

Postgraduate Diploma

Commercial and Financial Management of Video Game Companies





Postgraduate Diploma Commercial and Financial Management of Video Game Companies

- » Modality: online
- » Duration: 6 months
- » Certificate: TECH Technological University
- » Dedication: 16h/week
- » Schedule: at your own pace
- » Exams: online

Target Group: professionals with a degree, postgraduate certificate and bachelor's degree in the field of business who want to broaden their career and acquire the necessary skills that will allow them to carry out a commercial and financial management.

Website: www.techtute.com/in/school-of-business/postgraduate-diploma/postgraduate-diploma-commercial-financial-management-video-game-companies

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01 Welcome

For any entrepreneur who wants to run a video game company, whether it is a new project or a consolidated company, the Commercial and Financial Management must be one of the fields that he/she masters the most, since it is the backbone of the structure of a business. Many professionals do not have the specific knowledge related to this industry and, therefore, do not achieve the objectives they would like to. In order to provide them with all the information they need, this program is designed to provide graduates with the management skills that will enable them to develop a successful and economically effective strategy. A fully online program, led by industry experts in the industry and in which students will find the answers to all their questions.



Postgraduate Diploma in Commercial and Financial Management of Video Game Companies.
TECH Technological University



“

This Postgraduate Diploma will give you the confidence you need to take on a large-scale financial and commercial management project in a video game company”

02

Why Study at TECH?

TECH is the world's largest 100% online business school. It is an elite business school, with a model based on the highest academic standards. A world-class centre for intensive managerial skills training.



“

TECH is a university at the forefront of technology, and puts all its resources at the student's disposal to help them achieve entrepreneurial success"

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+
executives trained each year

200+
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.

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 groundbreaking price**. This way, TECH ensures that studying is not as expensive for students as it would be at another university.



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"

03

Why Our Program?

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.



“

We have highly qualified teachers and the most complete syllabus on the market, which allows us to offer you training of the highest academic level"

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

01

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.

02

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.

03

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.

04

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.

05

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.

06

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.

07

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.

08

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.

04 Objectives

TECH designs each program according to the professional demand of the market. That is why the objective of this, and all of its programs, is to provide students with access to the knowledge they need to effectively manage the commercial and financial department of a company. In addition, another of the university's goals is to ensure that graduates finish the program having met their own personal objectives, which will allow them to continue to grow in their career.



“

Thanks to this program, you will help your company reach and surpass the most ambitious objectives in the commercial and financial area”

TECH makes the goals of their students their own goals too.
Working together to achieve them.

The **Postgraduate Diploma in Commercial and Financial Management of Video Game Companies** provides students with the education to:

01

Know the context and the components of business strategy with a focus on the video game industry

04

Learn the entire structure of the industry's value chain in detail and obtain the necessary skills to manage the various organizations in the industry

02

Develop business strategies oriented toward digital and video game companies



03

Master the company management fields

05

Gain a broad body of knowledge of the main aspects involved in starting a company that will position itself within the video game market

06

Meet the main video game developers and companies and console manufacturers

08

Acquire the most complex skills and competencies to lead business models and products from the field of video games



09

Develop high-commercial competencies in the main processes to increase sales and business development capabilities in video game companies

07

Analyze aspects such as the strategic process and the need to analyze the different variables required for a strategic formulation

10

Substantiate the objectives and functions of strategic management in digital and video game companies

05

Structure and Content

The specific information that currently exists related to the commercial and financial management of a video game company is practically nonexistent. That is why TECH has designed a unique program in which the key aspects to develop a real strategy, quality and, above all, effective in increasing profitability and the chances of success with the implementation of new strategies based specifically on the gaming industry.



“

With this Postgraduate Diploma, you will be able to develop your own commercial strategies based on those of the big successful companies such as Sony or Nintendo”

Syllabus

The content of this Postgraduate Diploma has been created following the strictest educational quality guidelines. The teaching team has designed a structure divided into modules that allow the development of each topic in a broad and deep way. This is why students will find in this program an intensive, high-quality, complete program with the most current information.

A 450-hour program distributed over 6 months, in which, in addition to theoretical material, graduates will find detailed videos prepared by the teaching team, interactive summaries, real case studies and studies with which to continue expanding their knowledge in business management.

