



# Postgraduate Diploma Advertising Communication

» Modality: online

» Duration: 6 months

» Certificate: TECH Technological University

» Dedication: 16h/week

» Schedule: at your own pace

» Exams: online

 $We bsite: {\color{blue}www.techtitute.com/pk/school-of-business/postgraduate-diploma/postgraduate-diploma-advertising-communication}$ 

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# 01. Welcome

Advertising is a great source of attraction for consumers, since, through the most persuasive communication strategies, it achieves the necessary level of interest that incites people to consume. This program offers the student a global vision of the fundamentals of the advertising system, the characteristics of the creative process and planning, as well as the social effects it entails. Therefore, the syllabus focuses on creativity in communication, offering the student an overview of creative thinking and its application to the field of communication. Through this academic course, the student will be able to understand and assimilate the process of creating an advertising campaign, paying special attention to persuasive communication, thereby developing the imagination and awakening an attitude to generate original ideas in any communicative sphere.









#### 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.



# A Company

#### 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.





#### 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. We work together in order to achieve them.

The Postgraduate Diploma in Advertising Communication will enable students to:



Gain knowledge about the fields of advertising and public relations and their processes and organizational structures.



Get to know how to apply creative processes in the field of communication, especially in the field of advertising and public relations.



Identify the professional profiles of advertising and public relations professionals, as well as the main skills required in the performance of their professional practice.





Identify the fundamental principles of human creativity and its application in the manifestations of persuasive communication.



Know how to describe the structure of advertising agencies.



Identify the processes and organizational structures of the advertising and public relations process.



Recognize the elements, forms and processes of advertising languages and other forms of persuasive communication.



09.

Recognize the structure and transformation of today's society as it relates to the elements, forms and processes of advertising and public relations communication.



Master the elements, forms and processes of advertising languages and other forms of communication, using the knowledge of the Spanish language, analyzing the different levels and components that make up the Spanish linguistic system, as well as the discursive products that are framed in the different textual typologies.



Encourage creativity and persuasion through different formats and communication media



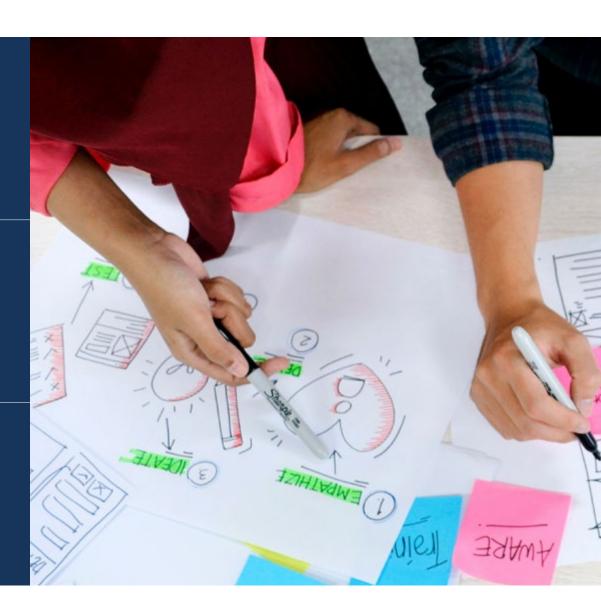
Recognize significant and appropriate tools for the study of advertising and public relations.



Understand the structure and transformation of today's society in relation to the elements, forms and processes of advertising and public relations communication.



Know the significant and appropriate tools for the study of advertising and public relations.







Gain knowledge about the fields of advertising and public relations and their processes and organizational structures.

**15.**)

Identify the professional profiles of advertising and public relations professionals, as well as the main skills required in the performance of their professional practice.

**16.**)

Acquire the necessary knowledge to communicate adequately in all areas, channels and networks, using the appropriate languages for each communication style.





#### tech 22 | Structure and Content

#### **Syllabus**

The Postgraduate Diploma in Advertising Communication of TECH Technological University is an intensive program that prepares the student to master the structure of communication focused on the advertising field.

The content of the Postgraduate Diploma is designed to promote the development of managerial skills that allow the student to make decisions with greater rigor in uncertain environments, facing the business challenges that may arise in the communicative field that advertising uses to position a product, service or company.

