



Social Media and Communication Market 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 Journalism or Communication, as well as in the field of Social Sciences or Business Administrati entrepreneurs or as future entrepreneurs

Website: www.techtitute.com/us/school-of-business/postgraduate-diploma/postgraduate-diploma-social-media-communication-market-management

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Certificate

01 **Welcome**

The emergence and development of Social Media has generated new business opportunities within the corporate sector. Likewise, entities that dedicate their professional activity to communication must be continuously up to date because the evolution that takes place in the area of social networks as a whole brings with it almost daily advances. That is why this program was created, focused on offering professionals the opportunity to acquire the most complete and innovative knowledge in Social Media and Market Management in communication companies. A 100% online qualification, accessible from any device and in which the graduate will find the complete program from the first day to facilitate its implementation.







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.



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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 Social Media and Communication Market Management will enable students to:



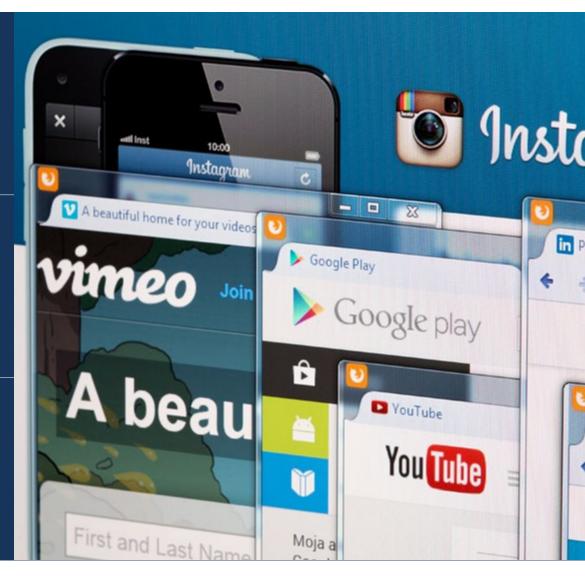
Know how to identify the company's environment and target audiences



Know how to manage your company's reputation



Know how to identify the audiences of the media









tech 20 | Structure and Content

Syllabus

This Postgraduate Diploma in
Social Media and Communication
Market Management is an intensive,
comprehensive qualification based on the
most up-to-date information in the sector.
It consists of a program that covers
not only the latest and most important
aspects of social networks, environment
and management of the communication
market and its customers, but also goes
into each area in depth to provide the
graduate with the broadest and most
complete vision possible.

This is a program distributed over 6 months and 450 hours in which the professionals will be able to expand and improve their knowledge and acquire the necessary leadership skills and competencies to play a good managerial role and guide their company towards success.

A 100% online qualification, accessible from any device and in which the student will find in the Virtual Classroom the entire program from the beginning of the academic activity. These characteristics make it a unique opportunity to improve your professional résumé at the hand of a prestigious university, at the same time that you continue with your professional life.

This Postgraduate Diploma in Social Media and Communication Market Management is developed over 6 months and is divided into 3 modules:

Module 1	Social Media
Module 2	Market and Communication Environments
Module 3	Market and Customer Management



Where, When and How is it Taught?

TECH offers the possibility of developing this Postgraduate Diploma in Social Media and Communication Market Management 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 self-manage your study time.

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

tech 22 | Structure and Content

Module 1. Social Media			
1.1. Web 2.01.1.1. Organization in the Age of Conversation1.1.2. Web 2.0 Is All About People1.1.3. New Environments, New Content	1.2. Social Media Strategies1.2.1. Corporate Communication Plan 2.01.2.2. Corporate PR and Social Media1.2.3. Analysis and Evaluation of Results	 1.3. Social Media Plan 1.3.1. Designing a Social Media Plan 1.3.2. Defining the Strategy to Be Followed in Each Media 1.3.3. Contingency Protocol in Case of Crisis 	 1.4. Approach to Network Positioning: SEO and SEM 1.4.1. Introduction to SEO and SEM 1.4.2. How Search Engines Work 1.4.3. User Behavior
 1.5. Generalist, Professional and Microblogging Platforms 1.5.1. Facebook. 1.5.2. LinkedIn 1.5.3. Google+ 1.5.4. Twitter 	 1.6. Video, Image, and Mobility Platforms 1.6.1. YouTube 1.6.2. Instagram 1.6.3. Flickr 1.6.4. Vimeo 1.6.5. Pinterest 	1.7. Corporate Blogging1.7.1. How to Create a Blog1.7.2. Content Marketing Strategy1.7.3. How to Create a Content Plan for Your Blog1.7.4. Content Curation Strategy	1.8. Online Marketing Plan1.8.1. Online Research1.8.2. Creating an Online Marketing Plan1.8.3. Configuration and Activation1.8.4. Launch and Management
 1.9. Community Management: 1.9.1. Functions, Duties, and Responsibilities of the Community Manager 1.9.2. Social Media Manager 1.9.3. Social Media Strategist 	1.10. Web Analytics and Social Media1.10.1. Setting Objectives and KPIs1.10.2. Digital Marketing ROI1.10.3. Viewing and Interpreting Dashboards		
Module 2. Market and Communication	Environments		
Module 2. Market and Communication 2.1. The Company's Macro-Environment 2.1.1. Concept of Macro-Environment 2.1.2. Macro-Environment Variables	2.2. The Company's Micro-Environment 2.2.1. Approach to the Concept of Micro-Environment 2.2.2. Actors in the Micro-Environment	 2.3. New Competitive Environment 2.3.1. Technological Innovation and Economic Impact 2.3.2. Knowledge Society 2.3.3. The New Consumer Profile 	 2.4. Knowing the Market and the Consumer 2.4.1. Open Innovation 2.4.2. Competitive Intelligence 2.4.3. Competitive Economy
2.1. The Company's Macro-Environment2.1.1. Concept of Macro-Environment	2.2. The Company's Micro-Environment2.2.1. Approach to the Concept of Micro-Environment	2.3.1. Technological Innovation and Economic Impact 2.3.2. Knowledge Society	Consumer 2.4.1. Open Innovation 2.4.2. Competitive Intelligence

