

# Postgraduate Certificate e-Commerce Creation and Administration





## Postgraduate Certificate e-Commerce Creation and Administration

- » Modality: online
- » Duration: 6 weeks
- » Certificate: TECH Technological University
- » Dedication: 16h/week
- » Schedule: at your own pace
- » Exams: online

Website: [www.techtute.com/us/school-of-business/postgraduate-certificate/e-commerce-creation-administration](http://www.techtute.com/us/school-of-business/postgraduate-certificate/e-commerce-creation-administration)

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# 01 Welcome

In this intensive specialization, professionals will develop a complete e-commerce business, selecting the products to be sold, creating a live and in production online store, optimizing all its resources and proposing a marketing strategy for Internet promotion and advertising. In addition to the technical aspects of store development, students will examine the different parts of the marketing strategies that will lead to a successful online store, the formulas for promotion, social networks and optimization to obtain qualified traffic from search engines. TECH has created this program, in which students will find the most relevant information today, through a didactic and innovative syllabus that will be easy to understand and apply in daily practice.



Postgraduate Certificate in e-Commerce Creation and Administration  
TECH Technological University



“

*You will learn how to develop the structure to create an e-commerce store from professionals with years of experience in the sector”*

02

# Why Study at TECH?

TECH is the world's largest 100% online business school. It is an elite business school, with a model based on the highest academic standards. A world-class centre for intensive managerial skills training.



“

*TECH is a university at the forefront of technology, and puts all its resources at the student's disposal to help them achieve entrepreneurial success"*

## At TECH Technological University



### Innovation

The university offers an online learning model that combines the latest educational technology with the most rigorous teaching methods. A unique method with the highest international recognition that will provide students with the keys to develop in a rapidly-evolving world, where innovation must be every entrepreneur's focus.

"Microsoft Europe Success Story", for integrating the innovative, interactive multi-video system.



### The Highest Standards

Admissions criteria at TECH are not economic. Students don't need to make a large investment to study at this university. However, in order to obtain a qualification from TECH, the student's intelligence and ability will be tested to their limits. The institution's academic standards are exceptionally high...

**95%** | of TECH students successfully complete their studies



### Networking

Professionals from countries all over the world attend TECH, allowing students to establish a large network of contacts that may prove useful to them in the future.