In addition, the possibilities offered by an online program like this one will allow students to combine their working life with their educational life. That is why this program is the best opportunity to improve their career and implement the most innovative skills and concepts in commercial and financial management of gaming companies in their strategy.

This Postgraduate Diploma in Commercial and Financial Management of Video Game Companies is developed over 6 months and is divided into 3 modules:

Module 1. Video Games Business Management

Module 2. Financial Management

Module 3. Commercial Management



Where, When and How is it Taught?

TECH offers you the possibility to study this Postgraduate Diploma in Commercial and Financial Management of Video Game Companies 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 educational experience, key and decisive to boost your professional development and make the definitive leap.

Module 1. Video Games Business Management

1.1. Industry and Value Chain

- 1.1.1. Value in the Training Sector
- 1.1.2. Elements of the Value Chain
- 1.1.3. Relationship between Each of the Elements in the Value Chain

1.2. Video Game Developers

- 1.2.1. Conceptual Proposals
- 1.2.2. Creative Design and Video Game Storylines
- 1.2.3. Technology Applied to Video Game Development

1.3. Console Manufacturing

- 1.3.1. Components
- 1.3.2. Types and Manufacturers
- 1.3.3. Console Generation

1.4. Publishers

- 1.4.1. Selection
- 1.4.2. Development Management
- 1.4.3. Product and Service Creation

1.5. Distributors

- 1.5.1. Agreements With Distributors
- 1.5.2. Distribution Models
- 1.5.3. Distribution Logistics

1.6. Retailers

- 1.6.1. Retailers
- 1.6.2. Orientation and Link With the Consumer
- 1.6.3. Assessment Services

1.7. Accessory Manufacturers

- 1.7.1. Accessories for Gaming
- 1.7.2. Market
- 1.7.3. Trends

1.8. Developers of Middleware

- 1.8.1. Middleware in the Video Game Industry
- 1.8.2. Middleware Development
- 1.8.3. Middleware: Typology

1.9. Professional Profiles of the Video Game Industry

- 1.9.1. Game Designers and Programmers
- 1.9.2. Modelers and Texturizers
- 1.9.3. Animators and Illustrators

1.10. Professional e-Sports Clubs

- 1.10.1. Administrative Department
- 1.10.2. Sports Department
- 1.10.3. Communication Department

Module 2. Financial Management

2.1. Accounting

- 2.1.1. Accounting
- 2.1.2. Annual Accounts and Other Reports
- 2.1.3. Tangible Fixed Assets, Real Estate Investments and Intangible Assets

2.2. Financial Management

- 2.2.1. Financial Instruments
- 2.2.2. Corporate Finance and Financial Management
- 2.2.3. Finance for Entrepreneurs

2.3. Financial Statement Analysis

- 2.3.1. Analysis of Financial Statements
- 2.3.2. Liquidity and Solvency Analysis
- 2.3.3. Treasury Management

2.4. Financial Transactions

- 2.4.1. Financial Transactions
- 2.4.2. Investment Management
- 2.4.3. Investment Selection Criteria

2.5. Financial System

- 2.5.1. Financial System
- 2.5.2. Structure and Functioning of the Financial System
- 2.5.3. Value Market

2.6. Management Control

- 2.6.1. Management Control
- 2.6.2. Responsibility Centers
- 2.6.3. Cost Systems

2.7. Budget Control

- 2.7.1. Budget Process
- 2.7.2. Budget Management and Organization
- 2.7.3. Budget Control

2.8. Treasury Management

- 2.8.1. Cash Management and Treasury Budget
- 2.8.2. Collecting Trade Receivables
- 2.8.3. Commercial Transaction Payments

2.9. Business Financing

- 2.9.1. Advantages, Disadvantages and Implications of Debt
- 2.9.2. Choosing a Company Capital Structure
- 2.9.3. Changes to Capital Structure

2.10. Valuation of Companies

- 2.10.1. Accounting Methods and Business Value
- 2.10.2. Assets and Debt
- 2.10.3. Business Valuation Diagnosis and Investor Presentation

