

Executive Master of Business Administration (EMBA)

RAISING BUSINESS LEADERS FOR GLOBAL IMPACT



www.ulbs.unilag.edu.ng

ULBS Executive MBA

RAISING BUSINESS LEADERS FOR GLOBAL IMPACT

The University of Lagos Business School (ULBS) was set up in 2013 and became operational in 2019, to advance the culture of excellence in Business education by the University of Lagos.

The Executive Director's Message

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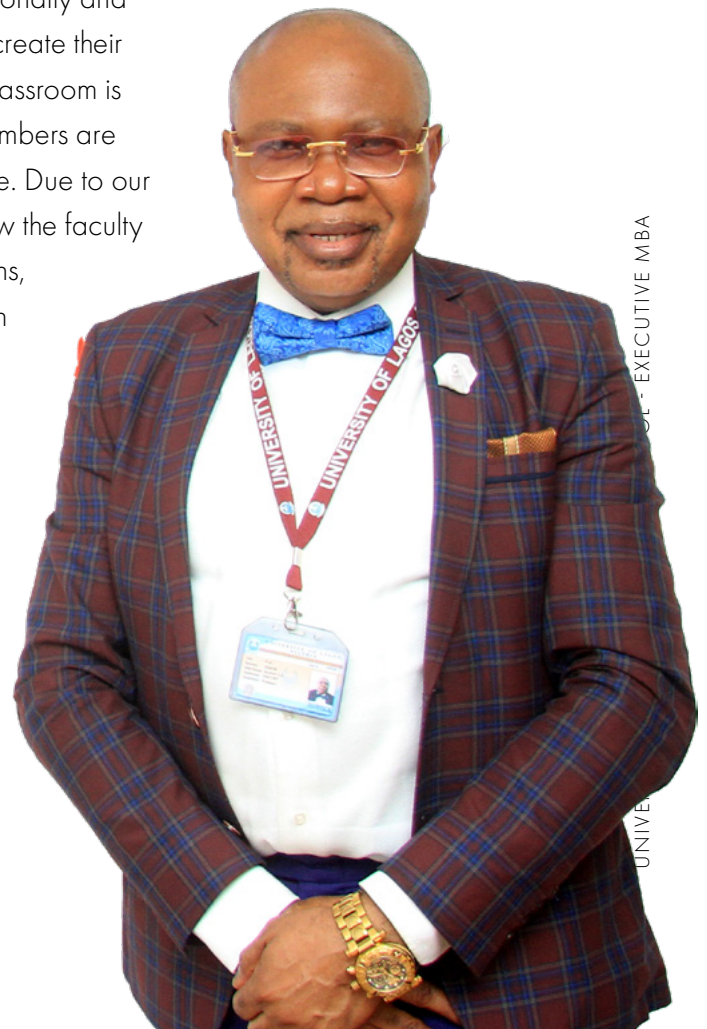
I am extremely delighted to welcome you on behalf of staff and management of the University of Lagos Business School (ULBS). It is great that you made the right decision to have enrolled in our Executive MBA programme. Indeed, this would eventually turn out to be one of the best decisions you ever made. ULBS is an excellent choice to attain your business education and prepare you for a successful career.

Our School provides exciting educational opportunities for students (participants / partners) from all backgrounds and locations. The nature of our classroom interactions and our ultramodern meeting rooms, equipped with state-of-the-art facilities make learning an enjoyable experience and a memorable one. Our instructional modes are designed to promote creative thinking, problem-solving, writing and public speaking skills. The Executive MBA faculty consist of dedicated professionals who excel in connecting with students and providing excellent educational experience. At ULBS, students get contemporary resources during classroom interactions and have many opportunities for real world application during the programme.

The school is committed to our mission of excellence in teaching and high-quality research that will earn us the position of a top-class Business School globally recognized for knowledge, currency and relevance - nationally and internationally. At ULBS, students have the opportunity to create their own customized education. Education in and out of the classroom is readily available and highly encouraged. Our faculty members are very friendly, pleasant, warmly, welcoming and supportive. Due to our small class sizes, students will have the opportunity to know the faculty and work with them side by side on seminars, presentations, business and research projects. You are bound to have an unforgettable and life transforming experience. The huge recreational activities and tourist attractions available in both the university and the state enable students to develop a healthy balance between academic and leisure life.

I am very proud to welcome you to the Business School of choice, where world-class business leaders are incubated, nurtured and made.

Professor Abraham A. A. Osinubi, MB,BS, M.Sc., Ph.D.
The Executive Director, ULBS



Welcome To ULBS EMBA Programme

I have always desired to be a part of a system that solves practical management problems by translating theory into practice. If you have a similar desire amongst others, you have come to the right place. The University of Lagos Business School (ULBS) EMBA programme is by design focused on equipping managers and aspiring managers with the skills to develop capacity for finding and applying new and better ways of efficiently and effectively solving management problems. Our Curriculum offers students with diverse background, core courses that provide a broad and solid foundation in general management as well as opportunity to select from electives that deepen knowledge in specialized business areas of their choice.

The faculty is comprised of world-class experienced academics and industry practitioners who have outstanding track records in their respective professional and occupational fields. They are eagerly waiting to expose you to the knowledge, skills and attributes you require to be effective managers and leaders beyond the workplace. Please feel free to meet and interact with any and, indeed, all of them; their contact details are available on the ULBS website.

On behalf of the entire EMBA work team, I am delighted to welcome you and we definitely look forward to making your time at our EMBA programme a transformational experience for you, your organisation and professional community. Welcome! You have made the right choice.

Simeon E. Ifere, Ph.D., FNIM

Coordinator

ULBS EMBA Programme



The ULBS EMBA programme is designed to equip individuals with the knowledge and skills required not only to be effective managers but also to become transformational business leaders in our dynamic and competitive business world.

