



Postgraduate Diploma

Management Strategies in Finance, Marketing in Communication and Digitalization in Event Management

» Modality: online

» Duration: 6 months

» Certificate: TECH Technological University

» Dedication: 16h/week

» Schedule: at your own pace

» Exams: online

» Target Group: University graduates who have previously completed studies in Marketing and the Social Sciences and who want to make a quality leap in their professional careers, either as event managers or as business people, creating their own event agency.



Website: www.techtitute.com/in/school-of-business/postgraduate-diploma/postgraduate-diploma-management-strategies-finance-marketing-communication-digitalization-event-management

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01 **Welcome**

Organizing an event that is profitable and effective requires a great deal of effort. Considering different factors and relating them to each other, in order to achieve the proposed goal without generating risks, translates into a thought-out strategy and an adequate management of technical, human and economic resources; to obtain high levels of quality and not to leave signs of improvisation. The professional focused on this sector must understand the importance of the communicational, financial and digitalization aspects currently addressed and constantly evolving in relation to events. In this program you will delve into the subject, to become an expert in a few months and by taking advantage of new technologies, as it is 100% online.









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.

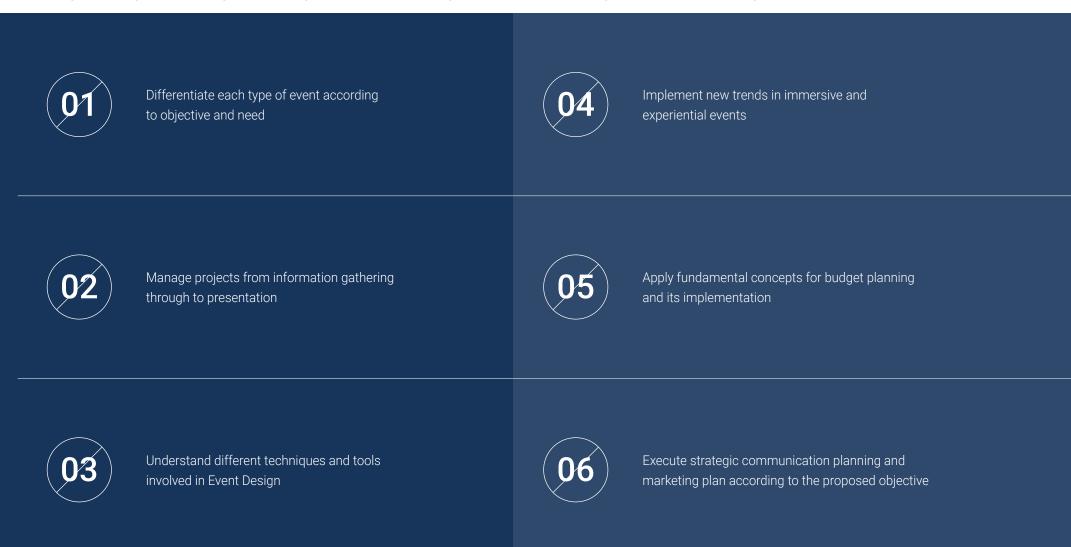




tech 16 | Objectives

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

The Postgraduate Diploma in Management Strategies in Finance, Marketing in Communication and Digitalization in Event Management will enable students to:









tech 20 | Structure and Content

Syllabus

This Postgraduate Diploma in Management Strategies in Finance, Marketing in Communication and Digitalization in Event Management, provides the knowledge required for the professional who works in the organizational or business sector and applies events as a tool within its strategic plan.

During the development of the program, structured in 3 specialized modules, the student will obtain the necessary tools and the most important and useful knowledge to develop professionally in the areas of strategy, budget planning, operating accounts, profit management, Cash Flow, taxation, return on investments, among other aspects related to the financial part of the event. As well as marketing, communications and digitalization; fundamental topics for the development of current and future events.

The completely online content offers the student the flexibility to advance in their professionalization. The cases proposed during the program expand your vision of real examples; and the multimedia resources allow a dynamic learning, under an innovative methodology based on Relearning, which allows a fast and effective learning of all concepts because it is based on repetition.

The 450 hours that compose this program are, therefore, used to the fullest. The student will analyze real cases of event planning, presented by expert teachers, which will allow them to acquire the necessary skills to make their profile stand out.

This Postgraduate Diploma in Management Strategies in Finance, Marketing in Communication and Digitalization in Event Management is developed over 6 months and is divided into 3 modules: Module 1. Financial Management in Event Management

Module 2. Marketing and Communication Management Strategies

Module 3. Marketing Management and Digitalizing Events



Where, When and How is it Taught?

