

Postgraduate Diploma Agile Methodologies for New Business Models



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- » Modality: online
- » Duration: 6 months
- » Certificate: TECH Global University
- » Accreditation: 24 ECTS
- » Schedule: at your own pace
- » Exams: online
- » Intended for: engineers, architects and graduates who want to expand and update their knowledge in the digital transformation of their company.

Website: www.techtute.com/us/school-of-business/postgraduate-diploma/postgraduate-diploma-agile-methodologies-new-business-models

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01 Welcome

Developing a new business model is a complex task. However, the emergence of agile methodologies has come to try to facilitate these tasks, reducing time, improving quality and increasing productivity. Implementing this type of tools requires highly qualified professionals, who are capable of adapting quickly to changes and who are committed to innovation. This program offers an absolutely innovative educational program and an exceptional team of teachers backed by their professional experience, which will be fundamental for their growth and professional development as *project managers*. In addition, an exclusive set of complementary *Masterclasses* will be added, designed by an internationally renowned expert in Program Management.



Postgraduate Diploma in Agile Methodologies for New Business Models
TECH Global University



“

Boost your knowledge with TECH! You will be able to participate in unique and additional Masterclasses, delivered by an internationally renowned teacher of Agile Methodologies”

02

Why Study at TECH?

TECH is the world's largest 100% online business school. It is an elite business school, with a model based on the highest academic standards. A world-class center for intensive managerial skills education.



“

TECH is a university at the forefront of technology, and puts all its resources at the student's disposal to help them achieve entrepreneurial success"

At TECH Technological University



Innovation

The university offers an online learning model that balances 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.

+100000

executives prepared each year

+200

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.

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 (postgraduate learning methodology with the best international valuation) with the Case Study. Tradition and vanguard in a difficult balance, and in the context of the most demanding educational 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.



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 analyses in academia"

03

Why Our Program?

Studying this TECH program means increasing the chances of achieving professional success in senior business management.

It is a challenge that demands effort and dedication, but it opens the door to a promising future. Students will learn from the best teaching staff and with the most flexible and innovative educational methodology.



“

We have highly qualified teachers and the most complete syllabus on the market, which allows us to offer you education of the highest academic level”

This program will provide you with a multitude of professional and personal advantages, among which we highlight the following:

01

A Strong Boost to Your Career

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 students achieve positive career development in less than 2 years.

02

Develop a strategic and global vision of the company

TECH offers an in-depth overview of general management to understand how each decision affects each of the company's different functional fields.

Our global vision of companies will improve your strategic vision.

03

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.

04

You will 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.

05

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.

06

Thoroughly develop business projects

Students will acquire a deep strategic vision that will help them develop their own project, taking into account the different fields in companies.

20% of our students develop their own business idea.

07

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.

08

You will be part of an exclusive community

Students will be part of a community of elite executives, large companies, renowned institutions, and qualified teachers from the most prestigious universities in the world: the TECH Technological University community.

We give you the opportunity to study with a team of world-renowned teachers.

04 Objectives

This program is designed to strengthen your skills in the business field, as well as to develop new competencies and skills for implementing agile methodologies that will be essential in your professional development. Through this program, the student will be capable of making global decisions with an innovative perspective and an international vision, which without a doubt, will be an added value to their business and will help it to grow.



“

In the digital era, applying agile methodologies will be fundamental for the effective growth of your organization”

Your goals are our goals

We work together to help you achieve them

The Postgraduate Diploma in Agile Methodologies for New Business Models will train you to:

01

Break down, block by block, the business model we want

02

Deepen knowledge of the book of *Business Model Generation* as well as to further develop the information of the steps involved

03

Develop a much clearer idea of the business idea and be able to explain it in an easy way to clients, colleagues and investors





04

Make an exhaustive analysis of the business plan based on more solid business models

05

Apply the main applications in the field of innovation and the digital context

06

Use *Design Thinking* as a tool in the creation and optimization of products and services, from a professional perspective.

07

Apply the main applications in the field of innovation and the digital context

08

Discover the benefits and opportunities offered by *Design Thinking*

09

Analyze the scope in the development of a *business plan*.





10

Launch a product without spending a lot of money in its development

11

Learning from mistakes and knowing how to turn an idea around is essential for adapting to the needs of the client and monetizing the business idea as soon as possible

12

Have the lowest possible cost in the implementation of the business idea.