Module 3. Market and Customer Management							
	Business Capabilities Holistic MK Orientation Update on the 4 Ps of Marketing	3.2. 3.2.1. 3.2.2. 3.2.3.	9	3.3. 3.3.1. 3.3.2.	3 11	3.4.1. 3.4.2. 3.4.3.	Types of Buying Behavior The Process in Purchasing Decisions The Stages in the Buying Process Types of Buying Behavior Features of the Types of Buying Behaviour
3.5. 3.5.1. 3.5.2. 3.5.3.		3.6. 3.6.1. 3.6.2. 3.6.3.	Selecting Target Customers- CRM Designing an e-CRM Orientation towards the Consumer 1 to 1 Planning	3.7. 3.7.1. 3.7.2. 3.7.3.	Research Project Management Information Analysis Tools Developing an Expectation Management Plan Assessing the Feasibility of Projects	3.8. 3.8.1. 3.8.2.	
3.9. 3.9.1. 3.9.2. 3.9.3.		3.10.1 3.10.2	Internet Audience Studies The Social Audience Measuring Social Impact: Tuitele Barlovento and IAB Spain				





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.

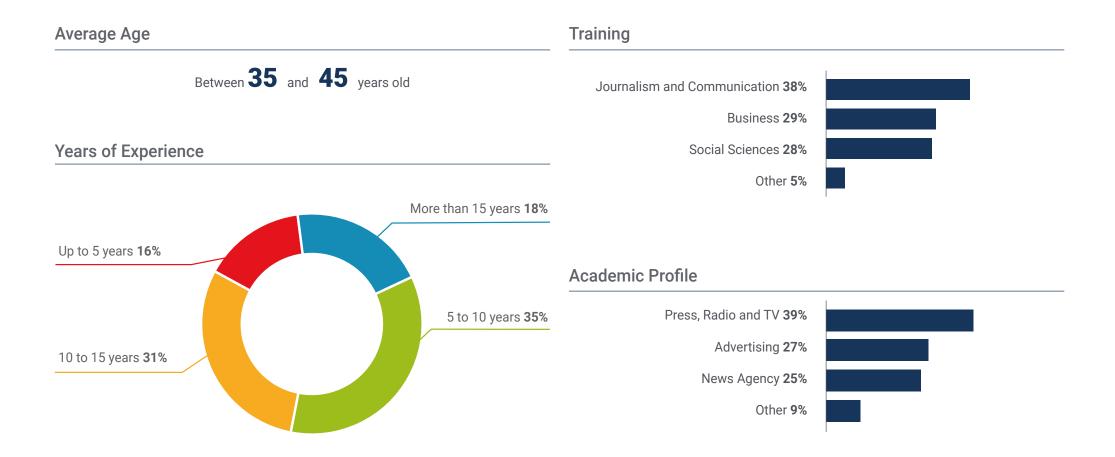


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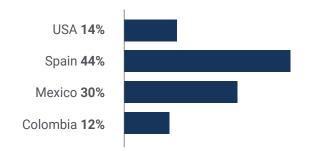




tech 34 | Our Students' Profiles



Geographical Distribution





Roberto Fuentes

Content Manager Director

"I decided to pursue this qualification at a time when my professional career was totally stagnant. I needed to improve my résumé and differentiate myself from the rest. That is why I started my academic career with TECH and today I can say that, thanks to this program, not only did I manage to improve as a communications professional, but it also opened the doors to the management position I currently hold"





Management



Ms. Iñesta Fernández, Noelia

- Journalist and Social Media Manager
- Communications Manager (G. Greterika Imp-Exp)
- Communications and Marketing Manager (Corporate)
- Community Manager in SMEs of Channel Horeca
- Local media writer
- D. in Media Research
- Master's Degree in Social Media Management
- Degree in Journalism
- Higher Technician in Audiovisual Production





With this qualification, you will not only gain access to prestigious positions, but you will also receive a significant salary increase.

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

The Postgraduate Diploma in Social Media and Communication Market Management of TECH Technological University is an intense program that prepares you to face challenges and business decisions globally. Its main objective is to promote your personal and professional growth Helping students achieve success.

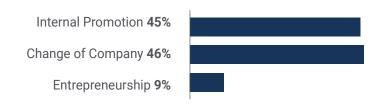
If you want to improve yourself, make a positive change at a professional level and network with the best, this is the place.

Get the competitive advantage needed to be the best Social Media manager in communication companies.

When the change occurs



Type of change



Salary increase

This program represents a salary increase of more than 25.3% for our students

\$52,000

A salary increase of

25.3%

\$65,100





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 current project or develop new projects in the field of R&D or Business Development within their company.



Increased competitiveness

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







tech 50 | Certificate

This **Postgraduate Diploma in Social Media and Communication Market 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 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 Social Media and Communication Market Management
Official N° of Hours: 450 h.



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



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