



# Postgraduate Diploma

Fashion, Beauty and Luxury Business Communication

Language: English

Course Modality: Online

Duration: 6 months.

Certificate: TECH Technological University

Official N° of hours: 450 h.

 $We bsite: {\color{blue}www.techtitute.com/us/school-of-business/postgraduate-diploma/postgraduate-diploma-fashion-beauty-luxury-business-communication} \\$ 

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# 01 **Welcome**

The fashion, beauty and luxury sector is constantly fluctuating and, consequently, its correct approach in the communicative field needs continuous updating by professionals in the sector. Therefore, this program will approach the concept of fashion and its relationship with communication, as well as the evolution of the industry and its main changes in the 21st century, taking into account the new trends in the sector. In the same way, the program will also study the management of appearance and communication at a global level within the fashion industry in order to understand the patterns that work best in this regard and provide the professional with the necessary skills to generate powerful and attractive communications for consumers. Likewise, the correct management of communication in these sectors will also be addressed in order to achieve optimal results for the company.









# 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**

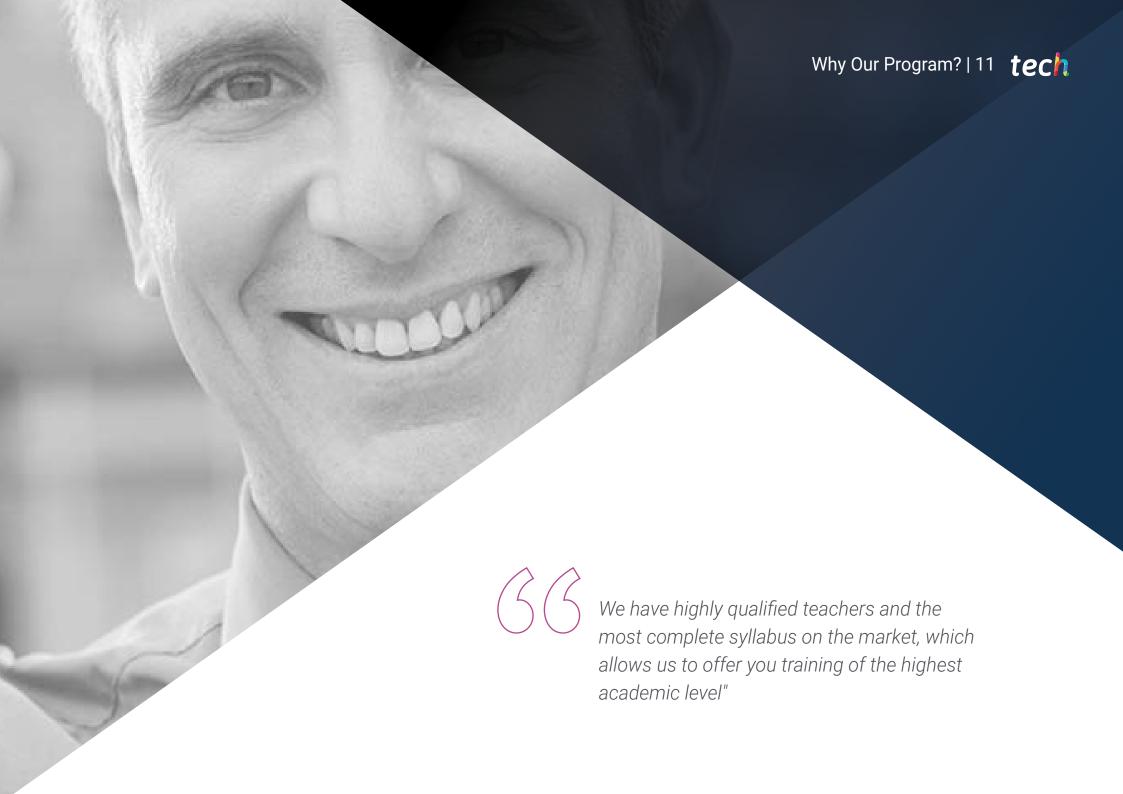
TECH offers students the best online learning methodology. The university combines the Relearning method (a postgraduate learning methodology with the highest international rating) with the Case Study. A complex balance between tradition and state-of-the-art, within the context of the most demanding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

Your goals are our goals.