05

Structure and Content

The Postgraduate Diploma in Agile Methodologies for New Business Models at TECH Global University is a program aimed at offering students the most comprehensive information on the subject. For this reason, the content has been organized over 4 modules created by a top class teaching team. In this way, the student will have access to the most innovative syllabus, in which they will find everything they need to access the highly competitive job market.



“

Meticulously designed by industry professionals who have poured their experience and expertise into the development of this prestigious Postgraduate Diploma"

Syllabus

The content of the Postgraduate Diploma in Agile Methodologies for New Business Models is designed to encourage the development of skills in students who want to get involved in project management departments of renowned companies in different fields.

To this end, throughout 720 hours of study, students will be able to carry out a multitude of practical cases that will be fundamental to gain first-hand knowledge of the sector, as they will have access to simulated environments that will show the day-to-day work of the profession. As such, at the end of the course, the professional will be able to face real cases in their daily work.

A plan designed to improve students' qualifications, which understands their academic needs and seeks to improve the skills of professionals through the latest teaching methodology and a 100% online format, essential to balance their studies with the rest of their daily commitments.

This Postgraduate Diploma takes place over 6 months and is divided into 4 modules:

Module 1	Agile Methodologies for the Development of New Business Models: Canvas Business Model
Module 2	Agile Methodologies for Project Management and Technology
Module 3	Innovation Methodologies: Design Thinking
Module 4	Agile Methodologies for New Products and Businesses: Lean Startup



Where, when, and how it is taught

TECH offers you the possibility of taking this program completely online. Throughout the 6 months of specialization, 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.

Module 1. Agile Methodologies for the Development of New Business Models: *Canvas Business Model*

1.1. Development of New Business Models

- 1.1.1. Patterns
- 1.1.2. Design Ideas
- 1.1.3. Prototyping

1.2. Value Proposition

- 1.2.1. Giving Value to Our Customers
- 1.2.2. Solution to Our Customers Problems
- 1.2.3. Satisfied Customers and Their Needs
- 1.2.4. Particularize Products or Services to Each Customer Sector

1.3. Customer Segments. Customer Segment Selection

- 1.3.1. Creating Value for Each Customer
- 1.3.2. Knowing How to Identify the Most Important Customers
- 1.3.3. Niche Markets

1.4. Communication and Distribution Channels

- 1.4.1. Make Customers Aware of Products/Services
- 1.4.2. Help Customers Evaluate the Proposal
- 1.4.3. Enable Customers to Purchase Products/Services
- 1.4.4. Provide Customers with a Value Proposition
- 1.4.5. Offer Customers After-Sales Services

1.5. Relationship with the Customer

- 1.5.1. Customer Acquisition
- 1.5.2. Customer Loyalty
- 1.5.3. Sales Stimulation

1.6. Revenue Flows

- 1.6.1. Revenues Within the Business Plan
- 1.6.2. Revenues from Transactions Derived from One-Time Payments
- 1.6.3. Recurring Income Derived from Periodic Payments

1.7. Key Resources

- 1.7.1. Physical
- 1.7.2. Intellectual
- 1.7.3. Human
- 1.7.4. Economic

1.8. Key Activities

- 1.8.1. Production Activities
- 1.8.2. Problem Solving Activities
- 1.8.3. Platform/Network Activities

1.9. Strategic Partnerships

- 1.9.1. Strategic Alliances Between Non-Competing Companies
- 1.9.2. Strategic Alliances Between Competing Companies
- 1.9.3. Joint Ventures
- 1.9.4. Customer-Supplier Relationships

1.10. Cost Structure

- 1.10.1. The Role of Cost in the Business Plan
- 1.10.2. Cost Structures According to Costs
- 1.10.3. Cost Structures According to Value

Module 2. Agile Methodologies for Project Management and Technology
2.1. State of the Art in Agile Methodologies

- 2.1.1. Context of the Emergence of these Methodologies
- 2.1.2. Challenges that Help Us Solve
- 2.1.3. Ecosystem of Methodologies and the Relationships Between Them

2.2. Agile Manifesto and Principles

- 2.2.1. Principles of the Manifesto
- 2.2.2. Meaning, Importance and Implications
- 2.2.3. Points of Contact with Key Aspects of Other Contemporary Methodologies

2.3. SCRUM I

- 2.3.1. SCRUM
- 2.3.2. Challenges and Benefits
- 2.3.3. SCRUM Features
- 2.3.4. Procedure and Phases
- 2.3.5. Roles

2.4. SCRUM II - Planning and Sprints

- 2.4.1. Study of the "Sprint"
- 2.4.2. Understanding this Phase
- 2.4.3. Objectives and Challenges
- 2.4.4. Practical Procedure