**100,000+**  
executives trained each year

**200+**  
different nationalities



### Empowerment

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

**500+** | collaborative agreements with leading companies



### Talent

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

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

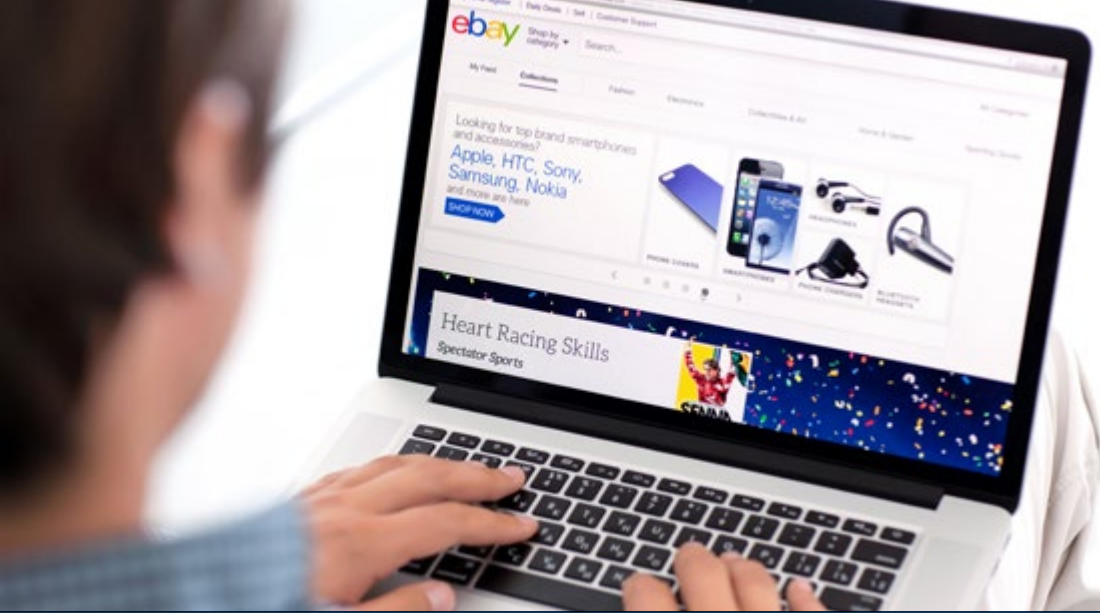


### Multicultural Context

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

TECH students represent more than 200 different nationalities.





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



### 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 Harvard Business School case studies"*



### 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 methodology (the most internationally recognized postgraduate learning methodology) with Harvard Business School case studies. A complex balance of traditional and state-of-the-art methods, within the most demanding academic framework.



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

03

# Why Our Program?

Studying this TECH program means increasing the chances of achieving professional success in senior business management.

It is a challenge that demands effort and dedication, but it opens the door to a promising future. Students will learn from the best teaching staff and with the most flexible and innovative educational methodology.



“

*We have highly qualified teachers and the most complete syllabus on the market, which allows us to offer you training of the highest academic level"*

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

**01**

### A significant career boost

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

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

**02**

### Develop a strategic and global vision of companies

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

*Our global vision of companies will improve your strategic vision.*

**03**

### Consolidate the student's senior management skills

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

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

**04**

### Take on new responsibilities

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

*45% of graduates are promoted internally.*

05

### Access to a powerful network of contacts

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

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

06

### Thoroughly develop business projects

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

*20% of our students develop their own business idea.*

07

### Improve *soft* skills and management skills

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

*Improve your communication and leadership skills and enhance your career.*

08

### Be part of an exclusive community

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

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

04

# Objectives

With this high-level training, professionals will find a unique opportunity to improve in a field of great importance, since they will learn how to develop a website correctly. In this way, they will become professional experts in different branches, so they will be able to control all areas of the company.



“

*You will analyze the logistic and functional system as well as virtual payment systems”*

Your goals are our goals.

We work together to help you achieve them.

The Postgraduate Certificate in e-Commerce Creation and Administration trains students to:

01

Develop specialized knowledge to create an e-commerce business from scratch

04

Evaluate the professional e-commerce market and conduct promotional campaigns

02

Analyze databases and programming structures

05

Analyze the different options that exist to develop an e-commerce business

03

Examine successful marketing strategies





06

Set up an online store using the different CMSs currently available on the online market

08

Carry out a comprehensive marketing strategy and roadmap

09

Develop online promotions and create traffic to the store

07

Analyze the logistic and functional system as well as virtual payment systems

10

Build a complete store from the ground up to the first sales

05

# Structure and Content

TECH has designed this high-level training to fulfill the specialization needs of business professionals who wish to expand their knowledge toward website management, a booming field that demands qualified professionals. Thus, this Postgraduate Certificate will allow them to acquire specific knowledge that they can immediately apply to their work practice. And, to do so, they will use a totally online methodology so they can balance their studies with the rest of their daily obligations.



“

*All the subjects and areas of knowledge have been compiled in a complete and absolutely up-to-date syllabus, in order to bring the student to the highest theoretical and practical level"*

## Syllabus

The Postgraduate Certificate in e-Commerce Creation and Administration at TECH Technological University is an intensive program that prepares students to face challenges and business decisions on a national and international level. Its content is designed to promote the development of managerial skills that enable more rigorous decision-making in uncertain environments.

Throughout 150 hours of study, students will study a multitude of practical cases through individual work, which will allow them to acquire the necessary skills to successfully develop in their daily practice. It is, therefore, an authentic immersion in real business situations.

