



Km 2, Kobape Road, Seriki Fadare Plaza, Beside Immigration Office, Oke-Mosan, Abeokuta.

Google site:

<https://abeokuta-business-school.business.site/>

Nature of the Programme: Master of Business Administration (MBA) is a professional programme specially designed to attract candidates from diverse academic and industry backgrounds in preparation for positions of higher managerial responsibilities in private and public sectors. Research and training will revolve around easy to follow learning techniques, management simulations, interactive classroom sessions as well as real-time field project/reports.

Philosophy of the Programme: The philosophy of the Crescent University MBA Programme is to expose students to a range of conceptual thinking skills through interactions, the usefulness of which will live beyond the latest management fashions. The curriculum is therefore aimed at developing the mind and imparting theoretical and practical knowledge that will encourage self-reliance in the individual and the nation; thereby enabling the student to understand, exploit, and if necessary, change the environment for the betterment of the society through application of skills in business administration. This is with a view to producing world-class professionals and managers who will be armed with experience and confidence in the use of theoretical knowledge to provide solutions to critical societal problems.

Duration: The MBA programme is made flexible and convenient for students with lecture delivery spread over four (4) semesters.

ABEOKUTA BUSINESS SCHOOL
CRESCENT UNIVERSITY

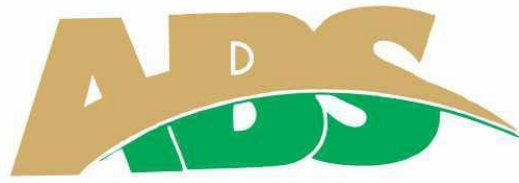
MBA COURSES

- * Finance
- * Marketing
- * Entrepreneurship
- * Operations Management
- * Human Resources Management

CERTIFICATE COURSES

- * Business Analytics
- * Business Technology
- * Business Management
- * Computer Operations
- * Security Management

☎ 0806 574 0193, 0703 070 8367, 0803 064 4731



**ABEOKUTA
BUSINESS
SCHOOL**

CRESCENT UNIVERSITY

MBA COURSES:

Finance
Marketing
Entrepreneurship
Operations Management
Human Resources Management

CERTIFICATE COURSES:

- Computer Operation
- Business Technology
- Security Management
- Business Management
- Business Analytics/Data Science

 **0806 574 0193, 0703 070 8367, 0803 064 4731**

LIST OF CERTIFICATE COURSES

- i. Advanced Certificate in Business Management
- ii. Advanced Certificate in Data Science
- iii. Advanced Certificate in Security Management
- iv. Advanced Certificate in Public Administration
- v. Advanced Certificate in Accounting
- vi. Advanced Certificate in Finance
- vii. Advanced Certificate in Taxation
- viii. Advanced Certificate in Mass Communication
- ix. Advanced Certificate in Law
- x. Advanced Certificate in Architecture



ABEOKUTA BUSINESS SCHOOL CRESCENT UNIVERSITY



TRAINING AND RESEARCH CENTRE FOR ADVANCED DIGITAL AGE BUSINESS MANAGEMENT STUDIES, SHORT COURSES, PROFESSIONAL COURSES

MBA/M.Sc BUSINESS ADMINISTRATION & PGD PROGRAMME

We run a well-researched and robust Business and Financial management curriculum approved by the National Universities Commission (NUC) and other relevant professional bodies. Our theoretical and practical courses are designed to turn out middle and top level managers ready for local and global markets.

PROGRAMME HIGHLIGHTS INCLUDE

- Management of E-commerce
- Digitised Human Resources Management
- Online Business Start-ups and Entrepreneurship
- Technology Driven Training and Research in Finance and Allied Fields
- Viral Marketing and Promotion Techniques
- Management of International Business
- Other e-Business Related Courses

Programmes commence from the 2019/2020 Academic Session

MASTER OF BUSINESS ADMINISTRATION (MBA)

Master of Business Administration (MBA) is a professional programme specially designed to attract candidates from diverse academic and industry backgrounds in preparation for positions of higher managerial responsibilities in private and public sectors. Research and training will revolve around easy to follow learning techniques, management simulations, interactive classroom sessions as well as real-time field project/reports etc.

POST GRADUATION EXPERIENCE REQUIRED: TWO (2) YEARS

CORE AREAS OF SPECIALISATION

The programme is divided into five (5) specialized areas as follows:

- Finance
- Human Resource Management
- Entrepreneurship
- General Management
- Marketing

Irrespective of specialization, candidates will take common Core Courses and a number of Elective Courses relevant to their Choice of Specialization.

PROGRAMME DURATION

The MBA programme is made flexible and convenient for students with lecture delivery spread over two (2) semesters, while Project/Field Report takes a maximum of two (2) Semesters.