Throughout 450 hours of preparation, the student will analyze a multitude of practical cases through individual work. It is, therefore, an authentic immersion in real business situations, which will position the professional's profile.

In this way, the Postgraduate
Diploma focuses on the structure of
communication focused on the creativity
of the advertising language, betting on
the use of the lexicon in order to sell an
idea. A curriculum designed to specialize
professionals in the business environment
and orient them towards this sector from
a strategic, international and innovative
perspective.

Therefore, this program is designed for students, focused on their professional improvement, which prepares them to achieve excellence in the field of Advertising Communication, with innovative content based on the latest trends, and supported by the best educational methodology and an exceptional faculty, which will provide them with the skills to develop successfully in this environment.

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

Module 1 Advertising Theory

Module 2 Advertising Language

Module 3 Creativity in Communication



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

TECH offers the possibility of developing this Postgraduate Certificate in Advertising Communication completely online. Over the course of 6 months, you will be able to access all the contents of this program at any time, allowing you to self-manage your study time.

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

#### tech 24 | Structure and Content

#### **Module 1.** Advertising Theory 1.2. History of Advertising 1.1. Advertising Theory 1.3. Advertising and its Protagonists I: 1.4. Advertising and its Protagonists II: The Advertiser Advertising Agencies 1.1.1. Introduction 1.2.1. Introduction 1.1.2. Basic Notions on Advertising and Marketing 1.2.2. Origin 1.3.1. Introduction 1.4.1. Introduction 1.1.3. Advertising, Public Relations and Publicity 1.2.3. The Industrial Revolution and Advertising 1.3.2. How the Advertising Industry Works 1.4.2. The Advertising Agency: Advertising 1.1.4. Dimensions and Social Scope of 1.2.4. The Development of the Advertising Industry 1.3.3. Types of Advertisers Communication Professionals 1.2.5. Advertising in the Internet World Contemporary Advertising 1.3.4. Advertising in the Company's Organization 1.4.3. The Organizational Structure of Advertising 1.2.6. Successful Advertising: Coca- Cola Case 1.1.5. Successful Advertising: KFC Agencies Study 1.3.5. Successful Advertising: Facebook Case 1.4.4. Types of Advertising Agencies 1.4.5. Fee Management in Advertising Agencies Study 1.4.6. Successful Advertising: Nike 1.5. Advertising and its Protagonists III: 1.6. The Advertising Creation Process I: 1.7. The Process of Advertising 1.8. The Process of Advertising The Advertising Receiver From Advertiser to Media Creation II: Creativity and Creation III: Ideation and Development of the Advertising Advertising 1.5.1. Introduction 161 Introduction 1.5.2. The Advertising Recipient and its Context 1.6.2. Preliminary Aspects of the Advertising Manifesto 1.7.1. Introduction 1.5.3. The Advertising Recipient as a Consumer Creation Process 1.7.2. Fundamentals of Advertising Creative Work 1.8.1. Introduction 1.6.3. The Advertising Brief or Communication 1.5.4. Needs and Desires in Advertising 1.7.3. Advertising Creativity and its Communicative 1.8.2. Creative Conception and Strategy 1.5.5. Advertising and Memory: on Advertising Statute 1.8.3. The Creative Conception Process Effectiveness 1.6.4. Creative Strategy 1.7.4. Creative Work in Advertising 1.8.4. The Ten Basic Ways of Creativity According 1.5.6. Successful Advertising: Ikea Case Study 1.6.5. Media Strategy 1.7.5. Successful Advertising: Real Madrid Case to Lluis Bassat: Advertising Genres Study 1.8.5. Advertising Formats 1.8.6. Successful Advertising: McDonald's Advertising Media Planning 1.10. Advertising, Society and Culture Introduction 1.10.1. Introduction 1.9.2. Media and Planning 1.10.2. The Relationship between Advertising and

