



**LAGOS  
BUSINESS  
SCHOOL**

PAN-ATLANTIC UNIVERSITY

**2022**

**EXECUTIVE EDUCATION  
OPEN SEMINARS**

**PROGRAMME CATEGORY**

Strategy and Innovation	Start Date	Fee	Mode of Delivery
Driving Innovation and Growth using Blue Ocean Strategy	February 1 (3 days)	N295,000	In person
From Strategy to Result	March 1 (3 days)	N275,000	In person
Turning Strategy into Action	April 26 (3 days)	N350,000	In person
Creating Strategy for Competitive Advantage	May 31 (3 days)	N255,000	In person
Driving Strategic Innovation and Business Development	July 26 (6 days over 3 weeks)	N268,500	Live Online
Making Strategy Work In A Disruptive Environment	August 2 (6 days over 3 weeks)	N217,000	Live Online
Driving Innovation and Growth using Blue Ocean Strategy	August 30 (3 days)	N295,000	In person
Creating Strategy for Competitive Advantage	September 27 (3 days)	N255,000	In person
Leveraging Design Thinking For Creativity and Innovation	October 4 (8 days over 4 weeks)	N191,250	Live Online
Mastering Scenario Planning	October 25 (4 days over 2 weeks)	N100,000	Live Online
From Strategy to Result	November 1 (3 days)	N275,000	In person
Turning Strategy into Action	November 15 (3 days)	N350,000	In person
Managing Partnerships and Strategic Alliances	November 29 (4 days over 2 weeks)	N168,235	Live Online



**Programme Venue:**  
Km 22, Lekki-Epe Expressway,  
Ajah, Lagos

**Programme Time:**  
9:00am - 5:00pm

**Prior Registration:**  
is mandatory to secure a  
place on the seminar

**Download detailed calendar from our website:**  
[www.lbs.edu.ng](http://www.lbs.edu.ng)

**RESERVATIONS/ADDITIONAL INFORMATION**

**Janet Adeegbe** 09026666643 **Obinna Okonkwo** 08086726686 **Ifeoluwa Osho** 07086095794 **Toba Ologosi** 07080070553  
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## PROGRAMME CATEGORY

### Board Effectiveness and Governance

	Start Date	Fee	Mode of Delivery
Corporate Governance and Board Leadership	March 1 (3 days)	N350,000	In person
Managing Compliance and Legal Risks	May 24 (3 days over 3 weeks)	N218,962	Live Online
Building the Family Business to Last Beyond the Founders	May 24 (6 days over 3 weeks)	N150,000	Live Online
The Effective Director	June 28 (2 days)	N300,000	In person
Corporate Governance and Board Leadership	November 21 (3 days)	N350,000	In person
The Effective Director	October 4 (3 days)	N300,000	In person

### Accounting, Finance and Economics

	Start Date	Fee	Mode of Delivery
Accounting and Finance for Non-Finance Managers	May 5 (5 days)	N425,000	In person
Budgeting, Forecasting and Control	July 26 (3 days)	N285,000	In person
Financial Modeling	October 18 (5 days )	N425,000	In person
Mastering Infrastructure and Project Finance	November 15 (6 days over 3 weeks)	N255,000	Live Online
Driving Profitability through Strategic Cost Management	November 29 (3 days )	N255,000	In person

### General Management

	Start Date	Fee	Mode of Delivery
Stepping up to Management	June 14 (4 days over 2 weeks)	N165,000	Live Online
Managing People for Strategic Advantage	August 23 (6 days over 2 weeks)	N232,500	Live Online
Managing Government Relations	October 25 (6 days over 3 weeks)	N206,250	Live Online
Problem Solving and Decision Making for Executives	November 15 (6 days over 3 weeks)	N221,250	Live Online
Driving Business Success	November 29 (3 days)	N450,000	In person
Strategic Foresight - Decison Making in Uncertain Times	November 29 (6 days over 3 weeks)	N205,000	Live Online

### Human Resources Management

	Start Date	Fee	Mode of Delivery
Advanced HR Management Workshop	May 31 (2 days)	N185,250	Live Online
Employment Law and Industrial Relations	June 28 (6 days over 3 weeks)	N198,750	Live Online
Mastering Human Resource Management	August 30 (10 days over 5 weeks)	N326,250	Live Online


### Agro-Allied Sector


	Start Date	Fee	Mode of Delivery
Understanding the Agribusiness Value Chain	April 11 (4 days over 2 weeks)	N131,250	Live Online


