



# Postgraduate Certificate Team Management in IT Projects

» Modality: online

» Duration: 6 weeks

» Certificate: TECH Technological University

» Dedication: 16h/week

» Schedule: at your own pace

» Exams: online

» Target Group: Computer Engineering University Graduates

Website: www.techtitute.com/us/school-of-business/postgraduate-certificate/team-management-it-projects

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Certificate

# 01 **Welcome**

IT teams are generally comprised of a large number of experts in different fields that need to be properly coordinated. It is becoming increasingly common for technology companies to implement *team building*, *mentoring* or *coaching* sessions in order to improve integrating these teams into their traditional work methodology. These skills are highly valued at a professional and a financial level, so they can provide a perfect gateway to career advancement. With this TECH program, students will be able to access all the content related to team management in IT projects, which will allow them to become the leader that all companies will want to have on staff.









### 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.



#### 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"

### 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.



#### **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.



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.



### 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 goals of their students their own goals too. Together they work to achieve them.

The **Postgraduate Certificate in Team Management in IT Projects** trains students to:



Learn to adapt technology companies to a society of change



Develop management skills to maximize performance in a technology company



Develop Human Resources in the company as a way of growth





Establish a dynamic company model where the maxim "look inside to solve outside" is used



Determine leadership as a support model with respect to traditional authoritarian methodologies



Establish effective communication channels by focusing on verbal and non-verbal language, adding quality to interpersonal relationships in the company



Apply coaching to Business Environments



09

Create mentoring relationships, determine the value of mentor and mentee and its implications for the company

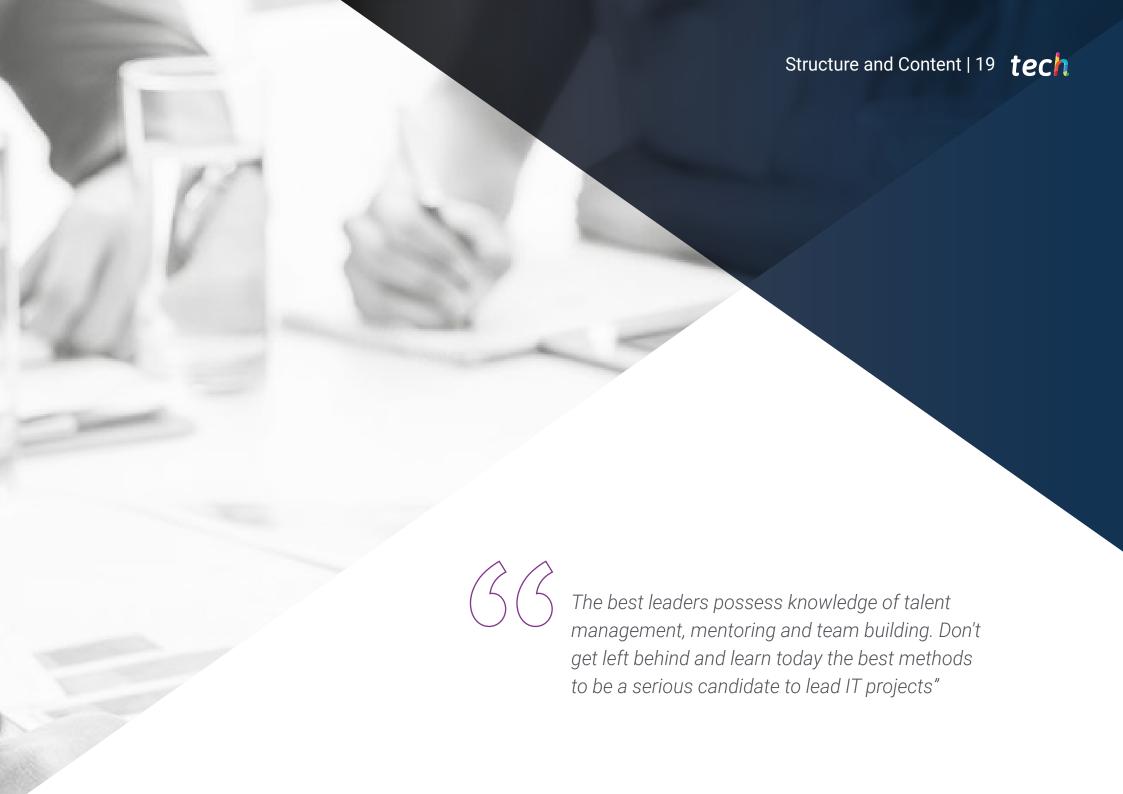


Contemplate emotional intelligence as a basic tool to optimize company results



Develop strategies for favorable conflict resolution and negotiation techniques





### tech 20 | Structure and Content

### **Syllabus**

The Postgraduate Certificate in Team Management in IT Projects instructs students in the most innovative methodology in terms of work group coordination in IT, focusing not only on optimizing practical results, but also on the well-being of all the group members involved.