This program deals with the different areas of a company in depth, and it is designed for managers to understand e-Commerce Creation and Administration from a strategic, international and innovative perspective.

A plan designed for students, focused on their professional development, which prepares them to achieve excellence in the field of information security management and administration. A program that understands your needs and those of your company through innovative content based on the latest trends, and supported by the best educational methodology and an exceptional teaching staff, which will provide you with the skills to creatively and efficiently resolve critical situations.

This Postgraduate Certificate takes place over six weeks and is divided into one module:

### Module 1

### e-Commerce Creation and Administration



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

TECH offers you the possibility of taking this program completely online. Throughout the six weeks of training, you will be able to access all the program contents at any time, allowing you to self-manage your study time.

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

**Module 1. e-Commerce Creation and Administration**

**1.1. e-Commerce Development**

- 1.1.1. Functions
- 1.1.2. Advanced Functions
- 1.1.3. Administration
  - 1.1.3.1. Payment Systems
  - 1.1.3.2. Customer Management
  - 1.1.3.3. Order Management
- 1.1.4. Dropshipping

**1.2. Database Programming and Structure**

- 1.2.1. Selecting Development Environment
- 1.2.2. Web Structure for e-Commerce
- 1.2.3. Database Structure

**1.3. e-Commerce Design**

- 1.3.1. Main Screen
- 1.3.2. Login and Register Areas
- 1.3.3. Product Screen Structure
- 1.3.4. Internal Pages about Shipping, Terms and Conditions, Legal Notices, etc...

**1.4. In-house Development vs. CMS (Content Management System)**

- 1.4.1. Advantages and Disadvantages of Using CMS
- 1.4.2. Selecting CMS According to Development Types
- 1.4.3. Self-installation or Online Cloud
  - 1.4.3.1. Wordpress + Woocommerce
  - 1.4.3.2. Prestashop
  - 1.4.3.3. Magento
  - 1.4.3.4. Shopify

**1.5. Installing and Configuring the Work Environment**

- 1.5.1. Hosting and Domain
  - 1.5.1.1. SSL Activation and PHP Configuration
- 1.5.2. Installing CMS
  - 1.5.2.1. Wordpress + Woocommerce Installation
  - 1.5.2.2. Prestashop Installation
  - 1.5.2.3. Magento Installation
- 1.5.3. Configuring and Launching CMS
  - 1.5.3.1. Configuring and Launching Wordpress + Woocommerce
  - 1.5.3.2. Configuring and Launching Prestashop
  - 1.5.3.3. Configuring and Launching Magneto
- 1.5.4. Selecting a Definitive Work Environment

**1.6. UX (User eXperience)**

- 1.6.1. Design
- 1.6.2. Functionality vs. Design
- 1.6.3. Final Customer Optimization
- 1.6.4. Visibility of Priority Parts

**1.7. SEO (Search Engines)**

- 1.7.1. Keyword Search for Our Store
- 1.7.2. Optimizing Pages, Meta Labels, Titles and Others
- 1.7.3. Optimized Content
- 1.7.4. Backlinks, Press Releases and Reviews
- 1.7.5. Social Networks and Marketing
  - 1.7.5.1. Creating Promotions
  - 1.7.5.2. Optimizing Promotions and Buyer Persona