DURATION OF PROGRAMME:

2 years of six semesters (Fridays & Saturdays)

STUDY MODE:

In-person and remote learning through Learning Management System (LMS)

ASSESSMENT:

Class participation, individual and group assignment reports, class presentation, examination, and business project.

COMMENCEMENT AND GRADUATION DATES:

September and September in the second academic year.



6 The University of Lagos is an academic citadel of choice, with sterling brand identity. Its unique brand identity derives from the quality of teaching, high rate of employment of its graduates, strong alumni, quality of its academic research, and location in Lagos, the commercial and industrial hub of Nigeria. ULBS is designed to leverage on the University's strategic location and capabilities to provide a unique environment that is conducive for executive education and learning.

Our focus is to bridge the gap between theory and practice through having experienced academics and industry practitioners as faculty. Our degree and short-term programmes are designed to equip the new generation of Nigerian and Global leaders with the skills required to excel in business management and personal life. To ensure relevance of our programmes to current practical industry problems, we partner with organizations in manufacturing, financial industry, healthcare industry and others and develop multiple educational and training options for their employees.



Our Mission

To provide innovative business research and training for capacity development of managers through experienced academics and industry practitioners, technology and global synergy.

Our Vision

To be a top class MBA programme, globally recognized for excellence and knowledge capable of delivering competitive business advantage.

Our Core Values

- U** – Uniqueness
- L** – Leadership Integrity
- B** – Business Innovation
- S** – Synergy



Why choose ULBS for your EMBA Programme?

Our approach is inductive, holistic and transformational. We provide opportunity for immersion programmes to enable our students gain global experience from our partner universities and business organizations around the world and build a lasting global network.

Our EMBA offers a range of exciting courses that are designed to meet the practical needs of today's global business and are continually evolving to remain relevant. Our inductive learning approach involves interactive teaching and case studies that expose students to the day-to-day real life challenges in the workplace.



The EMBA Programme



LAGOS



PART-TIME



24 MONTHS

Overview

The ULBS EMBA programme is designed to equip individuals with the knowledge and skills required not only to be effective managers but also to become transformational business leaders in our dynamic and competitive business world.

Immersion

Students devote part of the fourth semester to immersion at local or foreign partner organisations to identify and propose practical solutions to a business problems. This also affords students opportunity to build local and international networks.

Assessment

Assessment of students is continuous and based on class participation, individual and group assignment reports, class presentation and examination.

Graduation Requirements

The EMBA programme runs for a minimum of six semesters and maximum of ten semesters. A semester consists of sixteen weeks.

A candidate must fulfill the following conditions to be awarded the MBA degree:

i	15 core courses of 3 units and 4 courses of 2 units	53 units
ii	6 Electives courses of 3 units	18 units
iii	Business Project	6 units
		77 units

Objectives

The broad objective of the EMBA programme is to enhance human capital development capable of managing businesses in dynamic and complex environment in Nigeria and the global community.

The specific objectives of the programme include:

- Providing an environment that inspires innovative problem solving among students with the support of experienced academics and industry practitioners.
- Enabling managers to develop the capacity to think with clarity and develop feasible solutions that promote the wellbeing of their organization, community and society.
- Exposing students to the knowledge, skills and attributes required for effective management and leadership beyond the workplace.

Study Schedule

Lectures, case studies and presentation hold on Friday evenings and Saturdays. Intensive lecture week of five days holds from Monday to Friday, once in each of the semesters

Duration

The programme is part-time only and runs for 24 months consisting of 6 semesters of 16 weeks each.

Admission Requirements

Holders of the following qualifications are eligible for admission into the EMBA Programme:

- Bachelor's degree with a minimum of second class lower division from an approved University.
- HND with a minimum of upper credit and PGD from an approved Institution.
- Professional qualifications, such as ACA, ACCA, CIMA, CIIN, ACIPM, AMNIM and ACIB with PGD.
- In addition to any of the items i-iii above, candidates must have 5 credit passes (including English and Mathematics) at the 'O' level and at least 7 years post qualification work experience. Experience in senior managerial or administrative position will be an added advantage.
- Acceptable performance at the selection interview conducted by ULBS.

Our Philosophy

The EMBA programme is guided by the belief that an MBA programme go beyond the normal criteria of research universities by promoting research that transcends the realm of academic publications to reach and add value to the global business community. ULBS focuses on equipping individuals with the knowledge and skills required not only to be effective managers but also to become transformational leaders in their organizations as well as society.



Course Contents

The curriculum is designed to offer students with diverse background, core and elective courses. All students are to undertake and pass the core courses, which provide a broad and solid foundation in general management. The electives offer courses that deepen knowledge in specialized business areas from which students are expected to take required number of units.

Areas of Specialization

There are six areas of specialization as listed below:

- o Accounting
- o General Management
- o Human Resource Management
- o Finance
- o Marketing
- o Production/Operations Management

COMPULSORY COURSES

Code	Description	Units
EMB 811	General Management	3
EMB 812	Global Environment of Business	3
EMB 813	Human Resource Management	3
EMB 814	Business Communication	2
EMB 815	Financial Accounting	3
EMB 821	Corporate Finance	3
EMB 822	Corporate Entrepreneurial Management	3
EMB 823	Marketing Strategy and Management	3
EMB 824	Data Analytics for Business Decision	3
EMB 825	Business Law	2
EMB 831	Operations and Supply Chain Management	3
EMB 832	Strategy and Business Policy	3
EMB 833	Managerial Economics	3
EMB 834	Cost and Management Accounting	3
EMB 835	ICT Management	2
EMB 851	Leadership and Organisational Behaviour	3
EMB 852	Corporate Governance Business Ethics and CPS	3
EMB 853	Risk Management	3
EMB 854	Research Methods	2
EMB 855	Business Project	6

