



# Postgraduate Diploma Digital Transformation of Organizations

» Modality: online

» Duration: 6 months

» Certificate: TECH Technological University

» Dedication: 16h/week

» Schedule: at your own pace

» Exams: online

Target group: graduates who want to specialize and acquire specific knowledge and the latest trends in cultural diversity.

Website: www.techtitute.com/in/school-of-business/postgraduate-diploma/postgraduate-diploma-digital-transformation-organizations

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# 01 **Welcome**

New technologies have brought with them a technological revolution never seen before for organizations of all types. From companies to institutions, all entities have had to change the way they communicate and interact with the public, looking for new digital ways to establish better strategies. Seeing this change, TECH has created a complete course with which the student can gain a better understanding of the most relevant issues of digital transformation. This will allow them to take on more relevant roles at the same time as improving the likelihood they will get a job promotion and become a prestigious and renowned manager in their field









# 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 Transformation of Organizations trains the student to:



Analyze the digital environment: consequences, challenges and opportunities from a marketing perspective



Master the new marketing trends that will allow you to be more competitive in the field



Apply digital marketing responding to the new trends of the customer journey





Incorporate internal and external communication into your perspective of digital transformation



Develop the vision and strategic capacity to define a marketing plan, as well as the tools that are currently being used



Lead and manage the digital marketing area at the enterprise level



Develop a Marketing Plan



09

Make strategic decisions that improve the competitiveness of businesses



Master the digital channels that are being used today



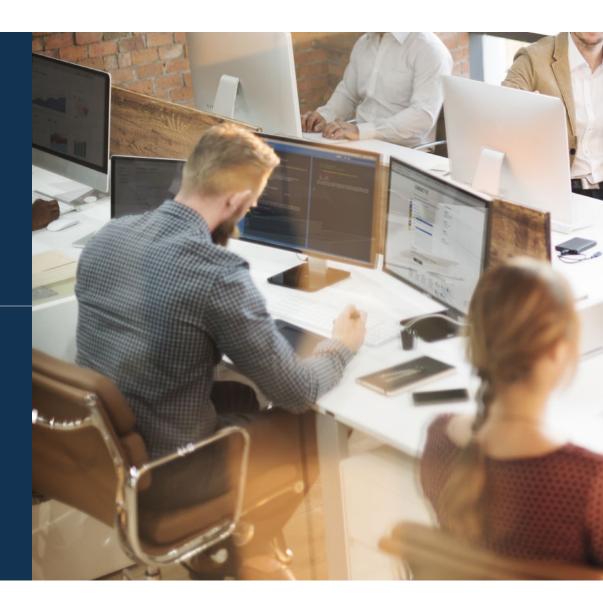
Understand the behavior of user in order to define a high impact business strategy



Delve into the communicative turn that companies have taken in their marketing strategies and the values they are betting on in order to know what measures to take from now on



Master the advances in new advertising formats, thus having the necessary knowledge to use them in your future strategy







Discover the traction that e-commerce is gaining, the types of software being used and the new models that are emerging



Apply a digital strategy to see the impact that it is currently having in different sectors





## tech 22 | Structure and Content

#### **Syllabus**

This Postgraduate Diploma helps students to focus their professional and technological career on the field of digital transformation of organizations which will undoubtedly lead to a noticeable improvement in their work thanks to the best quality didactic content

The teaching staff in charge of the development of the curriculum has taken great care to reflect their own experience and professional expertise in the theory taught, so that students are learning everything related to digital transformation from people who have already used it to grow professionally

Throughout the 450 hours of the program, students will also study real case studies where they will see the application of the theory in real contexts, which helps them to have a better understanding of all the study material

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

Module 1	Digital Transformation as a 360° Strategy
Module 2	Marketing Channels in the Digital Era
Module 3	New Behavior in the Digital Transformation of Companies