Society

1.10.3. Advertising and Emotions

1.10.4. Advertising, Subjects and Things 1.10.5. Successful Advertising: Burger King

1.9.3. Advertising Media and their Classification

1.9.4. Media Planning Tools

1.9.5. Successful Advertising: Pepsi

Module 2. Advertising Language							
<b>2.1.</b> 2.1.1. 2.1.2.	Thinking and Writing: Definition  Definition of Copywriting Historical Background of Advertising Copywriting and Phases of Professionalization	2.2. 2.2.1. 2.2.2. 2.2.3. 2.2.4.	Copywriting and Creativity Conditions of the Copywriting Process Linguistic Competence Functions of the Copywriter Definition of the Functions of the Copywriter	2.3.1. 2.3.2. 2.3.3. 2.3.4. 2.3.5.	The Principle of Coherence and Campaign Conceptualization  The Principle of Campaign Unity The Creative Team The Conceptualization Process: Hidden Creativity What is a Concept? Applications of the Conceptualization Process The Advertising Concept Utility and Advantages of the Advertising		Concept
<b>2.4.</b> 2.4.1. 2.4.2. 2.4.3.	Copywriting and Rhetoric Placing Rhetoric	2.5.1. 2.5.2. 2.5.3. 2.5.4.	Characteristics of Copywriting Morphological: Nominalization Syntactics: Destructuring	2.6.2. 2.6.3.		2.7.1. 2.7.2. 2.7.3. 2.7.4. 2.7.5. 2.7.6. 2.7.7.	A Phrase of Wartime Origin The Characteristics of the Slogan The Elocution of the Slogan
2.8.1. 2.8.2. 2.8.3. 2.8.4.	Synthesis and Simplicity Advertising Text Constraints	2.9.2. 2.9.3. 2.9.4. 2.9.5. 2.9.6. 2.9.7. 2.9.8.	Copywriting in Conventional and Non-Conventional Media The Division Above-the-line/Below-the-line Integration: Overcoming the ATL- BTL Controversy Television Copywriting Radio Copywriting Press Copywriting Copywriting for Outdoor Media Copywriting in Non-Conventional Media Direct Marketing Copywriting Interactive Media Copywriting	2.10.1 2.10.2 2.10.3 2.10.4 2.10.5 2.10.6	Criteria for the Evaluation of an Advertising Text and Other Writing Cases  Classical Models of Advertising Analysis Impact and Relevance The Checklist of the Writer Translation and Adaptation of Advertising Texts New Technologies, New Languages Writing in Web 2.0 Naming, Guerrilla Advertising and Other Copywriting Cases		

#### tech 26 | Structure and Content

#### Module 3. Creativity in Communication 3.4. Rhetoric and Persuasive 3.1. To Create is to Think 3.2. Nature of the Creative Process 3.3. The Invention Communication 3.1.1. The Art of Thinking 3.2.1. Nature of Creativity 3.3.1. Evolution and Historical Analysis of the 3.1.2. Creative Thinking and Creativity 3.2.2. The Notion of Creativity: Creation and Creation Process 3.4.1. Rhetoric and Advertising 3.3.2. Nature of the Classical Canon of the 3.1.3. Thought and Brain Creativity 3.4.2. The Rhetorical Parts of Persuasive 3.2.3. The Creation of Ideas for Persuasive 3.1.4. The Lines of Research on Creativity: Invention Communication 3.3.3. The Classical View of Inspiration in the Systematization Communication 3.4.3. Rhetorical Figures 3.2.4. Nature of the Creative Process in Advertising Origin of Ideas 3.4.4. Rhetorical Laws and Functions of 3.3.4. Invention, Inspiration, Persuasion Advertising Language 3.5. Creative Behavior and Personality 3.6. Creative Skills and Abilities 3.7. The Phases of the Creative 3.8. Troubleshooting Process 3.5.1. Creativity as a Personal Characteristic, as a 3.6.1. Thinking Systems and Models of Creative 3.8.1. Creativity and Problem Solving Product and as a Process Intelligence 3.8.2. Perceptual Blocks and Emotional Blocks 3.7.1. Creativity as a Process 3.5.2. Creative Behavior and Motivation 3.6.2. Three-Dimensional Model of the Structure of 3.8.3. Methodology of Invention: Creative 3.7.2. The Phases of the Creative Process 3.5.3. Perception and Creative Thinking the Intellect According to Guilford Programs and Methods 3.7.3. The Phases of the Creative Process in 3.6.3. Interaction Between Factors and Intellectual 3.5.4. Elements of Creativity Advertising Capabilities 3.6.4. Creative Skills 3.6.5. Creative Capabilities 3.9. The Methods of Creative Thinking 3.10. Creativity and Advertising 3.9.1. The Brainstorming as a Model for the Communication Creation of Ideas 3.10.1. The Creative Process as a Specific Product 3.9.2. Vertical Thinking and Lateral Thinking of Advertising Communication 3.9.3. Methodology of Invention: Creative Programs 3.10.2. Nature of the Creative Process in Advertising: and Methods Creativity and the Creative Advertising 3.10.3. Methodological Principles and Effects of Advertising Creation 3.10.4. Advertising Creation: From Problem to Solution 3.10.5. Creativity and Persuasive Communication





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 30 | 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 32 | 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 | 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.



