



Postgraduate Diploma

Digital Marketing for Social Media

Language: **English**Course Modality: **Online**

Duration: 6 months.

Certificate: TECH Technological University

Official No of hours: 450 h.

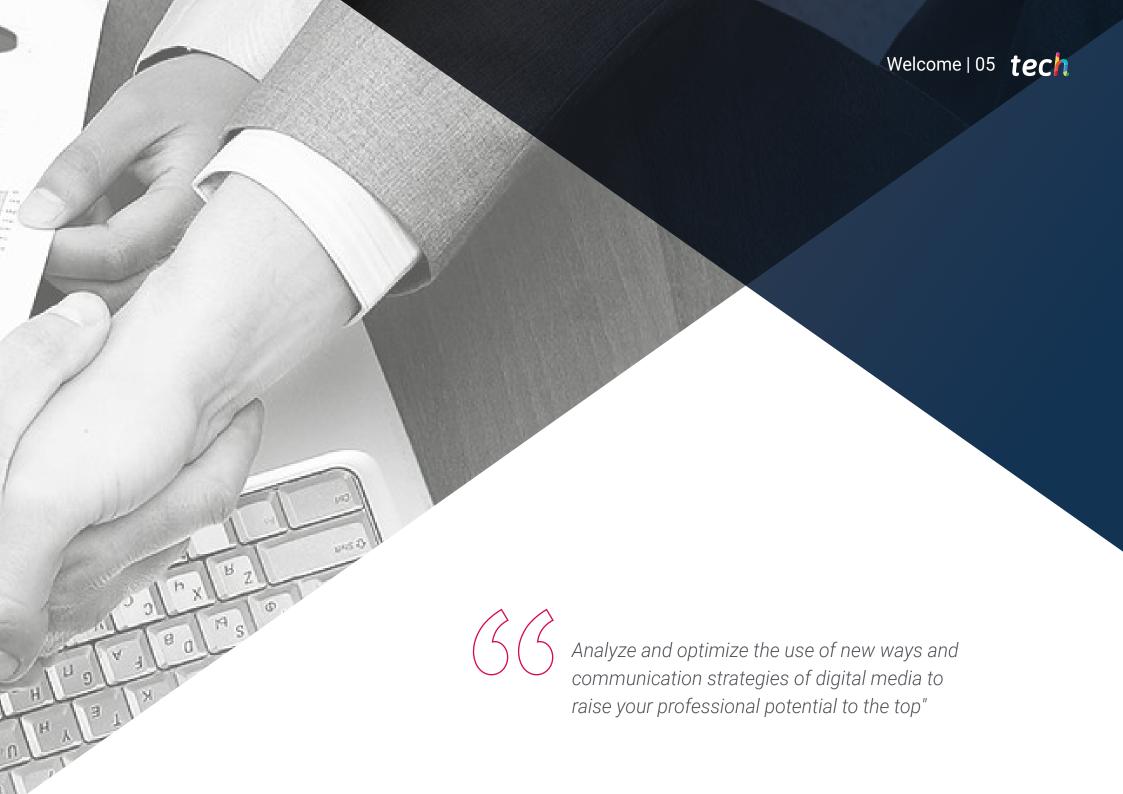
Website: www.techtitute.com/us/school-of-business/postgraduate-diploma/postgraduate-diploma-digital-marketing-social-media

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01 **Welcome**

The internet dominates today's markets. The percentage of online shoppers continues to grow, even more so after the global pandemic situation where thousands of businesses went digital, and millions of users discovered this new way of shopping for the first time. Since most potential customers are on the networks, a good Digital Marketing strategy focused on social media is mandatory in order to attract this mass of people to our business. TECH aims to provide specialization in this program for professionals seeking to improve their knowledge of social media marketing and thereby broaden their prospects for more reputable and higher-paying employment.







tech 08 | Why Study at TECH?

At TECH Technological University



Innovation

The university offers an online learning model that combines the latest educational technology with the most rigorous teaching methods. A unique method with the highest international recognition that will provide students with the keys to develop in a rapidly-evolving world, where innovation must be every entrepreneur's focus.