2.5. SCRUM III - Review Phase

- 2.5.1. Understanding this Phase
- 2.5.2. Objectives and Challenges
- 2.5.3. Practical Procedure

2.6. SCRUM IV - Retrospective Phase

- 2.6.1. Understanding this Phase
- 2.6.2. Objectives and Challenges
- 2.6.3. Practical Procedure

2.7. SCRUM V - Documentation and Good Practices

- 2.7.1. Why we should document
- 2.7.2. How to Document
- 2.7.3. Good Practices

2.8. Extreme Programming

- 2.8.1. *Extreme Programming* Analysis
- 2.8.2. Objectives and Challenges of *Extreme Programming* Methodology
- 2.8.3. Practical Procedure

2.9. KANBAN

- 2.9.1. KANBAN Methodology
- 2.9.2. Objectives, Benefits and Limitations
- 2.9.3. Methodology in Practice

2.10. Application of Agile Methodologies in Different Fields

- 2.10.1. Understanding How Agile Methodologies Can Help Us in Different Areas
- 2.10.2. *Agile Software Development*
- 2.10.3. *Agile Marketing*
- 2.10.4. *Agile Sales*

Module 3. Innovation Methodologies: *Design Thinking*

3.1. *Design Thinking: People-Centered Innovation*

- 3.1.1. Understand the Fundamental Principles of *Design Thinking*
- 3.1.2. Objectives and Limitations
- 3.1.3. Benefits Within the Current Context

3.2. *Design Thinking Phases*

- 3.2.1. Understand the Development Flow of this Methodology
- 3.2.2. Challenges in Each Phase of a Project
- 3.2.3. Errors and Malpractice

3.3. *Research Methodologies in Design Thinking I*

- 3.3.1. Methods I
- 3.3.2. Objectives, Benefits and Limitations I
- 3.3.3. Practical Application I

3.4. *Research Methodologies in Design Thinking II*

- 3.4.1. Methodology II
- 3.4.2. Objectives, Benefits and Limitations II
- 3.4.3. Practical Application II

3.5. *Customer Journey*

- 3.5.1. *Customer journey*
- 3.5.2. Objectives, Benefits and Use Cases
- 3.5.3. Practical Application

3.6. *Workflow in Design Thinking I: Immersion*

- 3.6.1. Objectives
- 3.6.2. Procedure
- 3.6.3. Challenges and Good Practices

3.7. *Workflow in Design Thinking II: Ideation*

- 3.7.1. Objectives
- 3.7.2. Procedure
- 3.7.3. Challenges and Good Practices

3.8. *Workflow in Design Thinking III: Implementation*

- 3.8.1. Objectives
- 3.8.2. Procedure
- 3.8.3. Challenges and Good Practices

3.9. *Workflow in Design Thinking IV: Testing and Closing Up*

- 3.9.1. Objectives
- 3.9.2. Procedure
- 3.9.3. Challenges and Precautions Prior to Solution Implementation

3.10. *Good and Malpractices in Design Thinking*

- 3.10.1. Risks and Common Mistakes in Design Thinking Practice
- 3.10.2. Cases in Which This Methodology Should Not Be Applied
- 3.10.3. Final Recommendations and Checklist

Module 4. Agile Methodologies for New Products and Businesses: *Lean Start-up*

4.1. Entrepreneurial Spirit 4.1.1. Entrepreneur 4.1.2. Entrepreneur Characteristics 4.1.3. Types of Entrepreneurs	4.2. Entrepreneurship and Teamwork 4.2.1. Teamwork 4.2.2. Characteristics of Teamwork 4.2.3. Advantages and Disadvantages of Teamwork	4.3. Creation of a Company 4.3.1. Being an Entrepreneur 4.3.2. Company Concept and Model 4.3.3. Stages of the Business Creation Process	4.4. Basic Components of a Company 4.4.1. Different Approaches 4.4.2. The 8 Components of a Company 4.4.2.1. Customers: 4.4.2.2. Environment 4.4.2.3. Technology 4.4.2.4. Material Resources 4.4.2.5. Human Resources 4.4.2.6. Finance 4.4.2.7. Enterprise Networks 4.4.2.8. Opportunity
4.5. Value Proposition 4.5.1. Value Proposition 4.5.2. Ideas Generation 4.5.3. General Recommendations for Value Propositions	4.6. Support Tools for the Entrepreneur 4.6.1. <i>Lean Startup</i> 4.6.2. <i>Design Thinking</i> 4.6.3. <i>Open Innovation</i>	4.7. <i>Lean Start-ups</i> 4.7.1. <i>Lean Start-up</i> 4.7.2. <i>Lean Start-up Methodology</i> 4.7.3. <i>Phases a Start-up Goes Through</i>	4.8. Business Approach Sequence 4.8.1. Validate Hypotheses 4.8.2. MVP: Minimum Viable Products 4.8.3. Measure: <i>Lean Analytics</i> 4.8.4. Pivot or Persevere
4.9. Innovate 4.9.1. Innovation 4.9.2. The Ability to Innovate, Creativity and Growth 4.9.3. Innovation Cycle	4.10. Creativity 4.10.1. Creativity as a Skill 4.10.2. Creativity Process 4.10.3. Types of Creativity		

