online university

TECH is the world's largest online university. We are the largest educational institution, with the best and widest digital educational catalog, one hundred percent online and covering most areas of knowledge. We offer the largest selection of our own degrees and accredited online undergraduate and postgraduate degrees. In total, more than 14,000 university programs, in ten different languages, making us the largest educational institution in the world.

World's No.1

The World's largest online university

The official online university of the NBA

TECH is the official online university of the NBA. Thanks to our agreement with the biggest league in basketball, we offer our students exclusive university programs, as well as a wide variety of educational resources focused on the business of the league and other areas of the sports industry. Each program is made up of a uniquely designed syllabus and features exceptional guest hosts: professionals with a distinguished sports background who will offer their expertise on the most relevant topics.

Leaders in employability

TECH has become the leading university in employability. Ninety-nine percent of its students obtain jobs in the academic field they have studied within one year of completing any of the university's programs. A similar number achieve immediate career enhancement. All this thanks to a study methodology that bases its effectiveness on the acquisition of practical skills, which are absolutely necessary for professional development.



Google Premier Partner

The American technology giant has awarded TECH the Google Premier Partner badge. This award, which is only available to 3% of the world's companies, highlights the efficient, flexible and tailored experience that this university provides to students. The recognition not only accredits the maximum rigor, performance and investment in TECH's digital infrastructures, but also places this university as one of the world's leading technology companies.



The top-rated university by its students

Students have positioned TECH as the world's top-rated university on the main review websites, with a highest rating of 4.9 out of 5, obtained from more than 1,000 reviews. These results consolidate TECH as the benchmark university institution at an international level, reflecting the excellence and positive impact of its educational model.



03 Syllabus

The teaching materials that make up this university program have been designed by experts who are highly specialized in Negotiation and Comprehensive Operations in Startups. The syllabus will analyze various sources of funding such as bootstrapping, venture capital, and crowdfunding. In turn, the syllabus will provide students with the most sophisticated negotiation strategies for establishing relationships with investors. In line with this, the teaching materials will delve into the legal structuring of investment vehicles. In this way, graduates will develop skills to effectively negotiate financial terms and protect the rights of partners through well-structured contracts.



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You will delve into the structure and management of funding rounds, from finding investors to formalizing agreements”

Module 1. Funding Strategies for Startups

- 1.1. Private Funding for Startups
 - 1.1.1. Private Funding for Startups. Key Aspects
 - 1.1.2. Funding Context in Startups: Needs and Challenges
 - 1.1.3. Differences between Traditional Funding and Startup Funding
- 1.2. Sources of Initial Funding for Startups: Bootstrapping and FFF (Friends, Family & Fools)
 - 1.2.1. Bootstrapping and FFF (Friends, Family & Fools)
 - 1.2.2. Advantages and Disadvantages of Self-Funding (Bootstrapping)
 - 1.2.3. Friends, Family & Fools (FFF): Risks and Opportunities
- 1.3. Business Angels and Their Role in Startups
 - 1.3.1. Role of Business Angels in the Initial Phase of a Startup
 - 1.3.2. Profile of Angel Investors: What They Look for in a Startup
 - 1.3.2. How to Attract and Negotiate with Business Angels
- 1.4. Venture Capital and Private Equity in Startups
 - 1.4.1. Venture Capital and Private Equity in Startups
 - 1.4.2. Venture Capital Funds: Structure and Investment Processes
 - 1.4.2. Private Equity in Startups: When is it a Viable Option
- 1.5. Crowdfunding as an Alternative Funding Option for Startups
 - 1.5.1. Crowdfunding: An Alternative to Funding
 - 1.5.2. Types of Crowdfunding: Equity, Reward-Based, and Peer-to-Peer
 - 1.5.2. Most Commonly Used Platforms and Strategies for Success
- 1.6. Bank Funding and Loans for Startups
 - 1.6.1. Bank Funding and Loans for Startups. Key Aspects
 - 1.6.2. Credit Lines and Loans for Entrepreneurs
 - 1.6.3. Guarantees and Sureties: How to Improve Bank Funding
- 1.7. Stages of Funding in Startups: From Pre-Seed to IPO
 - 1.7.1. Pre-Seed and Seed: First Steps in Funding
 - 1.7.2. Series A, B, C, and Beyond: Growth and Scalability
 - 1.7.3. Going Public as a Funding Strategy



