



## New Communication Channels in Fashion, Beauty and Luxury

» Modality: online

» Duration: 6 months

» Certificate: TECH Technological University

» Dedication: 16h/week

» Schedule: at your own pace

» Exams: online

» Target Group: Professionals in the area of business communication, marketing and fashion.

Website: www.techtitute.com/us/school-of-business/postgraduate-diploma/postgraduate-diploma-new-communication-channels-fashion-beauty-luxury

# Index

02 Why Study at TECH? Why Our Program? Objectives Welcome p. 4 p. 6 p. 10 p. 14 06 Our Students' Profiles Methodology Structure and Content p. 20 p. 28 p. 36 80 **Benefits for Your Company** Course Management Impact on Your Career p. 44 p. 40 p. 48 Certificate

# 01 **Welcome**

The fashion, beauty and luxury sector is constantly fluctuating and, consequently, its correct treatment in the communicative field needs continuous updating. 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. It will also study the management of visual communication within the sector, 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 visual communications. A very complete program that will allow fashion communicators to create persuasive messages through the new channels that have their focus on the Internet.







## 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 objectives are TECH's objectives We work together to help you achieve them

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



Understand the measurement process in the communication sector, create and establish efficient and effective metrics based on brand identity



Develop and present a fashion industry-specific dashboard and a progress report identifying lines of communication



Apply the fundamental indicators and establish the boundary between qualitative and quantitative variables





Evaluate the chosen analysis methods and apply the results to brand actions



Refocus leadership techniques



Understand strategic communication and apply it with ethical and professional responsibility



Lead a team capable of creating an event as well as a unique user experience, whether in the physical or digital environment



09

Adapt to the dynamics of the specialized press in the areas of fashion and beauty



Establish public relations that serve the purpose of communication, knowing how public relations work in the fashion industry



Know the evolution of public relations and the latest market trends



Develop negotiation skills to establish agreements that constitute a social link



Deliver direct, personal and appropriate communication capable of meeting the specific objectives of each social network



Have a specific vision of each of the digital communication channels that currently exist







Understand how influence is exercised from the communication channel and the new power strategies that are exercised from the digital environment

