



Management

» Modality: online

» Duration: 6 months

» Certificate: TECH Technological University

» Dedication: 16h/week

» Schedule: at your own pace

» Exams: online

» Target Group: Graduates, Diplomas or University Graduates, professionals in the fieldof Human Resources, labor relations and psychology, who want to deepen their knowledge in this field

Website: www.techtitute.com/us/school-of-business/postgraduate-diploma/business-training-performance-management

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01 **Welcome**

Today, organizations and companies of all sectors and sizes are fully aware of the importance of human capital to their success. Human Resources experts play a very important role because, through the specific actions they put into practice, they will be able to nurture the company with selection processes that attract, recruit and manage top-level professionals who will enhance the company's development. Being fully aware of this, TECH professionals have designed this complete qualification that focuses on providing students with the necessary skills to establish in-company training plans that enable employees to carry out their tasks more efficiently.









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 Harvard Business School case studies"



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 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. Working together to achieve them.

The Postgraduate Diploma in Business Training and Performance Management will enable the student to:



Understand the differences between the types of contracting and contractual termination



Know how to analyze time and personal energy management with the use of new technologies



Knowing how to manage bonuses for specific groups with equal opportunity basis

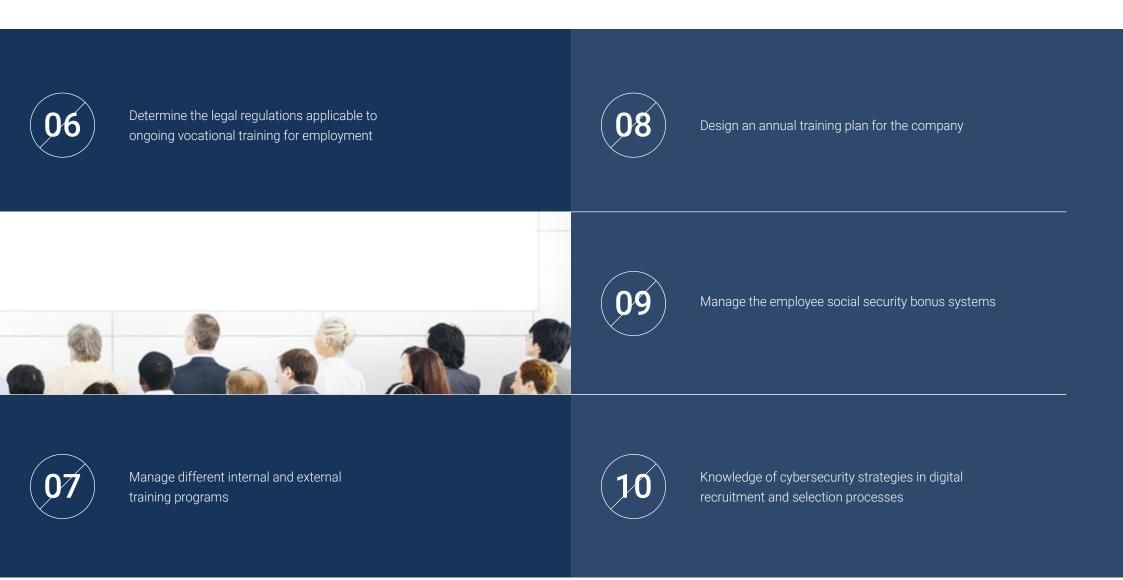




Learn how to apply the contribution elements and wage bases



Know Plan and control projects in such a way that you will be able to increase your company's productivity