"Microsoft Europe Success Story", for integrating the innovative, interactive multi-video system.



The Highest Standards

Admissions criteria at TECH are not economic. Students don't need to make a large investment to study at this university. However, in order to obtain a qualification from TECH, the student's intelligence and ability will be tested to their limits. The institution's academic standards are exceptionally high...

95%

of TECH students successfully complete their studies



Networking

Professionals from countries all over the world attend TECH, allowing students to establish a large network of contacts that may prove useful to them in the future.

100,000+

200+

executives trained each year

different nationalities



Empowerment

Students will grow hand in hand with the best companies and highly regarded and influential professionals. TECH has developed strategic partnerships and a valuable network of contacts with major economic players in 7 continents.

500+

collaborative agreements with leading companies



Talent

This program is a unique initiative to allow students to showcase their talent in the business world. An opportunity that will allow them to voice their concerns and share their business vision.

After completing this program, TECH helps students show the world their talent.



Multicultural Context

While studying at TECH, students will enjoy a unique experience. Study in a multicultural context. In a program with a global vision, through which students can learn about the operating methods in different parts of the world, and gather the latest information that best adapts to their business idea.

TECH students represent more than 200 different nationalities.





Learn with the best

In the classroom, TECH's teaching staff discuss how they have achieved success in their companies, working in a real, lively, and dynamic context. Teachers who are fully committed to offering a quality specialization that will allow students to advance in their career and stand out in the business world.

Teachers representing 20 different nationalities.



At TECH, you will have access to the most rigorous and up-to-date case studies in the academic community"

Why Study at TECH? | 09 tech

TECH strives for excellence and, to this end, boasts a series of characteristics that make this university unique:



Analysis

TECH explores the student's critical side, their ability to question things, their problem-solving skills, as well as their interpersonal skills.



Academic Excellence

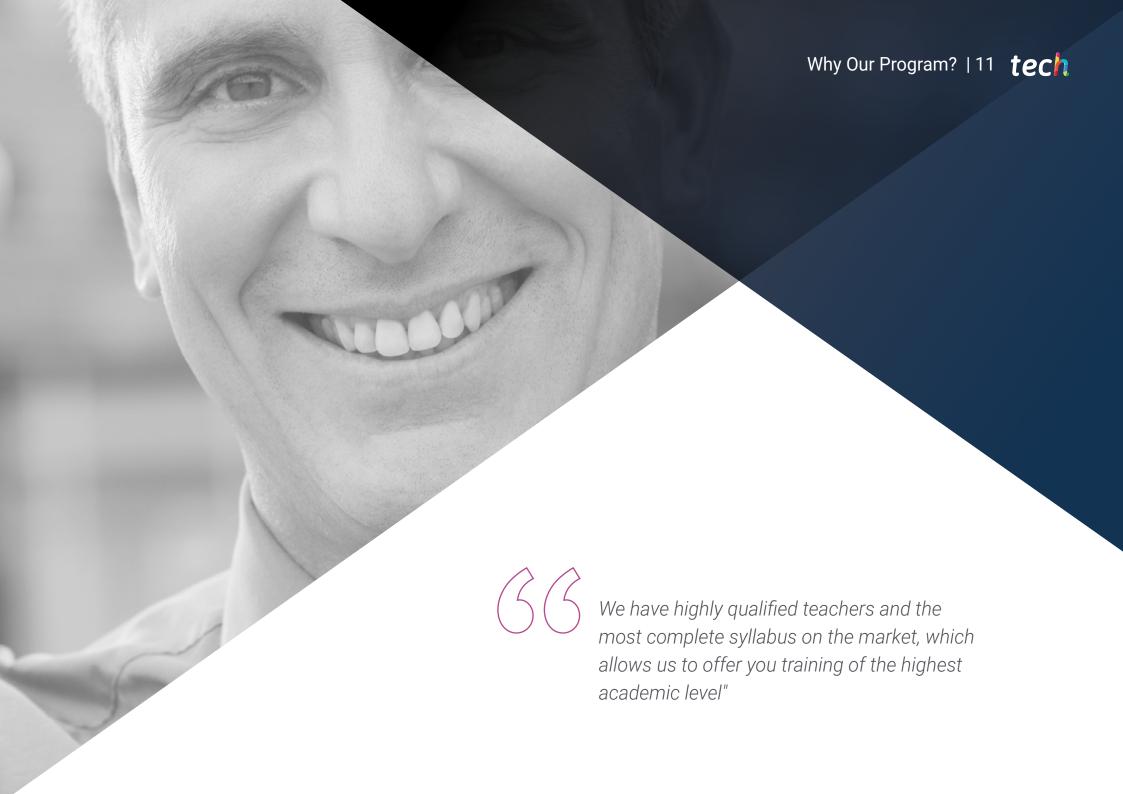
TECH offers students the best online learning methodology. The university combines the Relearning method (a postgraduate learning methodology with the highest international rating) with the Case Study. A complex balance between tradition and state-of-the-art, within the context of the most demanding academic itinerary.