ELECTIVES FOR SPECIALIZED AREAS

ACCOUNTING

Code	Description	Units
ACC 821	Public Sector Accounting	3
ACC 822	Corporate Financial Reporting	3

Code	Description	Units
ACC 823	Taxation	3
ACC 824	Financial Management in the Parastatals	3
ACC 825	Auditing and Assurance	3
ACC 831	Forensic Accounting	3
ACC 832	International/Global Accounting	3
ACC 833	Advanced Cost and Management Accounting	3

BANKING AND FINANCE

Code	Description	Units
FIN 821	Investments Analysis & Portfolio Management	3
FIN 822	Advanced Corporate Finance	3
FIN 823	Management of Financial Institutions I	3
FIN 824	International Business Finance	3
FIN 825	International Monetary Relations	3
FIN 831	Marketing of Financial Services	3
FIN 832	Management of Financial Institutions II	3
FIN 833	Money, Financial System and Regulatory Policies	3

MANAGEMENT

Code	Description	Units
BUS 821	Entrepreneurship	3
BUS 822	Environment & Industry Analysis	3
BUS 823	Strategy and Structure	3
BUS 824	Comparative Management	3
BUS 825	Strategic Planning	3
BUS 831	International Business	3
BUS 832	Organizational Development	3
BUS 833	Total Quality Management	3

MARKETING

Code	Description	Units
MRT 821	Marketing Management	3
MRT 822	Marketing Intelligence	3
MRT 823	Sales Management	3
MRT 824	Integrated Marketing Communication	3
MRT 825	Distribution Management and Logistics	3
MRT 831	International Marketing	3
MRT 832	Consumer Psychology	3
MRT 833	Product Management and Branding Strategy	3
MRT 834	Retailing Management	3

PRODUCTION AND OPERATIONS MANAGEMENT

Code	Description	Units
POM 821	Design and Control of Production System	3
POM 822	Operations Research	3
POM 823	Production System Design Analysis	3
POM 824	Facilities Location Methods	3
POM 825	Computer Appreciation in Production System	3
POM 831	Project Management and Feasibility Studies	3
POM 832	Operational Decisions in Production Management	3
POM 833	Strategic Decisions in Production Management	3

HUMAN RESOURCES MANAGEMENT

Code	Description	Units
HRM 821	Labour Market	3
HRM 822	Comparative Human Resource Management	3
HRM 823	Performance Management	3
HRM 824	Corporate Human Resource Planning and Development	3
HRM 825	Corporate Managerial Rewards and Compensation	3
HRM 831	Labour Law and Public Policy	3
HRM 832	Employment Relations and Workforce Diversity Management	3
HRM 833	Management of Health, Safety and Security at work	3

YEAR 1 FIRST SEMESTER: SEPTEMBER - DECEMBER

S/No	Course Code	Course Title	Units	
1	EMB 811	General Management	3	C
2	EMB 812	Global Environment of Business	3	C
3	EMB 813	Human Resource Management	3	C
4	EMB 814	Business Communication	2	C
5	EMB 815	Financial Accounting	3	C

YEAR 1 SECOND SEMESTER: JANUARY - APRIL

S/No	Course Code	Course Title	Units	Status
1	EMB 821	Corporate Finance	3	C
2	EMB 822	Corporate Entrepreneurship	3	C
3	EMB 823	Marketing strategy and Management	3	C
4	EMB 824	Data Analytics for Business Decision	3	C
5	EMB 825	Business Law	2	C

YEAR 1 THIRD SEMESTER: MAY - AUGUST

S/No	Course Code	Course Title	Units	Status
1	EMB 831	Operation and Supply Chain Management	3	C
2	EMB 832	Strategy and Business Policy	3	C
3	EMB 833	Managerial Economics	3	C
4	EMB 834	Cost and Management Accounting	3	C
5	EMB 835	ICT Management	2	C

YEAR 2 FIRST SEMESTER: SEPTEMBER - DECEMBER

S/No	Course Code	Course Title	Units	Status
1	EMB 851	Leadership and Organizational Behavior	3	C
2	EMB 852	Corporate Governance, Business Ethics and Corporate Social Performance	3	C
3	EMB 853	Risk Management	3	C
4	EMB 854	Research Methods	2	C

ACCOUNTING SPECIALISATION**YEAR 2 SECOND SEMESTER: JANUARY - APRIL**

S/No	Course Code	Course Title	Units	Status
1	ACC 821	Public Sector Accounting	3	E
2	ACC 822	Corporate Financial Reporting	3	E
3	ACC 823	Taxation	3	E
4	ACC 824	Financial Management in the Parastatals	3	E
5	ACC 825	Auditing and Assurance	3	E

YEAR 2 THIRD SEMESTER: MAY - AUGUST

S/No	Course Code	Course Title	Units	Status
1	ACC 831	Forensic Accounting	3	E
2	ACC 832	International/Global Accounting	3	E
3	ACC 833	Advance Cost and Management Accounting	3	E
4	EMB 855	Business Project	4	C

FINANCE SPECIALISATION**YEAR 2 SECOND SEMESTER: JANUARY - APRIL**

S/No	Course Code	Course Title	Units	Status
1	FIN 821	Investment Analysis & Portfolio Management	3	E
2	FIN 822	Advanced Corporate Finance	3	E
3	FIN 823	Management of Financial Institutions I	3	E
4	FIN 824	International Business Finance	3	E
5	FIN 825	International Monetary Relations	3	E