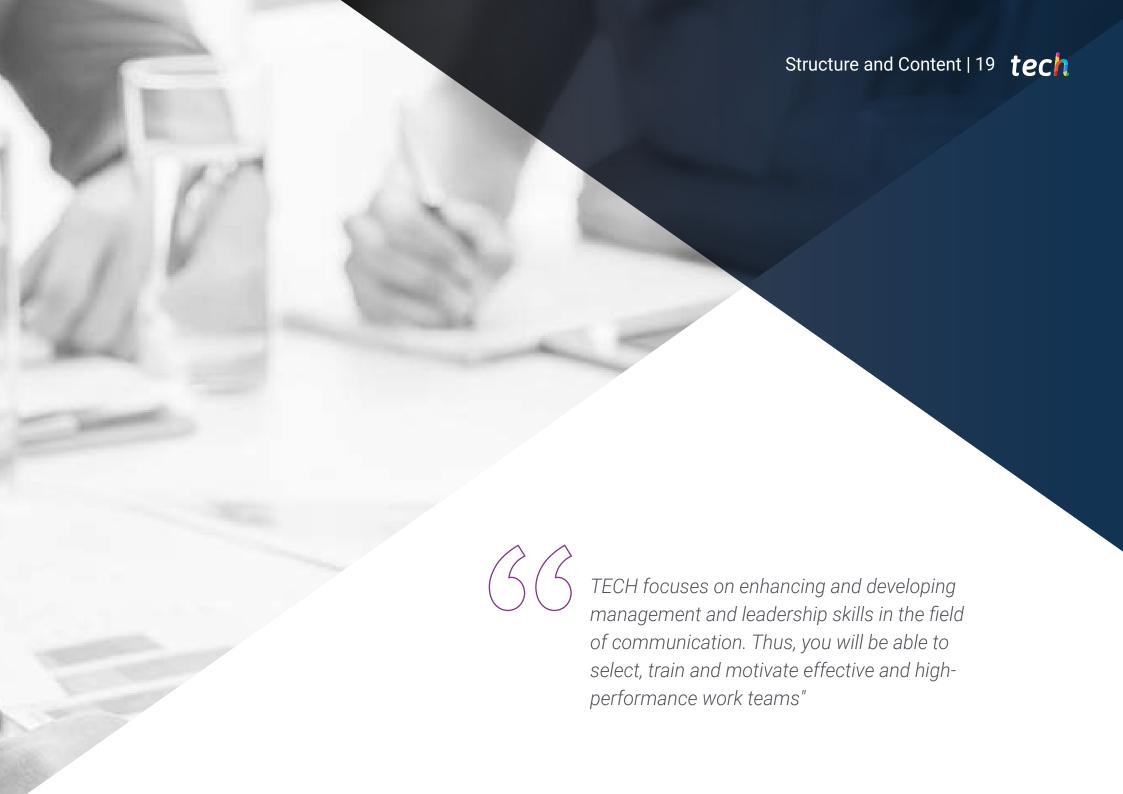
We work together to help you achieve them

The Postgraduate Diploma in Fashion, Beauty and Luxury Business Communication will enable the student to:









## tech 20 | Structure and Content

## **Syllabus**

The contents of this Postgraduate Diploma are led by professionals in the areas of communication, who work in companies in the fashion and beauty sector. This teaching team pours into this program their experience and, therefore, their realistic and close vision of the professional reality, in a conscious and proactive way.

Throughout the syllabus, all the aspects of communication management in companies in the fashion, beauty and luxury sector will be analyzed, with the aim of providing the student with an in-depth knowledge of how these departments work and how to manage them optimally.

A journey that will lead students to recognize the strategies that enhance the results of companies in these sectors and that will allow them to use the most effective means to implement successful action plans.

All of this development, under the guidance of professionals recognized and valued worldwide, in order to learn from the best, with the best learning system and a stimulating and attractive training process.

Another key to the success of this program is the possibility of being the student themselves who decides how to organize his learning: from the time, to the place and intensity of study. In this way, the institution ensures that this effort is fully compatible with personal and professional life. So that the student never loses motivation.

In this sense, the program is 100% online, although the student will be able to download the contents, to continue offline if desired. In addition, the student will have illustrative videos, review audios, an online library with complementary material and the help and support of a tutor throughout the process.

