

# Are you a Tec graduate? You can get online training for free



**Personal finance, team leadership, and quality of service** are some of the **online courses** that **Tec de Monterrey** offers you **at no cost** if you're a [graduate](#) of this institution.

Noemí Villarreal, Director of Further Digital Education at the Vice-Rector's Office for Academic Affairs and Educational Innovation, pointed out that these programs were chosen to strengthen links with graduates.

*"These are training or update programs, either in graduates' areas of specialization or in areas they wish to reinforce," she added.*



width="900" loading="lazy">

## 6 COURSES FOR TEC GRADUATES

Villarreal said that Tec graduates can enroll in units called ***Pathways (Trayectos)***, which consist of four or five courses.

The **Pathways** you can take **for free** are:

### 1. **Leading high-performance teams**

- Teams and synergy
- Forming a team
- Stages of team development
- How to lead work teams effectively
- High performance teams

### 2. **Personal Finance**

- Time value of money concepts

- Investment and savings instruments
- Financing instruments
- Insurance and pensions
- Personal finance plans

### **3. Sales force development, leadership, and motivation**

- Introduction: identifying customer types
- Sales force recruitment and selection
- Sales area environment and motivation
- Service synergy and teamwork
- Creativity and disruptive innovation

### **4. Tools for analyzing and transforming the organizational culture**

- Strategic vision
- Values, agreements, and organizational integration
- Empowerment, teamwork, and skills development
- Adaptability, change and organizational learning

### **5. Quality of customer service**

- Fundamentals of quality of service
- Designing service experiences
- Measuring quality of service
- Service systems innovation

### **6. Marketing and sales techniques**

- Negotiating techniques
- Marketing techniques
- Sales cycle
- Sales management



width="900" loading="lazy">

Each **course** lasts approximately **4 hours**, so to **finish a Pathway** you will need an estimated time of **15 to 20 hours**.

These courses are hosted on the **Success Factors platform**, where you can manage learning at your own pace through texts, infographics, and multimedia content.

If needed, you'll also have **tutorials** and **expert advice** at your fingertips to guide you throughout the course.

Once enrolled, you'll have a **period of 90 calendar days** to complete and pass your courses.

### **ENROLL BEFORE MARCH 13**

You should send an **email** to **egresados.enlinea@servicios.itesm.mx** in order to access the courses and obtain detailed information.

You'll receive a **link** via email to a page where you can **enter your details** and **register** on the platform.

The **deadline** for **enrollment** is **Friday, March 13**.

### **ADDITIONAL BENEFITS**

Villarreal pointed out that these units or **Pathways** are part of a **full diploma**, and you'll obtain a digital certificate when you pass them.

You can use this **certificate** to revalidate courses if you want to obtain the **full diploma**.

As a **Tec graduate**, you're also eligible for a discount if you wish to take the **entire diploma course**.

#### **READ MORE NEWS AT CONECTA:**

<https://tec.mx/en/news/national/research/tec-backs-science-number-researchers-grows-124-10-years>