Economy of Scale

TECH is the world's largest online university. It currently boasts a portfolio of more than 10,000 university postgraduate programs. And in today's new economy, **volume + technology = a ground-breaking price**. This way, TECH ensures that studying is not as expensive for students as it would be at another university.





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 Digital Marketing for Social Media will enable students to:



Understand the importance of the Internet in the search and management of information in the field of advertising and public relations, in its application to specific cases



Know how to analyze, interpret and structure digital information



Have the ability to analyze, process, interpret, elaborate and structure digital communication



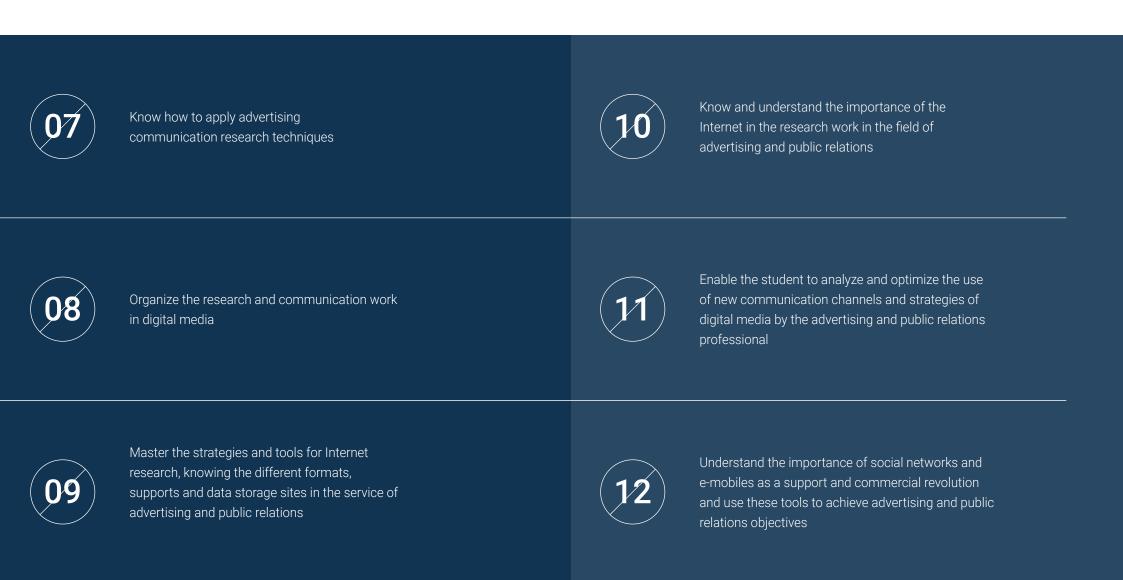
Know how to develop a virtual communication style in a learning community specialized in the field of advertising and public relations



Be able to analyze and optimize the use of new communication channels and strategies of digital media by the advertising and public relations professional



Master the strategies and tools for Internet research, knowing the different formats, supports and data storage sites in the service of advertising and public relations







tech 20 | Structure and Content

Syllabus

Marketing strategies are related to communication, which has undergone many changes in the last 20 years due to the creation of a new digital system. This has altered the different modes of communication thanks to the possibilities opened up by technology. In this way, this environment generates different keys to social behavior, requires new languages, and modifies the relationships between senders and receivers of messages, involving new patterns of contextualization and interpretation of content. For all these reasons, it is important to know the role of communication in marketing processes.