ADMISSION REQUIREMENTS:

- i. Five (5) O-Level Credit Passes including English Language, Mathematics and Economics.
- ii. Holders of Bachelor Degree of Crescent University, Abeokuta, or of any other recognized university with not less than a 2nd Class Lower Division.
- iii. Holders of Bachelor's with 3rd Class Lower Division plus PGA in relevant area recognized by the Senate of Crescent University may also be considered.
- iv. Holders of HND with at least Lower Credit Candidates with a Pass Diploma Plus PGD in relevant field will be considered for admission.
- v. Holders of HND with Lower Credit plus relevant professional qualification.

MASTER OF SCIENCE (M.Sc) IN BUSINESS ADMINISTRATION

This programme is designed for academically inclined candidates seeking higher academic qualifications in Business Administration.

It is aimed at providing world class post graduate education and training in Administration/Management which will broaden intellectual exposure of students in the discipline, develop their capacity to undertake rigorous and quality research in its Core areas, and apply theoretical understanding and research results to practical management environment and challenges.

CORE AREAS OF SPECIALISATION

The programme is divided into five (5) specialized areas as follows:

- General Management
- Finance
- Marketing
- Production and Operations Management
- Human Resource Management

PROGRAMME DURATION

The programme which is designed as Full-Time has Flexibility in Lecture delivery and a maximum of four (4) Semesters comprising of Two (2) Semesters of Course Work and Two (2) Semesters of Theses/Dissertation Writing.

ADMISSION REQUIREMENTS

- i. Candidates must possess Five (5) O-level Credit passes which must include English Language, Mathematics and Economics Plus any of;
- ii. A Bachelor Degree in relevant discipline in Social and Management Sciences at a level not below Second Class Lower Division **OR**
- iii. A Bachelor Degree at 3rd Class Level must be supported with/by a Postgraduate Diploma at Upper Credit Level in relevant area from a recognized university.

TUITION AND MODE OF PAYMENT
Competitive, Flexible and Affordable

APPLICATION FEE: N20,000:00

Download application form via
www.crescentuniversitypgs.edu.ng

CONTACTS

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PG Secretary: 080332022322, 0705049554
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www.absinfo@crescentuniversity.edu.ng

Abeokuta Business School is located at Seriki Fadare Plaza,
Shagamu-Abeokuta Road, Oke-Mosan, Abeokuta, Ogun State, Nigeria.

PROFESSIONAL DEGREES IN BUSINESS ADMINISTRATION
ABEOKUTA BUSINESS SCHOOL
DEPARTMENT OF BUSINESS AND FINANCE

1.0 INTRODUCTION

The department of business and finance is poised to offer a Bachelor of Science (B.Sc.) degree in business administration with the goal of producing highly skilled individuals that can be of immense value in academics and the business world, be it private or public.

2.0 TITLE OF DEGREES:

Master of Business Administration (MBA)
Doctor of Business Administration (DBA)

3.0 PHILOSOPHY

The philosophy of the MBA Programme is to develop highly skilled Professional managers for the public, private and international organisations.

4.0 AIM AND OBJECTIVES

The professional postgraduate programmes in Business Administration is aimed at:

- Providing participants with knowledge and skills to enhance their performance and to enable them to assume broader responsibility in the rapidly changing environment faced by private and the public sectors.
- The provision of knowledge required for understanding and practical analysis of problems related to management/and administration of public, private and international organisations.
- Producing managers who are capable of applying appropriate management principles and techniques of problem solving in the Nigeria environment and the world at large.
- To produce socially responsible managers who are mindful of accepted norms and ethics.
- To produce managers who are equipped with relevant ICT knowledge and skills.
- To produce managers with entrepreneurial skills and leadership qualities.
- To provide interested individuals with the necessary competencies and skills to function effectively as academics in Business Administration.
- To respond to the shortage of skilled Doctor of Business Administration (DBA) personnel, within the public, private and international organisations. On successful completion of the DBA programme, graduate would be able to:
 - apply appropriate theoretical knowledge to contemporary business problems
 - critique contemporary organisational practice in the light of relevant theory
 - determine, apply and evaluate the effectiveness and rigour of research methods to business problems
 - critically evaluate business research studies in order to assess their quality and applicability in improving the effective handling of business management problems
 - demonstrate superior oral and written communications skills relevant to business
 - analyse research data and reflect critically on the analysis.

5.0 MISSION OF THE PROGRAMME

The programme is to create a world class learning environment that is conducive and alive to the key issues and problems in the business and public sector. In pursuit of this, the programme would be a benchmark for academic and exclusive training, as well as research in business and managerial fields.

6.0 STRUCTURE OF MASTER OF BUSINESS ADMINISTRATION (MBA)

6.1 Admission Requirements

- i. All candidates must have five (5) credit passes including English and Mathematics at the 'O' Level, at not more than two sittings.
- ii. Candidates with Bachelors Degree in any discipline from an approved University must obtain a minimum of Second Class Lower Division.
- iii. All candidates must have a minimum of two (2) years managerial/administrative work experience.
- iv. All candidates must have demonstrated adequate intellectual capacity, professionalism, maturity and effective decision making and problem solving potentials during the University's admission test and interview.
- v. Candidates with a Pass or Third class degree who have a Postgraduate Diploma from a recognized University with a minimum pass of **Lower Credit** may also be considered for admission provided the University's matriculation requirements are satisfied.
- vi. Candidates with Distinction or Upper credit in Higher National Diploma in administration disciplines are eligible for admission.
- vii. Holders of the HND and/or professional qualification in administration disciplines are eligible for admission but must go through a mandatory postgraduate diploma from a recognized University provided they meet the basic University entry qualification as specified in (i) above.
- viii. Candidates with a good quantitative background and some basic knowledge of Economics will have added advantage.