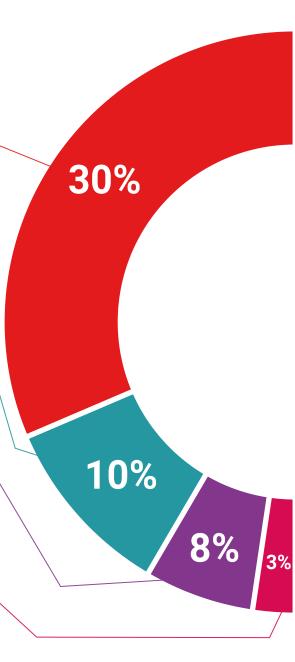
#### **Management Skills Exercises**

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.





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.

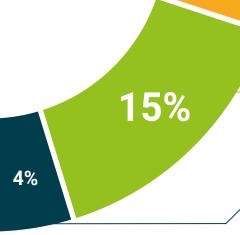


This exclusive educational system for presenting multimedia content was awarded by Microsoft as a "European Success Story".

#### **Testing & Retesting**

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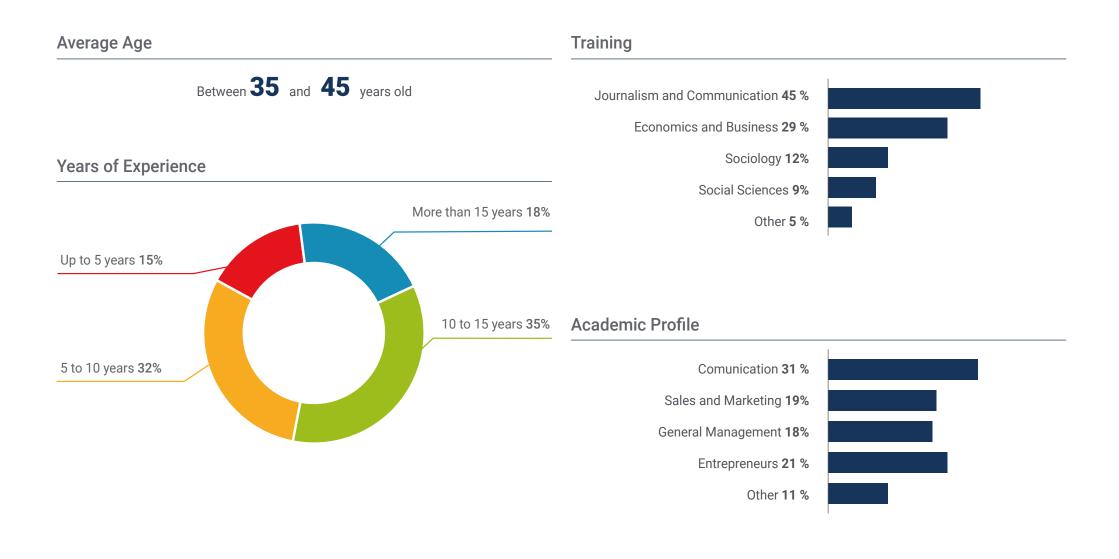
We periodically evaluate and re-evaluate students' knowledge throughout the program, through assessment and self-assessment activities and exercises, so that they can see how they are achieving their goals.



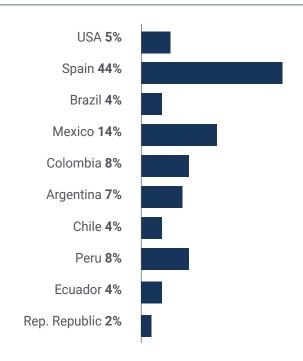
30%







#### **Geographical Distribution**





## **Julio Ponce**

#### Freelance Copywriter

"I have recently turned my career focus to copywriting and needed to deepen my knowledge of truly persuasive advertising techniques to make my freelance work stand out in an industry where there is increasing competition. This Postgraduate Diploma has more than met my expectations, I am very happy with the result"





### If you want to make a positive change in your profession, this Postgraduate Diploma in Advertising Communication is what you were looking for.