- 1.8. Negotiation Strategies with Investors in Startups
 - 1.8.1. Negotiation Strategies with Investors: The Art of Negotiation
 - 1.8.2. Planning an Effective Financial Pitch
 - 1.8.2. Keys to Negotiating Investment Terms
- 1.9. Startup Valuation and Financial Metrics
 - 1.9.1. Startup Valuation and Financial Metrics: Types
 - 1.9.2. Valuation Methods: DCF, Multiples, and Comparables
 - 1.9.2. Key Indicators for Attracting Investors
- 1.10. Developing a Solid Financial Plan for Your Startup
 - 1.10.1. Planning a Financial Plan
 - 1.10.2. Structure and Components of a Financial Plan
 - 1.10.3. Common Mistakes in Startup Financial Planning

Module 2. Legal Structuring of Startups and Investment Vehicles

- 2.1. Startups and Investment Vehicles
 - 2.2.1. Types of investment means
 - 2.2.2. Startup Ecosystem: Local and Global Environment
 - 2.2.3. Importance of Legal Structure: Why It Is Essential for the Success of a Startup
- 2.2. Corporate Structure of a Startup
 - 2.2.1. Partners: Rights and Obligations
 - 2.2.2. Share Capital: Contributions and Participation of Partners
 - 2.2.3. Corporate Governance
 - 2.2.4. Recurring Obligations
- 2.3. Partner Agreements in Startups
 - 2.3.1. Partner Agreement: What it Should Include and Its Importance
 - 2.3.2. Non-Disclosure Agreements (NDAs): Protecting Intellectual Property
 - 2.3.3. Vesting: Conditions and Deadlines for Distributing Shares
 - 2.3.4. Exit Clauses: Options in the Event of the Sale of the Startup

- 2.4. Financing Startups
 - 2.4.1. Sources of Funding: Equity Capital, Industrial Investors, Venture Capital Investors, and Bank Funding
 - 2.4.2. Funding Rounds: Seed, Series A, B, C, etc.
 - 2.4.3. Legal Aspects of Investment Rounds: The Investment Agreement
 - 2.4.4. Legal Aspects of Investment Rounds: The Contract Between Partners
- 2.5. Investment Vehicles in Startups
 - 2.5.1. Types of Investment Vehicles: Venture Capital Funds, Business Angels, Crowdfunding
 - 2.5.2. Legal Structure of Investment Funds
 - 2.5.3. Risks and Benefits for Investors and Startups
- 2.6. Intellectual Property and Legal Protection in Startups
 - 2.6.1. Copyright and Patents: Protection of Ideas and Technologies
 - 2.6.2. Trademarks: Importance in Startup Branding
 - 2.6.3. License Agreements: Use of Third-Party Technology and Intellectual Property
 - 2.6.4. Strategies for Protecting Intellectual Property: Global vs. National Approach
- 2.7. International Regulatory Aspects of Creating Startups
 - 2.7.1. Administrative Procedures in Creating Startups: Licenses and Permits
 - 2.7.2. Regulation in the Technology Sector
 - 2.7.3. Compliance with International Standards: Tax, Labor, and Data Protection Regulations
 - 2.7.4. Impact of Antitrust and Competition Laws