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

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

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

## tech 24 | Structure and Content

#### Module 1. Digital Transformation as a 360° Strategy 1.3. HR marketing 1.4. Relationship Marketing 1.1. 360° Strategy 1.2. Rebranding Recruitment Marketing Relationship Marketing 1.1.1. Brand Awareness 1.2.1. Rebranding 1.1.2. Content Mapping and Customer Journey 1.2.2. When to Apply a Rebranding Strategy? 1.4.2. Inbound Marketing. 1.3.2. Phases of HR Marketing 1.1.3. Always On Strategy 1.2.3. How to Apply a Rebranding Strategy? 1.3.3. Communication Strategy 1.4.3. Tools 1.5. Innovation Ecosystems and 1.6. Social Selling 1.7. Experience Marketing 1.8. Branded Content and Native Communities 1.6.1. Social Selling 1.7.1. Experience Marketing Advertising 1.6.2. How to Apply a Social Selling Strategy? 1.7.2. Objectives in an Experiential Marketing 1.5.1. Innovation Ecosystems 1.8.1. Branded Content and Debranding 1.6.3. Applications based on Social Selling Campaign 1.5.2. Types of Profiles 1.8.2. Content Marketing vs. Brand Journalism 1.7.3. Use of Technology in Experiential Marketing 1.5.3. Keys to Having an Internal and External 1.8.3. Native Publicity Community 1.10. Key Performance Indicators (KPIS) 1.9. Real Time Marketing 1.9.1. Real *Time* Marketing in the Digital Era 1.9.2. Preparation of a Real *Time* Marketing 1.10.1. Organizational Indicators Campaign 1.10.2. Innovation Indicators 1.9.3. Personalization as a Key Concept 1.10.3. Marketing Indicators 1.9.4. Corporate Social Responsibility Module 2. Marketing Channels in the Digital Era 2.1. Social Networks Influencer Marketing 2.3. e-Mail Marketing 2.4. Web Page and SEO 2.1.1. Relationship Classification of Influencers 2.3.1. Objectives of e-Mail Marketing 2.4.1. Web Page 2.4.2. SEO On Page Design of Campaign with Influencers 2.3.2. Key Factors in e-Mail Marketing 2.1.2. Entertainment 2.2.3. Types of Campaign with *Influencers* 2.3.3. e-mail Automation 2.4.3. SEO Off Page 2.1.3. Professional 2.1.4. Niche 2.5. Mobile Applications and ASO 2.6. Paid Campaigns 2.7. Affiliate Marketing 2.8. Programmed Advertising 2.5.1. Types of Applications 2.6.1. Paid Media Strategy 2.7.1. Affiliate Marketing Analysis 2.8.1. Programmed Advertising 2.5.2. Key Concepts 2.6.2. Google ads 2.7.2. Affiliate Marketing Types Fundamental Actors 2.5.3. ASO Positioning 2.6.3. Facebook Ads 2.7.3. Key Aspects 2.8.3. Benefits of Programmed Advertising 2.8.4. Real Time Bidding (RTB) 2.9. Loyalty Programs 2.10. Co-Branding vs. 2.9.1. Loyalty Programs 2.10.1. Co-Branding Campaign 2.9.2. Importance of Gamification 2.10.2. Co-Branding Types 2.9.3. Types of Loyalty Programs 2.10.3. Co-Branding vs. Co-Marketing

Module 3. New Behavior in the Digital Transformation of Companies									
3.1.2.	New Adopted Behaviors Social Distancing A-commerce Mentor-to-Protége (M2P)		Trends in Communication Inclusive and Social Marketing Ecology and Proximity Humanization Differentiation.	3.3. 3.3.1. 3.3.2. 3.3.3. 3.3.4.	Evolution of the Contents Evolution of Fast Content Immediate Content From Storytelling to Storydoing The Increase in Premium Content	3.4.2. 3.4.3.	The Evolution of Searches The Intention of Searches Voice Marketing Visual Search Interactive Search		
<b>3.5.</b> 3.5.1. 3.5.2. 3.5.3. 3.5.4.	Connected TV and Over-the-Top (OTT) Video	3.6.2. 3.6.3.	Customer Centric Customer Centric vs Customer Experience vs. Product Centric User Generated Content Share of Voice Personalization	3.7.1. 3.7.2.	The Evolution of E-commerce Evolution and Perspectives System Types E-Commerce Types	3.8.3.	Behavioral Economics Behavioral Economics Types of Biases and Nudges CRO UX vs. UI		
3.9.3.	Social, Location and Mobile (SoLoMo)	3.10.1 3.10.2	Evolution of Sectors in the Digital environment  Tourism Mobility Health						