YEAR 2 THIRD SEMESTER: MAY - AUGUST

S/No	Course Code	Course Title	Units	Status
1	FIN 831	Marketing of Financial Services	3	E
2	FIN 832	Management of Financial Institutions II	3	E
3	FIN 833	Money, Financial System and Regulatory Policies	3	E
4	EMB 855	Business Immersion Project	6	C

MANAGEMENT SPECIALISATION**YEAR 2 SECOND SEMESTER: JANUARY - APRIL**

S/No	Course Code	Course Title	Units	Status
1	BUS 821	Entrepreneurship	3	E
2	BUS 822	Environment and Industry Analysis	3	E
3	BUS 823	Strategy and Structure	3	E
4	BUS 824	Comparative Management	3	E
5	BUS 825	Strategic Planning	3	E

YEAR 2 THIRD SEMESTER: MAY - AUGUST

S/No	Course Code	Course Title	Units	Status
1	BUS 831	International Business	3	E
2	BUS 832	Organisational Development	3	E
3	BUS 833	Total Quality Management	3	E
4	EMB 855	Business Project	6	C

MARKETING SPECIALISATION**YEAR 2 SECOND SEMESTER: JANUARY - APRIL**

S/No	Course Code	Course Title	Units	Status
1	MRT 821	Marketing Management	3	E
2	MRT 822	Marketing Intelligence	3	E
3	MRT 823	Sales Management	3	E
4	MRT 824	Integrated Management Communication	3	E
5	MRT 825	Distribution Management and Logistics	3	E

YEAR 2 THIRD SEMESTER: MAY - AUGUST

S/No	Course Code	Course Title	Units	Status
1	MRT 831	International Marketing	3	E
2	MRT 832	Consumer Psychology	3	E
3	MRT 833	Product Management and Branding Strategy	3	E
4	MRT 834	Retailing Management	3	E
5	EMB 855	Business Project	6	C

PRODUCTION/OPERATIONS MANAGEMENT SPECIALISATION**YEAR 2 SECOND SEMESTER: JANUARY - APRIL**

S/No	Course Code	Course Title	Units	Status
1	POM 821	Design and Control of Production System	3	E
2	POM 822	Operations Research	3	E
3	POM 823	Production System Design Analysis	3	E
4	POM 824	Facilities Location Methods	3	E
5	POM 825	Computer Application in Production System	3	E

YEAR 2 THIRD SEMESTER: MAY - AUGUST

S/No	Course Code	Course Title	Units	Status
1	POM 831	Project Management and Feasibility Studies	3	E
2	POM 832	Operational Decisions in Production Management	3	E
3	POM 833	Strategic Decisions in Production Management	3	E
4	EMB 855	Business Project	6	C

HUMAN RESOURCES MANAGEMENT SPECIALISATION**YEAR 2 SECOND SEMESTER: JANUARY - APRIL**

S/No	Course Code	Course Title	Units	Status
1	HRM 821	Labour Market	3	E
2	HRM 822	Corporate Human Resource Management	3	E
3	HRM 823	Performance Management	3	E
4	HRM 824	Comparative Human Resource Planning and Development	3	E
5	HRM 825	Corporate Managerial Rewards and Compensation	3	E

YEAR 2 THIRD SEMESTER: MAY - AUGUST

S/No	Course Code	Course Title	Units	Status
1	HRM 831	Labour Law and Public Policy	3	E
2	HRM 832	Employment relations and Workforce Diversity Management	3	E
3	HRM 833	Management of Health, Safety and Security at Work	3	E
4	EMB 855	Business Project	6	C

CORE / COMPULSORY COURSES

EMB 811 - GENERAL MANAGEMENT - 3 UNITS

This course analyses the evolution of management thought and provides an understanding of the functions and responsibility of managers, including planning, organizing, staffing, directing and controlling. Student will learn how to deal with managerial challenges, including those arising from the broader community, and create an environment for organization's success.

EMB 812 - GLOBAL ENVIRONMENT OF BUSINESS - 3 UNITS

The basic objective of this course is to examine the macro environmental factors that affect business operation. It helps students to understand in a global context, how the events and trends in the political, legal, economic, socio-cultural and technological arena affect business. The course also explores the impact of globalisation, regional integration and blocs on business.

EMB 813 - HUMAN RESOURCE MANAGEMENT - 3 UNITS

The capability of an organization's workforce is critical to its success. This course is intended to equip students with the knowledge and practical skills required to effectively manage organizational workforce. Topics discussed include, nexus between human resource and organization's strategy, human resource planning, development and succession, cross-cultural management, talent management, and performance management. Contemporary trends in human resources management in the Nigerian and global context are discussed.

EMB 814 - COMMUNICATION - 2 UNITS

Communication is vital to an organization's effectiveness. Ineffective communication can lead time wasting and other negative outcomes. This course introduces students to interpersonal, intercultural and group communication. The objective is to improve their written, oral, presentation and persuasive skills as well as emotional intelligence. Effective communication will facilitate resolution of group conflicts and decision-making. The course offers the students an opportunity to speak, write, make presentations and receive critique from course mates and instructors.

EMB 815 - FINANCIAL ACCOUNTING - 3 UNITS

The course equips participants with basic accounting skills and tools required by modern business managers. It enables participants to prepare, analyze and interpret financial statements to meet the needs of various users. Conceptual, legislative and regulatory frameworks guiding the financial statements of business entities in Nigeria are emphasized.

EMB 821 - CORPORATE FINANCE- 3 UNITS

This course examines how managers use financial information in making optimal investment, funding and dividend decisions in order to maximize shareholders' value. Topics include corporate objectives, capital structure, sources of finance (local and international), portfolio allocation, mergers and acquisition and hedging.