6.2 Duration of Programme

The programme will run for a minimum of four (4) semesters and a maximum of six (6) semesters for full time. And minimum of six (6) semesters and a maximum of eight (8) semesters for part time. For an extension beyond the maximum period, a special permission of the Senate shall be required.

6.3 Examinations, Grading Procedure and Results

(i) Examinations

- (a) In addition to continuous assessment, final examinations shall be given.

The total score obtainable for any course continuous assessment and final examinations is 100%. The total final examination scores would be as follows from one course to another, depending on the score of the continuous assessment:

Continuous Assessment	30
Final Examination	70
Total	100

- (b) Each course shall normally be completed and examined at the end of the semester in which it is offered.
- (c) A written examination shall normally last a minimum of one hour for one unit course, and a course of three units shall have 3 hours of examination.

(ii) **Pass Mark**

The minimum pass mark in any course shall be 50%.

(iii) **Grading System**

Grading of courses shall be done by a combination of percentage, marks and letter grades translated into graduated system of Grade Point Equivalents (GPE). For the purpose of determining a student’s standing at the end of every semester, the Grade Point Average (GPA) system shall be used. The GPA is computed by dividing the total number of credit points (TCP) by the total number of units (TNU) for all the courses taken in the semester. The credit point for a course is computed by multiplying the number of units for the course by the Grade Point Equivalent of the marks scored in the course. Each course shall be graded out of a maximum of 100 marks and assigned appropriate Grade Point Equivalent as in the following table:

(i)	(ii)	(iii)	(iv)	(v)	(vi)	(vii)
Credit Units	% Scores	Letter Grades	Grade Points (GP)	Average (GPA)	(CGPA)	Class of Degree
Vary according to contact hours assigned to each course per week per semester, and according to load carried by students.	70 – 100	A	5	Derived by multiplying column i and column iv and dividing by Total Credit Units	4.50 – 5.00	Distinction
	50 – 69	B	4		2.40-4.49	Pass
	Below 50	F	0		Below 2.40	Fail

(iv) **Presentation of Results**

Results from the Postgraduates Schools’ Board of Examiners shall be presented to Senate for approval.

(v) **Release of Results**

Results shall be released/published not later than 2 weeks after approval by the Senate.

6.4 Graduation Requirements

A candidate must have fulfilled the following conditions to be awarded the MBA Degree:

i) Passed a minimum of 72 Credit Units, including all the compulsory courses. The requirement is broken down as follows:

- 19 Core courses of 3 Units each - 57 Units
- 3 Elective courses of 3 Units each - 9 Units
(Chosen from their relevant options)
- MBA Project/Field Report - 6 Units
72 Units

ii) Students must carry out a field study relevant to their **optional area** and submit an acceptable project/report.

The minimum pass mark in any course shall be 50%.

The programme shall, on satisfactory completion, lead to the award of Master Degree in Business Administration(MBA) with specialization in any of the following five optional areas:-

1. Financial Management Option
2. Human Resource Management
3. Marketing
4. Production and Operations Management
5. Entrepreneurship

6.4. Course Listing

Year 1-First Semester: Compulsory/ Core course

Code	Course Title	Unit
MBA 801	Organizational Behaviour	3
MBA 803	Quantitative Methods for Management	3
MBA 805	Financial Records and Accounting	3
MBA 807	General Management	3
MBA 809	Digital Economy for Managers	3
	Choose one Elective Course from the Optional Area	3
	TOTAL	18

Year 1-Second Semester: Compulsory/ Core Courses

Code	Course Title	Units
MBA 802	Research Methodology	3
MBA 804	Corporate Finance	3
MBA 806	Marketing Management	3
MBA 808	Operations Management	3
MBA 810	Entrepreneurship	3
	Choose one Elective Course from the Optional Area	3
	TOTAL	18

Year 2-First Semester: Compulsory/Core courses

Code	Course Title	Units
MBA 811	Business Law	3
MBA 813	Corporate Strategy and Policy	3
MBA 815	Managerial Economics	3
MBA 817	Environment of Business	3
MBA 819	Research Seminar	3
	Choose one Elective Course from the Optional Area	3
		18

