

EMP 12. LAGOS.

Export Management Programme (EMP)



To boost non-oil exports and build sustainable export capabilities for Nigerian businesses, Fidelity Bank Plc, Lagos Business School and Nigeria Export Promotion Council initiated the Export Promotion Capacity Building Programme. This 5-day programme is designed to equip participants with the knowledge, tools and skills required to develop their export business in line with global standards and take advantage of the AFCFTA Treaty as well as the new CBN Policy on value added non-oil export.

Date

28th March –
1st April 2022

EMP COURSE FEE

N195,000
Inclusive of VAT

Make Payment to

Fidelity Bank Plc
Acc. Name: **Export Management Programme Fee Collections Account**
Acc. No.: **5020131070**
Sort Code: **18-50-80**
or pay via **export.fidelitybank.ng**
(please send payment information via email to the email addresses stated)

Once payment has been made, kindly send an email to the undersigned for confirmation.

Emmanuel Nwalor
0802 358 8372
emmanuel.nwalor@fidelitybank.ng

Nkechi Iwegbu
0802 478 2906
niwegbu@lbs.edu.ng

Export Management Programme (EMP)

Proven platform to gain practical insights on non-oil exports and a deep dive on the opportunities presented by AFCFTA and the new CBN FX policy under the RT200 FX Programme.

Venue

Lagos Business School,
Km 22, Lekki-Epe Expressway,
Ajah, Lekki, Lagos.

Mode of Delivery

Hybrid

Target Audience

Entrepreneurs, prospective exporters, financiers of exports, export sector regulators, MSMEs, state and federal government agencies, logistics service providers and any other interested parties.

Overview

Recent developments in the global market occasioned by COVID-19 and volatilities in the oil sector have heightened the need for Nigeria to diversify its economy away from oil.

Exports help improve foreign exchange earnings, create employment opportunities, engender wealth creation and sustainable poverty reduction.

Reservations/ Additional Information Contact

Facilitators

Dr Frank Ojadi
LBS Faculty

Dr Obinna Muogboh
LBS Faculty

Key industry experts in Exports; Financial Management experts; NEPC experts and regulators.

Programme Outline

- The implications of, and opportunities presented by, the RT 200 FX Policy of the CBN.
- Overview of Nigeria's Non-Oil Export Potentials and Exportable Products.
- Fundamentals of Export Business and Practical Steps to Enhance Readiness of Businesses to Engage in Export Trade Transactions.
- Pivoting your Import Oriented Business to the Export Play to Develop Alternative Foreign Exchange Supply Source. Practical Steps.
- Market Access – How to list your Products on major International E-commerce Platforms such as Amazon.
- Practical Guidance and Directions to help Exporters enhance their Competitiveness in the Global Marketplace e.g. improvements in processes, product design, packaging and quality.
- Export Documentation & Protocols
- Export Commodity Supply-chain Design and Development (Product Sourcing Planning, Process Design, Quality Control & Assurance, etc.).
- Understanding Financial Management for Export Business.
- Reinforcement of the Value Addition Imperative and Practical Guidance on how to enhance internal capacities and competitiveness.
- Understanding the AFCFTA Treaty and the Opportunities it presents.

**50%
DISCOUNT
for the
1st 20
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