Module 3. Alternative Funding Models for Startups

- 3.1. Alternative Funding for Startups
 - 3.1.1. Alternative Funding: Definition and Types
 - 3.1.2. Differences between Alternative Funding and Traditional Funding
 - 3.1.3. Factors Driving the Adoption of Alternative Funding
 - 3.1.4. Success Stories in Alternative Funding
- 3.2. Convertible Debts and Other Debt Instruments in Startup Funding
 - 3.2.1. Convertible Debt
 - 3.2.2. Process for Structuring Debt Agreements
 - 3.2.3. Advantages Over Other Models
 - 3.2.4. Examples of Startups Using Convertible Debt
- 3.3. Peer-to-peer Lending Platforms in Startups
- 3.4. Operating Models of P2P Lending
 - 3.4.1. Benefits for Startups and Lenders
 - 3.4.2. Regulatory and Sustainability Challenges
 - 3.4.3. Examples of Success in P2P Lending
- 3.5. IPOs for Startups
 - 3.5.1. Requirements and Processes for an IPO
 - 3.5.2. Benefits and Risks of Going Public
 - 3.5.3. Successful Startups on the Stock Market
 - 3.5.4. Alternatives to Traditional IPOs (SPACs, Direct Listings)
- 3.6. Bonds and Other Financial Products for Startups
 - 3.6.1. Bonds and their Application in Startups
 - 3.6.2. Structuring Bond Issues
 - 3.6.3. Comparison Between Bonds and Convertible Debt
 - 3.6.4. Examples of Startups That Have Issued Bonds
- 3.7. Factoring and Asset-Based Financing for Startups
 - 3.7.1. Factoring for Startups: How It Works
 - 3.7.2. Benefits of Funding with Assets
 - 3.7.3. Differences between Factoring and Leasing
 - 3.7.4. Use Cases in Tech Startups



- 3.8. Combined Funding Strategies for Startups
 - 3.8.1. Advantages of Combining Funding Models
 - 3.8.2. Strategies for Optimizing Resources
 - 3.8.3. Key Factors for Success in Combined Strategies
 - 3.8.4. Examples of Startups That Have Used Mixed Strategies
- 3.9. Future Prospects for Alternative Funding for Startups
 - 3.9.1. Global Trends in Alternative Funding
 - 3.9.2. Impact of Regulation on the Sector
 - 3.9.3. Technological Innovations in Funding Models
 - 3.9.4. Expansion into New Global Markets

Module 4. Investor Negotiation Workshop for Startups

- 4.1. Investors in the Entrepreneurial Ecosystem for Startups
 - 4.1.1. Types of Main Investors
 - 4.1.2. Investment Thesis and Returns
 - 4.1.3. Momentum
- 4.2. Key Skills for Negotiating with Investors for Startups
 - 4.2.1. Clear and Persuasive Communication
 - 4.2.2. Emphasis on Key Ideas
 - 4.2.3. Negotiation Skills and Flexibility
 - 4.2.4. In-Depth Knowledge of the Business and Market
- 4.3. Choosing an Investor for Your Startup: How to Approach Your Target Investors
 - 4.3.1. Choosing the Right Investor
 - 4.3.2. Contacting your Target Investor
 - 4.3.3. Follow-up and Next Meetings
- 4.4. Document Set for a Startup Investment Round
 - 4.4.1. Business Plan
 - 4.4.2. Pitch Deck
 - 4.4.3. One Pager
- 4.5. Preparing an Effective Presentation for Your Startup (I). Structure
 - 4.5.1. Clear and Orderly Structure
 - 4.5.2. Value Proposition and Mission
 - 4.5.3. Market and Competition
- 4.6. Preparing an Effective Presentation for Your Startup (II). Business Model
 - 4.6.1. Business Model and Traction
 - 4.6.2. Equipment
 - 4.6.3. Momentum
- 4.7. Investment Rounds for Your Startup
 - 4.7.1. Types of Investment Rounds
 - 4.7.2. Primary or Secondary Investment
 - 4.7.3. Pre-Money and Post-Money Valuation
 - 4.7.4. Stock Plans for Employees and Executives
- 4.8. Examples and Real Cases of Investment in a Startup
 - 4.8.1. Presentation of the Case
 - 4.8.2. Initial Scenario
 - 4.8.3. Final Scenario After the Investment Round
- 4.9. Negotiating a Startup's Shareholder Agreement with Investors: SHA
 - 4.9.1. Why It Is Key to Negotiate a Good SHA
 - 4.9.2. Standard Clauses to Negotiate
 - 4.9.3. Market Standards
- 4.10. Managing Expectations in the Event of a Startup Exit
 - 4.10.1. Establish Clear Expectations from the Outset
 - 4.10.2. Different Options in the Event of a Founder Exit
 - 4.10.3. Important Agreements in Exit Negotiations