Year 2-Second Semester: Compulsory/Core courses

Code	Course Title	Units
MBA 812	Risk Management	3
MBA 816	Business Communication	3
MBA 818	Human Resources Management	3
MBA 820	MBA Language Programme	3
MBA 822	MBA Project/Field Report Writing	6
	TOTAL	18

a) Electives for Financial Management Option

Code	Course Title	Unit
Year I-First Semester		
MBA 821	Multinational Business Finance	3
MBA 823	Advanced Accounting Theory	3
Year I-Second Semester		
MBA 824	Financial Markets and Portfolio Management	3
MBA 826	International Trade and Finance	3
Year II- First Semester		
MBA 825	Investment and Project Analysis.	3
MBA 827	Advanced Financial Management	3
MBA 829	Corruption and National Development	3

b) Electives for Human Resource Management Option

Code	Course Title	Units
Year I-First Semester		
MBA 831	Organizational Change and Development	3
MBA 833	Personnel Staff Evaluation	3
MBA 835	Management Problem Solving	3
Year I-Second Semester		
MBA 828	Advanced Organizational Behaviour	3
MBA 830	Organization and Design	3
MBA 832	Industrial Relations	3

Year II- First Semester		
MBA 837	Compensation: Theory and Administration	3
MBA 839	Seminar in Organizational Behaviour	3

c) Electives for Marketing Option

Code	Course Title	Units
Year I-First Semester		
MBA 841	Marketing Thought	3
MBA 843	Marketing Research	3
MBA 845	Production Planning and Development	3
Year I-Second Semester		
MBA 834	International Marketing	3
MBA 836	Consumer Behavior	3
MBA 838	Advertising Management	3
Year II- First Semester		
MBA 847	Industrial Marketing	3
MBA 849	Pricing Policies	3

d) Electives for Production and Operations Management Option

Code	Course Title	Units
Year I-First Semester		
MBA 851	Project Management and Feasibility Studies	3
MBA 853	Case Studies in Production and Operations management	3
Year I-Second Semester		
MBA 840	Operations Decisions in Productions Management	3
MBA 842	Facilities Location Methods	3
Year II- First Semester		
MBA 855	Production Management Problem and Techniques	3
MBA 857	Strategic Decisions in Production Management	3

e) Electives for Entrepreneurship Option

Code	Course Title	Units
Year I-First Semester		
MBA 859	Feasibility Studies and Marketing Survey	3
MBA 861	Small Business Management	3
Year I-Second Semester		
MBA 844	Entrepreneurship Development	3
MBA 846	Purchasing and Supplies Management	3
Year II- First Semester		
MBA 863	Venture Management	3
MBA 865	Small Scale Business Accounting	3

7.0 STRUCTURE OF DOCTOR OF BUSINESS ADMINISTRATION (DBA)

7.1 Admission Requirements

All candidates must:

- i) Possess the university minimum requirement for MBA admission.
- ii) Have obtained a Master degree in management sciences with a minimum of 60% (B+) Average Score from the Crescent University, Abeokuta or any other approved University by the National Universities Commission.
- iii) Submit a brief satisfactory statement of intended area of research.

7.2 Duration of Programme

A full-time DBA programme shall run for a minimum of six (6) semesters and a maximum of ten (10) semesters while a part-time Doctoral programme shall run for a minimum of eight (8) semesters and maximum of twelve (12) semesters.

7.3 Graduation Requirements

Register and pass a minimum of 18 credit units of both compulsory and elective from areas of specialization:

- Compulsory courses	12 (6 per semester)
- Electives in area of Specialization	6 (3 per semester)
Total	18 Units

Presentation of six thesis-related seminars as follows:

- i. Conceptual and Theoretical Review
- ii. Methodological and empirical Review
- iii. Theoretical and Conceptual Framework
- iv. Pre-Data Seminar (Including research instruments)
- v. Stylised facts, preliminary and descriptive analysis
- vi. Post-Data Seminar

A Doctoral (Ph.D.) Thesis of 12 credit units must be defended (before a panel of examiners of professional status).

7.4 Course Listing- Doctor of Business Administration

Year 1: First Semester:

DBA 901 Advanced Business and management theory	3
DBA 903 Research Methods	3
One course reflecting student's area of specialization	3
Total	9 Units

Year 1: Second Semester:

DBA 902 Contemporary Business issues	3
DBA 904 Applied Data Analysis and analytics	3
One course reflecting student's area of specialization	3
Total	9 Units

Year 2: First Semester:

DBA 922	Thesis	12 Units
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Year 2: Second Semester: DBA 922 Thesis

Year 3: First Semester: DBA 922 Thesis

List of Elective Courses

S/N	Areas of Specialization	Code	Title	Units
1	Financial Management	DBA 905	Advanced corporate finance	3
		DBA 906	Financial Markets and Portfolio Management	3
2	Human Resource Management	DBA 907	Human Resources Theory and Administration	3
		DBA 908	Issues in Human Resources Management	3
3	Marketing	DBA 909	Marketing theory and principles	3
		DBA 910	Special Marketing Issues	3
4	Production and Operations Management	DBA 911	Project management	3
		DBA 912	Issues in production management	3
5	Entrepreneurship	DBA 913	Issues in Entrepreneurship I	3
		DBA 914	Issues in Entrepreneurship II	3

DESCRIPTION OF MBA COURSES

MBA 801: Organizational Behaviour (3 Units)

Theories , concepts and cases for analyzing and understanding individual and group behaviour in organization; impacts of culture, leadership, structure, system, design, power, status, ethics, politics and motivation on behaviour.