Thus, students will acquire all the key knowledge to correctly manage any IT work group. This is achieved through the study of human management, work team cultures and time, company, resources and costs planning.

Upon graduation, students will be able not only to take charge of existing work groups, but also to train completely new teams, knowing in advance the needs to be met and the competencies to be sought in candidates.

The 150-hour program is supported by abundant audiovisual and practical material, which facilitates and enlivens study work.

All this with the added advantage of being taught 100% online, which is a great organizational aid for students to set their own study time and pace.

This Postgraduate Certificate takes place over 6 weeks, and it consists of 1 module:

Module 1

Team Management in IT Projects



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

TECH offers the possibility of developing this Postgraduate Certificate in Team Management in IT Projects 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 22 | Structure and Content

Module 1. Team Management in IT Projects							
1.1. 1.1.1. 1.1.2. 1.1.3. 1.1.4.	- in the state of	1.2. 1.2.1. 1.2.2. 1.2.3. 1.2.4.	Team Building Team Management Performance Evaluation Delegation and Empowerment Commitment Management	1.3. 1.3.1. 1.3.2. 1.3.3. 1.3.4. 1.3.5.	Work Teams Culture: Mission, Vision, Values Planning and Strategy Organization and Monitoring Feedback and Feedforward Results Assessment	1.4. 1.4.1. 1.4.2. 1.4.3. 1.4.4.	Stages in Team Training Dependence Stage Counter-Dependence Stage Independence Stage Interdependence Stage
1.5. 1.5.1. 1.5.2. 1.5.3. 1.5.4.	Resource Planning	1.6. 1.6.1. 1.6.2. 1.6.3. 1.6.4.	Talent Management in Companies Talent Talent Management Talent Dimensions Attracting Talent	<b>1.7.</b> 1.7.1.	Company Communication The Company's Communication Process 1.7.1.1. Internal Relationships and Communication in Companies 1.7.1.2. Relation between Company Organization and Communication: Centralization or Decentralization 1.7.1.3. Internal and External Communication Tools	1.7.2.	Interpersonal Relations in the Company 1.7.2.1. Interpersonal Communication and Conflicts 1.7.2.2. Communication Filters and Barriers 1.7.2.3. Criticism and Active Listening 1.7.2.4. Active Listening Techniques
	Negotiation Techniques in Companies  Negotiation at the Managerial Level in Technology Companies 1.8.1.1. Negotiation 1.8.1.2. Styles of Negotiation 1.8.1.3. Negotiation Phases Negotiation Techniques 1.8.2.1. Negotiation Strategies and Tactics 1.8.2.2. Negotiation Types	1.8.3.	The Figure of the Negotiating Subject 1.8.3.1. Negotiator Characteristics 1.8.3.2. Types of Negotiators 1.8.3.3. Psychology in Negotiation	1.9. 1.9.1. 1.9.2. 1.9.3.	Coaching and Business Management Business Coaching Coaching in Practice Coaching in Organizations	1.10.1 1.10.2 1.10.3	Mentoring and Business Management  Mentoring  The 4 Processes of a Mentoring Programme 1.10.2.1. Processes 1.10.2.2. Mentors in Companies 1.10.2.3. Protégés in Technological Companies Benefits of Mentoring in Companies 1.10.3.1. Benefits to the Organization: Mentor and Mentee Differences between Mentoring and Coaching





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 26 | Methodology

### TECH Business School uses the Case Study to contextualize all content

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





This program prepares you to face business challenges in uncertain environments and achieve business success.



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

### A learning method that is different and innovative

This TECH program is an intensive educational program, created from scratch to present executives with challenges and business decisions at the highest level, whether at the national or international level. This methodology promotes personal and professional growth, representing a significant step towards success. The case method, a technique that lays the foundation for this content, ensures that the most current economic, social and business reality is taken into account.



