



# Fashion and Luxury in

Europe and Asia

» Modality: online

» Duration: 6 weeks

» Certificate: TECH Technological University

» Dedication: 16h/week

» Schedule: at your own pace

» Exams: online

» Target Group: Professionals from various academic disciplines who wish to deepen their knowledge of the new luxury world, its growth and commercialization opportunities.

Website: www.techtitute.com/us/school-of-business/postgraduate-certificate/fashion-luxury-europe-asia

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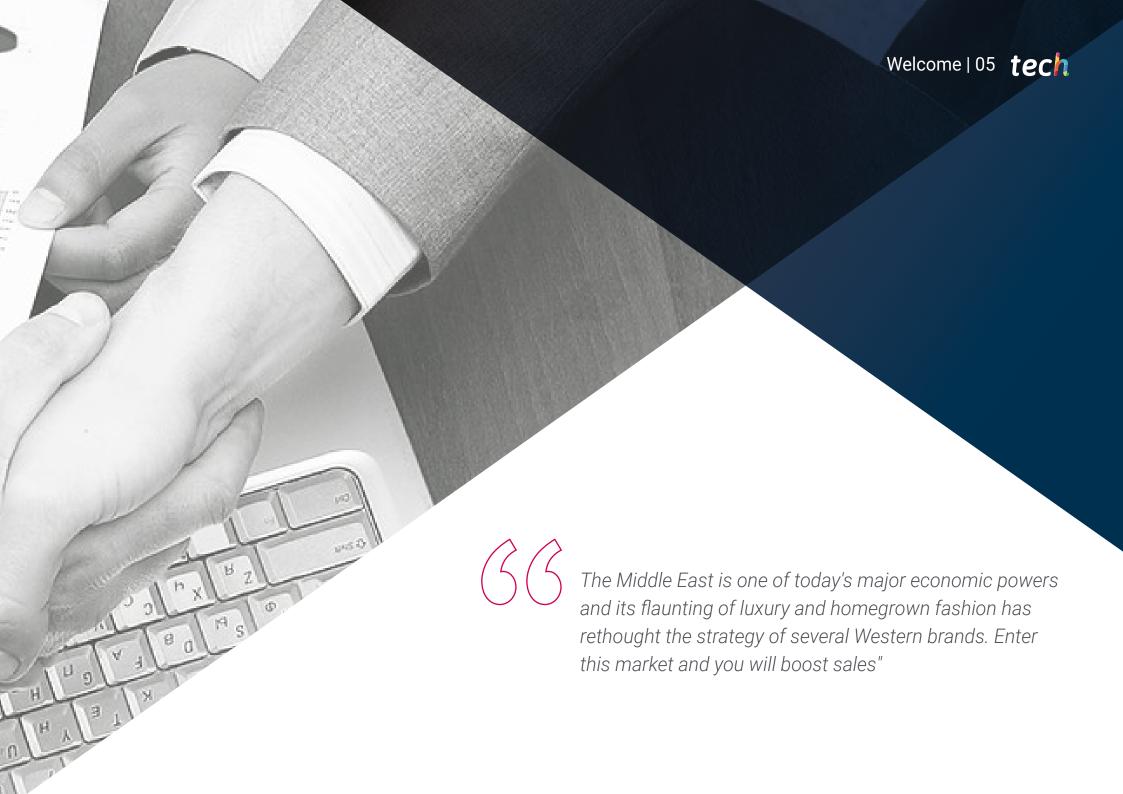
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# 01 Welcome

The growing development of luxury products destined for the Asian continent based on the European concept, invites us to take a journey through time that shows us how the same business model evolves according to the historical period and the geographical situation in which it is developed.

Italian or French style is giving way to the luxury levels of the Middle East, Japan or China, where the market share of European brands is losing ground in favor of a nascent identity. The new marketing of luxury goes through art and conservation in international museums. For this reason, TECH has created this program that provides a solid and global foundation of what this new market means for fashion brands.









### tech 08 | Why Study at TECH?

#### At TECH Technological University



#### **Innovation**

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

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



#### The Highest Standards

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

95%

of TECH students successfully complete their studies



#### **Networking**

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

100,000+

200+

executives trained each year

different nationalities



#### **Empowerment**

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

500+

collaborative agreements with leading companies



#### **Talent**

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

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



#### **Multicultural Context**

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

TECH students represent more than 200 different nationalities.