You will master the comprehensive operational management of Startups, optimizing processes, resources, and teams to ensure their efficiency”

04

Teaching Objectives

This comprehensive university program from TECH is designed to provide professionals with the most innovative tools to effectively manage and negotiate in Startups. At the same time, graduates will develop skills in growth strategies, structuring investment rounds, and operational leadership, contributing significantly to the success and scalability of startups in a competitive and dynamic business environment.





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*Optimally manage Startup funding,
making informed decisions about
resource acquisition and cash
flow management”*



General Objectives

- Analyze the characteristics and differences between Startups and traditional companies
- Delve into the different financing strategies available to startups in their various stages of development, understanding their characteristics, advantages, and challenges
- Examine the fundamental differences between business angels and venture capital as sources of funding for Startups
- Master the structure and fundamental characteristics of the search fund model
- Develop strategies for effective project presentation
- Learn about the legal tools that allow for a balance of shareholder control between founders and investors
- Explore the relevance of the appropriate legal structure for the successful development of a Startup
- Identify the key elements of a successful IPO
- Manage strategies to maximize the value of a startup
- Identify the advantages and risks of ICOs and STOs
- Use useful tools to help you build lasting relationships with investors



You will learn valuable lessons through real cases in simulated learning environments"





Specific Objectives

Module 1. Funding Strategies for Startups

- ♦ Identify the main sources of funding for startups, from self-financing to institutional investment
- ♦ Understand the role of business angels and venture capital funds in the entrepreneurial ecosystem

Module 2. Legal Structuring of Startups and Investment Vehicles

- ♦ Learn about the different legal structures that a Startup can take
- ♦ Define the tax and legal aspects of Startup funding

Module 3. Alternative Funding Models for Startups

- ♦ Examine crowdfunding platforms and their impact on Startups
- ♦ Define the steps for structuring convertible debt

Module 4. Investor Negotiation Workshop for Startups

- ♦ Explain the importance of building strong relationships with investors
- ♦ Define the different documents that must be prepared and identify key aspects to ensure an effective presentation

05 Career Opportunities

This TECH program is an ideal opportunity for professionals seeking to specialize in Negotiation and Comprehensive Operations for Startups. Through advanced knowledge of growth strategies, funding, and operational management, graduates will develop key skills to successfully lead startups, optimizing processes, negotiating with investors, and managing resources in a competitive and constantly changing environment.





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Want to gain experience as a Startup Expansion Manager? Achieve it with this program in just 6 months”

Graduate Profile

Graduates of this program in Negotiation and Comprehensive Operations in Startups will be professionals skilled in designing and executing advanced management and negotiation strategies. They will also have the skills to optimize operational processes, structure funding rounds, and lead strategic negotiations. In addition, they will be able to manage the growth of startups in competitive markets, making key decisions for their expansion and sustainability, while leading innovative teams and projects.

You will lead innovation projects within startups to ensure their competitive positioning and adoption of emerging technologies.

- ♦ **Strategic Vision in Investment:** Ability to analyze the entrepreneurial ecosystem and identify investment opportunities in startups with high growth potential, optimizing financial decision-making
- ♦ **Financial Management and Resource Optimization:** Ability to structure efficient funding models, maximizing the profitability and sustainability of startups through the use of innovative strategies
- ♦ **Negotiation and Fundraising:** Ability to lead negotiations with investors, venture capital funds, and financial institutions, ensuring beneficial agreements aligned with the objectives of the emerging company
- ♦ **Risk Analysis and Feasibility Assessment:** Ability to assess the financial and operational feasibility of entrepreneurial projects, identifying risks and designing effective mitigation strategies



After completing the Postgraduate Diploma, you will be able to apply your knowledge and skills in the following positions:

- 1. Startup Investment Analyst:** Specialist in assessing emerging business models, analyzing their financial viability and growth potential for investment funds and venture capital firms.
- 2. Venture Capital Fund Manager:** Responsible for the administration and investment strategy of venture capital funds, identifying and financing startups with high scalability potential.
- 3. Startup Funding Consultant:** Specialized advisor in capital raising strategies, helping entrepreneurs structure investment rounds and optimize their access to funding.
- 4. Corporate Venture Capital Director:** Responsible for developing startup investment initiatives for large corporations, promoting open innovation and synergy between established companies and new ventures.
- 5. Alternative Funding Instruments Specialist:** Professional dedicated to designing and managing funding models such as crowdfunding, business angels, accelerators, and other alternatives to traditional capital.
- 6. Startup Mergers and Acquisitions Advisor:** Expert consultant in structuring startup purchase, sale, and merger processes, maximizing value in strategic transactions.



You will oversee financial management in Startups, including structuring funding rounds and optimizing resources"

06

Study Methodology

TECH is the world's first university to combine the **case study** methodology with **Relearning**, a 100% online learning system based on guided repetition.

This disruptive pedagogical strategy has been conceived to offer professionals the opportunity to update their knowledge and develop their skills in an intensive and rigorous way. A learning model that places students at the center of the educational process giving them the leading role, adapting to their needs and leaving aside more conventional methodologies.



“

TECH will prepare you to face new challenges in uncertain environments and achieve success in your career”

The student: the priority of all TECH programs

In TECH's study methodology, the student is the main protagonist.

The teaching tools of each program have been selected taking into account the demands of time, availability and academic rigor that, today, not only students demand but also the most competitive positions in the market.

With TECH's asynchronous educational model, it is students who choose the time they dedicate to study, how they decide to establish their routines, and all this from the comfort of the electronic device of their choice. The student will not have to participate in live classes, which in many cases they will not be able to attend. The learning activities will be done when it is convenient for them. They can always decide when and from where they want to study.

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*At TECH you will NOT have live classes
(which you might not be able to attend)”*



The most comprehensive study plans at the international level

TECH is distinguished by offering the most complete academic itineraries on the university scene. This comprehensiveness is achieved through the creation of syllabi that not only cover the essential knowledge, but also the most recent innovations in each area.

By being constantly up to date, these programs allow students to keep up with market changes and acquire the skills most valued by employers. In this way, those who complete their studies at TECH receive a comprehensive education that provides them with a notable competitive advantage to further their careers.

And what's more, they will be able to do so from any device, pc, tablet or smartphone.

“*TECH's model is asynchronous, so it allows you to study with your pc, tablet or your smartphone wherever you want, whenever you want and for as long as you want*”

Case Studies and Case Method

The case method has been the learning system most used by the world's best business schools. Developed in 1912 so that law students would not only learn the law based on theoretical content, its function was also to present them with real complex situations. In this way, they could make informed decisions and value judgments about how to resolve them. In 1924, Harvard adopted it as a standard teaching method.

With this teaching model, it is students themselves who build their professional competence through strategies such as Learning by Doing or Design Thinking, used by other renowned institutions such as Yale or Stanford.

This action-oriented method will be applied throughout the entire academic itinerary that the student undertakes with TECH. Students will be confronted with multiple real-life situations and will have to integrate knowledge, research, discuss and defend their ideas and decisions. All this with the premise of answering the question of how they would act when facing specific events of complexity in their daily work.



Relearning Methodology

At TECH, case studies are enhanced with the best 100% online teaching method: Relearning.

This method breaks with traditional teaching techniques to put the student at the center of the equation, providing the best content in different formats. In this way, it manages to review and reiterate the key concepts of each subject and learn to apply them in a real context.

In the same line, and according to multiple scientific researches, reiteration is the best way to learn. For this reason, TECH offers between 8 and 16 repetitions of each key concept within the same lesson, presented in a different way, with the objective of ensuring that the knowledge is completely consolidated during the study process.

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.