Module 3. Commercial Management

3.1. Commercial Organization Models

- 3.1.1. Commercial Departments
- 3.1.2. Commercial Department Tools
- 3.1.3. Sales Force

3.2. Commercial Objectives

- 3.2.1. Commercial planning
- 3.2.2. Forecasts and Budgets
- 3.2.3. Commercial Budgets

3.3. Commercial Forecast

- 3.3.1. Commercial Department Cost Effectiveness
- 3.3.2. Sales Projections
- 3.3.3. Controlling Commercial Activity

3.4. New Relationship Models

- 3.4.1. Commercialization in New Business Models
- 3.4.2. Personalization as the Main Driver of Customer Relations
- 3.4.3. Developing Customer Experiences

3.5. Consultative Selling

- 3.5.1. Sales Psychology
- 3.5.2. Persuasive Communication
- 3.5.3. Sales Methods Introduction and Evolution

3.6. Sales Methods

- 3.6.1. *Retail* or B2C Sales
- 3.6.2. B2B External Sales
- 3.6.3. Online Sales

3.7. Digital Social Selling

- 3.7.1. Social selling
- 3.7.2. Social Attitude: Create a Network of Contacts
- 3.7.3. Process of Attracting a New Customers Using Social Media

3.8. Digital Sales Methodologies

- 3.8.1. Main Agile Methodologies in Digital Sales
- 3.8.2. Scrum Sales, Neat Selling, Snap Selling, Spin Selling, etc.
- 3.8.3. Inbound Sales B2B and Account Based Marketing

3.9. Marketing Support in the Commercial Department

- 3.9.1. Marketing Management
- 3.9.2. The Value of Digital Marketing (B2C/B2B)
- 3.9.3. Marketing Mix Management in Commercial Departments

3.10. Organization and Planning of the Salesperson's Work

- 3.10.1. Sales Zones and Routes
- 3.10.2. Time Management and Management Meetings
- 3.10.3. Analysis and Decision Making



Learn about sales psychology and persuasive communication, two aspects that will help you achieve better results in your company's advertising campaigns"

06

Methodology

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.





“

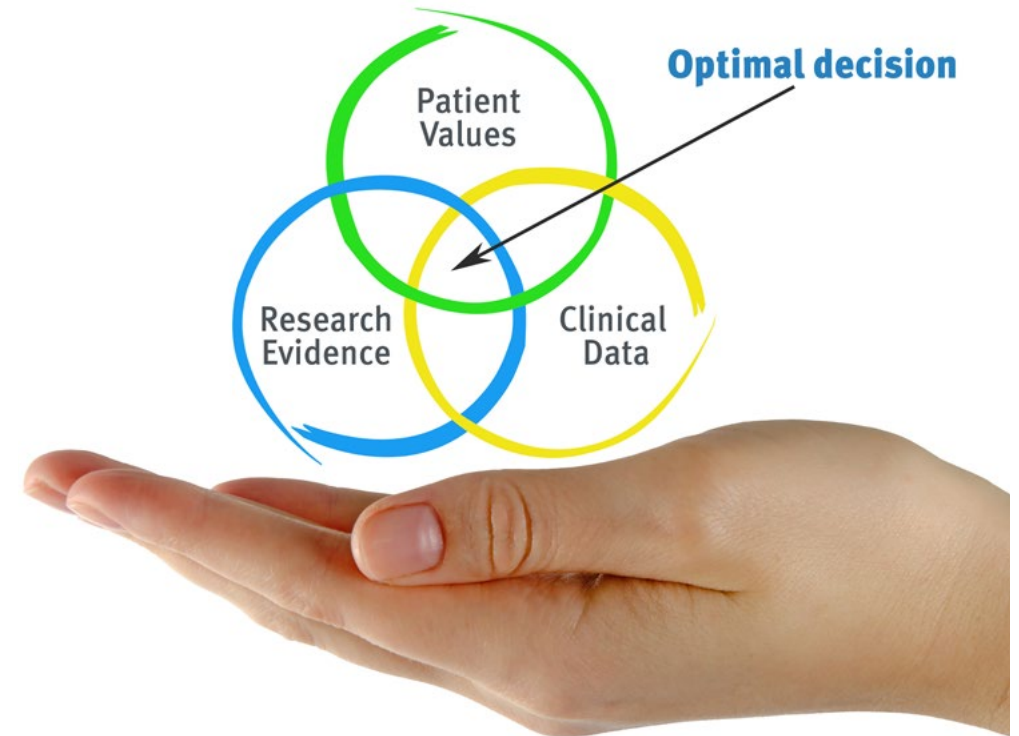
Discover Relearning, a system that abandons conventional linear learning, to take you through cyclical teaching systems: a way of learning that has proven to be extremely effective, especially in subjects that require memorization"

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.