### Why Study at TECH? | 09 tech

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



#### **Analysis**

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



#### Learn with the best

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

Teachers representing 20 different nationalities.



At TECH, you will have access to the most rigorous and up-to-date case studies in the academic community"



#### **Academic Excellence**

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



#### **Economy of Scale**

TECH is the world's largest online university. It currently boasts a portfolio of more than 10,000 university postgraduate programs. And in today's new economy, **volume + technology = a ground-breaking price**. This way, TECH ensures that studying is not as expensive for students as it would be at another university.





### tech 12 | Why Our Program?

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



#### A significant career boost

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

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



### Develop a strategic and global vision of companies

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

Our global vision of companies will improve your strategic vision.



#### Consolidate the student's senior management skills

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

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



#### Take on new responsibilities

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

45% of graduates are promoted internally.



#### Access to a powerful network of contacts

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

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



#### Thoroughly develop business projects

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

20% of our students develop their own business idea.



#### Improve soft skills and management skills

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

Improve your communication and leadership skills and enhance your career.



#### Be part of an exclusive community

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

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





### tech 16 | Objectives

TECH makes the objectives of its students its own. Working together to achieve them.

The Postgraduate Certificate in Fashion and Luxury in Europe and Asia enables the student to:



Knowledge of Western and Eastern cultures for the correct development of consumer profiles and marketing campaigns at an international level



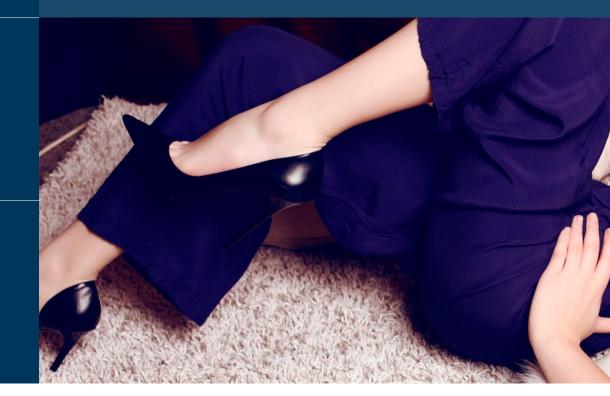
Acquire critical thinking in relation to sustainability and innovation in luxury marketing



Discover the triple approach brand-strategy-consumer



Understand the progress of new digital marketing tools

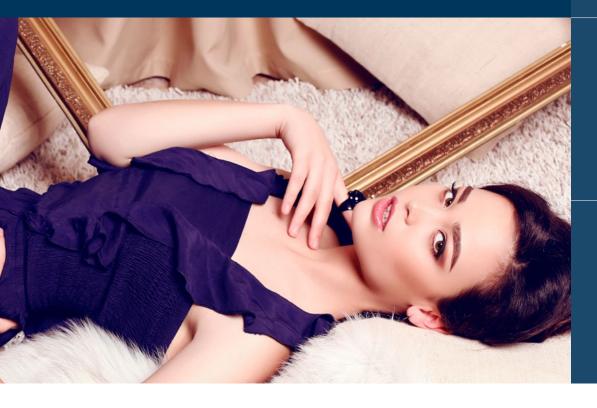




Expand the ability to analyze the commercial scenario of brands



Improve decision making in the business and business development context





Develop strategic skills to adapt to new labor market



Elaborate a correct Marketing Plan adapted to the client, brand and market needs



Plan marketing actions in line with the luxury industry, providing profitable solutions in the short and long term

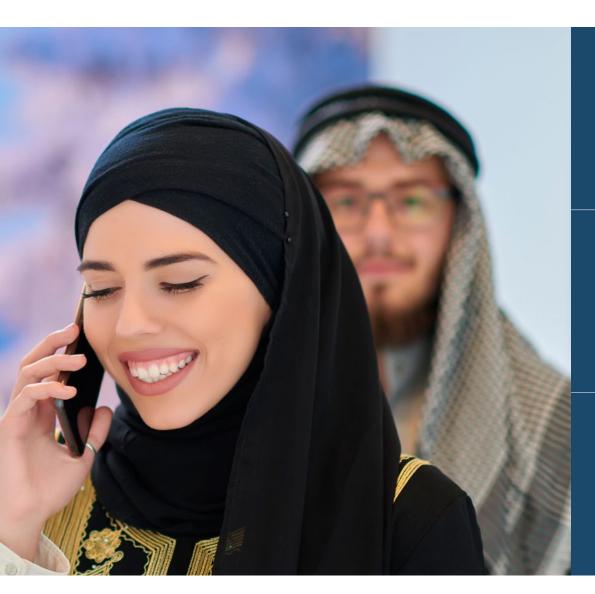


Learn to project the brand's identity to society as a whole



Build predictable, flexible and sustainable marketing models that guarantee the survival and impact of the luxury product