EMB 822 - CORPORATE ENTREPRENEURIAL MANAGEMENT - 3 UNITS

This course is designed to show students how entrepreneurial practices within an established organization can improve both market and financial performance, and develops their entrepreneurial thinking capacity. Topics covered include intrapreneurs' role in value creation, identifying and evaluating commercial opportunities, corporate venturing and managing the innovation process.

EMB 823 - MARKETING STRATEGY AND MANAGEMENT - 3 UNITS

This course addresses the issues of developing strategic marketing orientation and management in an organization and how this impacts on the ultimate corporate goals of profit, growth and sustainability. It examines how marketing strategies are developed and implemented in the context of product planning, pricing, distribution, communication and services, to achieve an organization's goals.

EMB 824 - DATA ANALYTICS FOR BUSINESS DECISION- 3 UNITS

This is an introductory course to help students understand the quantitative techniques for analyzing and organizing data in order to make informed business decisions. It covers the basic elements of decision-making under conditions of uncertainty and helps to improve managerial decision-making skills in dealing with business risks.

EMB 825 - BUSINESS LAW - 2 UNITS

Introduction to Business Law explains the legal aspects of business. It provides the overview of the legal framework for carrying out

business activities in Nigeria. Laws regulating project and asset finance in Nigeria, financing of limited liability companies (public and private), Law of contracts, Agency, Hire purchase transactions and equipment leases, mortgage/security documentations, carriage of goods, and related laws are examined. The Company Act and Company and Miscellaneous matters decrees are examined in depth.

EMB 831 - OPERATIONS AND SUPPLY CHAIN MANAGEMENT - 3 UNITS

Operations and Supply Chain Management is concerned with operations, production systems and control mechanisms. The course provides an understanding of how organizations transform input resources into valuable product or service in a dynamic environment and it helps managers to optimize tactical and strategic decisions concerning raw materials, facilities, workforce, control, etc., in the value creation process.

EMB 832 - STRATEGY AND BUSINESS POLICY - 3 UNITS

This course covers corporate and business strategies and policies to guide strategy implementation. It is intended to develop the students' capacity to think strategically, in order to formulate appropriate strategies that lead to sustainable competitive advantage. It elaborates on conceptual frameworks and tools for the analysis of competitive situation and strategic dilemmas and addresses the issues of strategic choice in the context of dynamic operating environment, and management of strategic change. There is an integrated analysis of the firm, its industry and the remote environment in the determination of strategic positioning. The course also examines emerging industries.

EMB 833 - MANAGERIAL ECONOMICS 3 UNITS

This course examines how organizations make optimal decisions by exploring economic principles and tools in decision-making under different market characteristics. Its coverage includes market behaviour, pricing, cost and profit drivers, and allocation of resources.

EMB 834 - COST AND MANAGEMENT ACCOUNTING - 3 UNITS

This course considers the use of accounting information and techniques in managerial planning, budgeting and decision-making. It emphasizes a variety of accounting techniques and their applications in the global business environment. The course also covers behavioral considerations in budgeting, variance analysis and business performance measurement.

EMB 835 - ICT MANAGEMENT - 2 UNITS

This course exposes students to the use of computers in problem solving. It focuses on developing skills in application of computer software and other ICT tools to solving real-world business problems and generally promoting efficiency of firms' activities.

EMB 851 - LEADERSHIP AND ORGANIZATIONAL BEHAVIOR - 3 UNITS

This course is designed to help managers understand the issues associated with human behavior in organizational context and how leadership can shape behavior at individual, group and organizational levels to promote desired culture. It deals with the concepts of motivation and job satisfaction, organizational environment, system, design, politics, change and development as well as efficiency and effectiveness.

EMB 852 - CORPORATE GOVERNANCE, BUSINESS ETHICS AND CORPORATE SOCIAL PERFORMANCE - 3 UNITS

This course identifies ethical and social responsibility issues of business and how to manage them to ensure business success. The nexus between environmental sustainability and business survival is also discussed.

EMB 853 - RISK MANAGEMENT - 3 UNITS

The course offers a framework for an integrated approach to analyzing and managing business risks. There is emphasis on enabling students to evaluate and make decision under uncertainty to mitigate risk and improve performance of organization. The role of insurance is also discussed.

EMB 854 - RESEARCH METHODS - 2 UNITS

This course introduces the basic requirements for writing a business plan or project and prepares the student to undertake writing the business project during the last semester of the programme. It explores quantitative and qualitative research approaches in different fields and shows how to identify and analyze business problems, review literature, appropriate methodology, gather and analyze data, as well as draw conclusions.

EMB 855 - BUSINESS PROJECT - 6 UNITS

This course is undertaken during the last semester of the programme. The Business Project involves the student in identification of a practical business problem and developing a relevant solution through application of scientific tools that have been studied during the programme.

ACCOUNTING SPECIALIZATION

ACC 821 - PUBLIC SECTOR ACCOUNTING - 3 UNITS

The course introduces students to the elements of public sector accounting. It provides an overview of accounting in the public sector, public financial management, basic accounting for not-for-profit organisations, performance measurement, budgeting, and sources and allocation of revenue. It examines the effects of various budgeting approaches, e.g., planning programme and budgeting system (PPBS), and zero base budgeting (ZBB) on public sector organizations. Treasury single account, public accountability International Public Sector Accounting Standards (IPSAS) and accrual based reporting will also be studied.

ACC 822 - CORPORATE FINANCIAL REPORTING- 3 UNITS

This course provides an understanding of how to effectively deal with the responsibility for corporate financial reporting. It covers the rationale for corporate financial reporting, the statutory, conceptual and regulatory frameworks guiding financial reporting and its associated problems. It also examines the accounting standard setting issues and disclosure requirements in accordance with international best practice. The relationship between economic events and financial statements preparation and disclosure, the measurement of economic income value, the relationship between accounting information in a market setting and its stock market impact as well as sustainability and integrated also discussed.