**1.8. Payment and Logistics Systems**

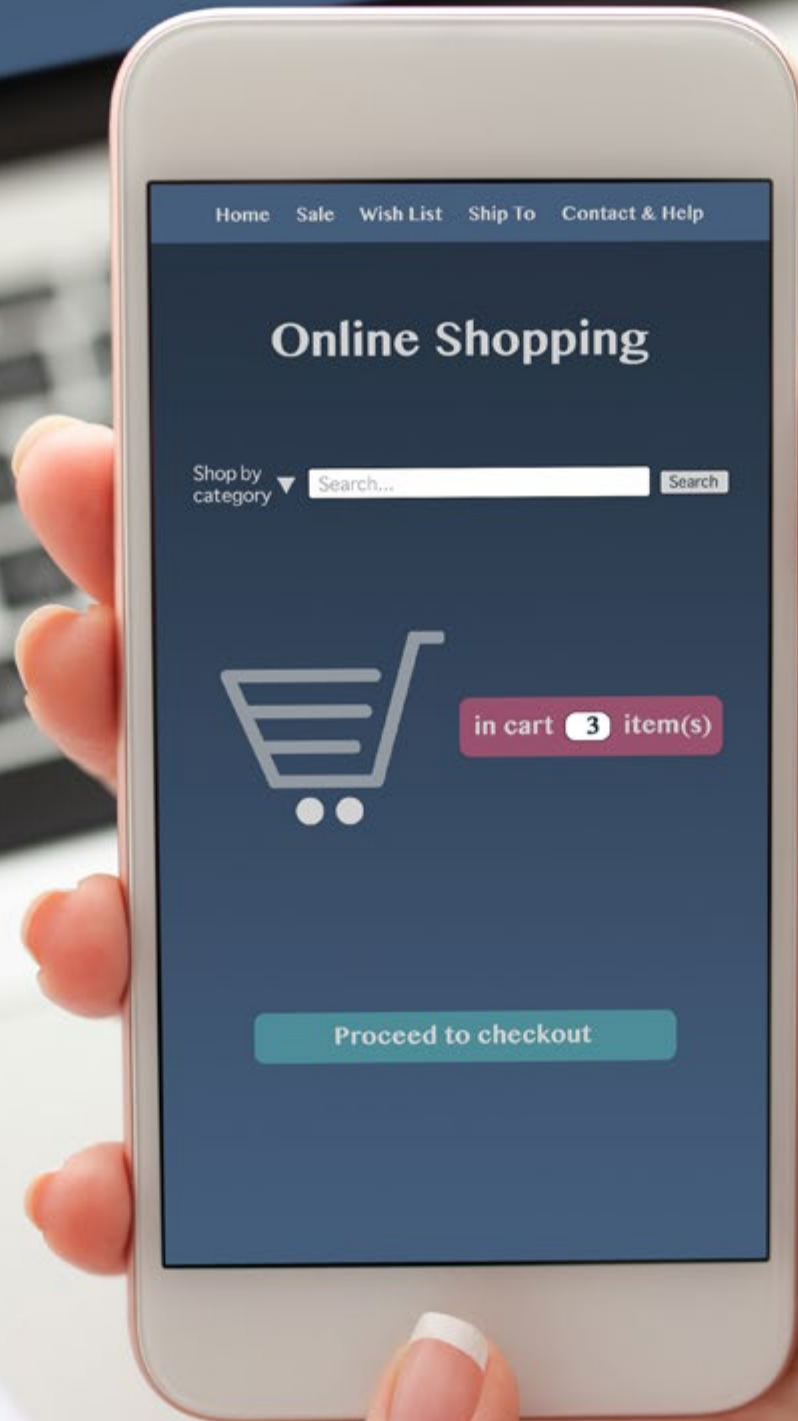
- 1.8.1. Configuring Virtual and Physical Payment Systems
  - 1.8.1.1. Paypal
  - 1.8.1.2. Stripe
  - 1.8.1.3. Cash on Delivery
  - 1.8.1.4. POS Banking
  - 1.8.1.5. Installment Payment Systems
- 1.8.2. Logistics
  - 1.8.2.1. Optimizing Shipment Channels
  - 1.8.2.2. Optimized Shipment Selector Configuration
- 1.8.3. Delivery Automation