Discover the evolution of public relations and the latest market trends, understanding the persuasive component of PR for luxury marketing and the role of social media in communication strategies



Understand the impacts of cultural legacies on marketing campaigns, the luxury product and consumer psychology



Understand that a garment for sale is only a visual message that I am launching directly into the subconscious of a society





### tech 22 | Structure and Content

#### **Syllabus**

Today's highly globalized and competitive environment has forced companies to establish highly efficient work environments that allow them to achieve their objectives. To achieve this, companies must use the best tools to reach a competitive and efficient management level in order to be able to adapt at all times to the needs of the market. This Postgraduate Certificate teaches the necessary tools and knowledge to achieve this adaptation and to be able to compete in the best conditions

Due to the need to constantly adapt to the changes that occur in the environment, which can be of all kinds, it is necessary for a company to act as an adaptable system. For this reason, it is essential that all professionals, even if they are responsible for only one area of the company, are aware of the impact on other areas and, above all, on the end customer. In other words, they must have transversal knowledge.

The Postgraduate Certificate in Fashion and Luxury in Europe and Asia at TECH Technological University is an intensive program that will prepare you to master the landscape of the fashion industry through new technologies. The content of the program is designed to promote the development of the skills required for this service.

The Postgraduate Certificate deals in depth with the global condition towards which fashion is oriented and does so through a journey through the history of fashion and haute couture. The best experts in the sector have designed a syllabus with which professionals will develop from a strategic, international and innovative perspective, with the objective that the student will achieve excellence in such a competitive field as fashion and luxury.

This Postgraduate Certificate is developed over 6 week and is divided into 1 module:

Module 1

Fashion and Luxury in Europe and Asia



#### Where, when and how is it taught?

TECH offers the possibility of developing this Postgraduate Certificate in Fashion and Luxury in Europe and Asia completely online. Over the course of 6 weeks, 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 the definitive leap.

### tech 24 | Structure and Content

Module 1. Fashion and Luxury in Europe and Asia							
1.1. 1.1.1. 1.1.2. 1.1.3.	Progress in Europe The True Legacy of Luxury Appearances as a Social Distinction Individualism and Progress	<b>1.2.</b> 1.2.1. 1.2.2. 1.2.3.	Towards a New Luxury Art Associated to Luxury Italian Style Personal Pleasure and Social Pleasure	1.3.2.	The Impact of Consumerism in France  Austerity vs. the Joy of Shopping Fashion Opinion Leaders: Madame Pompadour The Current Keys of the First Influencer: Marie Antoinette	1.4.1. 1.4.2.	The Relevance of Spanish Craftsmanship Know How of Spanish Workshops Boutiques as Centers of Social Interaction The Extension of Luxury to all Social Classes
	The Influence of the Elites in Industry First-Class Citizens and Second-Class Survivors Poiret and His Idea of Fashion Haute Couture as a Symbol of Distinction	1.6.2.	A New Woman: A Woman of Fashion The End of Uniforms, the End of the War and the Post-War Era The Creative Revolution as a Business Model at Chanel The Era of the Great Designers: from Dior to Givenchy	1.7.1. 1.7.2.	The Democratization of the Fashion and Luxury Industry The Miniskirt Superficiality and Personal Pleasure Luxury as a Generator of Culture	1.8.1. 1.8.2.	The Legacy of the Asian Market The Silent Ostentation of the Asian Emperors The Silk Road The Opening to the Western World
1.9.1.	The Sensory Experience in the Middle East Treasures of Architecture and Nature: Palaces and Gardens The Display of Wealth: The Age of Gold Luxury Shopping Malls, Perfumes and Spices	1.10.2	Exclusivity: The Dress as a Work of Art  The Requirements of a Work of Art  The High Standards of Exclusivity  Temporary Exhibitions: Luxury as a Historic Testimony and a Showcase for Major Brands				





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 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.