ACC 823 - TAXATION - 3 UNITS

The course familiarizes students with the historical development of taxation in Nigeria, relevant tax authorities and functions; personal income tax and its computation for individuals and partnerships; companies income tax computation - commencement and cessation, capital gains tax format and computation; education tax principle and computation; value added tax; withholding tax principle and computation; pioneer companies. Students are also exposed to fundamentals of tax planning and tax management, tax compliance and tax avoidance. Contemporary issues and current developments in Nigerian taxation will also be covered.

ACC 824 - FINANCIAL MANAGEMENT IN THE PARASTATAL- 3 UNITS

This course helps students to understand the theoretical and practical aspects of financial management. It covers capital investment decisions, financing decisions, capital pricing and investment problems, accounting and financial control, the problems of setting objectives and efficiency criteria in government parastatals, investment criteria for public enterprises, evaluation of existing investment and pricing methods, expected rate of return, relationship between investment and pricing policies, finance and capital structure, cost of capital, effects of government guarantees, effects of inflation on investment decisions, and financial objectives of public enterprises. The impact of legislations, fiscal and monetary policies on ministries, departments and agencies are also examined.

ACC 825 - AUDITING AND ASSURANCE- 3 UNITS

The course examines and provides justification for auditing and assurance engagements. It covers internal and external audit and assurance in the Nigerian environment along with the subsisting statutory, regulatory and legislative frameworks. The constraints and problems associated with modern forms of auditing especially in specialised areas such as computerised settings, public sector and not-for-profit organisations are analysed. Professional ethics, auditor independence, audit evidence and auditor tenure are discussed in the context of contemporary developments in the auditing profession.

ACC 831 - FORENSIC ACCOUNTING- 3 UNITS

This course provides an overview of the nature and scope of forensic evidence, forensic accounting as well as crime and nature of man. It exposes students to crime investigation analysis, evidence rule, causes of investigations failure and approaches to litigation support engagement services. It further explores the investigative and prosecuting agencies in Nigeria, financial crime laws and relevance of ethics and corporate governance, and the future of forensic accounting education and practice in Nigeria.

ACC 832 - INTERNATIONAL ACCOUNTING- 3 UNITS

This course explains the concept of international accounting and provides its historical background. It examines the diversity in international accounting practice, management of exchange risk, organizational and performance evaluation of multinational operations. Capital budgeting for multinationals, accounting for foreign currency transactions, translation and analysis of financial statements of multinational companies, accounting for inflation internationally, accounting and control problems of foreign companies; transfer pricing and international regulations of international reporting systems will also be explored.

ACC 833 - ADVANCED COSTS AND MANAGEMENT ACCOUNTING- 3 UNITS

The course covers the preparation of relevant costs and management accounting information as well as statistical techniques for the presentation of accounting information for boards of directors and management. There is a focus on profitability and sensitivity analysis, developing information for operational performance measurement and control. The use of standards, variance

analysis, divisional performance measurement, transfer pricing and other performance measurement techniques such as balanced scorecards are also discussed.

FINANCE SPECIALISATION

FIN 821 - INVESTMENT ANALYSIS & PORTFOLIO MANAGEMENT- 3 UNITS

This course is designed to equip students with the knowledge and skills required to appropriately analyze Securities and make optimal portfolio decisions. It covers analysis of risk and return, valuation of different investment classes including bonds, equities, hybrid and exotic instruments, constructing portfolios and performance evaluation. It also examines strategies employed in practice to maximize yield and minimize risk of holding cross-border investment instruments.

FIN 822 - ADVANCED CORPORATE FINANCE - 3 UNITS

This course covers the effects of various corporate financial policy decisions (e.g. capital budgeting, capital structure and dividend policies) on value of the firm, given tax, bankruptcy and agency perspectives. It incorporates the effects of project abandonment decisions and price level changes; use of leases and Merger & Acquisitions to create value for firms. It also covers Corporate Risk Management and International Corporate Finance.

FIN 823 - MANAGEMENT OF FINANCIAL INSTITUTIONS - 3 UNITS

This course familiarises students with the environment of bank management, risk management, duties and responsibilities of boards and management, performance evaluation of banks, corporate governance and ethics in the financial services industry, liquidity management, financial distress and bank failure as well as organizational structure and culture.

FIN 824 - INTERNATIONAL BUSINESS FINANCE- 3 UNITS

The course focuses on the risks of doing business overseas and the tools for risk management. It exposes students to foreign exchange risks, political risks, working capital management, long-term investments financing, accounting and control.

FIN 825 - INTERNATIONAL MONETARY SYSTEM - 3 UNITS

This course provides an understanding of how to analyze and manage trade, balance of Payment and international payments. It also explores the contemporary International Monetary Order and reform of the international financial architecture.

FIN 831 - MARKETING OF FINANCIAL SERVICES 3 UNITS

This course is designed to enable students develop the skills for marketing of financial services. Topics covered include marketing research, financial services marketing strategies, products/services pricing, channels of distribution, promotion, public relations on banking, marketing audit, marketing ethics and customer relationship management

FIN 832 - MANAGEMENT OF FINANCIAL INSTITUTIONS II- 3 UNITS

The course exposes students to intricacies of liquidity and risk management in financial institutions. There is a particular focus on the importance of training and manpower development, industrial and public relations and understand the functions of internal audit in dealing with bank frauds.

FIN 833 - MONEY, FINANCIAL SYSTEM AND REGULATORY POLICIES - 3 UNITS

The course provides advanced treatment of monetary and fiscal policy issues in respect of measures for economic stabilization. Topics treated include instruments and targets of monetary policies, and regulatory responsible for institutions in domestic and international economic environment such as the NDIC/FDIC, CBN, IMF etc. and their effect on national and international economic development.