A 100% online Virtual Campus with the best teaching resources

In order to apply its methodology effectively, TECH focuses on providing graduates with teaching materials in different formats: texts, interactive videos, illustrations and knowledge maps, among others. All of them are designed by qualified teachers who focus their work on combining real cases with the resolution of complex situations through simulation, the study of contexts applied to each professional career and learning based on repetition, through audios, presentations, animations, images, etc.

The latest scientific evidence in the field of Neuroscience points to the importance of taking into account the place and context where the content is accessed before starting a new learning process. Being able to adjust these variables in a personalized way helps people to remember and store knowledge in the hippocampus to retain it in the long term. This is a model called Neurocognitive context-dependent e-learning that is consciously applied in this university qualification.

In order to facilitate tutor-student contact as much as possible, you will have a wide range of communication possibilities, both in real time and delayed (internal messaging, telephone answering service, email contact with the technical secretary, chat and videoconferences).

Likewise, this very complete Virtual Campus will allow TECH students to organize their study schedules according to their personal availability or work obligations. In this way, they will have global control of the academic content and teaching tools, based on their fast-paced professional update.



The online study mode of this program will allow you to organize your time and learning pace, adapting it to your schedule"

The effectiveness of the method is justified by four fundamental achievements:

1. Students who follow this method not only achieve the assimilation of concepts, but also a development of their mental capacity, through exercises that assess real situations and the application of knowledge.
2. Learning is solidly translated into practical skills that allow the student to better integrate into the real world.
3. Ideas and concepts are understood more efficiently, given that the example situations are based on real-life.
4. Students like to feel that the effort they put into their studies is worthwhile. This then translates into a greater interest in learning and more time dedicated to working on the course.

The university methodology top-rated by its students

The results of this innovative teaching model can be seen in the overall satisfaction levels of TECH graduates.

The students' assessment of the teaching quality, the quality of the materials, the structure of the program and its objectives is excellent. Not surprisingly, the institution became the top-rated university by its students according to the global score index, obtaining a 4.9 out of 5.

Access the study contents from any device with an Internet connection (computer, tablet, smartphone) thanks to the fact that TECH is at the forefront of technology and teaching.

You will be able to learn with the advantages that come with having access to simulated learning environments and the learning by observation approach, that is, Learning from an expert.



As such, the best educational materials, thoroughly prepared, will be available in this program:



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.

This content is then adapted in an audiovisual format that will create our way of working online, with the latest techniques that allow us to offer you high quality in all of the material that we provide you with.



Practicing Skills and Abilities

You will carry out activities to develop specific competencies and skills in each thematic field. Exercises and activities to acquire and develop the skills and abilities that a specialist needs to develop within the framework of the globalization we live in.



Interactive Summaries

We present the contents attractively and dynamically in multimedia lessons that include audio, videos, images, diagrams, and concept maps in order to reinforce knowledge.