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

Module 1 Introduction to Communication in the MBL Industry

Module 2 Content Creation: The Message

Module 3 Communication Techniques in the MBL Ecosystem



## Where, when and how is it taught?

TECH offers the possibility of developing this Postgraduate Diploma in Fashion, Beauty and Luxury Business 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 selfmanage 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. Introduction to Communication in the MBL Industry								
1.1. 1.1.1 1.1.2 1.1.3	Development and Evolution of the Fashion Industry Fashion Throughout History Evolution of the Textile Industry The Fast Fashion Model and Today's Consumer Industry	1.2.1 1.2.2 1.2.3	Main Milestones and Characteristics of the Beauty and Perfumery Industry History of Perfumery Perfumery as the Main Point of Contact to the Luxury Market Communication in the Main Beauty and Perfumery Retail Chains	1.3. 1.3.1 1.3.2 1.3.3	Introduction to the Sociology of Fashion Fashion as a Social Agent Sociology of Trends Fashion as an Artistic Concept	1.4.1 1.4.2 1.4.3	Digital Experience  New Ways of Understanding Luxury Fashion and Luxury in the Digital Environment	
1.5.1 1.5.2 1.5.3	Adaptation of the Brand Discourse to Each Communication Channel Main Communication Channels in the Fashion, Beauty and Luxury Industry Mapping Out the Communication Strategy: Channel and Message Selection The Profile of the Communicator in Social Media	1.6. 1.6.1 1.6.2 1.6.3	Evolution of Brand Legacy in the Luxury Industry History as a Backdrop. Building a Brand Discourse from the Past The Role of Creative Management in the Brand Discourse Beginning the Brand Legacy in the 21st Century	1.7. 1.7.1 1.7.2 1.7.3	Fashion Communication in the Digital Environment. Globalization and the Single Market  Communicating in the Digital Environment Internationalization of Brands  Effects of Globalization on Fashion and Beauty Communication	1.8. 1.8.1 1.8.2 1.8.3	Principles of Branding The Brand Is What Prevails Management of Intangibles Tons and Manners Construction of the Brand Discourse Building a Brand in a Global Market	
1.9. 1.9.1 1.9.2 1.9.3	Approach to Sustainability in the MBL Markets Sustainability and Environment in the Fashion System Actors and Processes Diversity and Inclusion in the Fashion and Beauty Industry Sustainability in the Luxury Market	1.10.1 1.10.2	The Communication Professional in the Fashion Industry  The Role of the Communication Department in a Fashion Company Outsourcing of the Communication Department The Role of Agencies Professional Profiles of Communication in the Fashion, Beauty and Luxury Industry					

Module 2. Content Creation: The Message								
2.1.	Elements of Communication: The Sender, the Receiver and the Message - Slogan	2.2.	Traditional Methods of Information Transmission in the Fashion Industry: Advertising	<b>2.3.</b> 2.3.1	New Tools for Digital Content Creation: Ads Google Ads Algorithm	2.4.	Channels for the Diffusion of Content in Fashion, Luxury & Beauty	
2.1.1 2.1.2 2.1.3	The Communication Process and the Components Involved Cognitive, Emotional and Social Messages in the Fashion Ecosystem Evolution of the Advertising Slogan in the Beauty Market	2.2.1 2.2.2 2.2.3	Advertisements as Sources of Value Transmission The Formation of the Stereotype from the Prototype The Structure and Composition of an Advertising Cartoon	2.3.2 2.3.3	Matching Levels and Key Metrics Creating an Ad for the Digital Environment	2.4.1 2.4.2 2.4.3	Fashion Consumer Preferences The Off and Online Media and Their Complementarity Trends in the Dissemination of Information in the Luxury Market	
<ul><li>2.5.</li><li>2.5.1</li><li>2.5.2</li><li>2.5.3</li></ul>	Personalization of Contents in the Luxury Sector The Style of Fashion Language and Its Technicalities Happiness, Quality and Functionality versus Cheap, Free and Urgent Omnidirectional Communication between Brand and User	<ul><li>2.6.1</li><li>2.6.2</li><li>2.6.3</li></ul>	Implementing Content Automation in CRM What Is CRM and What Is It For? Types of Messages According to Customer Segmentation Salesforce Structure and Usability	<ul><li>2.7.</li><li>2.7.1</li><li>2.7.2</li><li>2.7.3</li></ul>	Design and Layout of the Fashion, Beauty and Luxury Newsletter The Organization and Structure of the information Differences between the Press Release, the Newsletter and the Advertisement Frequency of Notifications and Measurement of Impact	2.8.1 2.8.2 2.8.3	The Style of Language and the Impact of Image in the Fashion Industry  The "Fashion" Colors: Integrating Pantone in Your Communication Strategy What Do Fashion Specialists Talk About? Information Design	
2.9. 2.9.1 2.9.2 2.9.3	CMS Structure and Application The Purpose of the Content Management System Content Types for the Fashion Web Prestashop	2.10.1 2.10.2	. The Contingency Plan Key Points in the Planning of Content in the Fashion and Beauty Areas Seasonal Campaigns in the Fashion Industry Launching Flash Campaigns					

