



Advanced Computing Techniques and Technologies in the Company

» Modality: online

» Duration: 6 months

» Certificate: TECH Technological University

» Dedication: 16h/week

» Schedule: at your own pace

» Exams: online

Target Group: Professionals wishing to update knowledge of advanced and cutting-edge IT with the aim of broadening their skills

Website: www.techtitute.com/pk/school-of-business/postgraduate-diploma/postgraduate-diploma-advanced-computing-techniques-technologies-company

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# 01 **Welcome**

With this program, students will specialize in Web Analytics, which will allow them to analyze in detail the results of marketing actions. In this way, thanks to web analytics, it will facilitate the search for trends to improve decision making in digital business. On the other hand, the professional will also delve into project management, a discipline whose objective is to organize and manage resources in such a way that all the work required in the project can be completed within the defined scope, time and cost. He will also delve into Communication, Leadership and Team Management in the Company. This will raise the level of attention to information, which will change the course of projects in terms of the quality of interpersonal relationships at the work and personal levels.







# 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 Harvard Business School case studies"

## 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 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

Your goals are our goals.

We work together to help you achieve them.

The Postgraduate Diploma in Advanced Computing Techniques and Technologies in the Company enables you to:



Generate specialized knowledge in the use of Web Analytics



Analyze web traffic to understand user behavior



Examine the evolution and development from its origin to the present day





Establish an optimal configuration of Google Analytics, a fundamental work tool in online marketing



Develop basic and advanced metrics that will allow us to evaluate hits or interactions with the website



Determine monitoring parameters: metrics and dimensions



Present the PMI methodology for Project Management





Establish the difference between project, program and project portfolio



Configure the Google Analytics tool and the use of tracking tags on the website



Evaluate the evolution of organizations working with projects



Analyze which are the assets of the processes in the organizations



Evaluate the context of Agile methodologies *for* Project Management



Examine the matrix of process groups and knowledge areas and analyze its component processes

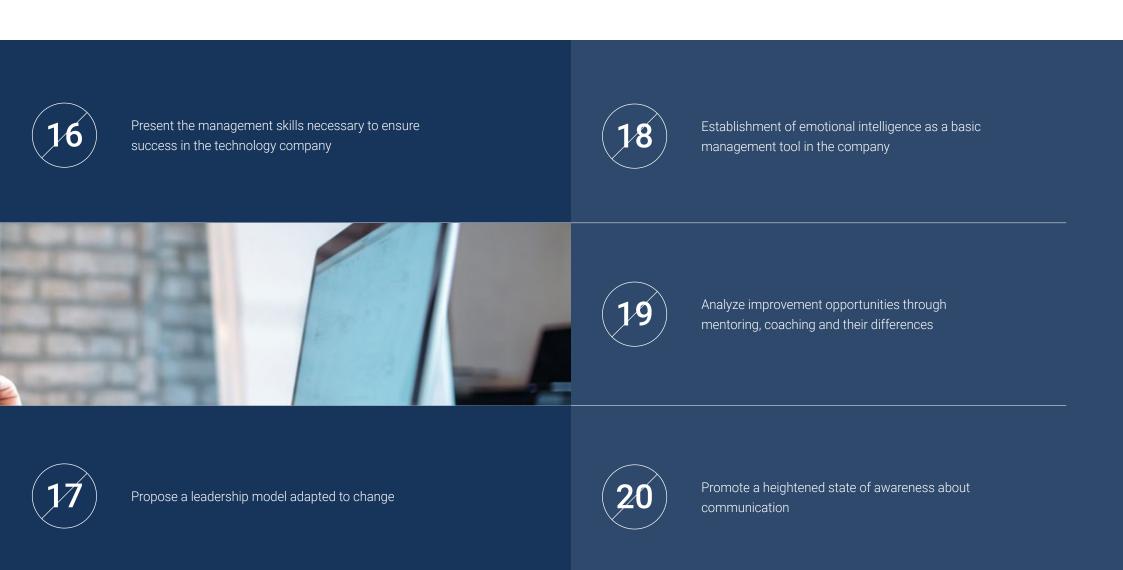


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Introduce the PMI family of project management credentials



Develop the VUCA (Volatility, Uncertainty, Complexity and Ambiguity) context







## tech 22 | Structure and Content

#### **Syllabus**

The Postgraduate Diploma in Advanced Computing Techniques and Technologies in the Company at TECH Technological University is an intensive program that prepares students to face challenges and business decisions in the field of Advanced Computing Techniques and Technologies in the Company.

The content of the Postgraduate Diploma in Advanced Computing Techniques and Technologies in the Company is designed to promote the development of skills that enable more rigorous decision making in uncertain environments.

Over the course of 450 hours, the student analyzes a multitude of practical cases through individual and teamwork. It is, therefore, an authentic immersion in real business situations.