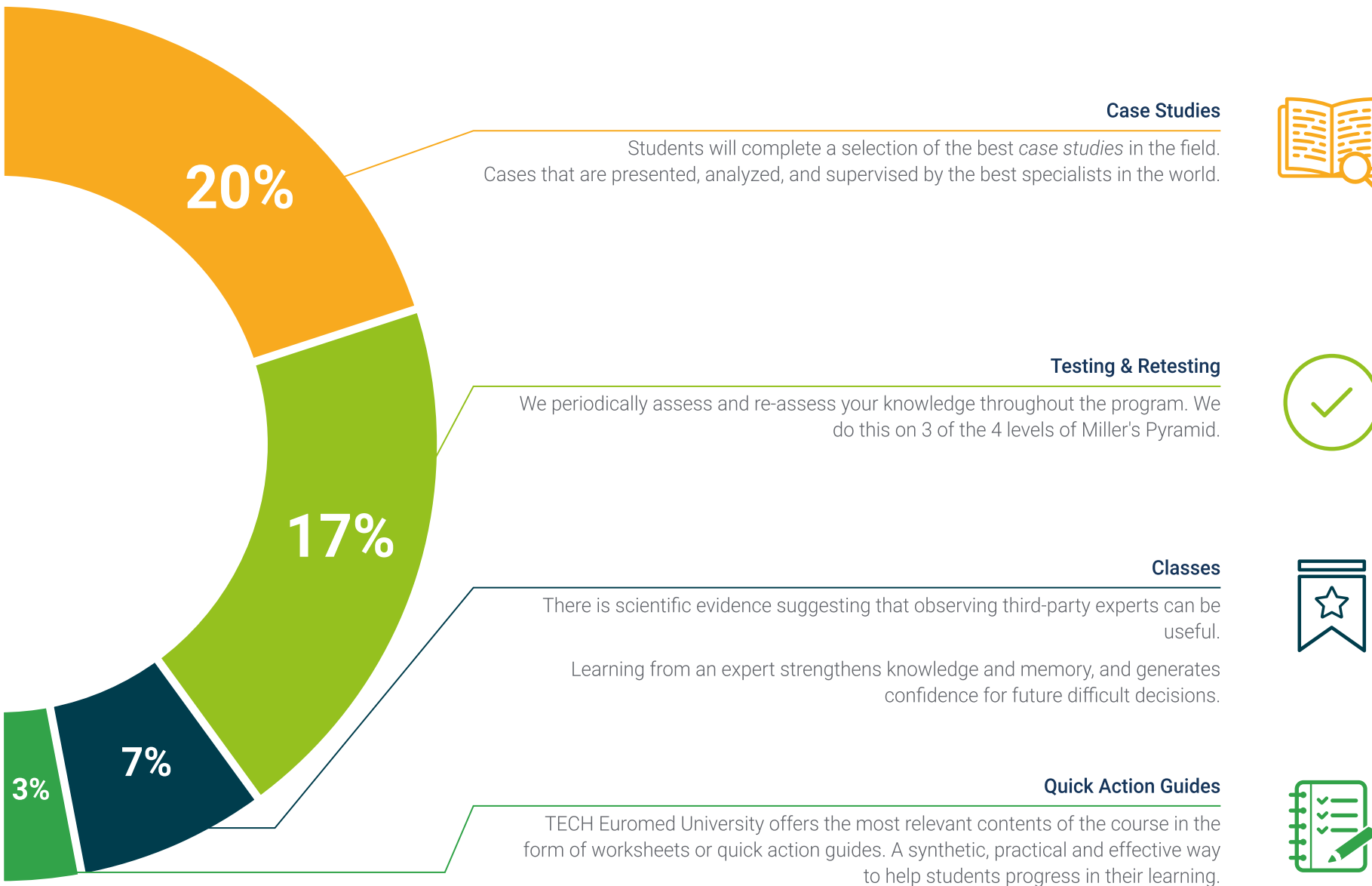
This exclusive educational system for presenting multimedia content was awarded by Microsoft as a "European Success Story".



Additional Reading

Recent articles, consensus documents, international guides... In our virtual library you will have access to everything you need to complete your education.





07

Teaching Staff

For the design and delivery of this program, TECH has enlisted the services of true experts in the field of Negotiation and Comprehensive Operations in Startups. As a result, they have put together a wide range of educational content that not only stands out for its high quality, but also for its adaptation to the requirements of today's job market. In this way, students will immerse themselves in a high-intensity learning experience that will significantly improve their job prospects.



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*The teaching team for this program
is made up of renowned experts in
Negotiation and Comprehensive
Operations in Startups”*

Management



Ms. Segura García, Paula

- ♦ M&A Legal at Crowe Legal and Tax
- ♦ Master's Degree in Business Law from Esade Ramón Llull University
- ♦ Bachelor's Degree in Law from Esade Ramón Llull University

Professors

Mr. Adrién Calduch, Enrique

- ♦ Founder of Cüimo
- ♦ Commercial Lawyer at Cuatrecasas
- ♦ Master's Degree in International Commercial Law from the IE Business School
- ♦ Bachelor's Degree in Law, Administration, and Business Management from the University of Valencia

Mr. Núñez Mejías, José María

- ♦ Editor-in-Chief and Scriptwriter of articles in Virtual Law
- ♦ Master's Degree in Law from University of Cáceres
- ♦ Law Degree from the University of Cáceres