Therefore, a program has been created to help develop all the skills the student needs to understand the importance of the Internet in the work of searching and managing information in the field of advertising and public relations. In this way, you will be able to organize an excellent research work and organize a work team to generate a positive change in your company.

Throughout 450 hours of specialization, the students will analyze a multitude of case studies through individual and teamwork. They will be able to understand the importance of social networks and e-mobiles as a support and commercial revolution and use these tools to achieve advertising and public relations objectives. The goal of this program is to offer theories and techniques to overcome prejudices, develop imagination and awaken an attitude to generate original ideas in any communicative sphere.

Module 3

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

Module 1 Fundamentals of Communication in the Digital Environment

Module 2 Research in Digital Media

Social Media and Community Management



Where, When and How is it Taught?

TECH offers you the possibility to study this Postgraduate Diploma completely online. Throughout the 6 months of specialization, you will be able to access all the contents of this program at any time, allowing you to self-manage your study time.

A unique, key, and decisive educational experience to boost your professional development and make the definitive leap.

tech 22 | Structure and Content

| Module 1. Fundamentals of Communication in the Digital Environment | | | | | | | |
|--|---|----------------------------|--|----------------------------|--|--------|--|
| 1.1. 1.1.1. | 3 | 1.2. | Digital Communication and Reputation | 1.3. | Online Reputation Plan Design and Planning | 1.4. | General, Professional, and Microblogging Platforms |
| 1.1.3. | Web 2.0 Is All About People Digital Environment and New Communication Formats | 1.2.1. 1.2.2. | Online Reputation Report Netiquette and Good Practices on Social Media | 1.3.1. 1.3.2. 1.3.3. | Overview of the Main Social Media Brand Reputation Plan General metrics, ROI, and Social CRM | 1.4.2. | Facebook. LinkedIn Google+ |
| | | 1.2.3. | Branding and 2.0 Networks | 1.3.4. | Online Crisis and Reputational SEO | 1.4.4. | Twitter |
| 1.5. | Video, Image, and Mobility Platforms | 1.6. | Content and Storytelling Strategy | 1.7. | Social Media Strategies | 1.8. | Community Administration |
| 1.5.1. 1.5.2. 1.5.3. | Instagram | 1.6.1. 1.6.2. 1.6.3. | Corporate <i>Blogging</i> Content Marketing Strategy Creating a Content Plan | 1.7.1. 1.7.2. | Corporate PR and Social Media Defining the Strategy to Be Followed in Each Medium | 1.8.1. | Roles, Tasks and Responsibilities of the Community Administration Social Media Manager |
| 1.5.4. 1.5.5. | Vimeo | 1.6.4. | Content Curation Strategy | 1.7.3. | Analysis and Evaluation of Results | 1.8.3. | Social Media Strategist |
| 1.9. | Social Media Plan | 1.10. | Online Monitoring Tools | | | | |
| 1.9.1. 1.9.2. | Schedule, Budget, Expectations and Follow- | 1.10.1 | Management Tools and Desktop Applications Monitoring and Research Tools | | | | |
| 1.9.3. | up Contingency Protocol in Case of Crisis | | | | | | |