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

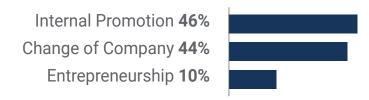
The Postgraduate Diploma in Advertising Communication of TECH is an intensive program that prepares students to face challenges and business decisions in the advertising communication environment, training them in a global sector with its own language. Therefore, its main objective is to promote the student's personal and professional growth in order to achieve success in this field of work.

The sooner you start this program, the sooner you will reach your professional goal.

### When the change occurs



#### Type of change



### Salary increase

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

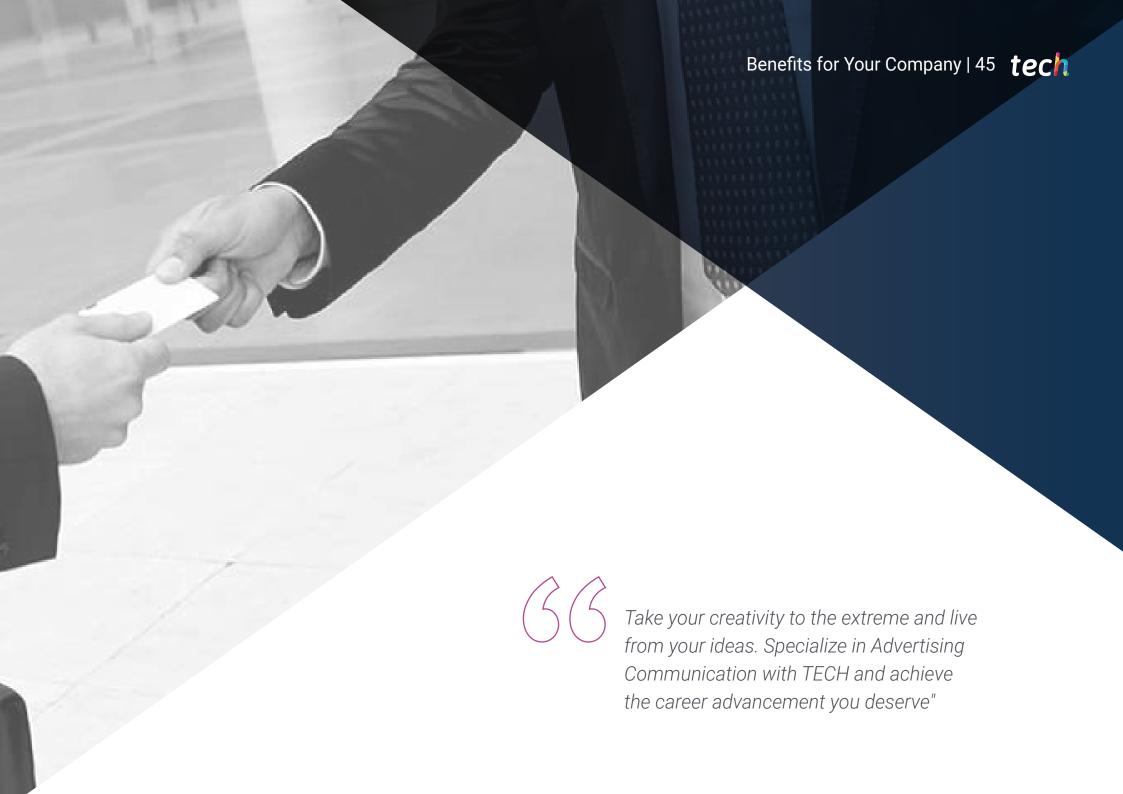
Salary before **\$48,300** 

A salary increase of

25.55%

\$60,640





### 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.



### **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 professional 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 your professionals with the skills to take on new challenges and thus drive the organization forward.





### tech 50 | Certificate

This **Postgraduate Certificate in Advertising Communication** 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 certificate 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 Advertising Communication
Official N° of Hours: 450 h.



<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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» Duration: 6 months

» Certificate: TECH Technological University

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» Schedule: at your own pace

» Exams: online