At TECH, you will experience a learning methodology that is shaking the foundations of traditional universities around the world"



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



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.

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

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.



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.





Case Studies

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

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.



07

Our Students' Profiles

The target profile of this Postgraduate Diploma in Commercial and Financial Management of Video Game Companies is varied: from entrepreneurs who wish to find in this program the guide that will allow them to achieve success, to businessmen with extensive experience who seek to improve their skills in order to opt for more relevant positions and with more responsibility. The educational methodology with which TECH designs its programs makes them ideal for any professional profile that is looking for a real and qualitative job improvement.





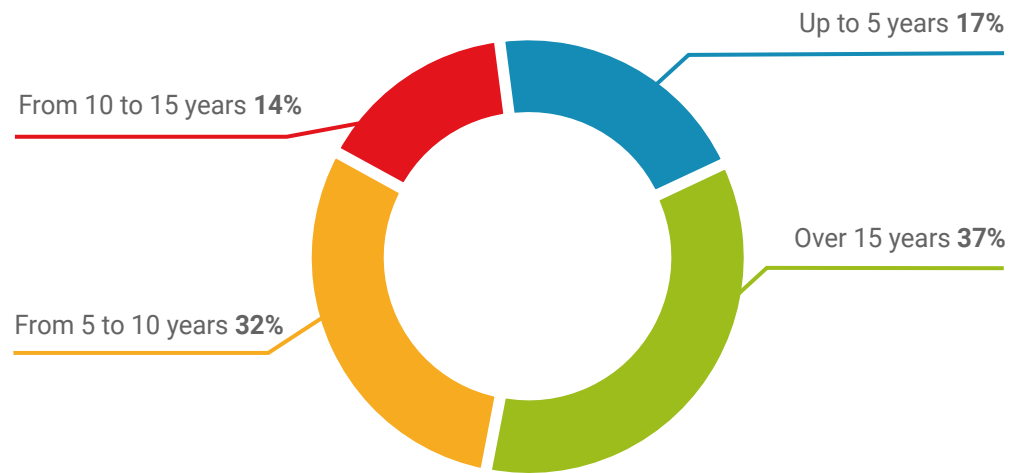
“

Take the next step in your career and take a Postgraduate Diploma in Commercial and Financial Management of Video Game Companies”

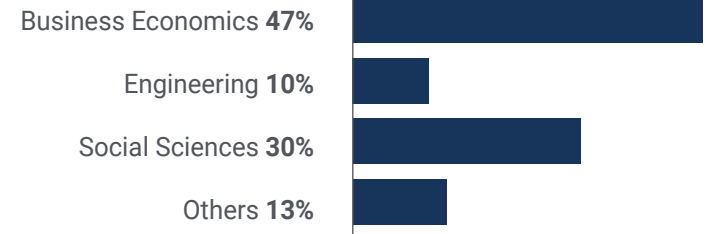
Average Age

Between **35** and **45** years old

Years of Experience



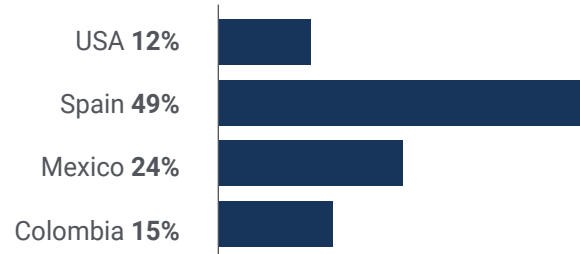
Training



Educational Profile



Geographical Distribution



Regina López

Chief Executive Officer

I decided to enroll in this program because I wanted to improve my management skills. In just a few months I learned everything I needed to know to lead commercial campaigns with total guarantee of success. Today I have been able to apply everything I learned during the course in my own company, and I can say that I have managed to make it grow, surpassing my own expectations"

08

Course Management

Students will find in this program a highly qualified teaching staff with extensive experience in the management of business projects related to the video game industry. In addition, they will have the opportunity to arrange individualized tutorials with them in which they can share their doubts, as well as discuss the different concepts that are developed during the syllabus. A great team committed to the personal and professional growth of the graduates, who will help them achieve their objectives.