MANAGEMENT SPECIALIZATION

BUS 821 - ENTREPRENEURSHIP - 3 UNITS

The objectives of this course are to equip students with the skills to identify and analyse valuable opportunities then set up and manage a business to successfully exploit the opportunities. The course addresses opportunity recognition, creating entrepreneurial organization, value proposition, financing options, understanding the environment and entrepreneurial leadership.

BUS 822 - ENVIRONMENT AND INDUSTRY ANALYSIS- 3 UNITS

This course examines how political, economic, social, and technological trends and events in the Nigerian and global arena affect business operation. It also discusses industry competitive forces and analytical tools to help managers develop tactical and strategic plans to gain competitive advantage and enhance business survival.

BUS 823 - STRATEGY AND STRUCTURE- 3 UNITS

This course is intended to help students understand the reciprocal relationship between strategy and structure and how organizations

formulate strategies and fitting structures to foster organizational effectiveness.

BUS 824 - COMPARATIVE MANAGEMENT- 3 UNITS

Comparative management focuses on theories and management practices in international context and their implications for organizational performance.

BUS 825 - STRATEGIC PLANNING- 3 UNITS

This course discusses how organizations attain effectiveness by creating plans that align organizational resources with the requirements for success in the operating environment.

BUS 831 - INTERNATIONAL BUSINESS - 3 UNITS

Business has become globalized and different systems and cultures co-exist and compete for influence. This course provides a broad overview of the changing character of international business environment and discusses International corporations' strategies and practices.

BUS 832 - ORGANISATIONAL DEVELOPMENT- 3 UNITS

This course is designed to equip students with an understanding of how organizations can promote future effectiveness through planned, systematic, long range efforts, focused on the organization's culture, technology, structure, human resource and social processes.

BUS 833 - TOTAL QUALITY MANAGEMENT- 3 UNITS

This course examines the role Total Quality Management (TQM) approach in organization's long-term success through customer satisfaction. Students learn how the commitment of all organization's members to the culture of continuous improvement in processes, products and services contribute to organizational success. The concept of lean production is also introduced.

MARKETING SPECIALIZATION

MRT 821 - MARKETING MANAGEMENT- 3 UNITS

This course familiarizes students with the fundamentals of marketing (Pricing, Product, Place and Promotion) and the concepts of buyer behaviour, segmentation, targeting, positioning, product/service development and management, pricing, distribution, and marketing communication. The topical field of Service Marketing, operation of soft marketing elements - people, process and physical cues, marketing ethics, and the concepts of B2B; B2C and B2G with respect to market behaviours will be explored. The implications of the Marketing fundamentals and elements for SMEs, indigenous businesses, MNCs and nonprofit businesses will also be discussed.

MRT 822 - MARKETING INTELLIGENCE - 3 UNITS

This course provides an understanding for application of scientific methods of investigation to marketing problems and market developments. Topics include test marketing, product/service potentials measurements, branding research, price Sensitivity, promotion measurements, retail survey, and marketing information system (MIS). The problem of marketing research in development country will be highlighted through experimental processes of students undertaking their own research.

MRT 823 - SALES MANAGEMENT & STRATEGY - 3 UNITS

Sales Management & Strategy show students how to apply the management functions, statistical analysis and strategies in contemporary selling practices. The course examines sales forecasting, strategies, planning, sales force training and development, ethical selling, and account management amongst other topics.

MRT 824 - INTEGRATED MARKETING COMMUNICATION - 3 UNITS

This course focuses on how marketing communication has evolved and implications for the marketing function of businesses. It examines the significance of corporate image, various marketing communication models, integrated marketing communication barriers and opportunities, factors that influence marketers' choice, and network marketing.

MRT 825 - DISTRIBUTION MANAGEMENT AND LOGISTICS - 3 UNITS

The objective of this course is to expose students to the contemporary developments in distribution and logistics and the peculiarities associated with the Nigerian environment as well management strategies.

Topics covered include, distribution channels, Logistics Planning and management, franchising, wholesaling and retailing structure, supply-chain management, physical distribution, inventory planning and management.

MRT 831 - INTERNATIONAL MARKETING- 3 UNITS

This course helps students learn how to apply marketing principles and strategies to internationalisation of business operations. It analyses International market issues (EU, China, BREXIT, SSA, ASEAN, Middle-East; etc.) and discusses international marketing

strategies, and environmental factors.

MRT 832 - CONSUMER PSYCHOLOGY- 3 UNITS

This course examines the behavioural aspect of marketing and covers issues and developments that affect consumer buying decisions and patterns. Issues considered include models of consumer behaviour, consumer Decision Process, cultural and Cross-cultural influences, social class, reference groups, family, consumer advocacy, and opinion leadership and implications. There is a particular focus on industrial buyer behaviours to for students to gain insight into market behaviours in B2B

MRT 833 - PRODUCT MANAGEMENT AND BRANDING STRATEGY - 3 UNITS

The course unfolds the operations and strategies that guide product development and branding that are strategic to both new and existing products' brand building in a competitive market. Topics covered include, new product development (NPD), product differentiation, positioning, life-Cycle, brand development strategies (including labeling, packaging, name, logo, symbol, trademark, etc.).

MRT 834 - RETAILING MANAGEMENT - 3 UNITS

The course is designed to acquaint students with the developments in the nascent Nigerian retailing business covering both manufacturing and service industries and strategic approaches to profitable retailing operations in the Nigerian market. It explains changing consumer environment, retailing models, strategic issues in retailing, strategic retailing in service industry, franchising and sectoral analysis of evolving retailing opportunities in Nigerian market e.g. retail banking, fashion retailing, etc.