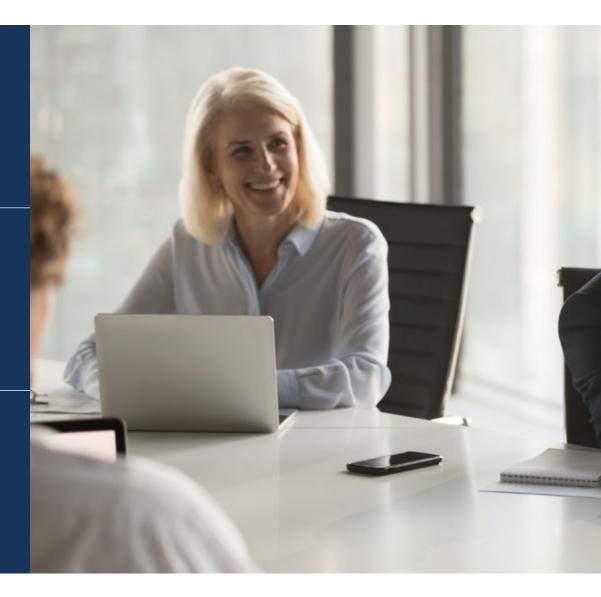
Know Establish protocols for detecting professional competencies in digital environments and social networks



Determine the legal regulations applicable to continuing vocational training for employment



Manage different internal and external training programs







Understand strategies for planning and managing Human Resources department projects



Apply the strategies of talent management



identifying and selecting models and how to apply them efficiently in a particular organization





tech 22 | Structure and Content

Syllabus

Without a doubt, today almost everyone is aware that for an organization to be successful, the correct selection of personnel is an extremely important element. In this sense, if the right people are hired, the correct development of the tasks and duties to be covered can be promoted and, therefore, the best possible functioning of the organization will be ensured. It is here where the Human Resources professional comes into play and acquires a fundamental role, as he/she must be able to generate effective education plans that enhance the productivity of workers through first level training.

For all this, TECH professionals have designed this Postgraduate Diploma that will provide psychology and Human Resources professionals with the skills that will enable them to design and implement study plans to staff. In this sense, the program will address in depth the ways to design and implement education plans that benefit each and every one of the strata of the organization.

Along the same lines, the training will cover all the aspects necessary to put these training plans into practice. Thus, trainees will be able to understand the most effective methods and formats for instructing personnel, without neglecting costs and respect for the organizational budget. In addition, to make this process fully effective, HR professionals will learn how to perform audits and measurements that will allow them to analyze the success or failure of training plans and the actions to take in the event that the process has not yielded the expected results.

On the other hand, with this Postgraduate
Diploma, professionals will learn to carry out
an effective management system that seeks
to develop, plan and coordinate the strategies
that allow them to promote the efficient
performance of personnel. This task, especially
designed for the area of HR Management and
Administration, will be carried out by the HR
Department. HR, will organize and maximize
the performance of the human assets of a
company or organization, in order to increase
its productivity.

This Postgraduate Diploma takes place over 6 months and is divided into 4 modules:

Module 1. Personnel Administration

Module 2. Management and Management of In-Company Training

Module 3. RR Strategic Management and Administration. Resources

Module 4. Talent Management



Where, When and How is it Taught?

TECH offers the possibility of developing this Postgraduate Diploma in Business Training and Performance Management completely online. Throughout the 6 months of the educational program, 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