# tech 24 | Structure and Content

Module 3. Communication Techniques in the MBL Ecosystem								
3.1. 3.1.1 3.1.2 3.1.3	SERPs	3.2.1 3.2.2 3.2.3	Creation of a Brand Ecosystem: SEO, SEM and SMO Positioning of Digital Content: SEO The Creativity of SEM Campaigns The Relevance of SMO in the Fashion Industry	3.3. 3.3.1 3.3.2 3.3.3	Differences and Similarities in MBL Brand Communication  Differences between a CMS Website and an E-commerce Site Evolution of Communication Objectives Interaction in Content Creation	3.4.1 3.4.2 3.4.3	Traditional Offline Communication Techniques: Press Release, News, and News Report Objective Communication: The Press Release and Relevant Information Social Communication: The News as a Driver of New Information Commercial Communication: The Advertorial as a Sales Element	
3.5.1 3.5.2 3.5.3	The Creation of Blogs and Digital Dissemination Magazines Bidirectional Communication in Static Tools Structure and Composition of Blogs Content Creation for Digital Fashion Magazines	3.6. 3.6.1 3.6.2 3.6.3	Transmedia Narrative and Storytelling The Composition of Space and Time in Fashion Communication Virtual Realism in Transmedia Storytelling Stages in Storytelling Creation	3.7. 3.7.1 3.7.2 3.7.3	The Audiovisual Language in the Fashion Environment The Strength of the Image for the Beauty Sector The Storyline in a Brand Story The Creation of Fashion Icons and Myths	3.8. 3.8.1 3.8.2 3.8.3	The Creation of Content Based on the Google Trends Universe Functioning and Search Dynamics in Google Trends The Description of the Story in Relation to Keywords and Fashion Tagging The Integration of Competitors and Virality	
3.9.1 3.9.1 3.9.2 3.9.3	Communication	3.10.1 3.10.2	Redefinition and Adaptation of the Brand Ecosystem  Creativity, Innovation and Invention as Dynamics of Growth Inspiration and Aspirations of the Fashion Industry Reordering the Fashion Universe: Content for the Whole Community 4.10.4.					





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.

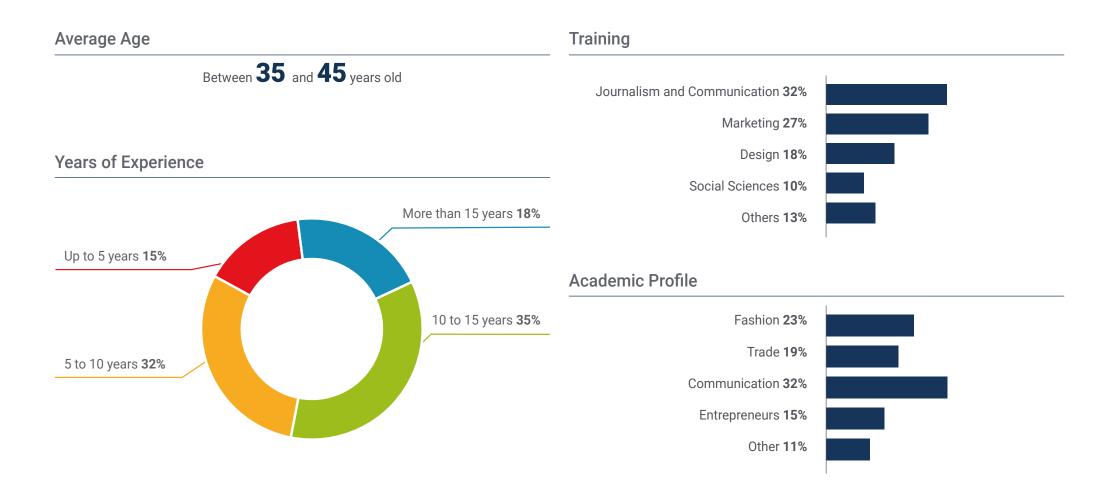


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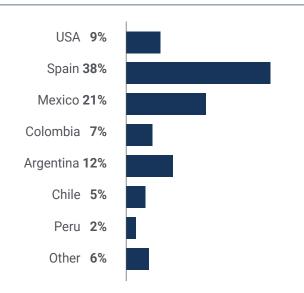