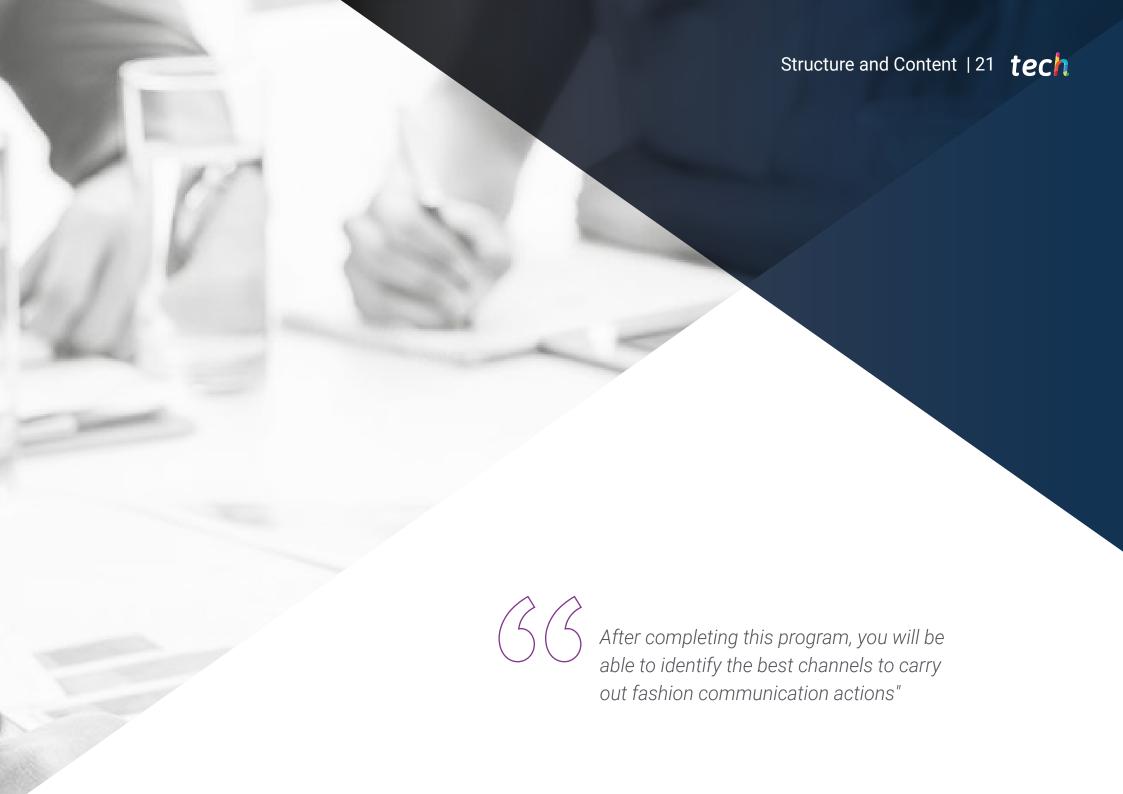


Replicate an influencing exercise from your own social media channel



Identify the rise of the audiovisual channel as a leading media among the public opinion





### tech 22 | Structure and Content

#### **Syllabus**

The Internet has come to revolutionize all sectors, and, thanks to its multiple options, communication has been one of the most benefited. Nowadays, social networks are fundamental to achieve a greater diffusion of advertising messages. For this reason, fashion, beauty and luxury companies are opening up to these new platforms to publicize their products. The aim of this program is to offer professionals in the sector a comprehensive knowledge of the new communication channels that are essential in this industry.

To this end, the contents of this Postgraduate Diploma are led by professionals from different 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 communication channels that give the best results to companies in these sectors. This will allow them to use these media to increase the company's results and, therefore, achieve more efficient management.

Another key to the success of this

Postgraduate Certificate 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,
this program will be fully compatible with their
personal and professional life.

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

Module 1	Metrics for Communication Analysis
Module 2	Specialized Press and Public Relations
Module 3	New Communication Channels: Social Networks & YouTube



### Where, when and how is it taught?

TECH offers the possibility of developing this Postgraduate Diploma in New Communication Channels in Fashion, Beauty and Luxury 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 24 | Structure and Content

Fashion Communication

1.9.3. Data Visualization

#### Module 1. Metrics for Communication Analysis 1.1. The Analysis of Communication 1.2. Specific Indicators: Beyond the 1.3. Detection of Measurement Errors 1.4. Traditional Metrics for and the Management of Intangibles Benchmark Communication Analysis 1.3.1. Error Analysis: Inference and the Contrastive Method 1.1.1. The Evolution of Communication: From Mass 1.2.1. What Is Fashion Made of? 1.4.1. Statistical Principles and Data Structure 1.3.2. Type of Errors and Their Seriousness in to Globalization 1.2.2. Specific Indicators of the Fashion 1.4.2. Qualitative Research Methodology Fashion Communication 1.1.2. Concept and Context of Intangible Assets Environment 1.4.3. Types of Traditional Metrics: Structure 1.3.3. The Planning and the Budget in the 1.1.3. The Measurement of the Brand. Identity and 1.2.3. The Objective of Measurement and the and Function Communicative Actions. Corporate Culture Choice of Method Digital Metrics: Google Analytics 1.6. Creation and Adaptation of the 1.7. Impact of Measurement on 1.8. Forecasting and Metrics as a Long-Communicative Product **Decision-Making** Term Strategy 1.5.1. Web Positioning in Fashion Brands What Are We Measuring in the Digital 1.6.1. The Value of the Communicative Product in 1.7.1. Appropriate Questions and Hypothesis 1.8.1. The Brand Behavior Pattern Environment? the Fashion Industry Formulation 1.8.2. Frequency Map and Fashion Evolution 1.5.3. Types of Digital Metrics: Structure 1.6.2. The Interpretation of Data and the 1.7.2. Benchmark and the Competitive Environment Analysis and Function. Effectiveness of Solutions 1.7.3. Change Management, Trust and Measuring 1.8.3. Simulation of Innovation Scenarios 1.6.3. Individual Perceptions Hidden in the Success in a Fashion Brand Psychology of the Fashion Consumer 1.10. Express Evaluation for Crisis 1.9. The Analytical Report and Its Presentation Situations 1.9.1. Purpose of the Report: The Brand's 1.10.1. Decisive Variables Behavior Pattern 1.10.2. Short-Term Impact and Strategy Reframing 1.10.3. The Untouchables: The Scale of Priorities of a 1.9.2. Components of the Analytical Report on