TECH offers the possibility to study this Postgraduate Diploma in Management Strategies in Finance, Marketing in Communication and Digitalization in Event Management 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, key, and decisive educational experience to boost your professional development and make the definitive leap.

tech 22 | Structure and Content

Madula 1 Financial I	Assagament in Event Manag	oment							
Module 1. Financiai i	Management in Event Manag	ement							
1.1. Event Budget 1.1.1. Event Budgeting 1.1.2. Budget Timing 1.1.3. Budget Presentation	1.2.1. 1.2.2.	Types of Revenues 1.3 Revenue Confirmation Possibilities 1.3	.3.1. .3.2.	Expenses Types of Expenses: Fixed and Variable Possibilities for Action Based on Expenditure Supplier Payment Agreements	1.4.1. 1.4.2.	Contingency Plan Actions to Be Taken in the Face of Increased Expenses Actions to Be Taken in the Face of Declining Revenues Percentage of Unforeseen Expenses			
1.5. Income Statem	nent 1.6.	Benefit Management 1.	.7.	Cash Flow	1.8.	Taxation			
1.5.1. Preparation of the l 1.5.2. Use of the Income 1.5.3. Actions to Be Imple the Income Statem	ncome Statement 1.6.1. Statement 1.6.2. emented Based on 1.6.3.	Purpose of the Event and Its Proceeds Management of Scholarships and Grants 1.7	.7.1. .7.2.	What Is Cash Flow? Cash Flow Contributions Actions to Be Taken Based on Cash Flow	1.8.2.	Taxation of Profits According to Use VAT and Its Impact (International) Difference between a Corporation and a Not-for-Profit Company			
1.9. Commission M	lanagement 1.10	. Amortization. ROI							
1.9.1. Determine the Num Commissions Achi		. Calculate the Return of Investment 2. ROI Timing							
1.9.2. Customer-Based C 1.9.3. Commission Agree	ommission Management 1.10.3	2. Amortization of Investment(s)							
Module 2. Marketing and Communication Management Strategies									
2.1. Strategic Comr2.1.1. Strategic Event Cor2.1.2. The Importance of in the Strategy2.1.3. Brands Betting on I	mmunication 2.2.1. Environment 2.2.2. 2.2.3.	New Interpretation of Maslow Psychology of Today's Consumers 2.3	.3.1. .3.2. .3.3.	Brand Purpose Current Importance of Brand Purpose Finding the Value and Purpose of the Brand Integration or Coexistence of Purpose with CSR	2.4.1. 2.4.2.	Sustainability as a Strategy Discovery and Practice of Sustainability Communication of Sustainable Development Goals Implementation of the SDGs at Events			
2.5. Global Commu	nication Challenges 2.6.	Advertising and Marketing 2.	.7.	Analysis Models	2.8	Media Relations			
2.5.1. International Marke	eting Theories 2.6.1.	Traditional and Digital Advertising 2.7	.7.1.	Internal Analysis: SWOT and CAME		Press Conferences, Press Releases			
2.5.2. Cross - Cultural Ma 2.5.3. Moving Brands and				Strategic Analysis: Boston and Ansoff External Analysis: Porter's 5 Forces	2.8.2.	and Other Tools Spokesperson Training			
Other Countries				and PESTEL		Crisis Communication			
2.9. Agency Relatio	nships 2.10	. Communication Plan							
		. The Communication Plan							
2.9.2. Project Manageme 2.9.3. Project Measureme		2. Development of the Tactical Part of the Communication Plan							
		3. Implementation and Follow-Up of the							

Structure and Content | 23 tech

Mod	Module 3. Marketing Management and Digitalizing Events									
3.1.2.	Event Digitization New Communication Technologies Digital Events Big Data. Metrics and Analytics	3.2.2.	Digital Segmentation New Audiences and Types of Users New Segmentation Variables The Buyer and Their Development	3.3. 3.3.1. 3.3.2. 3.3.3.		3.4.1. 3.4.2.	Digital Reputation Management Personal Brand Social Listening Inboud Marketing			
3.5. 3.5.1. 3.5.2. 3.5.3.	Event Branding	3.6.1. 3.6.2.	The Benchmarking Process Purpose of the Event Competitive Analysis Benchmarking of Results	3.7. 3.7.1. 3.7.2. 3.7.3.	Event Campaigns Brainstorming Internal and External Part of the Campaign Campaign Implementation and Follow-Up	3.8.2.	Digital Tools Setting Objective and Strategies Channel and Platform Selection Optimizing Results in Real Time			
3.9. 3.9.1. 3.9.2. 3.9.3.	Most Important Uses for an Event	3.10.1 3.10.2	Marketing and Communication Team Management Leadership Skills Keys to Pragmatic Management Day-to-Day Management							