#### **Relearning Methodology**

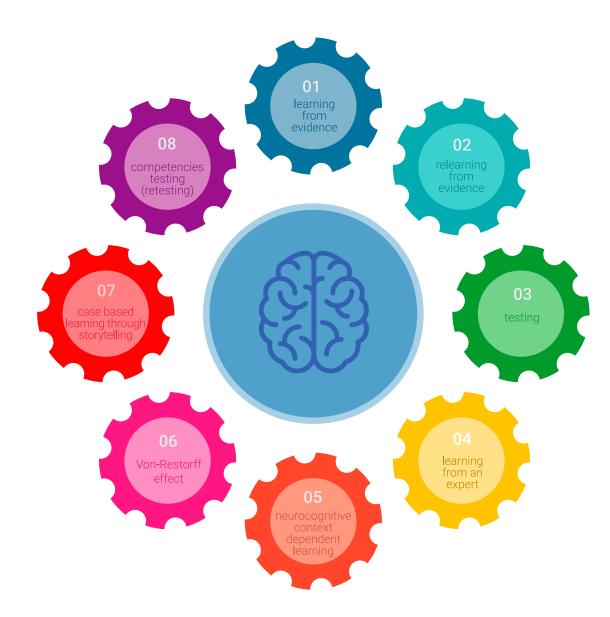
TECH effectively combines the Case Study methodology with a 100% online learning system based on repetition, which combines different teaching elements in each lesson.

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 | 31 **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.



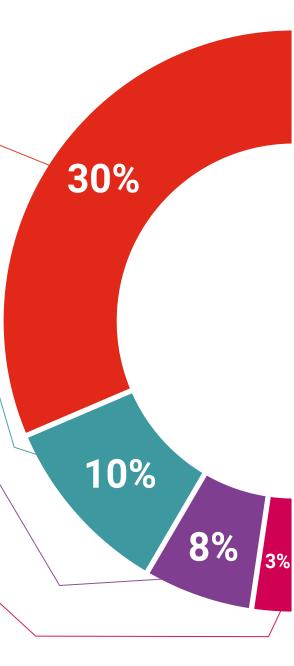
#### **Management Skills Exercises**

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.





Students will complete a selection of the best case studies chosen specifically for this program. Cases that are presented, analyzed, and supervised by the best senior management specialists in the world.



#### **Interactive Summaries**

The TECH team presents the contents attractively and dynamically in multimedia lessons that include audio, videos, images, diagrams, and concept maps in order to reinforce knowledge.

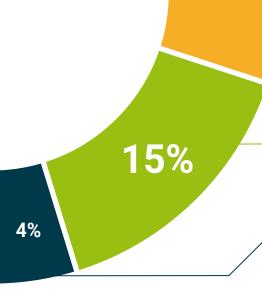


This exclusive educational system for presenting multimedia content was awarded by Microsoft as a "European Success Story".

#### **Testing & Retesting**

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We periodically evaluate and re-evaluate students' knowledge throughout the program, through assessment and self-assessment activities and exercises, so that they can see how they are achieving their goals.