Fashion Brand

Mod	Module 2. Specialized Press and Public Relations								
<ul><li>2.1.</li><li>2.1.1.</li><li>2.1.2.</li><li>2.1.3.</li></ul>	Press The Media Specialized in Fashion and Beauty, the Women's Press The Role of the Communication Agency in Communication	<ul><li>2.2.</li><li>2.2.1.</li><li>2.2.2.</li><li>2.2.3.</li></ul>	Evolution of PR Communication Models Concept of Public Relations Theoretical Approach to Classical PR Models (Grunig and Hunt). Towards a New Approach to PR, the 5th Model	<ul><li>2.3.</li><li>2.3.1.</li><li>2.3.2.</li><li>2.3.3.</li></ul>	Journalistic Activity.	2.4.1. 2.4.2.	Tools for Communicating with the Press The Press Office and How It Works Useful Press Materials How to Construct an Effective Press Release		
2.5.1. 2.5.2. 2.5.3.			Communication Actions and Events for Fashion & Beauty Types of Communication in the Service of Brands Criteria for Selecting Communication Actions Design of Activities and Agenda Settingin Beauty and Fashion	<b>2.7.</b> 2.7.1. 2.7.2. 2.7.3.	Measuring Results The Need for Public Relations Monitoring Classic Quantitative Measurement Tools: Clipping and V.P.E The Importance of Qualitative Valuation	2.8.1. 2.8.2. 2.8.3.	Mistakes to Avoid in Communication and the PR Field Downplaying the Importance of the Media Excessive Content and Lack of Relevance Improvisation vs. Planning		
2.9.1. 2.9.2. 2.9.3.		2.10.1 2.10.2	Latest Trends and Studies in Public Relations  The New PR, More "Social" than Ever Before Emotional Communication and Neuromarketing Key Insights of Current Consumers						

## tech 26 | Structure and Content

Module 3. New Communication Channels: Social Networks & YouTube										
<b>3.1.</b> 3.1.1.	Influence and Other Power Strategies in the New Digital Channels Power Strategies Linked to Fashion Communication	<b>3.2.</b> 3.2.1.	The Choice of Communication Channel: Forrester Research Theory The New Public Opinion: Addressing the Masses One at a Time	<b>3.3.</b> 3.3.1.	The Power of Audiovisual Language and Nonverbal Communication  The Growing Market Share of Non-Verbal Communication	3.4.1.	Evolution and Functioning of Social Networks in the Fashion Industry Stages of the Emergence and Evolution of the Internet The Multichannel Strategy in Fashion Social			
	Influence in the Field of Social Networking Managing the New Digital Leaders: Fashion Influencers	3.2.2. 3.2.3.	What Is the ForresterTheory? Application of Forrester Research Theory to the Fashion Industry		The Impact of the Audiovisual Message in Fashion Composition of the Photographic Discourse in Social Networks	3.4.3.	Networks What Is a Social Network? Differences with Traditional Channels			
<b>3.5.</b> 3.5.1. 3.5.2. 3.5.3.		3.6.1. 3.6.2. 3.6.3.	Instagram, Much More Than Just Fashion Photos Emotional Messaging and Empathy Management The Intimacy of Everyday Life in Images Standing Out in the Most Important Social Network of Fashion	<b>3.7.</b> 3.7.1. 3.7.2. 3.7.3.	Professional Content on LinkedIn The Creation of the Personal Brand Cognitive Messages in a Fashion Brand. Managing Relationships with Competitors	3.8.2.	The Politicization of Twitter Impulsive and Omnidirectional Communication The Direct Message and the Creation of Content in 20 Characters The Impact of Headlines: From Depth to Lightness			
3.9. 3.9.1. 3.9.2. 3.9.3.	TikTok, Beyond Generation Z  The Audiovisual Revolution and the Acceleration of the Makeover in a Slow Fashion Context  Democratization in the Creation of Audiovisual Contents  Fashion as a Newsworthy and Noticeable Fact	3.10.1 3.10.2	YouTube, as an Exponent of Audiovisual Content  Expectation Management in Audiovisual Content Creation  Map of Contents on YouTube about Fashion, Beauty and Luxury  New Trends in Public Opinion: The Microinfluencers							





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 30 | 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 32 | 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 | 33 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**

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.