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

The case method has been the most widely used learning system among the world's leading business schools for as long as they have existed. The case method was developed in 1912 so that law students would not only learn the law based on theoretical content. It consisted of presenting students with real-life, complex situations for them to make informed decisions and value judgments on how to resolve them. In 1924, Harvard adopted it as a standard teaching method.

What should a professional do in a given situation? This is the question we face in the case method, an action-oriented learning method. Throughout the program, the studies will be presented with multiple real cases. They must integrate all their knowledge, research, argue and defend their ideas and decisions.

### tech 28 | Methodology

### Relearning Methodology

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

We enhance the Case Study with the best 100% online teaching method: Relearning.

Our online system will allow you to organize your time and learning pace, adapting it to your schedule. You will be able to access the contents from any device with an internet connection.

At TECH you will learn using a cutting-edge methodology designed to train the executives of the future. This method, at the forefront of international teaching, is called Relearning.

Our online business school is the only one in the world licensed to incorporate this successful method. In 2019, we managed to improve our students' overall satisfaction levels (teaching quality, quality of materials, course structure, objectives...) based on the best online university indicators.



### Methodology | 29 **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.

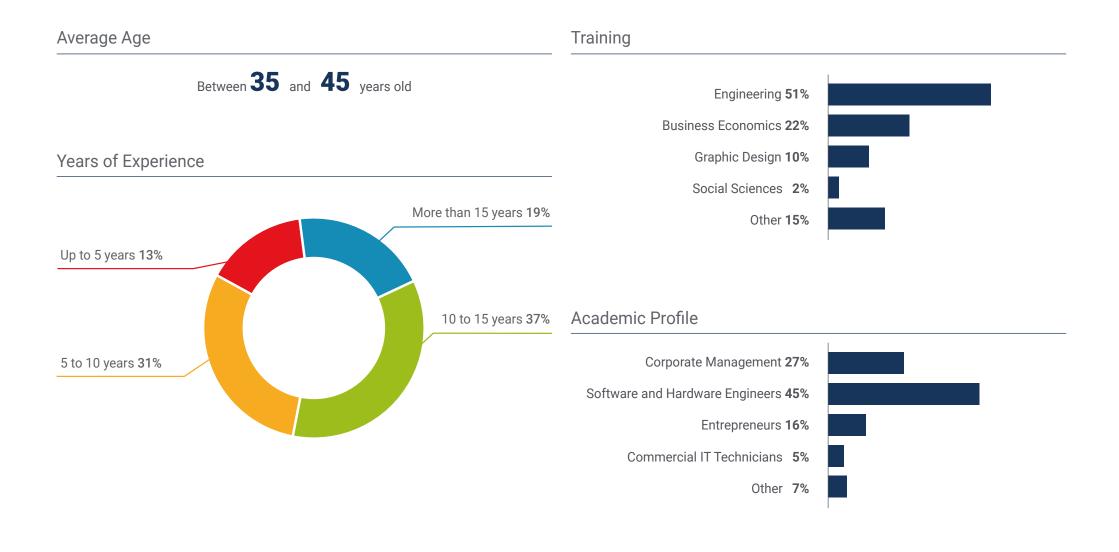


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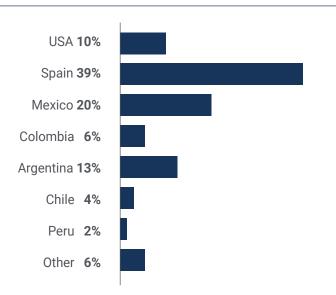




### tech 34 | Our Students' Profiles



### **Geographical Distribution**





### **Miguel Valero Bautista**

### **Technology Project Manager**

"Everything I learned about coaching, mentoring, team-building and team management helped me to get the best out of my teams, which led me to better and more prestigious management positions"





## tech 38 | Course Management

#### **Director**



### Dr. Peralta Martín-Palomino, Arturo

- CEO and CTO at Prometeus Global Solutions
- CTO in Al Shephers GmbH
- CTO at Korporate Technologies
- Director of Design and Development at DocPath Document Solutions
- Computer Engineer from the University of Castilla La Mancha
- Doctorate in Psychology from the University of Castilla La
- PhD in Economics, Business and Finance from the Camilo José Cela University
- Master's Degree in Advanced Information Technologies from the University of Castilla La Mancha
- MBA+E (Master's Degree in Business Administration and Organisational Engineering) from the University of Castilla la Mancha

#### **Professors**

#### Ms. García La O, Marta

- Management, administration and account management at Think Planning and Development
- Organisation, supervision and mentoring of senior management training courses in Think Planning and Development
- Administrative Accountant, Tabacos Santiago y Zaraiche-Stan Roller
- ◆ Marketing Specialist at Versas Consultores
- Diploma in Business Studies from the University of Murcia
- Master's Degree in Sales and Marketing Management, Fundesem Business School







You will be able to start applying changes to your work methodology immediately to stand out within your organization as a natural born leader.