Module 2. Research in Digital Media 2.4. III Methodology 2.1. The Scientific Method and its 2.2. Methodology I 2.3. II Methodology Techniques 2.2.1. Introduction Introduction 2.4.1. Introduction 2.2.2. Measurable Aspects: Quantitative Method 2.3.2. Measurable Aspects: Qualitative Method 2.4.2. Revealing Communicative Behaviors and 2.1.1. Introduction 2.2.3. Ouantitative Techniques 2.3.3. Qualitative Techniques Interactions: Observation and its Variants 2.1.2. The Scientific Method and its Techniques 2.2.4. Types of Surveys 2.3.4. Individual Interviews and their Typology 2.4.3. Observation as a Scientific Method 2.1.3. Scientific Method and Methodological 2.3.5. The Group Interview and its Variables: 2.2.5. Questionnaire Preparation and Presentation 2.4.4. The Procedure: Planning Systematic Techniques of Results Discussion Groups or Focus Groups Observation 2.1.4. Research Design and Phases 2.3.6. Other Conversational Techniques: Philips 2.4.5. Different Types of Observation 2.1.5. Basic Rules for Bibliographic Selection, 66, Brainstorming, Delphi, Participatory 2.4.6. Online Observation: Virtual Ethnography Verification, Citation and Referencing Intervention Cores, Problem and Solution 2.1.6. Research Approaches and Perspectives Trees 2.1.7. Ethical and Deontological Rules 2.3.7. Participatory-Action Research 2.5. IV Methodology 2.6. Techniques for Collecting Digital Data 2.7. Techniques for Organizing Digital 2.8. Participatory Instrumental Services Data 2.5.1. Introduction 2.8.1. Introduction 2.6.1. Introduction 2.6.2. Knowing the Reactions: Experimenting in 2.8.2. The Internet as an Object of Study: Criteria 2.5.2. Uncovering the Content of Messages: 2.7.1. Introduction Content and Discourse Analysis for Assessing the Quality and Reliability of Communication Digital Information 2.5.3. Introduction to Quantitative Content Analysis Introduction to Experiments Internet Content Problems and Methodological Proposals 2.5.4. Sample Selection and Category Design 2.6.4. What is an Experiment in Communication Internet as an Object of Study 2.7.4. Online Press: Characteristics and Approach to 2.5.5. Data Processing 2.6.5. Experimentation and its Types 2.8.4. Criteria for Evaluating the Quality and its Analysis 2.5.6. Critical Discourse Analysis 2.6.6. The Practical Design of the Experiment Reliability of Content on the Internet 2.5.7. Other Techniques for the Analysis of Media Texts 2.9.6. Hyperlink Research 2.9. Internet Quality as a Source: 2.10. Diffusion of Research Activity Validation and Confirmation **Strategies** 2.10.1. Introduction 2.10.2. Research Trends in Communication 2.9.1. Introduction 2.10.3. Introduction to the Contemporary 2.9.2. Research on the Internet and Digital

Environment of Research in Communication

2.10.4. The Readaptation of the Classic Objects of

Communication Research

2.10.6. Towards Interdisciplinarity and

Objects

2.10.5. The Emergence of Classical Research

Methodological Hybridization

Platforms

Blogs

Methods

Environment

2.9.3. Searching and Browsing in the Online

2.9.5. Approach to Social Network Research

2.9.4. Approach to Research on Digital Formats:

tech 24 | Structure and Content

Module 3. Social Media and Community Management 3.1. Introduction and Typology of Social 3.2. Functions of the Community 3.3. Social Media within the Structure of 3.4. Introduction to Digital Marketing for the Business Media Manager Social Media 3.1.1. Social Media Against Traditional Media 3.2.1. The Figure of the Community Manager and 3.3.1. The Importance of Social Media in the 3.4.1. The Internet: Making Marketing Infinite 3.1.2. What is a Social Network? 3.4.2. Objectives of Marketing on the Internet their Function in the Company Company 3.1.3. Evolution of Social Networks on the Internet? 3.2.2. Community Manager Guide 3.3.2. The Different Profiles that Work in Social 3.4.3. Key Concepts on the Internet 3.1.4. Social Media Today 3.2.3. The Profile of the Community Manager 3.4.4. Operative Marketing on the Web 3.1.5. Features of Social Media on the Internet 3.3.3. How to Choose the Best Structure for Social 3.4.5. Search Engine Positioning Media Management 3.4.6. Social Media 3.1.6. Social Media Typology 3.3.4. Customer Care on Social Media 3.4.7. Community Manager 3.3.5. Relationship of the Social Media Team with 3.4.8. E-Commerce Other Departments in the Company 3.5. Social Media Strategic Plan and 3.6. Online Reputation 3.7. Main Social Media Outlets I 3.8. Main Social Media Outlets II Social Media Plan 3.7.1. Facebook: Increase the Presence of Our 3.8.1. YouTube: The Second Most Important Search Engine on the Internet Brand 3.5.1. The Importance of Having a Social Media 3.7.1.1. Introduction: What is Facebook and 3.8.2. Main Elements Plan Aligned with the Company's Strategic How Can it Help Us? 3.8.3. Advertising Plan 3.7.1.2. Main Elements in the Professional 3.8.4. YouTube Analytics 3.5.2. Previous Analysis Field 3.8.5. Success Stories 3.5.3. Objectives 3.7.1.3. Content Promotion 3.8.6. Instagram and Pinterest. The Power of Image 3.5.4. Strategy 3.7.1.4. Analytics 3.8.7. Instagram 3.5.5. Actions 3.7.2. Twitter: 140 Characters to Achieve the 3.8.8. Success Stories 3.5.6. Budget Objectives 3.8.9. Pinterest 3.5.7. Schedules 3.7.2.1. Introduction: What is Twitter and How 3.5.8. Contingency Plan Can it Help Us? 3.7.2.2. Main Elements 3.7.2.3. Content Promotion 3.7.2.4. Analytics 3.7.3. LinkedIn. The Professional Social Network for Excellence 3.7.3.1. Introduction: What is LinkedIn and How Can it Help Us? 3.7.3.2. Main Elements 3.7.3.3. Content Promotion 3.9. Blogs and Personal Branding 3.10. Tools for the Community Manager

