



**LAGOS
BUSINESS
SCHOOL**

PAN-ATLANTIC UNIVERSITY

AACSB
ACCREDITED

**ASSOCIATION
AMBA**
ACCREDITED



AGRIBUSINESS MANAGEMENT P R O G R A M M E



About the Agribusiness Management Programme (AgMP)

It is an innovative and stimulating learning experience that integrates knowledge and theory with action learning. It nurtures agribusiness managers and leaders to apply practical skills and solutions to their roles in organisations. Both the content and design of this intensive programme are based on comprehensive needs analysis and innovative design process done in collaboration with Agribusiness industry practitioners and experts.





Overview

The AgMP creates a unique environment that provides each participant with the individual insight, coaching, strategies, and leadership skills needed to achieve better decisions and results for their company. Theory and action learning (including experiential and practical) are merged to provide a stimulating experience for participants on the AgMP. This intensive programme is for agribusiness managers and players in the agriculture value chain who seek practical skills and solutions to challenges in their organisations/businesses. Its content and design are based on a comprehensive analysis and innovative design process developed in collaboration with practitioners and experts in the agribusiness industry.



Key Learning Objectives

On this programme, participants will:

- Gain exposure to current global, regional, and domestic trends and market realities to enhance strategic capabilities and planning.
- Understand the changing roles of policymakers and government agencies in shaping the value chain.
- Adopt an action learning approach, with an emphasis on skills development and application of learning to field-based projects in your organisation.
- Use strategic planning tools and management strategies to utilise the growing opportunities for processed food.
- Understand the value chain linkages and players to inform the design of appropriate financial instruments.





Programme Structure

Module 1: Critical and Strategic Thinking in Agribusiness

- Why Agribusiness and not Agriculture?
- Systems, Strategic and Dynamic thinking in Agribusiness
- Agribusiness- Sector Analysis
- Agribusiness- Sector Value Chain Analysis
- Analysis of Business Problem in Agribusiness
- Farm Tour/Visit
- Action Learning Project

The class would go on a field learning trip that has the complete agriculture value chain: from production to packaging. The chosen farm can be in Nigeria or a neighbouring country. Cost of the trip is not included in the programme fee.

Module 2: Entrepreneurial Mindset & Positioning

- The Entrepreneurial Mindset
- Opportunity Assessment in Agribusiness Value Chain
- Agribusiness Models
- Quantitative Decision Making
- Financial Planning in Agribusiness
- Financial Simulation Model in Agribusiness
- The Business Model Canvass
- Resource Marshalling
- Action Learning Project

Module 3: Operational Excellence

- Route to Market
- Tracking Performance in Agribusiness
- Food Standards & Safety
- Logistics and Supply Chain Management
- Understanding the Export Segment
- Systems and Processes in Agribusiness
- Action Learning Project





Target Audience

The AgMP is for company executives and managers with decision-making power, professionals in charge of considerable portfolios and projects within their organisation. This covers a range of stakeholders across the agricultural sector including:

- Development Organisations/NGO's
- Producer/Farmer Organisations
- Agribusiness Corporations
- Policymakers/Government Agencies
- Entrepreneurs
- Value Chain Players
- Financial Institutions



Testimonials

"This unique programme is a welcome development; it is indeed well positioned to help in driving the economy. I find the course work and the field trip very educating, revealing, and inspiring. I am now well positioned to play in the agribusiness space."

George Obe,

MD/CEO-GeeTee Farms

The programme has been very impactful in helping me understand more in-depth the industry I play in. Also, a more thorough approach to handling agribusiness is impacted. AgMP – Raising leaders in agribusiness in Africa.

Gideon Negedu,

National Sales Manager-Tak Agro & Chemicals Ltd.

Dates

15 days spread over 3 months
(A week every month)

Programme Fee

N967,768 (Lagos)

N967,768 (Abuja)

Mode of delivery

Hybrid: Hybrid Learning allows participants to choose to either be physically present in class or join virtually





Faculty

Ikechukwu Kelikume (PhD)

Teaching areas: Agribusiness & Economics



Ikechukwu Kelikume leads sessions in microeconomic and macroeconomic environment of business at Lagos Business School. He is the Programme Director of the Agribusiness Management Programme and has various farms. Ike undertakes research and consults in areas which include macroeconomic modeling, financial and monetary economics as well as econometrics and quantitative method in economics. He obtained his bachelor's degree and a Master's in Economics from the University of Benin.