06

Study Methodology

TECH is the world's first university to combine the **case study** methodology with **Relearning**, a 100% online learning system based on guided repetition.

This disruptive pedagogical strategy has been conceived to offer professionals the opportunity to update their knowledge and develop their skills in an intensive and rigorous way. A learning model that places students at the center of the educational process giving them the leading role, adapting to their needs and leaving aside more conventional methodologies.



“

TECH will prepare you to face new challenges in uncertain environments and achieve success in your career”

The student: the priority of all TECH programs

In TECH's study methodology, the student is the main protagonist.

The teaching tools of each program have been selected taking into account the demands of time, availability and academic rigor that, today, not only students demand but also the most competitive positions in the market.

With TECH's asynchronous educational model, it is students who choose the time they dedicate to study, how they decide to establish their routines, and all this from the comfort of the electronic device of their choice. The student will not have to participate in live classes, which in many cases they will not be able to attend. The learning activities will be done when it is convenient for them. They can always decide when and from where they want to study.

“

*At TECH you will NOT have live classes
(which you might not be able to attend)”*



The most comprehensive study plans at the international level

TECH is distinguished by offering the most complete academic itineraries on the university scene. This comprehensiveness is achieved through the creation of syllabi that not only cover the essential knowledge, but also the most recent innovations in each area.

By being constantly up to date, these programs allow students to keep up with market changes and acquire the skills most valued by employers. In this way, those who complete their studies at TECH receive a comprehensive education that provides them with a notable competitive advantage to further their careers.

And what's more, they will be able to do so from any device, pc, tablet or smartphone.

“*TECH's model is asynchronous, so it allows you to study with your pc, tablet or your smartphone wherever you want, whenever you want and for as long as you want*”

Case Studies and Case Method

The case method has been the learning system most used by the world's best business schools. Developed in 1912 so that law students would not only learn the law based on theoretical content, its function was also to present them with real complex situations. In this way, they could make informed decisions and value judgments about how to resolve them. In 1924, Harvard adopted it as a standard teaching method.

With this teaching model, it is students themselves who build their professional competence through strategies such as Learning by Doing or Design Thinking, used by other renowned institutions such as Yale or Stanford.

This action-oriented method will be applied throughout the entire academic itinerary that the student undertakes with TECH. Students will be confronted with multiple real-life situations and will have to integrate knowledge, research, discuss and defend their ideas and decisions. All this with the premise of answering the question of how they would act when facing specific events of complexity in their daily work.



Relearning Methodology

At TECH, case studies are enhanced with the best 100% online teaching method: Relearning.

This method breaks with traditional teaching techniques to put the student at the center of the equation, providing the best content in different formats. In this way, it manages to review and reiterate the key concepts of each subject and learn to apply them in a real context.

In the same line, and according to multiple scientific researches, reiteration is the best way to learn. For this reason, TECH offers between 8 and 16 repetitions of each key concept within the same lesson, presented in a different way, with the objective of ensuring that the knowledge is completely consolidated during the study process.

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.



A 100% online Virtual Campus with the best teaching resources

In order to apply its methodology effectively, TECH focuses on providing graduates with teaching materials in different formats: texts, interactive videos, illustrations and knowledge maps, among others. All of them are designed by qualified teachers who focus their work on combining real cases with the resolution of complex situations through simulation, the study of contexts applied to each professional career and learning based on repetition, through audios, presentations, animations, images, etc.

The latest scientific evidence in the field of Neuroscience points to the importance of taking into account the place and context where the content is accessed before starting a new learning process. Being able to adjust these variables in a personalized way helps people to remember and store knowledge in the hippocampus to retain it in the long term. This is a model called Neurocognitive context-dependent e-learning that is consciously applied in this university qualification.