## tech 36 | Our Students' Profiles



#### **Geographical Distribution**





## **Samuel Medina**

#### **Communication Assistant**

"Thanks to my decision to study this Postgraduate Diploma, I started working in communication in a large fashion company. My dream of so many years, finally fulfilled. Thanks to all the TECH team, without you I would not have made it"



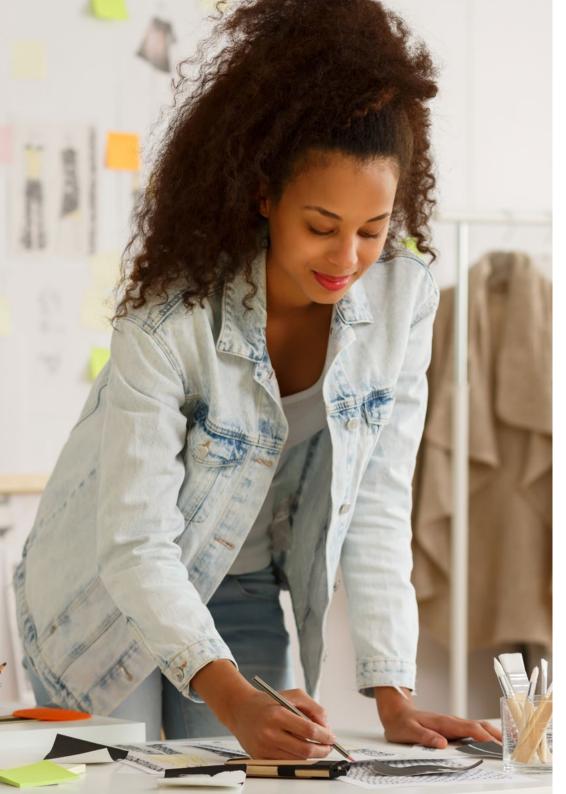


#### Management



#### Ms. García Barriga, María

- Professor of Digital Marketing
- More than 15 years of experience in content generation of various kinds: logistics and distribution, fashion and literature or artistic heritage conservation
- She has worked in major media such as RTVE and Telemadrid
- Degree in Information Sciences from the UCM
- Postgraduate Degree in Marketing and Communication in Fashion and Luxury Companies, UCM
- MBA from ISEM Fashion Business School, the School of Fashion Business of the University of Navarra
- PhD Candidate in Fashion Trend Creation
- Author of The pattern of eternity: creating a spiral identity for the automation of fashion trends



## Course Management | 41 tech

#### **Professors**

#### Mr. Campos Bravo, Ignacio

- Bachelor's Degree in Communication with a double specialization in Media for Information and Corporate Communication at Loyola University in Andalucía
- Executive Master's Degree in Fashion Business Management at ISEM
- She is currently continuing her training in Digital Marketing
- She has worked in small media and communication agencies and, more recently, in point-of-sale management in multi-brand channel of Loewe Perfumes

#### Ms. Villamil Navarro, Camila

- Fashion and trends editor at EL TIEMPO newspaper
- Social communicator and journalist graduated from La Sabana University
- More than seven years of experience in the fashion industry as a journalist and content creator
- She has been a reporter for the most important fashion weeks (New York, Milan and Paris)
- Researcher on the growth of Latin American fashion
- Teacher of Fashion Journalism and Personal Branding at the Faculty of Communication at Universidad de La Sabana
- Coordinator of the Diploma in Communication and Fashion Journalism and teacher of Fashion Journalism and Social Networks and Fashion
- She has worked on different types of projects with important brands in the industry such as Coach, TOUS, Swarovski, Tommy Hilfiger, Desigual, Estée Lauder, Lancome, Natura, Rosa Clará, ALDO, Falabella and Emporio Armani, among others

#### Ms. Zancajo, Isabel

• Fashion and Luxury Communication Specialist





## tech 44 | Impact on Your Career

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

The Postgraduate Diploma in Fashion, Beauty and Luxury Business Communication of TECH University of Technology is an intensive program that prepares you to face challenges and respond with confidence and solvency. Its main objective is to foster personal and professional growth, as well as to help you achieve success.