MBA 802: Research methodology (3 Units)

Research approaches and reporting for different purposes; academic research, business plan, feasibility study, impact assessment, grant application. Coaching methods / sources of primary and secondary data. Ethics in research. Plagiarism and referencing styles. Systematic literature review.

MBA 803: Quantitative Methods for Management (3 Units)

Quantitative techniques; organizing, analyzing and presenting data for informed decision making. Review of basic business mathematics, statistical processing and operations research methods; use of software (eg spreadsheet) for data manipulation.

MBA 804: Corporate Finance (3 Units)

Understand, interpret and make decision based on different reports and publication of finance experts and institutions. Interpretation of financial statements, making investment decision, financing decision, dividend decision. Corporate taxes in Nigeria. Loan application and assessment. Credit rating, structure of money and capital market in Nigeria. Rational for merger, acquisition, listing, gearing and hedging.

MBA 805: Financial Record and Accounting (3 Units)

Understand the basic financial records, book keeping and financial statement. Conceptual, legislative and regulatory frameworks guiding the financial statements of business entities in Nigeria Reporting requirements of quoted companies Roles of different professionals and stakeholders in financial reporting.

MBA 806: Marketing Management and Strategy (3 Units)

Fundamentals of marketing, marketing and related concepts: sales, advertisement, buyer behaviour, segmentation, targeting, positioning, pricing, distribution and communication. Operation of soft marketing elements – people, process and physical, marketing ethics. Strategic collaboration of marketing with other units of organization.

MBA 807: General Management (3 Units)

Evolution of management thought; functions and responsibilities of management, planning, organizing, directing, controlling, decision making, staffing, design, and implementation of corporate strategy. Methods and tools of solving management problems.

MBA 808: Operations Management (3 Units)

Work-force scheduling, make-or-by decision, large scale project control (CPM and PERT) production and inventory control, demand forecasting, quality control, job-shop scheduling, queuing theory, linear programme, multiple regression, transportation problem, game theory and time series analysis. Emphasis is on use of computer software and use of result for decision making.

MBA 809: Digital Economy for Managers (3 Units)

Understanding the evolution of computer application and related technology in business. Concept, Measurement and scope of digital economy. Entrepreneurial and investment opportunities in digital economy. Managing technology innovation.

MBA 810: Entrepreneurship (3 Units)

Knowledge to create and operate business; identification of ideal and venture capital opportunities, design thinking, prototyping, business model canvas, recreating founders, organizing enterprise, conversation with the potential customers getting the first order, financing, investing, budgeting, controlling, record keeping, costs, pricing, revenue.

MBA 811: Business Law (3 Units)

Understanding the legal aspects of creating and running business and corporate entities in Nigeria. Laws relating to contract, agency, sales of goods, hire purchase, carriage of goods, leasing, mortgage, Raising capital, appointment of directors, company secretary, corporate meetings, amalgamation, reconstruction, madding up and liquidation of companies.

MBA 812: Risk Management (3 Units)

Understanding corporate enterprise risk management in non-financial firm. Managing security threat, terrorism, vulnerability assessment, qualitative and quantitative risk assessment, tools/models risk litigation, risk profiling, risk notification techniques, residual risk, gain/loss causes, tornado charts.

MBA 813: Corporate Strategy and Policy (3 Units)

Conceptual frameworks and models for the analysis of competition situation and strategic dilemmas; corporate planning; and implementing corporate policies and procedure to achieve corporate objectives. Setting corporate vision, objectives, resource allocation; strategic trade off.

MBA 815: Managerial Economics (3 Units)

Application of economic principles and tools in decision – making. Theory of firm production, cost structure, profit drives, pricing methods, marketing structure, impact of government policies, understanding and interpreting relevant economic indices.

MBA 816: Business Communication (3 Units)

Inter personal, inter cultural and group communication. Written and oral communication, presentation, persuasive and negotiation skills. Emotional intelligence and business etiquette, philosophy of arguments and statements. Cultural dimension. Use of technology in communication.

MBA 817: Environment of Business (3 Units)

Evaluating the implication of the macro environmental factors on business outlook. Legal, natural, Political, technology. Social economic and institutional factors likely implicating national, regional and global trends / events on business. Corporate governance, nexus between environmental sustainability and business survival.

MBA 818: Human Resources Management (3 Units)

Principles of human resources management, manpower planning, staffing, training, development, career planning, promotion, discipline, motivation, promotion, welfare, succession plan, talent management. Contemporary issues in human resources management in Nigeria and global space.

MBA 819: Research Seminar (3 Units)

Revision of the content of MBA 802. Guided application using a specific topics. PowerPoint skills for presentations. Understanding the requirement for seminar, workshop and publication of articles, writing and presenting research reports.