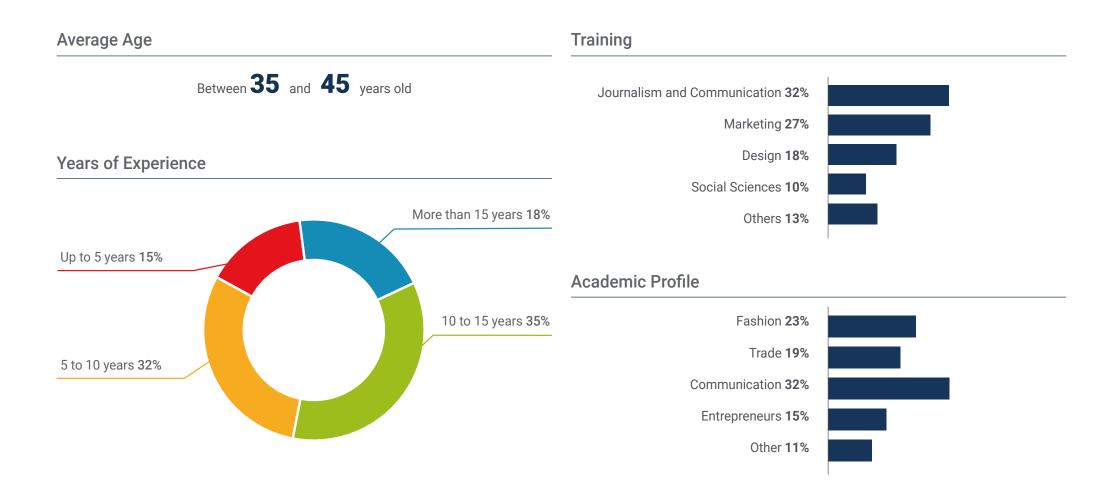




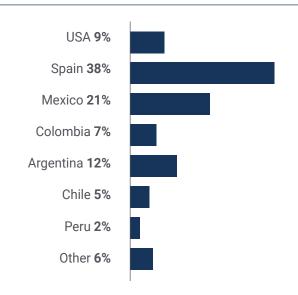
30%







### **Geographical Distribution**





# Sara Sánchez

#### **Head of Communication**

"This program has made it easier for me to understand the uniqueness of fashion communication in a completely different way and thanks to it, I have been able to move up in my company. Without a doubt, it exceeded my expectations by far"





## tech 42 | Course Management

#### 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

#### **Professors**

#### Ms. Muñiz, Eva

- Communications expert with more than 15 years of experience
- Degree in Journalism from San Pablo CEU University in Madrid with the Extraordinary End of Degree Award
- Doctorate studies in Humanities and Information Sciences
- Postgraduate degree in Economics on communication strategy and corporate image
- Specialized in the fashion and beauty sectors with expertise in the luxury niche and the children's universe
- CEO Director of Press&Co. Communication Agency, specialized in fashion and children's world, with clients such as: Chloé, Marc Jacobs or Bóboli
- She has been responsible for accounts and showroom at Ana Nebot Press Agency, specialized in fashion
- Previously, senior account executive in the beauty and consumer area of ACH&Asociados Consultancy, where she was part of the ADECEC-2007 Award team
- Previously, she worked as a lifestyle journalist at www.hola.com for ¡HOLA!
   Magazine, as well as a freelance collaborator for several publications and magazines

#### Ms. Cayuela, María José

- Multidisciplinary journalist with more than 20 years of experience in media and communication agencies
- Degree in Journalism
- Master's Degree in Corporate and Institutional Communication Management from the Autonomous University of Barcelona
- Master's Degree in Strategic Brand and Communication Management from ESADE
- PDD and Master's Degree in Digital Marketing Management also from ESADE and Learning to Grow from IESE
- · Specialized in social media
- Founder of The Blogs Family, a blogging and social media platform with content for families, with more than 1,000,000 readers and followers on Instagram, Facebook, Twitter, YouTube and TikTok
- Trainer in companies, universities and business schools in subjects such as Corporate Communication, Spokespersons, Internal Communication, Blogging, Branded Content, Online Reputation and Social Media Strategy





If you want to make a positive change in your profession, and grow within the fashion and beauty industry, this program will help you achieve it.