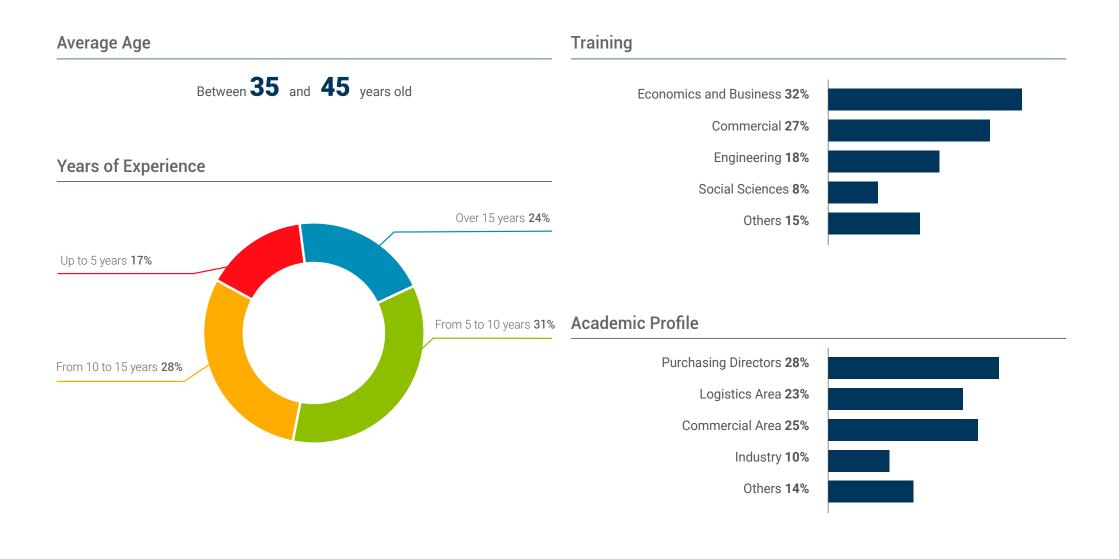


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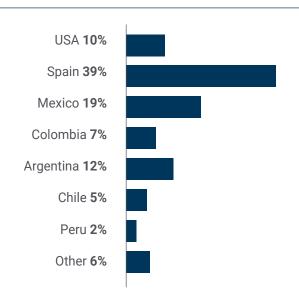




### tech 36 | Our Students' Profiles



#### **Geographical Distribution**





# **Anna Martín**

Fashion blogger specializing in 'Fashion, Culture and Gender'.

"When I saw that Dolce & Gabbana had presented its first fashion collection for Muslim women, I realized the existence of a new elite for the luxury fashion industry and I wanted to focus my work towards that market. With this Postgraduate Certificate I have broadened my knowledge and found the keys to address these consumers with an open and global mindset".





#### **International Guest Director**

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

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

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

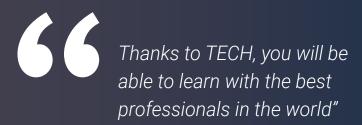
On the other hand, in companies such as Calvin Klein or Gruppo Coin, he has undertaken projects to boost the structure, development and marketing of different collections. In turn, he has been in charge of creating effective calendars for buying and selling campaigns. He has also been in charge of the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

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



# D. La Sala, Andrea

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



# tech 42 | Course Management

#### Management



## Ms. García Barriga, María

- Professor of Digital Marketing
- More than 15 years of experience in content generation of various kinds: logistics and distribution, fashion and literature or artistic heritage conservation
- She has worked in major media such as RTVE and Telemadrid.
- Degree in Information Sciences from the UCM
- Postgraduate Degree in Marketing and Communication in Fashion and Luxury Companies, UCM
- MBA from ISEM Fashion Business School, the School of Fashion Business of the University of Navarra
- PhD Candidate in Fashion Trend Creation
- Author of The pattern of eternity: creating a spiral identity for the automation of fashion trends.



# Course Management | 43 tech

#### **Professors**

#### Dr. Alarcón, Patricia

- Communication Consultant and teacher
- Director of Communication at Quironsalud Group in Malaga, responsible for Institutional Relations at CIT and Project Manager at the Trade Fairs and Congress Center of Malaga, where she focuses on event planning and Sustainability and Corporate Social Responsibility (CSR).
- Expert in Communication, teacher and humanist.
- Degree in Journalism from the University of Malaga (UMA).
- Exchange student at Haagse Hogeschool in The Hague (The Netherlands) and exchange at the University of Santiago de Compostela (USC).
- PhD in Hispanic Philology at the UNED, where she was awarded the DEA.
- Master's Degree in Teacher Training
- Degree also in Humanities from the International University of La Rioja (Spain).
- D. in Humanities and Digital Society from the same institution.
- Communication technician in entities such as the America's Cup and in the written press. Collaborator in Cope Málaga, Cadena Cope in Madrid and La Razón newspaper. Collaborator of Grupo Hearst and Grupo Planeta, participates in reports and contents in magazines such as AR and Psychologies, specializing in Society and Culture.
- Contributor to the Health supplement of the newspaper La Razón and founder of radio programs such as Málaga se cuida, in Cope Málaga.

#### Ms. Molinero Trinchet, Claudia

- Product Marketing Manager at Farlabo and has worked for several years in the Fashion and Beauty sector in companies such as LOEWE, Marionnaud and Courel Comunicación.
- Graduated in Audiovisual Communication and Advertising and Public Relations at San Pablo CEU University.
- Master in Fashion Business Management in 2019 at ISEM, University of Navarra.
- Course at the School of Journalism and Communication of Unidad Editorial on Coolhunting and Trend Analysis for Telva Magazine and Yo Dona.
- Collaborator in the Official Live Program of the MBFWM for three editions.





If you want to make a positive change in your profession, the Postgraduate Certificate in Fashion and Luxury in Europe and Asia will guide you towards it.