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

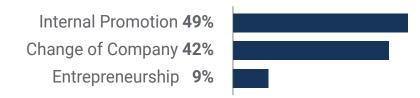
TECH's Postgraduate Certificate in Team Management in IT Projects is a complete program that instructs students to face all the possible challenges present when leading a team in the IT field. The main objective is to promote your personal and professional growth, helping you achieve success.

Thanks to your knowledge and advice, your teams will perform better and make you stand out from the rest.

#### When the change occurs



#### Type of change



## Salary increase

This program represents a salary increase of more than **30.68%** for our students.

\$23,890

A salary increase of

30.68%

\$30,520





## tech 46 | 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 itself.



## Building agents of change

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



## Increased international expansion possibilities

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





## 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.

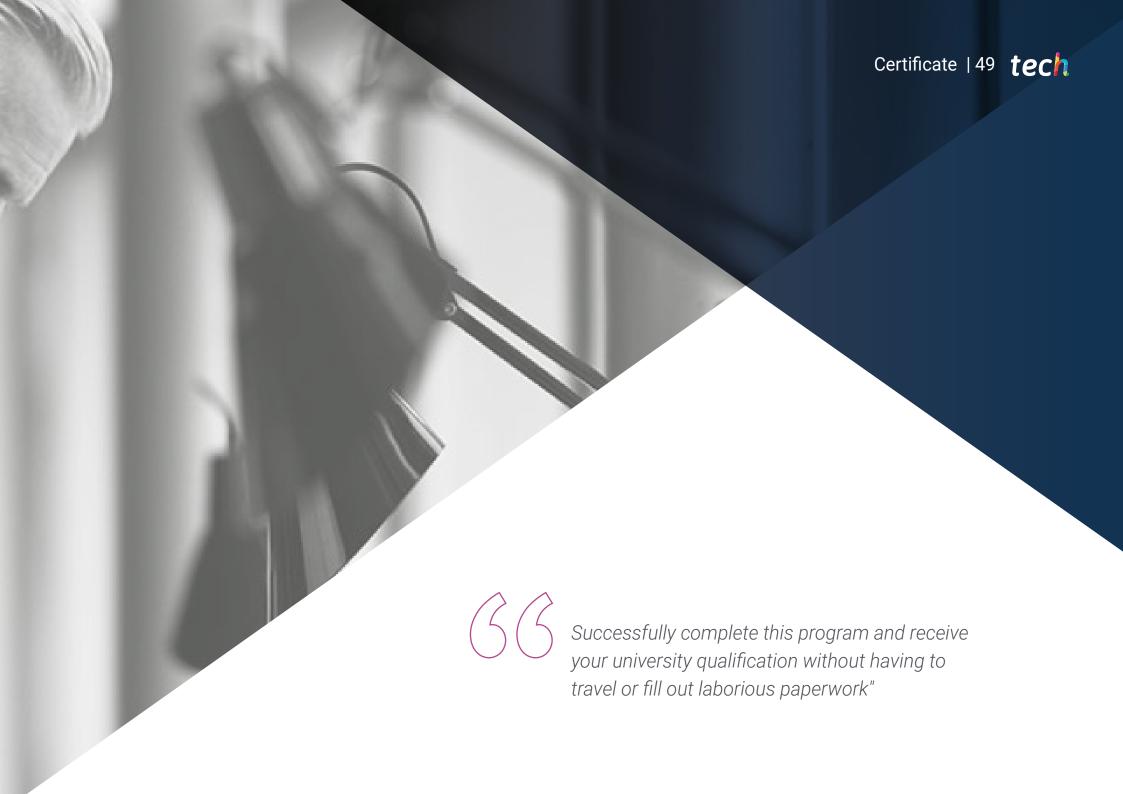


## Increased competitiveness

This Postgraduate Certificate will equip your professionals with the skills to take on new challenges and thus drive the organization forward.







## tech 50 | Certificate

This **Postgraduate Certificate in Team Management in IT Projects** contains the most complete and up to date 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 Team Management in IT Projects

Official No 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.



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