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

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





# tech 28 | Methodology

# TECH Business School uses the Case Study to contextualize all content

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





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



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

### A learning method that is different and innovative

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



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

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

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

# tech 30 | Methodology

#### **Relearning Methodology**

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

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

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

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

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



### Methodology | 31 tech

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

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

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

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

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



#### **Study Material**

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

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



#### **Classes**

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

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



#### **Management Skills Exercises**

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



#### **Additional Reading**

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





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



#### **Interactive Summaries**

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



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

#### **Testing & Retesting**

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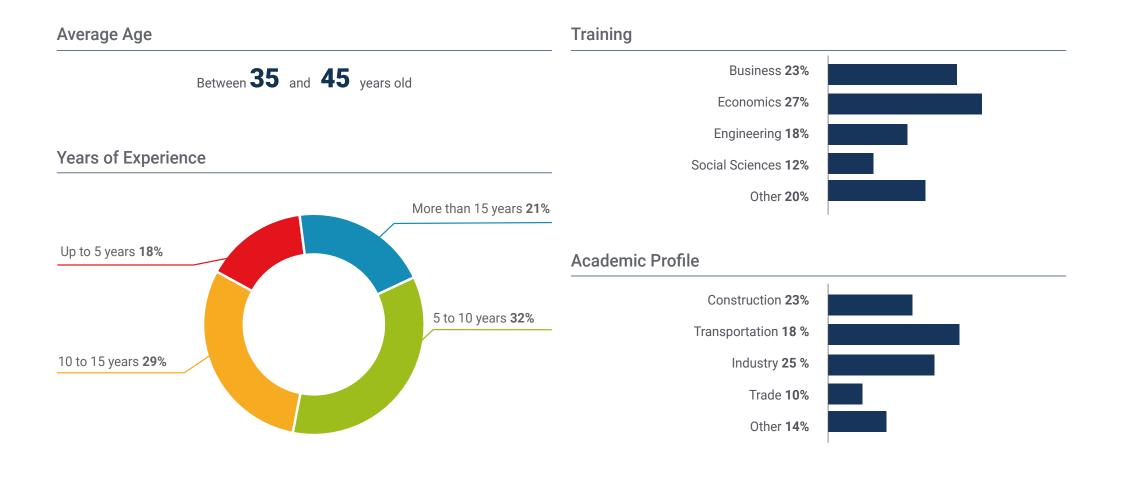
We periodically evaluate and re-evaluate students' knowledge throughout the program, through assessment and self-assessment activities and exercises, so that they can see how they are achieving their goals.



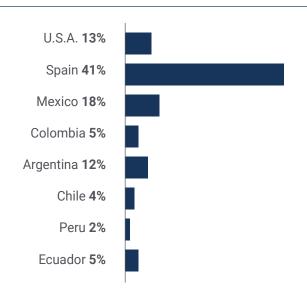
30%







## **Geographical Distribution**





# Ricardo Rodio

#### Project Manager

"This qualification has provided me with all the necessary tools which I can implement within my department. This did not go unnoticed by my superiors, who decided to give me a position of greater responsibility shortly after completing the training."





#### Management



#### Barrientos, Giancarlo

- Information Systems Engineer
- Specialization in Software Engineering from U.S.A.L, Buenos Aires, Argentina. He started his professional experience focusing on different markets in Latan America and Europe as a software engineer for Young & Rubicam Brands, Rocket Internet Gmbh and Grupo Clarín
- Creator of a technology company for the digital transformation of the insurance industry in Argentina, logistics in Mexico and real estate in Colombia, which he sells to an insurance business
- He is currently IT Manager at Assist-365



### Mr. Nieto-Sandoval González- Nicolás, David

- Industrial Technical Engineer by the E.U.P of Málaga.
- Industrial Engineer by the E.T.S.I.I. of Ciudad Real.
- Data Protection Officer (DPO), Antonio Nebrija University
- Expert in project management and business consultant and mentor in organizations such as Youth Business Spain or COGITI of Ciudad Real
- CEO of the start-up GoWork oriented to competency management and professional development and business expansion through hyperlabels.
- Writer of technological training content for both public and private entities.
- Professor certified by the EOI in the areas of industry, entrepreneurship, human resources, energy, new technologies and technological innovation

## **Professors**

#### Ms. García Salvador, Laura

- Degree in Public Relations, Administration and Business Management
- Master's Degree in Digital Marketing in ESIC (Spain)
- ◆ Started her professional experience in the CONTRAPUNTO BBDO advertising agency, Creator of: Adopta Un Abuelo (NGO) and Ruralka Hotels (Enchanting Quality Hotels Club)







# tech 44 | Impact on Your Career

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

The Postgraduate Diploma in Digital Transformation of Organizations of TECH Technological University prepares its students for the main challenges faced by digital work teams, all with the help of the best professionals in the field

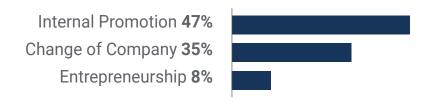
A unique opportunity to improve your job prospects.

Achieve a positive change in your career thanks to the completion of this specialist program.

## When the change occurs



### Type of change



# Salary increase

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

\$57,900

A salary increase of

25.22%

\$72,500





# tech 48 | Benefits for Your Company

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



### **Intellectual Capital and Talent Growth**

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



# Retaining high-potential executives to avoid talent drain

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



## **Building agents of change**

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



# Increased international expansion possibilities

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





# **Project Development**

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



# Increased competitiveness

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







# tech 52 | Certificate

This Postgraduate Diploma in Digital Transformation of Organizations 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 Digital Transformation of Organizations
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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