In order to facilitate tutor-student contact as much as possible, you will have a wide range of communication possibilities, both in real time and delayed (internal messaging, telephone answering service, email contact with the technical secretary, chat and videoconferences).

Likewise, this very complete Virtual Campus will allow TECH students to organize their study schedules according to their personal availability or work obligations. In this way, they will have global control of the academic content and teaching tools, based on their fast-paced professional update.



The online study mode of this program will allow you to organize your time and learning pace, adapting it to your schedule”

The effectiveness of the method is justified by four fundamental achievements:

1. Students who follow this method not only achieve the assimilation of concepts, but also a development of their mental capacity, through exercises that assess real situations and the application of knowledge.
2. Learning is solidly translated into practical skills that allow the student to better integrate into the real world.
3. Ideas and concepts are understood more efficiently, given that the example situations are based on real-life.
4. Students like to feel that the effort they put into their studies is worthwhile. This then translates into a greater interest in learning and more time dedicated to working on the course.

The university methodology top-rated by its students

The results of this innovative teaching model can be seen in the overall satisfaction levels of TECH graduates.

The students' assessment of the quality of teaching, quality of materials, course structure and objectives is excellent. Not surprisingly, the institution became the best rated university by its students on the Trustpilot review platform, obtaining a 4.9 out of 5.

Access the study contents from any device with an Internet connection (computer, tablet, smartphone) thanks to the fact that TECH is at the forefront of technology and teaching.

You will be able to learn with the advantages that come with having access to simulated learning environments and the learning by observation approach, that is, Learning from an expert.



As such, the best educational materials, thoroughly prepared, will be available in this program:



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.

This content is then adapted in an audiovisual format that will create our way of working online, with the latest techniques that allow us to offer you high quality in all of the material that we provide you with.



Practicing Skills and Abilities

You will carry out activities to develop specific competencies and skills in each thematic field. Exercises and activities to acquire and develop the skills and abilities that a specialist needs to develop within the framework of the globalization we live in.



Interactive Summaries

We present 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".



Additional Reading

Recent articles, consensus documents, international guides... In our virtual library you will have access to everything you need to complete your education.





Case Studies

Students will complete a selection of the best case studies in the field. Cases that are presented, analyzed, and supervised by the best specialists in the world.



Testing & Retesting

We periodically assess and re-assess your knowledge throughout the program. We do this on 3 of the 4 levels of Miller's Pyramid.



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 for future difficult decisions.



Quick Action Guides

TECH offers the most relevant contents of the course in the form of worksheets or quick action guides. A synthetic, practical and effective way to help students progress in their learning.



07

Our Students' Profiles

This qualification is especially aimed at business professionals who wish to improve their qualification to implement the most innovative methodologies in all procedures within their business. Students have chosen this university for its prestige and the quality of its programs and teaching staff as well as for the new formula for studying, centered on digital teaching.





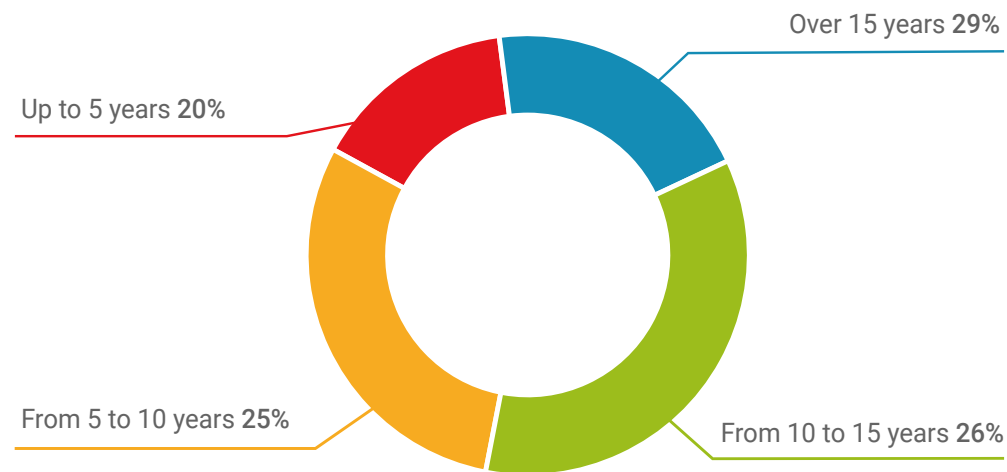
“

Become a specialist in agile methodologies and apply the most suitable processes to improve your company's performance"