2.9.1. Government Inspections2.9.2. External Audits2.9.3. Risks in Case of Non-Compliance

Module 1. Personnel Administration			
 1.1. Introduction to Personnel Management 1.1.1. Human Resources in the Company 1.1.2. Personnel Administration Management in Human Resources 	1.2. Recruitment Modalities1.2.1. The Work Contract1.2.2. Types of Contracts1.2.3. Types of Contract Termination	1.3. The Payroll Receipt I1.3.1. Salary1.3.2. Salary Payments1.3.3. Extra Salary Payments	1.4. The Payroll Receipt II: Calculation1.4.1. Payroll Structure1.4.2. Contribution Bases1.4.3. Payroll Accounting
1.5. The Payroll Receipt III: Deductions1.5.1. Deductions1.5.2. Taxes1.5.3. Social Security1.5.4. Other Deduction Types	 1.6. Working Hours, Vacations and Leave 1.6.1. Workday 1.6.2. Vacations 1.6.3. Work Permits 1.6.4. Disabilities 	1.7. Taxes1.7.1. The Tax System1.7.2. Tax Obligations of Employees1.7.3. Employer's Tax Obligations	 1.8. Technological Tools for Payroll Processing 1.8.1. The ERP Concept 1.8.2. Importance in Payroll Management 1.8.3. Most Common Programs
 1.9. Compensation and Benefits 1.9.1. Compensation and Benefits Administration 1.9.2. Benefits in Excess of the Law 1.9.3. Emotional Salary 1.9.4. Home Office 	 1.10. Equal Opportunity in Personnel Administration 1.10.1. Equal Opportunity as Part of Organizational Culture 1.10.2. Gender Equity 1.10.3. Social Responsibility 		
Module 2. Management and Managemen	t of In-Company Training		
2.1. In-Company Training2.1.1. Training Concept, Objectives and Actors2.1.2. Training as an Element of Business Strategy	2.2. Training Planning2.2.1. Element of Training Planning2.2.2. Budget Management	 2.3. Assessment of Training Needs 2.3.1. Detection of DNC Training Needs 2.3.2. Techniques and Data Collection 2.3.3. Analysis and Valuation 	 2.4. Training Methods 2.4.1. In-Office Training 2.4.2. Out-of-Office Training 2.4.3. Training in Digital Environments: e-Learning 2.4.4. Blended Training
 2.5. Design and Programming of Training Activities 2.5.1. Concept of Design and Programming of Training Activities 2.5.2. Definition of the Objective and Contents of the Training Activities 2.5.3. Methodology of Teaching in Training Activities 	 2.6. The Dual Education System 2.6.1. Origin of Dual Training and Reference Countries 2.6.2. Labor Aspects of the Dual Training Context 2.6.3. Training Aspects of the Dual Training Context 2.6.4. Perspectives and Evolution of Dual Training 	2.7. Legal Framework for Training2.7.1. Art. 1232.7.2. Collective Bargaining Agreements	 2.8. The Cost of Training in the Organization 2.8.1. Direct Training Costs 2.8.2. Indirect Training Costs 2.8.3. The Economic Impact of Proper Training in the Company
2.9. In-House Training Inspections and Audits2.9.1. Government Inspections	2.10. Highly Specialized Training 2.10.1. High-risk Positions 2.10.2. Special Training Programs		