A black and white photograph showing three people from a side profile, looking intently at a screen. The image is partially obscured by a dark blue diagonal overlay on the right side of the page.

“

Learn from professionals in the field of video game business management video and get a different and realistic vision based on their experience”

Management



Moreno Campos, Daniel

- ♦ Chief Operations Officer in Marshals
- ♦ Project Manager Officer in Sum- The Sales Intelligence Company
- ♦ Content Manager en GroupM (WPP)
- ♦ Teacher in Boluda.com
- ♦ Teacher in Edix (UNIR)
- ♦ Associate Teacher in ESIC Business & Marketing School
- ♦ Master's Degree in Innovation and Digital Transformation, Digital Communication and Multimedia Content at MSMK University
- ♦ Product Owner Certification



09

Impact on Your Career

The completion of this program will provide students' professional profile with the most valued skills in the business management sector: leadership skills, effective problem solving and extensive knowledge of the video game industry. Thus, in just six months, graduates will have become entrepreneurs ready to take on any challenge that is proposed to them and will have the confidence to propose innovative initiatives based on the current situation of the industry.





“

Turn your career around and invest in a program that will open the door to a prosperous professional future”

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

This Postgraduate Diploma in Commercial and Financial Management of Video Game Companies at TECH is an intensive program that prepares you to face challenges and business decisions in the field of commercial and financial management of companies dedicated to video games. The main objective is to promote personal and professional growth. Helping students achieve success.

If you want to improve yourself, make a positive change at a professional level and network with the best, TECH is the place for you.

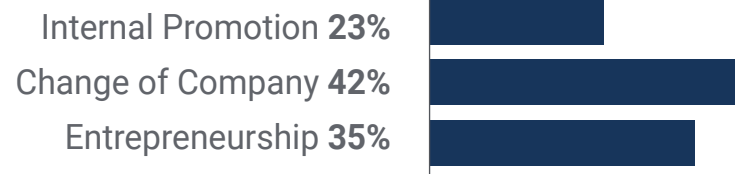
TECH programs are aimed at students with ambitious short- and long-term goals, with professionals looking to make the leap to business success.

The completion of this program will not only give you access to a real job improvement, but also to a substantial salary increase.

Time of Change



Type of change



Salary increase

This program represents a salary increase of more than **23.5%** for our students



10

Benefits for Your Company

TECH has the best equipment and the most complete material. That is why it guarantees that students who complete this program will be able to carry out management tasks in business and finance with total security and confidence. As a result, having a professional with a TECH program will give companies the possibility to grow within the video game industry and become a reference in the industry



“

The best way to place a company at the top is by knowing the industry in detail. Enroll now and become the financial and commercial director that many large companies in the video game industry would like to have”

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

01

Intellectual Capital and Talent Growth

Professionals will bring to the company new concepts, strategies and perspectives that can bring about relevant changes in the organization.

02

Retaining high-potential executives to avoid talent drain

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

03

Building agents of change

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

04

Increased international expansion possibilities

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



05

Project Development

Professionals can work on a real project or develop new projects in the field of R&D or business development of their company.

06

Increased competitiveness

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

11

Certificate

The Postgraduate Diploma in Commercial and Financial Management of Video Game Companies guarantees students, in addition to the most rigorous and up-to-date education, access to a Postgraduate Diploma issued by TECH Technological University.



“

*Successfully complete this program
and receive your university qualification
without having to travel or fill out
laborious paperwork”*

This **Postgraduate Diploma in Commercial and Financial Management of Video Game Companies** 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 certificate 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 Commercial and Financial Management of Video Game Companies**

Official N° of Hours: **450 h.**



*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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Postgraduate Diploma

Commercial and Financial Management of Video Game Companies