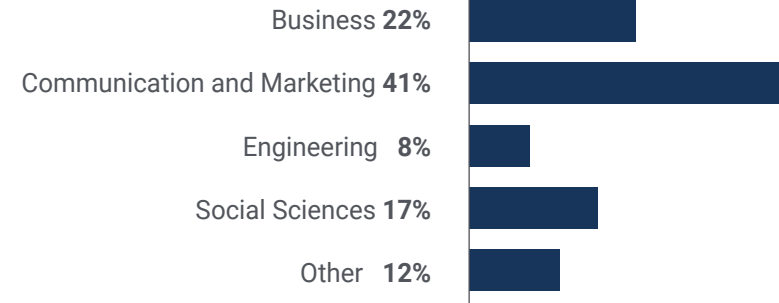
Average Age

Between **35** and **45** years old

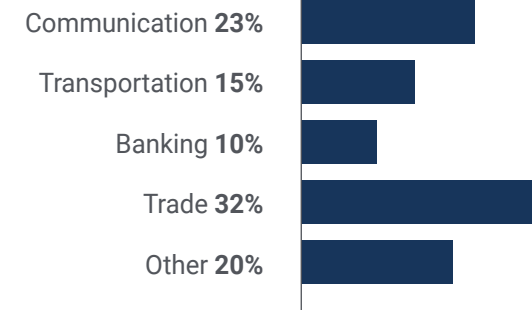
Years of Experience



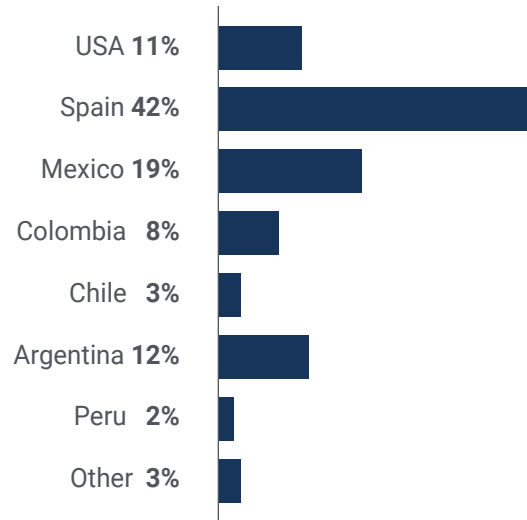
Training



Academic Profile



Geographical Distribution



Manuel Ortega

Manager of a Digital Company

"This is the best training on agile methodologies for new business models that I could have done. The multimedia methodology and the huge number of practical cases has allowed me to quickly acquire the knowledge. Also, I have been able to implement everything I have learned in my daily work"

08

Course Management

The program's teaching staff includes leading experts in marketing management, who bring their years of work experience to this program. Furthermore, other renowned specialists in related disciplines participate in designing and preparing the course, making it a unique and highly nourishing academic experience for the student.





“

We have the best teaching team to help you to specialize in a highly-demanded field”

International Guest Director

Shahzeb Rauf is a leading **telecommunications** professional with over 18 years of experience. Specializing in complex program management and implementation of **technology solutions**, he combines advanced technical skills with **management, analytical** and **teamwork** capabilities. In fact, his approach is goal-oriented, standing out for his innovative capacity and his ability to negotiate and influence, which allows him to manage successful **working relationships** and meet **business objectives**.

As such, throughout his career, he has worked in key roles such as, for example, **Group Technical Director** at **Huawei, Pakistan**, where he has led strategic projects in the **IP Optics Access** and **Core** domains, mastering strategic transformation programs, such as the **modernization of IP** and **broadcast networks**, as well as the launch of **VoLTE** and **LTE Roaming**. These experiences have allowed him to hone his skills in **strategic project execution** and cross-functional team management.

Likewise, he has been internationally recognized for his ability to align **methodical tactics** with **business objectives**, as well as for his ability to build strong relationships with stakeholders. His expertise in **risk management, resource allocation** and **optimization** has been instrumental in his success in the **telecommunications industry**.

In addition to his professional background, Rauf has contributed to the industry through **project management** and **team mentoring**. In turn, his focus on **Huawei Level-5 solution architecture** and technical management has been key to the success of his projects. Likewise, his expertise in **network modernization** and **advanced technology** implementation underscores his commitment to excellence and innovation in a constantly evolving field such as **telecommunications**.