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 26 | 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 28 | 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 | 29 **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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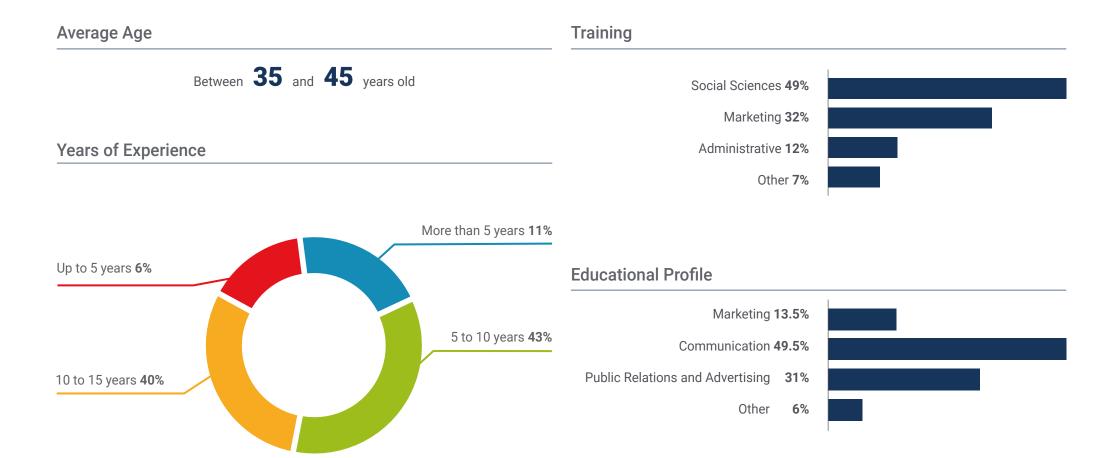
We periodically evaluate and re-evaluate students' knowledge throughout the program, through assessment and self-assessment activities and exercises, so that they can see how they are achieving their goals.



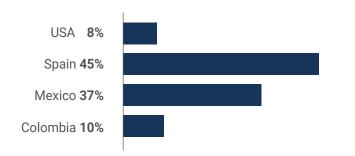
30%







Geographical Distribution





Orlando Suárez Corredor

Entrepreneur

"As a leader in a small company I felt the need to evolve in the face of the greatness of the market out there, expand my business possibilities and grow the results obtained so far, implementing new strategies in obtaining prospects and future customers. That is why, when I learned about TECH 100% online program, I decided to train myself to prove to myself and my team that there are always possibilities for growth and that the barriers are imposed by false beliefs"





tech 38 | Course Management

Management



Mr. Gil Tomas, Tommy

- Founder and CEO of Atelier MICE
- Project Management Consultant for the UNESCO World Conference on Higher Education
- Development Director of Creativialab S.L.
- Director Barcelona Congréso Médic S.L.
- Master's Degree in Marketing Management
- Master's Degree in Pharmaceutical Marketing ISM-ESIC
- Diploma in Tax Law by ESINE