This Postgraduate Diploma deals in depth with the world of computer science in the business world, and is designed to train professionals who understand Advanced Computing Techniques and Technologies in a Company from a strategic, international and innovative perspective.

A plan designed for students, focused on their professional improvement and that prepares them to achieve excellence in the field of business management and administration. A program that understands both yours and your company's needs through innovative content based on the latest trends, and supported by the best educational methodology and an exceptional faculty, which will provide you with the skills to solve critical situations, creatively and efficiently.

This Postgraduate Diploma takes place over 6 months and is divided into 3 modules:

Module 1 Web Analytics

Module 2 Project Management and Agile Methodologies

Module 3 Communication, Leadership and Team Management



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

TECH offers its students the possibility of developing this program completely online. Throughout the 6 months of training, the student will be able to to access all the contents of this program at any time, allowing them to selfmanage their study time.

Delve into the study of cybersecurity and manage to prevent computer attacks in your company.

# tech 24 | Structure and Content

Mod	Module 1. Web Analytics								
1.1. 1.1.1. 1.1.2. 1.1.3.	Web Analytics Introduction Evolution of Web Analytics Process of Analysis	<b>1.2.</b> 1.2.1. 1.2.2. 1.2.3.	Google Analytics Google Analytics Use Objectives	1.3. 1.3.1. 1.3.2. 1.3.3.	Hits. Interactions with the Website Basic Metrics. KPI (Key Performance Indicators) Adequate Conversion Rates	1.4.1. 1.4.2. 1.4.3. 1.4.4.	Frequent Dimensions Source Medium Keyword Campaign Personalized Labelling		
1.5. 1.5.1. 1.5.2. 1.5.3. 1.5.4.	Setting up Google Analytics Installation. Creating the Account Versions of the Tool: UA/GA4. Tracking Label Conversion Objectives	<b>1.6.</b> 1.6.1. 1.6.2. 1.6.3.	Organization of Google Analytics Account Property View		Google Analytics Reports In Real Time Audience Acquisition Behaviour Conversions e-Commerce	1.8.2.	Google Analytics Advanced Reports Personalised Reports Panels APIs		
1.9.2. 1.9.3.	Filters and Segments Filter Segment Types of Segments: Predefined / Customised Remarketing Lists	1.10.1 1.10.2	Digital Analytics Plan  Measurement Implementation in the Technological Environment Conclusions						

Module 2. Project Management and AgileMethodologies								
<b>2.1.</b> 2.1.1. 2.1.2. 2.1.3.	Project Management The Project Phases to a Project	2.2.1. 2.2.2. 2.2.3. 2.2.4.	PMI Methodology for Project Management  PMI (Project Management Institute) PMBOK Difference between Project, Programme and Project Portfolio Evolution of Organisations Working with Projects. Process Assets in Organisations	2.3. 2.3.1. 2.3.2. 2.3.3.	PMI Methodology for Project Management: Process Groups of Processes Knowledge Areas Process Matrix	2.4.1. 2.4.2.	Agile Methodologies for Project Management VUCA context (Volatility, Uncertainty, Complexity and Ambiguity) Agile Values Principles of the Agile Manifesto	
2.5. 2.5.1. 2.5.2. 2.5.3.	Agile SCRUM Framework for Project Management Scrum The Pillars of the Scrum Methodology The Values in Scrum	2.6.1. 2.6.2.	Agile SCRUM Framework for Project Management. Process The Scrum Process Typified Roles in a Scrum Process The Ceremonies of Scrum	2.7.1. 2.7.2. 2.7.3.	Agile SCRUM Framework for Project Management. Artefacts Artefacts in the Scrum Process The Scrum Team Metrics for Evaluating the Performance of a Scrum Team	2.8.1. 2.8.2. 2.8.3.	Project Management. Kanban Method Kanban	
2.9.1. 2.9.2. 2.9.3. 2.9.4.	Agile KANBAN Framework for Project Management. Kanban Method Practices The Values of Kanban Principles of the Kanban Method General Practices of the Kanban Method Metrics for Kanban Performance Evaluation	2.10.1. 2.10.2.	Comparison: PMI, SCRUM y KANBAN PMI - SCRUM PMI - KANBAN SCRUM - KANBAN					