- 3.9.1. Definition
- 3.9.2. Typology

- 3.10.1. Monitoring and Programming. Hootsuite
- 3.10.2. Specific Tools for Each Social Network
- 3.10.3. Active Listening Tools
- 3.10.4. URL Shortening Tools
- 3.10.5. Tools for the Generation of Content





This academic program offers students a different way of learning. Our methodology uses a cyclical learning approach: **Relearning.**

This teaching system is used, for example, in the most prestigious medical schools in the world, and major publications such as the **New England Journal of Medicine** have considered it to be one of the most effective.





tech 28 | Methodology

TECH Business School uses the Case Study to contextualize all content

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





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



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

A learning method that is different and innovative

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



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

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

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

tech 30 | Methodology

Relearning Methodology

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

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

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

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

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



Methodology | 31 tech

In our program, learning is not a linear process, but rather a spiral (learn, unlearn, forget, and re-learn). Therefore, we combine each of these elements concentrically. With this methodology we have trained more than 650,000 university graduates with unprecedented success in fields as diverse as biochemistry, genetics, surgery, international law, management skills, sports science, philosophy, law, engineering, journalism, history, markets, and financial instruments. All this in a highly demanding environment, where the students have a strong socio-economic profile and an average age of 43.5 years.

Relearning will allow you to learn with less effort and better performance, involving you more in your specialization, developing a critical mindset, defending arguments, and contrasting opinions: a direct equation to success.

From the latest scientific evidence in the field of neuroscience, not only do we know how to organize information, ideas, images and memories, but we know that the place and context where we have learned something is fundamental for us to be able to remember it and store it in the hippocampus, to retain it in our long-term memory.

In this way, and in what is called neurocognitive context-dependent e-learning, the different elements in our program are connected to the context where the individual carries out their professional activity.

This program offers the best educational material, prepared with professionals in mind:



Study Material

All teaching material is produced by the specialists who teach the course, specifically for the course, so that the teaching content is highly specific and precise.

These contents are then applied to the audiovisual format, to create the TECH online working method. All this, with the latest techniques that offer high quality pieces in each and every one of the materials that are made available to the student.



Classes

There is scientific evidence suggesting that observing third-party experts can be useful.

Learning from an Expert strengthens knowledge and memory, and generates confidence in future difficult decisions.



Management Skills Exercises

They will carry out activities to develop specific executive competencies in each thematic area. Practices and dynamics to acquire and develop the skills and abilities that a high-level manager needs to develop in the context of the globalization we live in.



Additional Reading

Recent articles, consensus documents and international guidelines, among others. In TECH's virtual library, students will have access to everything they need to complete their course.





Students will complete a selection of the best case studies chosen specifically for this program. Cases that are presented, analyzed, and supervised by the best senior management specialists in the world.