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

The Postgraduate Certificate in Fashion and Luxury in Europe and Asia at TECH is an intensive program that will prepare you to face challenges and make important creative and strategic decisions to achieve your objectives. Helping you achieve success is not only their goal, it is also TECH's goal: elite education for all.

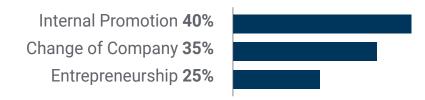
If you want to improve yourself, make a positive change at a professional level and interact with the best, this is the program for you.

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

#### When the change occurs



#### Type of change



# Salary increase

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

\$77,000

A salary increase of

25.22%

\$96,419





# tech 50 | Benefits for Your Company

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



# Intellectual Capital and Talent Growth

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



# Retaining high-potential executives to avoid talent drain

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



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

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



### Increased international expansion possibilities

Thanks to this program, the company will come into contact with the main markets of 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.

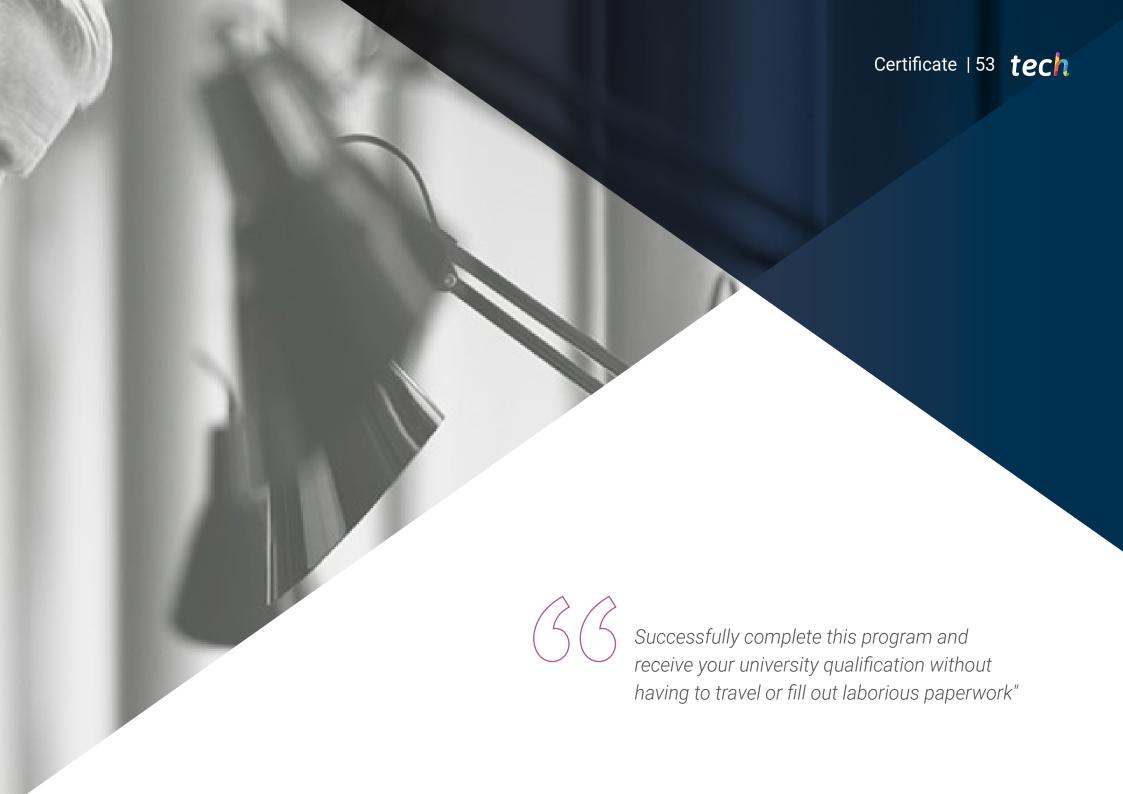


## Increased competitiveness

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







# tech 54 | Certificate

This **Postgraduate Certificate** in **Fashion and Luxury** in **Europe and Asia** contains the most complete and up-to-date educational program on the market.

After the student has passed the assessments, they will receive their corresponding **Postgraduate Certificate** issued by **TECH Technological University** via 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 Fashion and Luxury in Europe and Asia
Official N° of Hours: 150 h.



<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.



# Postgraduate Certificate Fashion and Luxury in Europe and Asia

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» Duration: 6 weeks

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» Exams: online