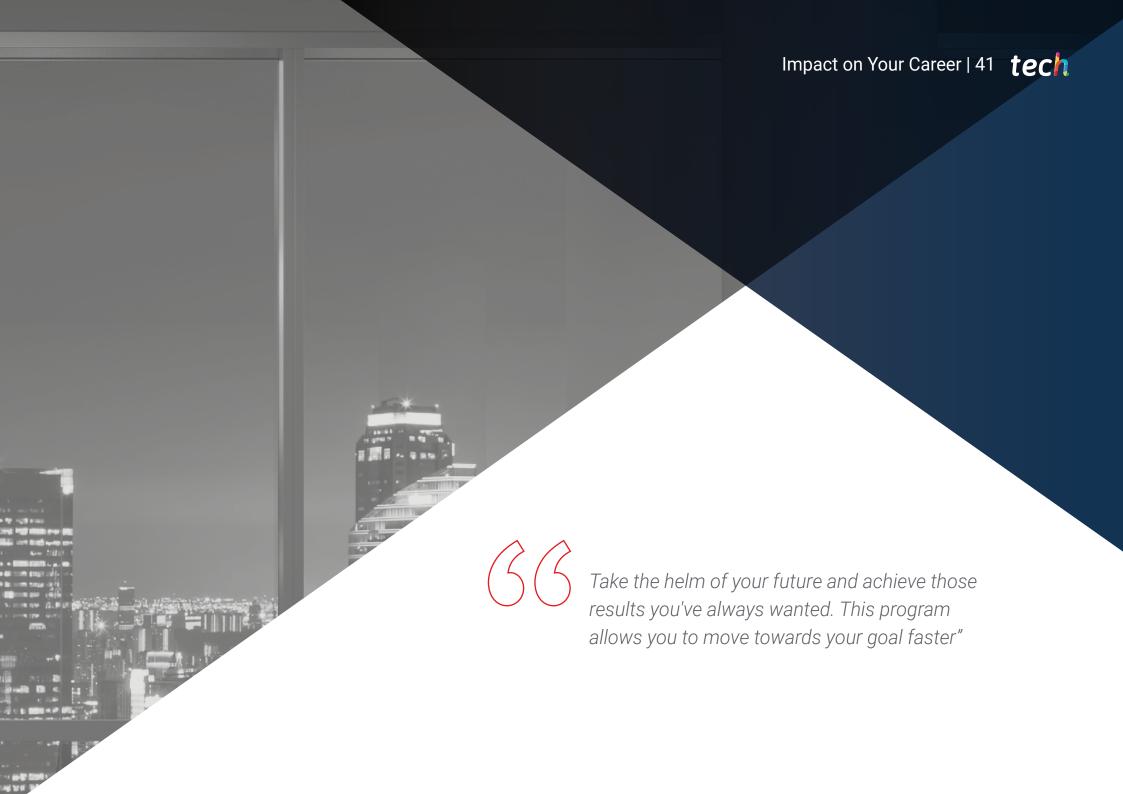
Professors

Mr. Perelló Sobrepere, Marc

- Corporate Communications and Marketing Manager
- Director of Digital and Strategy Area Creativialab SL
- Head of the Communications and Marketing Area at Abantia Group
- Head of the Communications and Marketing Area at Managing Incompetence
- University Marketing and postgraduate Communication studies teacher
- Author and co-author of articles for magazines specialized in Communication
- PhD in Communication Sciences from the University Ramon Llull
- Degree in Journalism from CEU Abat Oliba University
- Degree in Advertising and Public Relations from CEU Abat Oliba University
- Master's Degree in Humanities and Social Sciences at CEU Abat Oliba University







The strategic management of events is one of the most demanded fields in the business world and with more opportunities in the entrepreneurial sector.

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

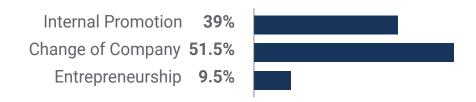
The Postgraduate Diploma in Management Strategies in Finance, Marketing in Communication and Digitalization in Event Management develops the best capabilities and enhances the skills of its students, being able to face great challenges in today's business environment and in the future. Promoting personal and professional growth, helping you to achieve success more effectively.

Enroll now and get a
Postgraduate Diploma
in a few months and
online, achieving
better results in your
professional environment.

Time of Change



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 46 | Benefits for Your Company

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



Intellectual Capital and Talent Growth

The professional will introduce the company to new concepts, strategies, and perspectives that can bring about significant changes in the organization.



Retaining high-potential executives to avoid talent drain

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



Building agents of change

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



Increased international expansion possibilities

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





Project Development

The professional can work on a real project or develop new projects in the field of R&D or Business Development of your company.



Increased competitiveness

This Postgraduate Diploma will equip your professionals with the skills to take on new challenges and therefore drive the organization forward.







tech 50 | Certificate

Official No of Hours: 450 h.

This Postgraduate Diploma in Management Strategies in Finance, Marketing in Communication and Digitalization in Event Management 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 Management Strategies in Finance, Marketing in Communication and Digitalization in Event Management

technological Awards the following **CERTIFICATE** , with identification number For having passed and accredited the following program **POSTGRADUATE DIPLOMA** in Management Strategies in Finance, Marketing in Communication and

Digitalization in Event Management

This is a qualification awarded by this University, equivalent to 450 hours, with a start date of dd/mm/yyyy and an end date of dd/mm/yyyy.

TECH is a Private Institution of Higher Education recognized by the Ministry of Public Education as of June 28, 2018.

June 17, 2020

Tere Guevara Navarro

^{*}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.



Postgraduate Diploma

Management Strategies in Finance, Marketing in Communication and Digitalization in Event Management

- » Modality: online
- » Duration: 6 months
- » Certificate: TECH Technological University
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- » Schedule: at your own pace
- » Exams: online