# tech 26 | Structure and Content

Module 3. Communication, Leadership and Team Management								
	Organisational Development in Business Climate, Culture and Organisational Development in the Company Human Capital Management	<b>3.2.</b> 3.2.1. 3.2.2. 3.2.3.	Direction Models Decision Making Paradigm Shift in Management Models Management Process of the Technology Company Decision Making Planning Instruments	3.3. 3.3.1. 3.3.2. 3.3.3.	Leadership. Delegation and Empowerment Leadership Delegation and Empowerment Performance Evaluation	3.4.2.	Leadership. Knowledge and Talent Management Talent Management in the Company Engagement Management in the Company Improving Communication in the Company	
<b>3.5.</b> 3.5.1. 3.5.2.	Coaching Applied to Business Executive Coaching. Team Coaching	3.6.2. 3.6.3.	Mentoring Applied to Business  Mentor Profile The 4 Processes of a Mentoring Programme Tools and Techniques in a Mentoring Process Benefits of Mentoring in the Business Environment	<b>3.7.</b> 3.7.1.	Team Management I. Interpersonal Relations Interpersonal Relationships	3.8.2.	Team Management II. The Conflicts The Conflicts Preventing, Addressing and Resolving Conflict Stress and Work Motivation	
3.9.	Team Management III. The Negotiation	3.10.	Team Management IV. Negotiation Techniques					
3.9.2.	Negotiation at the Managerial Level in Technology Companies Styles of Negotiation Negotiation Phases		Negotiation Techniques and Strategies The Figure of the Negotiating Subject					



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"





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.



# tech 30 | Methodology

#### 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.



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 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"

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 32 | Methodology

#### **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.



### Methodology | 33 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.



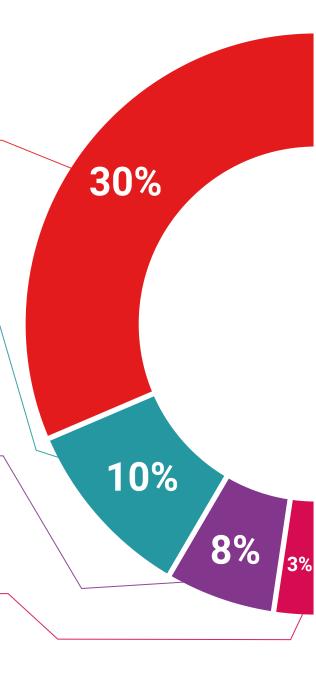
#### **Management Skills Exercises**

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.





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.

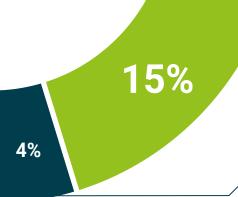


This exclusive multimedia content presentation training Exclusive system was awarded by Microsoft as a "European Success Story".

#### **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.

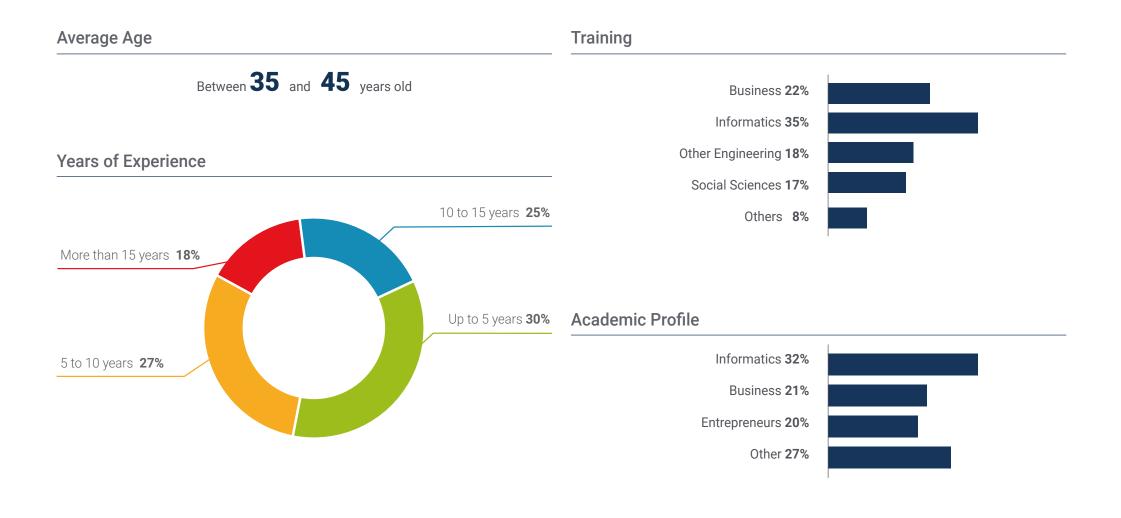




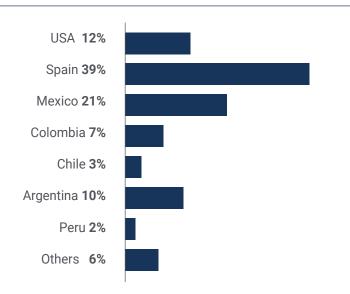
30%







### **Geographical Distribution**





# Lucía Sánchez Morales

#### **Data Entry Technician**

"With TECH I have been able to advance my career and apply the content taught in my daily practice quickly and effectively. The professors of the program have accompanied me throughout the specialization, solving my doubts and guiding me during the whole process. I will certainly continue my training with them"