PRODUCTION AND OPERATIONS MANAGEMENT SPECIALIZATION

POM 821 - DESIGN AND CONTROL OF PRODUCTION SYSTEM- 3 UNITS

The objective of the course is to develop students' skills on the act of planning to obtain an optimum arrangement of industrial facilities, including personnel, operating equipment, storage space, materials handling equipment and all other supporting services along with the design of the best structure to contain these facilities to promote optimal performance of organizations.

POM 822 - OPERATIONS RESEARCH- 3 UNITS

Contemporary management has assumed a dynamic nature to the extent that the old, intuitive and qualitative management style can no longer cope with the conflicting and competitive business and industrial environment of today. This course is designed to help students acquire skills in the use of scientific and quantitative methods and techniques that can effectively handle the day-to-day complex operation problems faced by managers. It examines the operational research and management science philosophy, prototypes and models in decision-making to achieving the best possible results.

POM 823 - PRODUCTION SYSTEM DESIGN ANALYSIS- 3 UNITS

This course is designed to help managers understand the concepts, skills, principles, methodologies, techniques and tools that are essential for the Systems Analysts to successfully develop production systems. Emphases are on the role, responsibilities, and mind-set of the Systems Analyst as well as the Systems Project Manager and the methods and principles of systems development.

POM 824 - FACILITIES LOCATION METHODS- 3 UNITS

This course focuses on the selection of plant or factory location to minimize the cost of operations. Topics covered include steps in plant location, determinants of plant location, and recent trends in plant location.

POM 825 - COMPUTER APPRECIATION IN PRODUCTION SYSTEM - 3 UNITS

The aim of this course is to enable students appreciate and develop the skills to effectively use computer packages in solving production problems. Students learn how to carry out appropriate production and project planning and scheduling, with due consideration of cost and resources.

POM 831 - PROJECT MANAGEMENT AND FEASIBILITY STUDIES - 3 UNITS

This course is intended to promote students understanding of the link between projects and the strategic goals of an organization. It deals with feasibility and viability analysis, scheduling, execution and control of projects as well as tools and skills required for effective project management.

POM 832 - OPERATIONAL DECISION IN PRODUCTION MANAGEMENT - 3 UNITS

This course examines the methods and tools for making optimal decision in production management. It provides students with an understanding of the hierarchy of production decisions and how appropriate production scheduling and job shop scheduling, amongst other practices, help to optimize work.

POM 833 - STRATEGIC DECISIONS IN PRODUCTION MANAGEMENT - 3 UNITS

Companies spend a large percentage of their income and employee hours carrying out activities that stem from decisions in various parts of the company. This course is aimed at helping managers advance their knowledge and skills of strategic decision making in the management of business operations. It explores the concepts of operations strategy framework, strategy formulation, product design, and global competitiveness.

HUMAN RESOURCES MANAGEMENT SPECIALISATION

HRM 821 - LABOUR MARKET - 3 UNITS

The course provides an in-depth treatment of the characteristics and problems of labour market in developing countries. It provides a framework for analyzing the theories that explain the evolution and functioning of such markets. There is Emphasis on labour supply and demand, structure and characteristics of internal migration, wage determination, unions, inflation and government's policies, and the functioning of urban labour markets.

HRM 822 - COMPARATIVE HUMAN RESOURCE MANAGEMENT - 3 UNITS

This course provides overview of human resource management practices in selected countries and regions, including Africa, Europe, North America, and Asia. It provides an understanding of the international convergence and divergence in HRM practices and processes.

HRM 823 - PERFORMANCE MANAGEMENT- 3 UNITS

The way performance is managed affects the outcome of an organization's efforts. This course focuses on designing systems and processes to enhance individual productivity and of course organizational performance. It explores relevant metrics and diagnostic framework for analyzing, measuring and managing organizational performance.

HRM 824 - CORPORATE HUMAN RESOURCE PLANNING AND DEVELOPMENT - 3 UNITS

This course is aimed at developing managerial techniques for human resource planning and development adaptable to Nigeria organizations. It acquaints students with the knowledge and skills to effectively plan, organize and develop the workforce as a resource required for organizational effectiveness. Students will also learn the techniques for career monitoring, coaching, counseling and mentoring principles.

HRM 825 - CORPORATE MANAGERIAL REWARDS & COMPENSATION - 3 UNITS

In this course, issues relating to wages and salaries would be roundly discussed, analyzed and explained. Students will understand the functions of compensation, types of wages, how to establish wage rates, executive compensation, theories of compensation and reasons for wage differential.

HRM 831 - LABOUR LAW AND PUBLIC POLICY - 3 UNITS

This course introduces to labour law, sources and their effect on human resources management in Nigeria. It considers the various laws, rules and regulations governing industrial relations practice. It also exposes students to international labour standards, ILO Conventions and recommendations and other international and regional instruments related to labour and employment law.

HRM 832 - EMPLOYMENT RELATIONS AND WORKFORCE DIVERSITY MANAGEMENT - 3 UNITS

Diversities issues in employment require appropriate attention. This course analysis the social, economic, cultural, gender and other issues associated with discrimination in employment. Students learn how workforce diversity can be strategically harnessed to foster organizational effectiveness. Various gender organizations and their contribution towards eliminating discrimination, including other institutional efforts are discussed.

HRM 833 - MANAGEMENT OF HEALTH, SAFETY AND SECURITY (HSE) AT WORK - 3 UNITS

The concern for effective management of HSE in the workplace has become topical globally because of it's relevance to organization and society wellbeing. This course addresses contemporary issues, including regulations, associated with the management of health, safety and security of an organisation's workforce.

You should join us

see back page for more information





Programme Coordinator:
Dr. Simeon E. Ifere

How to apply:

To make an application kindly visit:

www.ulbs.unilag.edu.ng/EMBA-apply



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