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

The Postgraduate Diploma in New Communication Channels in Fashion, Beauty and Luxury at TECH Technological University is an intensive program that prepares students to face challenges and respond to them with confidence and solvency. Its main objective is to promote their personal and professional growth, as well as to help them achieve success.

Create more effective communication campaigns and achieve remarkable advantages for your fashion business.

#### When the change occurs



#### Type of change



## Salary increase

This program represents a salary increase of more than 25.22% for our students

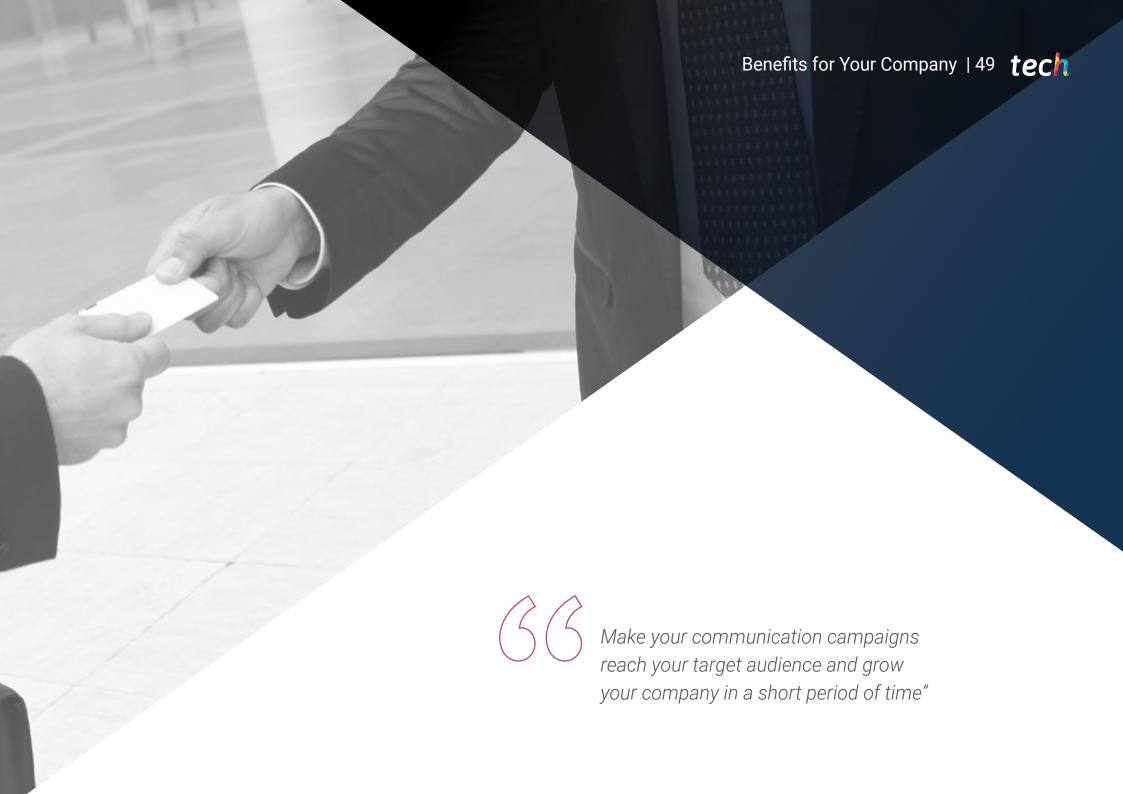
\$57,900

A salary increase of

25.22%

\$72,500





## tech 50 | 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 54 | Certificate

This **Postgraduate Diploma in New Communication Channels in Fashion, Beauty and Luxury** 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 from career evaluation committees.

Title: Postgraduate Diploma in New Communication Channels in Fashion, Beauty and Luxury

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 New Communication Channels in Fashion, Beauty and Luxury

» Modality: online

» Duration: 6 months

» Certificate: **TECH Technological University** 

» Dedication: 16h/week

» Schedule: at your own pace

» Exams: online