Mod	ule 3. RR Strategic Management and	d Admin	stration. Resources				
3.1.1. 3.1.2.	Strategic Thinking and Systems The Company as a System Strategic Thinking Derived from Corporate Culture The Strategic Approach from a People Management Perspective	3.2.1. 3.2.2.	Human Resources Department Project Planning and Management Keys to the Design and Implementation of a Balanced Scorecard Workforce Sizing and Planning Supporting Operations: Personnel Policies	3.3.1. 3.3.2.	Strategic Organizational Design Business Partners Model Share Services Outsourcing	3.4.1. 3.4.2.	Job Design, Recruitment, and Selection Training and Career Development Strategic Approach to People Management Design and Implementation of Personnel Policies and Practices
3.5.1. 3.5.2.	HR Analytics Big Data and Business Intelligence (BI) Human Resources Data Analysis and Modeling Design and Development of Human Resources Metrics Measurements	3.6.3.	Strategic Leadership Leadership Models Coaching Mentoring Transformational Leadership	3.7.1. 3.7.2.	Auditing and Control of Human Resources Management Reasons for the audit of Human Resources management Data Collection and Analysis Tools Audit Report		
Mod	ule 4. Talent Management						
4.1.1. 4.1.2. 4.1.3.	Managing Human Capital Intellectual Capital: The Intangible Asset of Knowledge Talent Acquisition Search for People for the Organization Preventing the Loss of Human Resources	4.2.1. 4.2.2. 4.2.3.	Innovation in Talent and People Management Strategic Talent Management Models Talent Identification, Training and Development Loyalty and Retention Proactivity and Innovation	4.3.1. 4.3.2.	Strategic Engagement Management Engagement Management in the New Generations Return on Capital Stock Emotional Salary	4.4.1. 4.4.2.	Talent Management and Commitment Keys for Positive Management Talent Map of the Organization Cost and Added Value
4.5.1. 4.5.2.	Human Resources Management by Competencies Analysis of the Potential Remuneration Policy Career/Succession Planning	4.6.2. 4.6.3.	Training Management Learning Theories Talent Detection and Retention Gamification and Talent Management Training and Professional Obsolescence	4.7.1. 4.7.2. 4.7.3.	Motivation The Nature of Motivation Expectations Theory Needs Theory Motivation and Financial Compensation	4.8.1. 4.8.2. 4.8.3.	Compensation and Non- Economic Benefits Quality of Life in the Workplace Programs Expansion and Enrichment of the Job Flexible Schedules and Job Sharing Healthy Environment Organization
4.9.1. 4.9.2.	Incentives and Profit Sharing Incentive Systems Cost Reduction Plans Distribution of Salary Concepts	4.10.1 4.10.2	Environment, Strategy, and Metrics Efficiency and Motivation in the Workplace Study of Methods and Work Measurement Performance Evaluation				



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 28 | 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 30 | 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 | 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.



30%





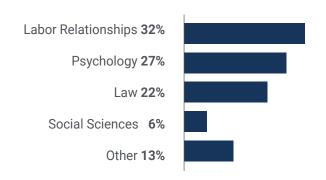


Between 35 and 45 years old

Years of Experience



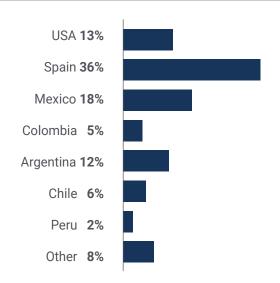
Training



Educational Profile



Geographical Distribution





Santiago Padrón López

Responsible of Human Resources

"After several years in the profession, this study has allowed me to catch up and advance in terms of personnel management and training. I would definitely recommend TECH to anyone who wants to continue specializing in their career, as the flexibility and quality they provide is first class"





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

With this intensive program, students will surpass their own work expectations, learning in a field with a future such as team management and professional performance. As a result, graduates will be able to promote internally within their company, apply for other more relevant jobs or initiate business projects with greater interest.

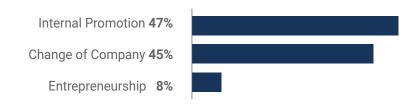
Completing the
Postgraduate Diploma
Business Training
and Performance
Management will allow
you to advance in
your profession.

Thanks to this program, you will receive a large number of job offers with which you will be able to start your professional growth.

Time of Change



Type of change



Salary increase

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

\$52,000

A salary increase of

25.22%

\$65,115





tech 44 | Benefits for Your Company

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



Intellectual Capital and Talent Growth

Managers will bring to the company 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 executive and opens new avenues for professional growth within the company.



Building agents of change

The manager 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 students will come into contact with the main markets in the world economy.



Benefits for Your Company | 45 tech



Project Development

The executive they can work on a real project or develop new projects.



Increased competitiveness

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





tech 48 | Certificate

This **Postgraduate Diploma in Business Training and Management and Performance Management** 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 Diploma** issued by **TECH Technological University** via tracked delivery*.

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

Title: Postgraduate Diploma in Business Training and Performance Management Official N° of Hours: **600 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.



Postgraduate Diploma Business Training and Performance Management

» Modality: online

» Duration: 6 months

» Certificate: TECH Technological University

» Dedication: 16h/week

» Schedule: at your own pace

» Exams: online