Prior to joining LBS, he lectured at Covenant University, Ota, Nigeria where he was the first coordinator/head of the Department of Economics and Human Development. Kelikume also taught in the Department of Economics and Statistics, University of Benin.

In addition to teaching, Ike also engages in consulting activities. His consulting activities have included assignments for the World Bank, United Nations Industrial Development Organisation (UNIDO) and the Nigerian Economic Summit Group.

Chukwunonye Emenalo (PhD)

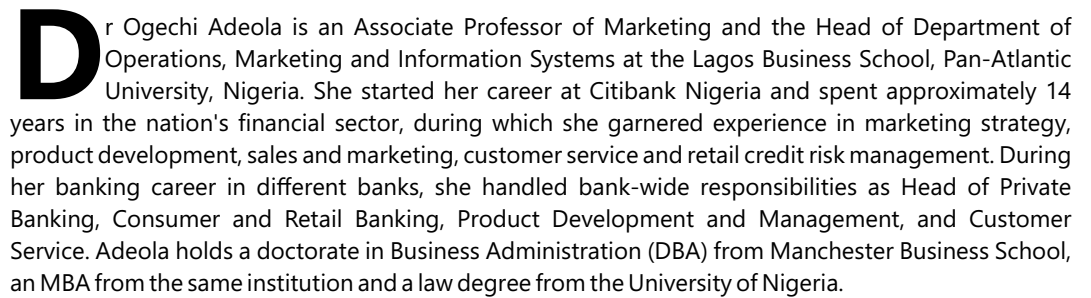
Teaching areas: Finance



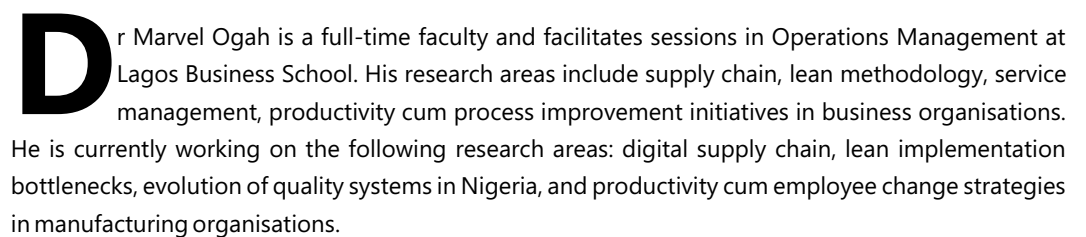
Chukwunonye Emenalo is a lecturer of financial management at Lagos Business School. His teaching interests are in financial management/corporate finance. His research interests are in understanding the links among institutions, financial system development, and economic development in Africa; and in Law and Finance – more specifically investigating the effects of legal rules, regulations, and other institutional factors on access to finance by small and medium enterprises (SMEs) in Africa. He was the winner of the 2018 Lagos Business School (LBS) Beta Gamma Sigma (BGS) Faculty member of the Year award.

He holds a Bachelor of Engineering degree (first class honours) in Mechanical Engineering from the University of Nigeria, Nsukka, Nigeria (UNN); a Master of Research in Management (MRM) degree from IESE Business School, Barcelona, Spain; and a PhD in Business Studies degree from University of Hertfordshire, Hatfield, United Kingdom. He was awarded the departmental prize as the best final year student of the Department of Mechanical Engineering of UNN in his graduating set.

Teaching Areas: Marketing



Strategic Management, Nigeria, and the National Institute of Marketing of Nigeria. She is the Founder of the Digital Business Tutelage for Women Empowerment in Africa Initiative (DBTWEAi), a platform designed to enable the young African woman to unlock her potentials.



Marvel has worked at plant leadership and consulting roles within multinational cum local business environments spanning over two decades of operations management experience in leading manufacturing and service-oriented teams towards organisational excellence. His areas of expertise include efficient plant management, supply chain, robust S&OP process, capability building, operations strategy, business process improvement, process efficiency sustainability, and lean enterprise. He also has expertise in Process Kaizen Event (PKE) deployment geared towards sustainable value-driven operations.