Mr. Shahzeb, Rauf

- Group Technical Director at Huawei, Islamabad, Pakistan
- Network Performance and Optimization Manager at NSN, Pakistan
- Wireless Networks Manager at Motorola, Pakistan
- L2 Wireless Support Team Leader at Motorola, Pakistan
- GS Systems Engineer at Motorola, Pakistan
- B.Sc. in Electronics and Communication

“

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will be able to learn with
the best professionals
in the world"*

Management



Mr. Barrientos, Giancarlo

- ♦ IT Manager at Assist-365
- ♦ Information Systems Engineer with a specialization in Software Engineering from the USAL at Buenos Aires
- ♦ Co-founder and CTO at LogTech
- ♦ Founder and CTO at Dash Core
- ♦ Master's Degree in Process Management and Digital Transformation
- ♦ Software Engineer from University of El Salvador



Mr. Nieto-Sandoval González- Nicolás, David

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

Professors

Mr. Cotes, Jaime

- ♦ CEO Jaime Cotes
- ♦ Manager Zoom 10
- ♦ Degree in Engineering from University of the North. Electrical Engineer
- ♦ Graduate of the School of Consultant Training from Rosario University - University of the North
- ♦ International Master's Degree in Marketing and Digital Business, IEMD
- ♦ Master's Degree of Business Administration. Specialization in Computer Networks from the University of the North
- ♦ Master's Degree in Digital Team Management and Direction
- ♦ International Certified Consultant by BVQI (Bureau Veritas Quality International)
- ♦ Certificate in Digital Coach, at European Business School of Barcelona S.L
- ♦ Diploma in Virtual Tutoring Training and Diploma in University Teaching from the University of the North

Mr. García Rodrigo, Javier

- ♦ Telecommunications Expert Technology Advisor
- ♦ Independent Emerging Technologies Consultant for International Startups such as FounderNest and Juntosalimos.org
- ♦ Innovation Specialist at Telefónica
- ♦ Researcher for the Meridian Social Innovation program of the Department of State. United States
- ♦ Double Master's Degree in Clinical Epidemiology and Innovation from the University of Barcelona
- ♦ Telecommunications Engineer from the Polytechnic University of MadridMs. Garbarino, Lucía
- ♦ Product Designer and UX Expert
- ♦ Co-founder of UX Argentina
- ♦ Product designer at Reserve
- ♦ Co-organizer of ProductTank
- ♦ Product designer at Rappi
- ♦ Product Designer at Eventbrite

Ms. Santiago, Claudia

- ♦ Selectrik Account Manager
- ♦ Corporate Sales Executive for Berlitz Costa Atlántica. Colombia
- ♦ Commercial Director of the Verde Oliva School of Gastronomy
- ♦ Commercial Coordinator for CEIPA University Foundation
- ♦ Account Executive for Academic Guide at Casa Editorial El Tiempo
- ♦ Admissions Executive and General Director of FUNIBER headquarters
- ♦ Degree in International Business and Finance from the Autonomous University of the Caribbean
- ♦ Master's Degree in Marketing and Advertising Communication from the International University of El SalvadorMs. Crespo Garcia, Laura
- ♦ Social Communicator and Journalist
- ♦ Public relations at Gente Estratégica (Colombia)
- ♦ Audiovisual Press at the multinational media company Zoomintv
- ♦ Audiovisual Production and Communication Assistant, Student Services of the Government of the City of Buenos Aires
- ♦ Audiovisual Producer at the Youth Olympic Games at Buenos Aires
- ♦ Digital Marketing, Advertising and Community Manager at Multiled
- ♦ Master's Degree in Audiovisual Communication
- ♦ Training in Digital Marketing and Community Manager

09

Impact on Your Career

Business professionals who wish to boost their careers, gain access to positions of greater responsibility and, therefore, higher pay, and achieve professional success will find in this program a unique learning opportunity. Thus, upon successfully completing the course, they will have acquired the much-needed training that will position them as the top references in agile methodologies for new business models.



“

Obtain a professional improvement in a short period of time after completing this program”

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

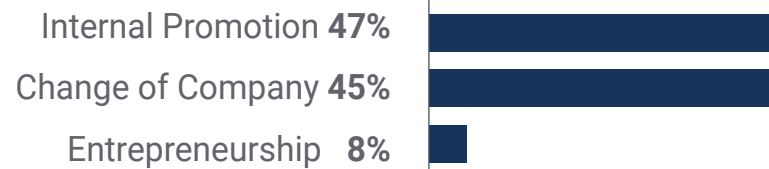
The Postgraduate Diploma in Agile Methodologies for New Business Models at TECH Global University is an intensive program that prepares you to face challenges and business decisions in the world of project management. The main objective is to promote your personal and professional growth, helping you achieve success.