**1.9. Marketing and Advertising**

- 1.9.1. Competitive Analysis
- 1.9.2. Work Tools
  - 1.9.2.1. Analysis Tools
  - 1.9.2.2. Design Tools
  - 1.9.2.3. SEO Tools
  - 1.9.2.4. Optimization Tools
- 1.9.3. Installing Tracking Pixels for Advanced Segmentation
- 1.9.4. Creating Promotions
  - 1.9.4.1. Facebook Ads
  - 1.9.4.2. Twitter, Tiktok, Pinterest and Other Massive Networks
  - 1.9.4.3. Google ads
  - 1.9.4.4. Ad Optimization

**1.10. Analysis, Data Measuring and Results**

- 1.10.1. Measuring Traffic
- 1.10.2. Search Engine Analysis
- 1.10.3. Sources and Sales Percentages
- 1.10.4. Creating Promotional Landing Pages
- 1.10.5. Selling on Marketplace
  - 1.10.5.1. Amazon
  - 1.10.5.2. eBay
- 1.10.6. Problem Solving



Home Sale Wish List Ship To Contact & Help

## Online Shopping

Shop by category  Search



in cart **3** item(s)

Proceed to checkout

06

# Methodology

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

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







“

*Discover Relearning, a system that abandons conventional linear learning, to take you through cyclical teaching systems: a way of learning that has proven to be extremely effective, especially in subjects that require memorization"*

## At TECH Business School we use the Harvard case method

Our program offers a revolutionary method of skills and knowledge development. Our goal is to strengthen skills in a changing, competitive, and highly demanding environment.

“

*At TECH, you will experience a way of learning that is shaking the foundations of traditional universities around the world"*



*We are the first online university to combine Harvard Business School case studies with a 100% online learning system based on repetition.*



## A learning method that is different and innovative

This intensive program from TECH Technological University School of Business prepares students to face all the challenges in this area, both nationally and internationally. We are committed to promoting personal and professional growth, the best way to strive for success, that is why TECH uses Harvard case studies, with which we have a strategic agreement that allows us to provide our students with material from the best university the world.

“*You will learn, through collaborative activities and real cases, how to solve complex situations in real business environments”*

*Our program prepares you to face new challenges in uncertain environments and achieve success in your career.*

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.

## Relearning Methodology

Our university is the first in the world to combine Harvard University case studies with a 100% online learning system based on repetition, which combines different teaching elements in each lesson.

We enhance Harvard case studies 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.



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.





### Case Studies

They will complete a selection of the best business cases used at Harvard Business School. Cases that are presented, analyzed, and supervised by the best senior management specialists in Latin America.



### 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 multimedia content presentation training Exclusive system 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 your goals.



07

# Our Students' Profiles

The Postgraduate Certificate in e-Commerce Creation and Administration is a program aimed at professionals with experience, but who believe in higher specialization as a way of improving on a personal and professional level. A unique opportunity to stand out in a sector with a promising future.







“

*Enroll now for the most innovative teaching resources and the most up-to-date content on the market, taught by a prestigious teaching staff”*