He earned his bachelor's degree from the University of Nigeria, Nsukka, an MBA (Operations Management) from Ambrose Alli University, Benin City, PGD in Chemical Engineering from University of Lagos, and a doctorate from Walden University, Minneapolis, USA.



Francis Okoye (PhD)

Teaching area: Accounting & Finance



Dr Okoye is a full-time faculty in the department of Accounting at Lagos Business School. An experienced research consultant with a demonstrated history of working in the research industry. He obtained his bachelor's degree in Accounting and a bachelor's degree in Economics & Statistics from the University of Benin. He also has a master's degree in financial accounting and Doctorate degree in Accounting with specialization in Forensic Accounting.

His core area of research interest includes forensic accounting (financial statement fraud) and financial reporting. He facilitates sessions in corporate financial accounting, cost and management accounting as well as quantitative method in Business in the full-time MBA, Executive MBA, Modular Executive MBA, as well as custom programs.

In addition to teaching, Francis also engages in consulting activities. His consulting activities have included: Financial Modeling, Business Plans, Data Analytics and Business Intelligence for various firms.

Henrietta Onwuegbuzie (PhD)

Teaching area: Entrepreneurship



Dr Henrietta Onwuegbuzie leads sessions in entrepreneurship on the MBA and Executive programmes and is currently the Director of MBA Programmes at Lagos Business School. She is also one of the first African Visiting Faculty at Yale School of Management, US. She has an MSc (with honours), in Economics and Business Administration from the University of Navarre, Spain, an MBA from Lagos Business School, Nigeria, and a PhD in Entrepreneurship, from Lancaster University, UK. Onwuegbuzie is also a globally certified Management consultant and is a Fellow of the Institute of Management Consultants in Nigeria. She is a life member of the Beta Gamma Sigma group, which admits only high performers in the top 5% of Schools, worldwide.

Prior to joining the LBS faculty, she managed educational projects for women's development, in different states in Nigeria and subsequently, worked in the banking industry with key responsibilities for blue chip companies and multinationals in the Corporate Banking sector. Onwuegbuzie sits on the Board of several Nigerian companies, and has extensive consulting experience, spanning projects at the State level to conglomerates and SMEs in various industries. On a voluntary basis, she mentors several aspiring and established entrepreneurs.

Onwuegbuzie is passionate about economic development and social transformation in Nigeria and Africa, and has initiated the creation of over 100 profitable, social impact businesses through the MBA and Executive programmes at LBS. She has also presented award winning papers at various international conferences on entrepreneurship and sustainable development. In 2013, she was conferred the African Women Development Champion Award by the Centre for Economic and Leadership Development. In the same year, she was appointed one of the national mentors for the YouWin Entrepreneurship programme, which was driven from the office of the president. In 2015, she was conferred a certificate of recognition in New York by LEAP, a UN working group under the Principles of Responsible Management Education (PRME) sector, in recognition of her ground-breaking work in developing change accelerators. She has been rated top 4% among Nigerian top Executives in the education Management industry.

Isaac Orolugbagbe
Teaching Area: Strategy



His areas of interest include business strategy, innovation, and corporate governance. As CEO of Accelstra Limited (a Strategy and Innovation Consulting Company) he advises companies such as Merck KGaA, Inland Containers Nigeria Limited, SIFAX Group, Greensprings Schools and Courier Plus Services Limited on how to ensure profitable and sustainable growth using innovative principles and techniques and promotion of healthy culture to enable successful execution of business strategies.

For more than 30 years, Isaac has worked successfully at senior levels in diverse industries. These include Audit and Finance, Consulting, Aviation, Air Express Logistics, Freight and Maritime, Oil and Gas with a keen interest in Entrepreneurship. His indelible footprints can be seen in his roles as Treasury Controller DHL Nigeria, Senior Accountant Shell Petroleum Development Company, Managing Director, Red Star Express Plc., licensee of FedEx Corporation in West Africa (a position he held for 10 years), and CEO Skyway Aviation Handling Company (SAHCO Plc). He also runs a pig farm.

Currently Isaac is Chairman of Boctrust Microfinance Bank Limited, Chairman Fastizers Foods and Confectionery Limited, and Board Director for Beta Computers Limited, Park City Homes Limited, and IDC Farms Limited. In the past, he served as Director for Thomas Wyatt's Plc. and Vice-Chairman of Red Star Express Plc.