MBA 820: MBA Language Programme (3 Units)

Using Arabic, French or any other international language of corporate relevance's, that may be approve from time to time. Student should learn basic grammar and vocabulary; Analysis of passages on business/work related topic; decoding audio news/documentation on business and economic issues. Discussing domestic and international current affairs. Spoken and listening comprehension on topics like negotiation, interviews, workplace routines, business transactions, inter cultural awareness, telephone conversation. Understanding business documents receipts, offer letter, etc.

MBA 822: MBA PROJECT/FIELD REPORT WRITING (6 UNITS)

Individually guided research Dissertation on appropriate topics.

FINANCIAL MANAGEMENT OPTION

MBA 821 Multinational Business Finance (3 Units)

This course provides an overview of the international financial environment within which multinational firms and financial institutions operate. It involves an analysis of the challenges firms face and the international financial management strategies to cope with these challenges. The course will cover the following main topics – balance of payments, international monetary system, transactions in the foreign exchange market; exchange rate risk and hedging strategies; and firm-related issues such as raising capital abroad, cost of capital for international projects and international capital budgeting, international capital structure decisions, international financial markets and international banking, transfer pricing and taxation in multinational corporations, and international portfolio investment.

MBA 823: Advance Accounting Theory (3 Units)

Analyze the accounting discipline and its purpose, needs of users of accounting information; accounting theory and concepts of income measurements; disclose requirements for profit and loss statement and balance sheet; amalgamation and reconstruction, consolidated accounts, branch and department accounts, current cost accounting; inflation account; fixed asset valuation; human asset valuation; social responsible accounting.

MBA 824: Financial Markets and Portfolio Management (3 Units)

Money Markets, Capital markets, Foreign Exchange Market, Interbank market: Financial Institutions, Banks, Investment companies. The Stock Exchange, the stock exchange and economy, Pricing securities at the Stock Exchange – Primary & Secondary issues, Securities Analysis: Financial instruments, Bonds, Treasury bills, Commercial papers, Bankers acceptances: Theories of Portfolio management, CAPM, APT, Options, Portfolio performance, Nigerian capital market in a global economy.

MBA 825: Investment and Project Analysis (3 Units)

Evaluation of securities; Efficiency and Technical Analysis, Ratio Analysis, Profit planning, Definitions of Capital projects, Capital budgeting and techniques, Application of linear programming in capital projects, Feasibility studies: Project Conceptualization, design, market, Technical economic analysis

MBA 826: International Trade and Finance (3 Units)

Topics covered include; the environment of international financial management, foreign exchange markets and modes of payment, exchange arithmetic, Multinational working capital management, Foreign investment analysis and risk management, international banking implications of regional currencies on foreign financing.

MBA 827: Advanced Financial Management (3 Units)

Asset Pricing and Management, Financial and Capital Structure Theories, Cost of Capital, Dividend Policy, Advanced Capital Budgeting, Mergers and Acquisition, Financial Planning and

Strategy, Sources of Finance, Leasing, Venture Capital, Working Capital Management, Financial Performance Measurement.

MBA 829: Corruption and National Development (3 Units)

Upon completing this course, students will be able to determine the roots of corruption and its variants in different cultures, and evaluate how corruption effect and distort economic growth. The course would analyze situations and determine appropriate strategies: Economic development and corruption, Classification of corruption, Corruption as an economic behavior, Basil model of corruption, Game – theoretical approaches towards corruption, demand for and Supply of Corruption, Optimal level of Corruption, Religion, Morality and Corruption – Theory and Practice, Factors affecting corruption, e.g Shadow Economy, Smuggling, weak state, Ethnicism, The Role of Political God Fatherism.

Social Welfare and income redistribution resulting from corruption, Measurement of the level of corruption, Comparative Country-studies, Rent-seeking behaviors of public and private sector employees, Corruption in selected economic activities, e.g. public procurement, defence procurement, Revenue Collection, Foreign aid, Foreign Direct Investment, Selected Anti-Corruption measures: Whistle Blowing, Freedom of Information Legislations and Professional Codes of Conduct, Nigerian laws on corruption (Public Procurement Act, EFCC, ICPC, Money Laundering..), International Legislations on Corrupt Practices (Anti Foreign Corrupt Practices Act – USA, UK, Canada, UAE, Switzerland).

HUMAN RESOURCES MANAGEMENT OPTION

MBA 828: Advanced Organizational Behaviour (3 Units)

This course provides up-to-date information on the behavior of individuals and groups in any organization. Topics covered include individuals and group behavior, motivation, organization theory, work design and control. Other topics include leadership style, group decision-making, organizational socialization, power and influence, group dynamics, communication and conflict management.

MBA 830: Organization and Design (3 Units)

This course include basic introduction about the meaning of Organization and Design, Basic challenges regarding authority and control within the Organization, Designing new Organisation, Organizational Theory, Histories and Perspectives, Organizational Environment; strategy and goals, Organizational Social Structure and impact on technology, Organizational Culture, Conflict control and Ideology, Decision making and Politics within Organization, Organizational Change and Learning.

MBA 831: Organizational Change and Development (3 Units)

This course outlines the basic steps or stages involved in the process of organizational diagnosis and change. Emphasis is placed upon the development of strategies necessary for gaining entry to an organization, collecting data, and feeding back data to the client organization. Several specific strategies and technologies for changing organizations are presented and the relative strengths and weaknesses of the strategies are examined.