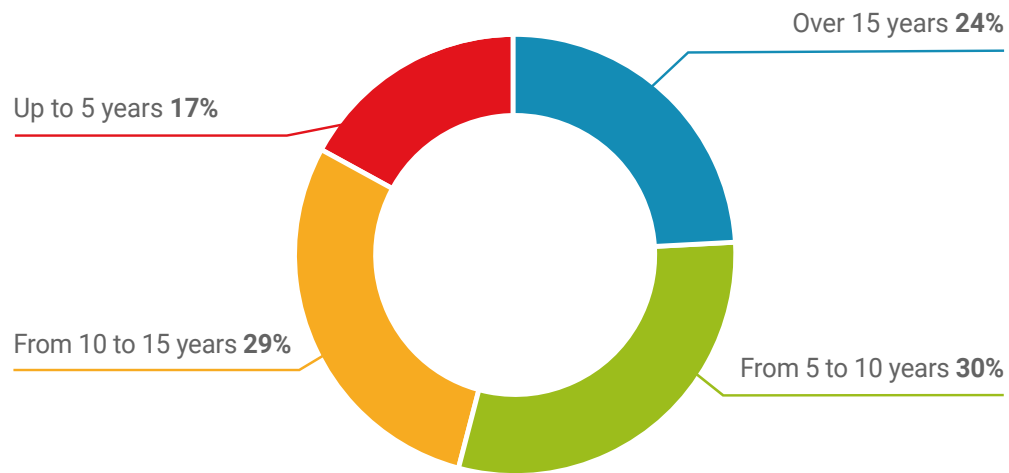
### Average Age

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

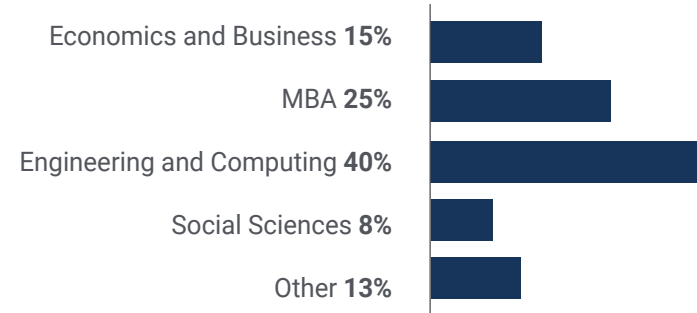
### Years of Experience

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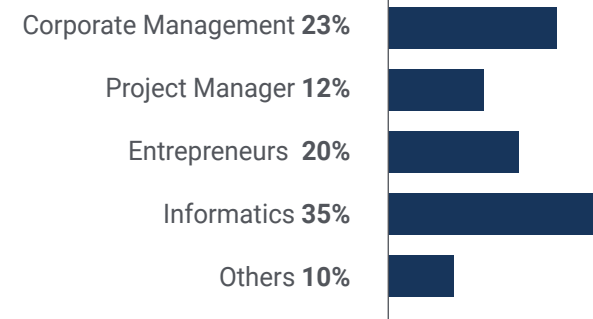
### Training

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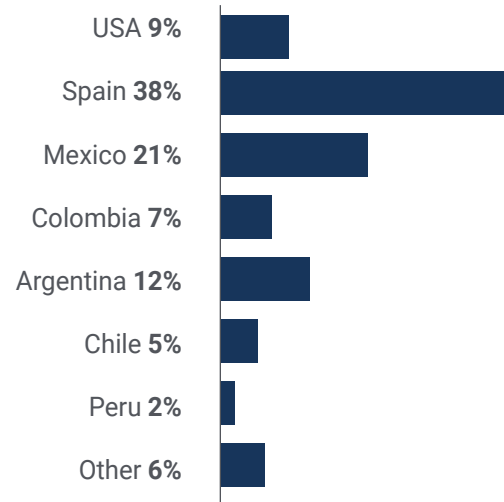
### Academic Profile

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## Geographical Distribution

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## Pablo Jiménez

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Manager at a multinational company

*"Specializing in the creation and management of an e-Commerce business has been a complete success. Thanks to this training, I've incorporated the latest techniques and tools to manage an online store in the daily exercise of my profession"*

08

# Course Management

The specialization our professors have in this field means they have the necessary qualifications to offer students a complete and high quality study on subjects that will be useful in their daily work in the business environment. Undoubtedly, people who believe in higher education as a method to advance in their profession and improve the competitiveness of their business.