Dr. Grigorián Keheaián, Levón

- ♦ Partner in Banking & Finance at Crowe Legal y Tributario
- ♦ Vice President of the Shareholder Institute
- ♦ Representative of Enterprise Armenia
- ♦ Lawyer at Cuatrecasas
- ♦ Doctorate in Law from Pompeu Fabra University
- ♦ Master's Degree in International Legal Studies from Georgetown University Law Center
- ♦ Master's Degree in European Union Law and Policy from the Royal Institute of European Studies
- ♦ Master's Degree in Business Valuation and Accounting from UPF Barcelona School of Management
- ♦ Bachelor's Degree in Law from the University of Zaragoza

Mr. Alegre Zalve, Joaquín

- ♦ Partner in charge of Banking & Finance at Crowe Legal y Tributario
- ♦ Director of Banking & Finance at Andersen
- ♦ Senior Manager of Banking and Financial Regulation at PwC
- ♦ Lawyer at Cuatrecasas
- ♦ Legal Specialist at Credit Suisse
- ♦ Master's Degree in Business Valuation and Accounting from Pompeu Fabra University
- ♦ Law Degree from the University of Valencia

08 Certificate

This Postgraduate Diploma in Negotiation and Comprehensive Operations in Startups guarantees students, in addition to the most rigorous and up-to-date education, access to a diploma for the Postgraduate Diploma issued by TECH Global University.



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

This private qualification will allow you to obtain a diploma for the **Postgraduate Diploma in Negotiation and Comprehensive Operations in Startups** endorsed by TECH Global University, the world's largest online university.

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

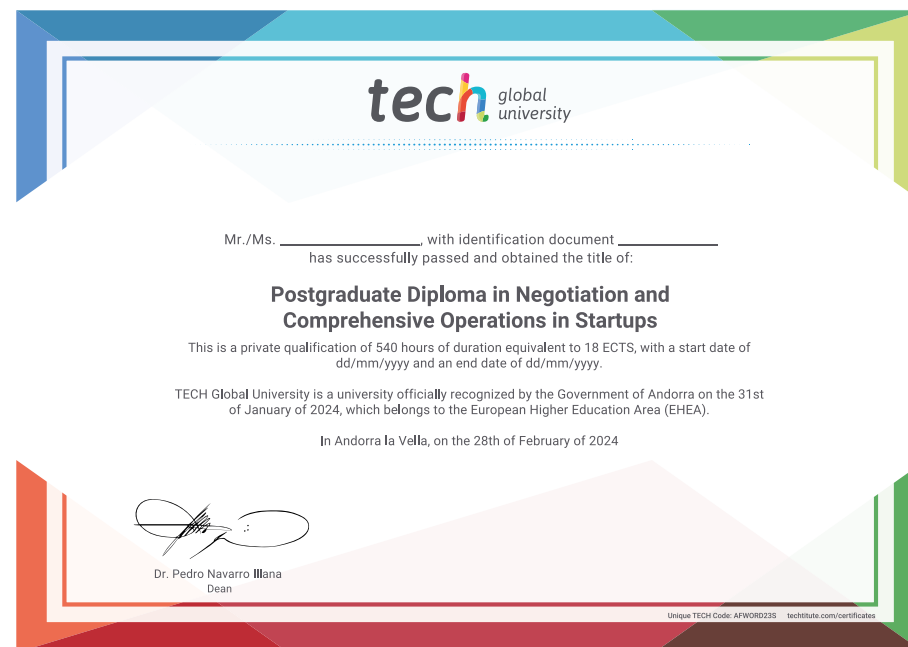
This **TECH Global University** private qualification, is a European program of continuing education and professional updating that guarantees the acquisition of competencies in its area of knowledge, providing a high curricular value to the student who completes the program.

Title: **Postgraduate Diploma in Negotiation and Comprehensive Operations in Startups**

Modality: **online**

Duration: **6 months**

Accreditation: **18 ECTS**





Postgraduate Diploma Negotiation and Comprehensive Operations in Startups

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

Postgraduate Diploma

Negotiation and Comprehensive Operations in Startups