MBA 832: Industrial Relations (3 Units)

Theories of industrial relations and the industrial relations system. Trade unionism and employers associations. Labour-management relations at the organizational and industry level. The role of government in industrial relations. Strikes and trade dispute settlement and collective bargaining in the public and private sectors of the Nigerian economy. The Nigerian Labour Law.

MBA 833: Personnel Staffing Evaluation (3 Units)

Elements of manpower planning and internal labour markets; validation procedures for determining the potential job effectiveness and individuals, description and validity of selection instruments such as tests, interviews and biographical data, measuring performance, turnover and absenteeism and the process of performance appraisal.

MBA 835: Management Problem Solving (3 Units)

The practical study of managerial work; Examiners communication skills and offers the opportunity for assessment and feedback. Organizational context, team building and case work.

MBA 837: Compensation: Theory and Administration (3 Units)

Examination of the determinants of wage levels, wage structures and individual wages; analysis of the impact of wages on work attitude and performance in organization.

MBA 839: Seminar in Organizational Behaviour (3 Units)

The seminar critically investigates advanced topics and themes in current theories and research on organization behaviour.

MARKETING OPTION

MBA 834: International Marketing (3 Units)

Students explore international strategies, special goals, decision making process across several countries and selection of entry strategies for foreign markets. Comparative marketing arrangements are examined. Covers factors, which need to be recognized by international marketing managers in analyzing markets covering foreign operations, and in assessing economic, cultural and political aspects of international markets.

MBA 836: Consumer Behaviour (3 Units)

Basic factors influencing consumer behaviour, with emphasis on managerial use of consumer decision making models; buyers behaviour modeling from both economics and behavioural sciences; consumer information processing, stochastic brand device models; Risk taking and market segmentation.

MBA 838: Advertising Management (3 Units)

The role of advertising in a marketing plan strategy, what it can do and when it works best, Setting advertising objectives, Segmentation of markets, and positioning, Creative strategies and objectives – tactical vs. strategy oriented creative, copy and illustration elements, different styles of advertising creative, Advertising budgets – agency fees, mark-ups, creative production, media plan costing etc. Advertising media and media planning, Direct and interactive advertising, Sales, promotions, packaging and branding, Agency-client relationships, Analytical skills useful in strategic planning and evaluation of advertisements.

MBA 841: Marketing Thought (3 Units)

This course interfaces classic marketing literature with contemporary marketing issues and thought as expressed by economist, marketers, educators, consumers and consumer advocates. The course examines and evaluates the historical views of marketing its domain and roles in the development process against contemporary views as well as practical marketing problems of developing countries. Factors militating against the development of efficient and effective marketing systems in developing countries and possible solutions.

MBA 843: Marketing Research (3 Units)

Students gain an understanding of marketing research and its value in analyzing consumers, markets, and the environment. Topics include an overview of market research and research design, exploratory research; descriptive research; scaling; sampling; and data analysis and reporting.

MBA 845: Product Planning and Development (3 Units)

Issues involved in the development and introduction of new products and the management of existing products; positioning, screening; concept testing and development of new products; simulations; pre-test market models; product rollout; diffusion of innovations; product life cycle and branding strategies.

MBA 847: Industrial Marketing (3 Units)

Marketing problems unique to the industrial marketing; Management of the sales force and optimal allocation across product lines, customers and sales territories; industrial consumer; pricing advertising in an industrial setting.

MBA 849: Pricing Policy (3 Units)

Pricing – quality issues; dealing policies; multi-plant pricing; peak load pricing; franchising; resale price maintenance, competitive bidding; new product pricing; product line pricing and the marketing mix.

PRODUCTIONS/OPERATIONS MANAGEMENT OPTION

MBA 840: Operations Decisions in Productions Management (3 Units)

An introduction to techniques of work measurement facility location, process planning, production scheduling and sequencing, PERT and limited resource project planning

MBA 842: Facilities Location Methods (3 Units)

Theory and method of facility location; plant and warehouse siting; plant layout problems; and location of service facilities such as hospital and stations. Cases of actual applications.

MBA 851: Project Management and Feasibility Studies (3 Units)

Project Identification; Project definition and management; the Concept and Practice of Project Evaluation and Appraisal; Definition of feasibility studies, Implications of feasibility studies; the accepted Format for presenting feasibility studies report. Tools used in project management and feasibility studies e.g techniques of monitoring, forecasting etc such as PERT, CPM etc.

MBA 853: Case Studies in Production and Operation Management (3 Units)

Analysis of cases illustrating decision problems in production and operation management using techniques studies in MGS 672; aggregate scheduling; job-shop scheduling; equipment replacement; inventory and production control; plant size and location.

MBA 855: Production Management Problems and Techniques (3 Units)

Economic decision problems in production management; schematic and quantitative techniques; size and location choices; process and equipment selection; aggregate production; planning and scheduling; production and inventory control; planning system; distribution system, project control, assembly balancing and sampling inspection and quality control.