Isaac holds a bachelor's degree from the University of Ife (now OAU) and a Master of Business Leadership from the University of South Africa. He is a chartered accountant and a Fellow of the Institute of Chartered Accountants (FCA). He is also a Fellow of the Institute of Directors and Fellow of the Society for Corporate Governance Nigeria.



Prof. Olayinka David-West
Teaching Areas: Information System



Olayinka David-West is a Professor of Information Systems with almost three decades experience in the IT and financial services industry and is a passionate advocate for digital transformation and inclusive finance. Her research and practice engagements involve policy and strategic management interventions towards digitally transformed businesses and society. Professor David-West is Associate Dean at the Lagos Business School (LBS), the premier business school in Nigeria and sits on the school's Management Board. She leads the Sustainable and Inclusive Digital Financial Services (SIDFS) initiative, a research and advocacy initiative dedicated to enhancing financial inclusion in Nigeria. Olayinka has expert certifications in financial inclusion policy and digital money, is a governing council member of the Fintech Association of Nigeria and a member of the African Women in Finance and Payments. She is a Certified Information Systems Auditor (CISA), Certified in the Governance of Enterprise IT (CGEIT), and the academic advocate to the Information Systems Audit and Control Association (ISACA).

She is also a qualified practitioner of the Skills Framework for the Information Age (SFIA).





About Lagos Business School



Lagos Business School (LBS) is the graduate business school of Pan-Atlantic University, owned by the Pan-Atlantic University Foundation (PAUF), a non-profit foundation registered in Nigeria. LBS was founded on inspirations from the teachings of St Josemaria Escrivá, the founder of Opus Dei. LBS offers academic programmes, executive programmes and short courses (customised to specific company needs, as well as open-enrolment courses) in management. Its offerings have been accredited globally and ranked among the best in Africa, as it systematically strives to improve the practice of management on the continent. The business school's efforts have been recognised by several world-class accreditations and rankings. Besides the quality bar set at world-standards, LBS programmes also stand out because of the emphasis on professional ethics and service to the community.

Education at LBS is comprehensive, drawing on the experiences of a multinational faculty and participants. Learning is participant-centred and uses the case study method. Activities hold on the school's purpose-built facilities which serve more than 3,000 participants yearly from indigenous and multinational companies. These attest to the expert teaching, the relevance of the programmes and the overall benefits derived from attending.

LBS has a robust alumni association with more than 6,000 members. This asset base, as well as the close relationship with the corporate world, ensures that the programmes offered, as well as having international standards, also has local relevance.

Learning at LBS is based on a Christian conception of the dignity of man, of society and economic activity. The Prelature of Opus Dei, an institution of the Catholic Church, takes responsibility for guaranteeing that this vision underlies all teaching, publishing, and research activities of the School.

LBS is a member of the Association of African Business Schools (AABS), the Global Business School Network (GBSN), the Principles for Responsible Management Education (PRME), AACSB International-The Association to Advance Collegiate Schools of Business and the Graduate Management Admission Council (GMAC), alongside 220 leading graduate business schools worldwide. GMAC is an organisation of leading graduate management schools in the world and the owner of the GMAT exam.

In recognition of the quality of Lagos Business School's programmes and of being structured in line with global best practices, it has received several international accreditations. LBS is the first business school in West, East and Central Africa regions to be accredited by The Association of MBAs (AMBA). This puts LBS amongst the exclusive group of only 2% of business schools in 70 countries to achieve this accreditation. The Association to Advance Collegiate Schools of Business (AACSB) has also accredited LBS, the first institution to be so recognised in all of West Africa. LBS thus joined the league of less than 5% of business schools globally, to be accredited by AACSB in December 2016. This accreditation affirms Lagos Business School's undeniable commitment, over the last 29 years, to world-class standards in teaching, learning, research, academic and professional management.

LBS has been ranked every year, since 2007 by the Financial Times of London, among the top global providers of open enrolment executive education and in custom executive education since 2015. The latter ranked number one in Africa on the 2020 Financial Times list. LBS' MBA programmes have held Tier One positions on CEO Magazine's Global MBA rankings for three consecutive years. The School is listed among the top 50 global business schools on The Economist magazine's 2018 Executive MBA ranking.

For further information, please contact

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