“

*Renowned professionals will be your tutors on a program that stands out for the quality of its contents and its innovative educational methodology”*

## Management



### Mr. Gris Ramos, Alejandro

- ◆ Director of Persatrace, web development and digital marketing agency
- ◆ Director of Club de Talentos
- ◆ Computer Engineer UNED
- ◆ Master's Degree in Digital Teaching and Learning Tech Education
- ◆ Master's Degree in High Abilities and Inclusive Education
- ◆ Business Development Director at Alenda Golf
- ◆ Director of Web Applications Engineering Department at Brillogic
- ◆ Web programmer at Grupo Ibergest
- ◆ Software/web programmer at Reebok Spain

## Professors

### Mr. Boix Tremiño, Jorge

- ◆ Founder of HostingTG, professional web hosting services company
- ◆ Founder of GrupoTG, a digital marketing and web design services company
- ◆ Co-Founder of TiendaWebOnline, a business creation company Digital Dropshipping
- ◆ Nortempo, trainer in the field of programming and marketing strategies
- ◆ Intergon2000, Graphic designer
- ◆ Ibertex, Graphic designer
- ◆ Xion Animation, Information technology project manager
- ◆ Kingest, Sales and marketing directorIntergon2000, Graphic designer
- ◆ Computer Engineer from U.N.E.D.
- ◆ Award for Business Excellence from the Institute for Professional Excellence Institute for Professional Excellence in 2019
- ◆ European Medal of Merit in the Workplace for Professional Career Achievement by the European Association for Economics and Competitiveness in 2018
- ◆ Golden for Professional Excellence from the Institute for Professional Excellence in 2016



09

# Impact on Your Career

This high-level training will be an added value to business professionals' qualifications, by offering all the knowledge that, although seemingly totally removed from their daily work, can be of great use in controlling business processes. For this reason, higher specialization in this field proves essential, both at a personal and professional level for students, but also for the companies where they work.







“

*A program of high academic standing to launch your career to success”*

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

The Postgraduate Certificate in e-Commerce Creation and Administration at TECH Technological University is an intensive and highly valuable program aimed at improving students' professional skills in an area of extensive competition. Undoubtedly, it is a unique opportunity to improve professionally, but also personally, as it involves effort and dedication.

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

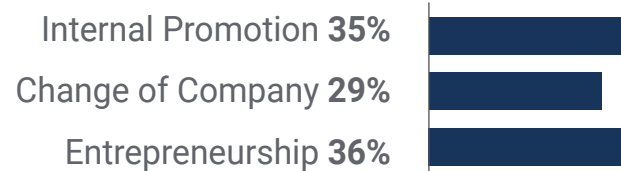
*Take a radical turn in your career thanks to the specialization offered by this program.*

*Comprehensive yet focused, this program will provide you with the specific knowledge IT professionals need to compete among the best in the sector.*

### When the change occurs



### Type of change



### Salary increase

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



10

# Benefits for Your Company

With this program, business professionals will be able to add quality to their company, having the necessary skills to control the processes involved in e-Commerce Creation and Administration. A program that adapts to students so they acquire the necessary tools that, later on, they will be able to apply in their daily practice, achieving great benefits for their company.



“

*With this high-level program, you will be able to analyze the logistic and functional system as well as virtual payment systems”*

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

01

### Intellectual Capital and Talent Growth

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

---

02

### Retaining high-potential executives to avoid talent drain

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

03

### Building agents of change

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

---

04

### Increased international expansion possibilities

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



05

### Project Development

Managers will be able to work on a real project or develop new projects in the R&D or Business Development area of their company.

---

06

### Increased competitiveness

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

# 11 Certificate

The Postgraduate Certificate in e-Commerce Creation and Administration guarantees you, in addition to the most rigorous and updated training, access to a Postgraduate Certificate issued by TECH Technological University.





“

*Successfully complete this training and receive your university degree without travel or laborious paperwork”*

This **Postgraduate Certificate in e-Commerce Creation and Administration** contains the most complete and updated program on the market.

After the student has passed the evaluations, they will receive their corresponding **Postgraduate Certificate** issued by **TECH Technological University** by tracked delivery\*.

The diploma issued by **TECH Technological University** will reflect the qualification obtained in the Postgraduate Certificate, and meets the requirements commonly demanded by labor exchanges, competitive examinations, and professional career evaluation committees.

Title: **Postgraduate Certificate in e-Commerce Creation and Administration**

Official N° of Hours: **150 h.**



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



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