If you want to excel yourself, achieve a positive change at a professional level and interact with the best, this is the place.

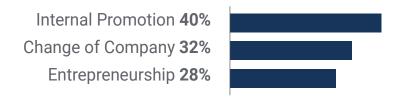
The specialization program will increase your skills and, therefore, help you stand out in the industry.

You have the opportunity to achieve a positive change in your profession in a short period of time thanks to this program.

#### When the change occurs



#### Type of change



#### Salary increase

This program represents a salary increase of more than **25.22%** 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 communication professional and opens new avenues for 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

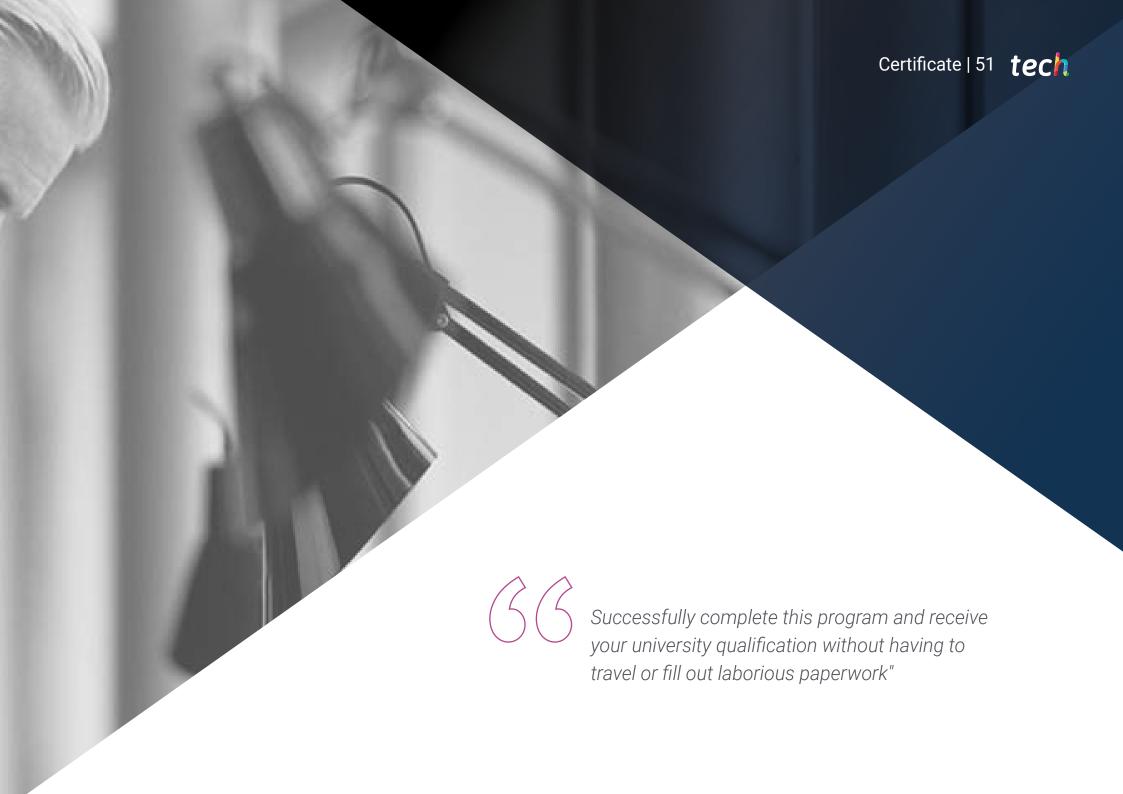
You will be able to actively collaborate in the development of real projects or develop new ones in the R&D or Business Development area of your company.



#### Increased competitiveness

This program will provide students with the necessary skills to take on new challenges in the area of communication and thus boost organizations in this sector.





## tech 52 | Certificate

This **Postgraduate Diploma in Fashion, Beauty and Luxury Business Communication** contains the most complete and up-to-date scientific 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 Fashion, Beauty and Luxury Business Communication
Official N° of Hours: 450 h.



<sup>\*</sup>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.



# Postgraduate Diploma Fashion, Beauty and Luxury

Business Communication

Language: English
Course Modality: Online
Duration: 6 months.

Certificate: TECH Technological University

Official No of hours: 450 hours.