Interactive Summaries

The TECH team presents the contents attractively and dynamically in multimedia lessons that include audio, videos, images, diagrams, and concept maps in order to reinforce knowledge.



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

Testing & Retesting

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

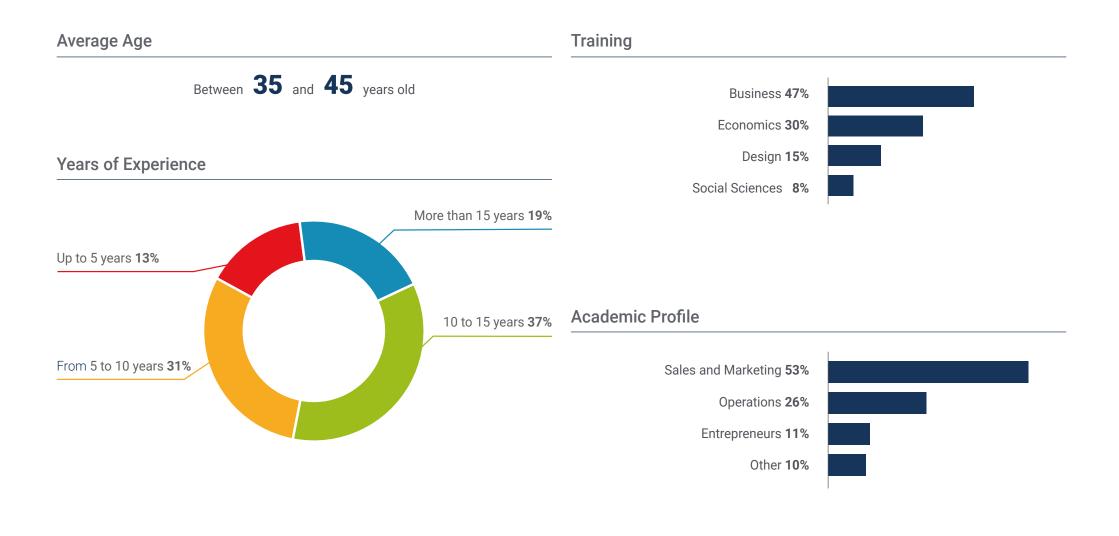


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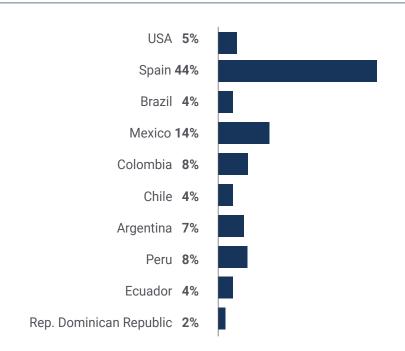




tech 36 | Our Students' Profiles



Geographical Distribution





Ramon Ruiz

Copywriter and Social Media

"This program has helped me improve in my work, better managing campaigns in different social networks and creating messages through the use of assertive communication tools"





Achieve the positive change you need to boost your career and profession with the Postgraduate Diploma in Digital Marketing for Social Media.

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

The TECH Postgraduate Diploma in Digital Marketing for Social Media prepares students for the main problems and cases that they encounter during their professional practice as social media managers. With high-value marketing methodologies, graduates of this qualification will significantly increase their job performance, which will inevitably lead them to the top of their respective departments.

A pathway to education and professional growth that will propel you towards greater competitiveness in the labor market.

When the change occurs

During the program

13%

During the first year

62%

After 2 years

25%

Type of change

Change of Company 39%
Entrepreneurship 18%

Salary increase

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

\$59,800

A salary increase of

25.42%

Salary after **\$75,001**





tech 44 | 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 48 | Certificate

This **Postgraduate Diploma in Digital Marketing for Social Media** contains the most complete and up-to-date program on the market.

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

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

Title: Postgraduate Diploma in Digital Marketing for Social Media

Official No of Hours: 450 h.



^{*}Apostille Convention. In the event that the student wishes to have their paper diploma issued with an apostille, TECH EDUCATION will make the necessary arrangements to obtain it, at an additional cost.



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