## tech 42 | Course Management

#### Management



#### Dr. Peralta Martín-Palomino, Arturo

- CEO and CTO at Prometeus Global Solutions
- CTO in Korporate Technologies
- CTO in Al Shephers GmbH
- Doctorate in Psychology from the University of Castilla la Mancha
- PhD in Economics, Business and Finance from the Camilo José Cela University. Outstanding Award in her PhD
- Doctorate in Psychology from the Castilla la Mancha University
- Master's Degree in Advanced Information Technologies from the University of Castilla la Mancha
- Master MBA+E (Master's Degree in Business Administration and Organisational Engineering) from the University of Castilla la Mancha
- Associate lecturer, teaching undergraduate and master's degrees in Computer Engineering at the University of Castilla la Mancha
- Professor of the Master in Big Data and Data Science at the International University of Valencia
- Lecturer of the Master's Degree in Industry 4.0 and the Master's Degree in Industrial Design and Product Development
- Member of the SMILe Research Group of the University of Castilla la Mancha

#### **Professors**

#### Ms. García La O, Marta

- Management, administration and account Manager 's at Think Planning and Development S.L.
- Organisation, supervision and mentoring of High management training courses in Think Planning and Development S.L.
- Mentoring of new employees and optimization of human capital potentials for Think Planificación y Desarrollo S.L
- Accountant-administrative in Tabacos Santiago y Zaraiche-Stan Roller, SL
- Marketing Specialist at Versas Consultores
- Accountant-Administrative at Grupo T-6, SL
- Master's Degree in Commercial and Marketing Management. Fundesem Business School
- Diploma in Business Administration. University of Murcia (Umu)

#### Mr. Tato Sánchez, Rafael

- Project Management INDRA SISTEMAS S.A
- Technical Director INDRA SISTEMAS S.A
- Systems Engineer ENA TRÁFICO S.A.U
- IFCD048PO. Software Project Management and Development Methodology with SCRUM.
   2019
- Coursera: Machine Learning
- Udemy: Deep Learning A-Z. Hands-on Artificial Neural Networks
- Coursera: IBM: Fundamentals of Scalable Data Science
- Coursera: IBM: Applied AI with Deep Learning
- Coursera: IBM: Advance Machine Learning and Signal Processing
- Degree in Industrial Electronics and Automation Engineering from the European University of Madrid
- Master's Degree in Industrial Engineering from the European University of Madrid

- Master's Degree in Industry 4.0 by the International University of La Rioja (UNIR)
- Professional certification. SSCE0110. Teaching for vocational training for employment

#### Mr. García Niño, Pedro

- Sales Manager for IT services at companies Camuñase, S.L and Electrocamuñas S.L.
- Specialist in Digital Marketing and RRSS
- SEO On-Page / Internal Factors Specialist
- Specialist in SEO Off-Page / Linkbuilding / Black Hat SEO
- Specialist in SEM/ PPC / Google Ads
- Specialist in digital marketing analytics and performance measurement / Google Analytics
- Specialist in organic positioning and SEO Uned Foundation
- Specialist in PPC and SEM Aula CM
- Official Certification on Google Ads Search Campaigns
- Official Certification on Google Ads Display
- Computer Engineer
- Technical training in assembly and installation of desktop computers
- Technical training in software installation and maintenance / cybersecurity
- Hardware/software technician in the companies Camuñase, S.L. and Electrocamuñas, S.L.
- Web design, analytics and programming





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

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

With this program, the student will be able to advance drastically in his or her profession, although there is no doubt that, in order to do so, he or she will have to make an investment in different areas, such as economic, professional and personal.

However, the goal is to improve in your professional life and, to do so, it is necessary to fight.

The best way to achieve professional change is to increase your skills. So don't stop studying at TECH.

### When the change occurs

During the program
23%

During the first year
21%

After 2 years
56%

#### Type of change

Internal Promotion 41%
Change of Company 35%
Entrepreneurship 24%

## Salary increase

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

\$32,900

A salary increase of

25.22%

\$41,200





# 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**

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 come into contact with the main markets in the world economy.







## **Project Development**

The manager can work on a current project or develop new projects in the field of R&D or Business Development within their company.



### Increased competitiveness

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





## tech 54 | Certificate

The Postgraduate Diploma in Advanced Computing Techniques and Technologies in the Company contains the most complete and updated program on the market.

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

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

Title: Postgraduate Diploma in Advanced Computing Techniques and Technologies in the Company

Official No of Hours: 450 h.



This is a qualification awarded by this University, equivalent to 450 hours, with a start date of dd/mm/yyyy and an end date of dd/mm/yyyy.

TECH is a Private Institution of Higher Education recognized by the Ministry of Public Education as of June 28, 2018.

June 17, 2020

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



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