### Sports Business Management

	Start Date	Fee	Mode of Delivery
Sports Business Management	June 28 (3 days)	N150,000	In person
La-Liga Week	April 19 (6 days)	N1,561,800	In person

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## PROGRAMME CATEGORY

### Marketing and Sales Management

	Start Date	Fee	Mode of Delivery
FMCG Marketing Strategy Seminar	May 31 (6 days over 3 weeks)	N191,250	Live Online
Critical Tools for Effective Sales and Marketing	June 14 (4 days over 2 weeks)	N175,000	Live Online
Reinventing the Sales Organisation for Enhanced Productivity	June 28 (4 days)	N250,000	Live Online
Digital Marketing -Strategies for Winning in the Digital Age	July 12 (6 days over 3 weeks)	N191,250	Live Online
Consumer Marketing and Engagement in Challenging Times	July 12 (6 days over 3 weeks)	N245,000	Live Online
Strategic Key Account Management	July 26 (6 days over 3 weeks)	N240,000	Live Online
Analytics for Better Marketing Decisions	August 2 (4 days over 2 weeks)	N187,500	Live Online
Building Profitable Brands: Boosting Sales	August 9 (6 days over 3 weeks)	N191,250	Live Online
Strategic Marketing Management	October 4 (6 days over 3 weeks)	N219,250	Live Online
Reinventing the Sales Organisation for Enhanced Productivity	October 18 (4 days)	N250,000	Live Online
Outstanding Customer Relationship Management	October 25 (4 days over 2 weeks)	N142,500	Live Online
Building your Personal Branding for Corporate Success	November 29 (4 days over 2 weeks)	N127,500	Live Online
Managerial Leadership in Sales and Marketing	November 29 (3 days )	N361,000	In person


### Operations Management


	Start Date	Fee	Mode of Delivery
Business Process Improvement Methodologies	March 29 (3 days)	N285,000	In person
Effective Project Management	May 24 (10 days over 5 weeks)	N341,250	Live Online
Strategic Procurement and Contract Management	June 28 (6 days over 3 weeks)	N213,750	Live Online
Developing Analytical Competence for Managing Operations	July 26 (5 days )	N425,000	In person
Business Process Improvement Methodologies	September 27 ( 3 days)	N285,000	In person
Driving Efficiency and Operational Performance	October 4 (6 days over 3 weeks)	N206,250	Live Online
Effective Project Management	October 4 (10 days over 5 weeks)	N341,250	Live Online
Effective Service Management	October 25 (6 days over 3 weeks)	N206,250	Live Online
Logistics and Supply Chain Management	November 1 (6 days over 3 weeks)	N213,750	Live Online
Leadership in Health and Safety Management	November 1 (6 days over 3 weeks)	N191,250	Live Online


### Leadership and Personal Effectiveness

	Start Date	Fee	Mode of Delivery
Women in Leadership	May 5 (3 days)	N215,000	Live Online
Executive Team Leadership	March 7 (5 days)	N495,000	In person
Building and Leading the 21st Century Team	March 29 (3 days)	N310,000	In person
Winning Skills and Tools for Negotiation	April 19 (6 days over 3 weeks)	N191,250	Live Online
The Manager as Coach	April 26 (3 days)	N210,000	In person
Authentic Leadership	August 9 (6 days over 3 weeks)	N725,000	Live Online and in person
Refining your Interpersonal Skills	August 30 (3 days)	N265,000	In person
Workplace Conflict Management and Resolution Skills	October 25 (4 days over 2 weeks)	N175,000	Live Online
Executive Team Leadership	November 7 (5 days)	N495,000	In person

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## PROGRAMME CATEGORY


Management Information System	Fee	Mode of Delivery
Business Analytics	N250,000	Self-paced
Cybersecurity	N150,000	Self-paced
Supply Chain Analytics	N50,000	Self-paced
Data Analytics for Managers	N85,000	Self-paced
Digital Transformation	N250,000	Self-paced
Digital Product Management	N50,000.	Self-paced
Big Data Analytics	N150,000	Self-paced
Blockchain Application for Fintech	N150,000	Self-paced


Certificate Programmes	Mode of Delivery
Certificate Programme for Retail Professionals	Self-paced
Certificate Programme for Retail Managers	Self-paced
Certificate Programme for Senior Retail Executives	Self-paced



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