Generating Positive Change

An essential program that will open doors to a highly competitive job market.

Access higher paying positions and achieve your career goals.

Professional change for our students



Salary increase

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



10

Benefits for Your Company

The Postgraduate Diploma in Agile Methodologies for New Business Models helps raise the organization's talent to its maximum potential by training high-level leaders. Therefore, participating in this academic program will not only bring improvement on a personal level, but, above all, on a professional level, enhancing the training and improving the managerial skills of our students. Additionally, joining TECH's educational community is a unique opportunity to access a powerful network of contacts in which to find future professional partners, clients, or suppliers.





“

Bring a new working vision to your daily practice and achieve greater benefits for you and your company”

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

01

Growth of talent and intellectual capital

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

02

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.

03

Building agents of change

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

04

Increased international expansion possibilities

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



05

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.

06

Increased competitiveness

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

11

Certificate

This Postgraduate Diploma in Agile Methodologies for New Business Models guarantees students, in addition to the most rigorous and up-to-date education, access to a Postgraduate Diploma issued by TECH Global University.



“

Successfully complete this program and receive your university qualification without having to travel or fill out laborious paperwork"

This private qualification will allow you to obtain a **Postgraduate Diploma in Agile Methodologies for New Business Models** endorsed by **TECH Global University**, the world's largest online university.

TECH Global University is an official European University publicly recognized by the Government of Andorra (*official bulletin*). Andorra is part of the European Higher Education Area (EHEA) since 2003. The EHEA is an initiative promoted by the European Union that aims to organize the international training framework and harmonize the higher education systems of the member countries of this space. The project promotes common values, the implementation of collaborative tools and strengthening its quality assurance mechanisms to enhance collaboration and mobility among students, researchers and academics.

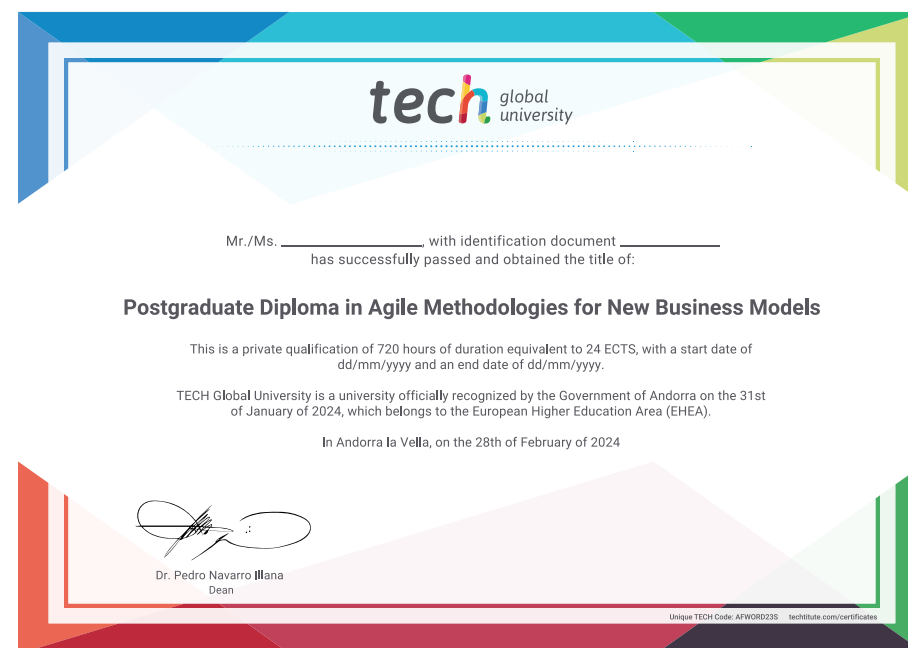
This **TECH Global University** private qualification is a European program of continuing education and professional updating that guarantees the acquisition of competencies in its area of knowledge, providing a high curricular value to the student who completes the program.

Title: **Postgraduate Diploma in Agile Methodologies for New Business Models**

Modality: **online**

Duration: **6 months**

Accreditation: **24 ECTS**





Postgraduate Diploma Agile Methodologies for New Business Models

- » Modality: **online**
- » Duration: **6 months**
- » Certificate: **TECH Global University**
- » Accreditation: **24 ECTS**
- » Schedule: **at your own pace**
- » Exams: **online**

Postgraduate Diploma

Agile Methodologies for New Business Models