MBA 857: Strategic Decisions in Production Management (3 Units)

Analysis Management decision problems in process design, equipment selection and replacement, selection and materials, project planning and control.

ENTREPRENEURSHIP OPTION

MBA 859: Feasibility Studies and Marketing Survey (3 Units)

Introduction and Definitions of Feasibility Study; Feasibility Study Elements; Market Feasibility- Technical Feasibility, Financial Feasibility; Feasibility Study Financial Model Using Microsoft Excel; Feasibility Study Appraisal and Analysis; Financial Analysis Parameters, Investment Appraisal Analysis; Feasibility Study Evaluation and Implementation - Market and Marketing, Marketing System; Marketing Mix (4Ps); Marketing Function; Buying, Assembly, Selling; Transportation; Marketing Research; Marketing Strategy; Promotional Strategy; Marketing Orientation.

MBA 861: Small Business Management (3 Units)

Objective of course is to encourage effective and successful management of small business or training for future managers who will have contact in one way or the other with small firms either as bankers, consultants, investors and government officials.

Course Outline: Small firm characteristics and trend. Start-up situations and development of business plans. Venture and expansion capital, cost and benefits sources of finance; problems and prospects of small business generally and of small scale industries in particular. Case Studies of entrepreneurs and small businessman (Owners/Managers). Students' actual proposals made to panel of venture capital firms, banks and other financial institutions.

MBA 844: Entrepreneurship Development (3 Units)

Concept and objectives. Objective is to impart knowledge and skills required to start new business. Analysis of Personal Efficacy and Self Awareness. Personal Characteristics of Entrepreneurs. Identification of Ideas and Venture Capital Opportunities. Sources and Availability of Resources; Finance; Technology; Manpower Appropriate Technology; Government Regulations; National and International Regulatory and Support Environment; Marketing Plan, Policy and Strategy; Accounting and keeping Accounts Financial Statements; Feasibility studies and Project Evaluation; Students' Business Plan.

MBA 846: Purchasing and Supply Management (3 Units)

Introduction to Purchasing & Supply Management (PSM), Supply Chain Management (SCM): exploring soft & hard supply dynamics, Competing as supply chains and networks, Understanding the 'make or buy' decision i.e. outsourcing, Supplier assessment, evaluation & development, Responsiveness: the importance of being Lean and Agile, Global sourcing strategy, Technology and supply chain collaboration: e-commerce and the e-hub, New product development and the supplier, Sustainable Supply Chains, Product-service innovation and supply chain 'servitization'.

MBA 863: Venture Management (3 Units)

Introduction, Venture creation, Venture growth, Diversification, Growth models, Technology, Licensing, Venture Strategy, Venture Financing and Venture Capital. Patent and Inventions.

MBA 865: Small Scale Business Accounting (3 Units)

Types of business, financial statements, what is Accounting, Asset Accounts, Liability and Equity Accounts, Income and expense Accounts, keeping good records, Accounting basics, the Accrual principles, Accounts Receivables, Accounts payables.

DESCRIPTION OF DBA COURSES

DBA 905 Advanced corporate finance

Analysis of financial statements; investment decision- Capital budgeting and techniques; Cost of Capital; financing decision, dividend decision; Mergers and Acquisition; Capital Structure Theories; Business valuation; international financial management; Multinational working capital management, Foreign investment analysis and risk management.

DBA 906 Financial Markets and Portfolio Management

Money Markets, Capital markets, Foreign Exchange Market, Asset Pricing; Securities Analysis; Financial instruments; Theories of Portfolio management- CAPM, APT; Derivatives; Arbitrage; Options, Portfolio construction, management and performance; Financial analytics.

DBA 907 Human Resources Theory and Administration

Nature of human resources; Theories of human capital; Theories of industrial relations and the industrial relations system; Elements of manpower planning; Labour theories-labour market; Compensation theories-wage determination

DBA 908 Issues in Human Resources Management

Trade unionism; Labour-management relations; industrial relations; selection instruments; Human resources analytics.

DBA 909 Marketing theory and principles

Marketing Thought-review of classic marketing literature; historical views of marketing; Consumer Behaviour- consumer decision making models; buyers behaviour modeling; Marketing Research

DBA 910 Special Marketing Issues

Advertising; Product Planning and Development; Industrial Marketing; Pricing Policy; International Marketing; Marketing analytics.

DBA 911 Project management

Project identification, definition and management; Project evaluation and appraisal; Project management life cycle; Team collaboration; Project management methodology-Agile, change management, process-based; Use of project management software; project communication channels, Tools and techniques-PERT, CPM, earned value management, cost performance index, cost benefit ratio, cost variance, expected monetary value, return on investment, performance index, schedule variance, triangular distribution, beta distribution; net present value; internal rate of return.

DBA 912 Issues in production management

Process design, equipment selection and replacement, selection and materials, production and inventory control; planning system; distribution system, assembly balancing; sampling inspection and quality control; scheduling; job-shop; plant size and facility location; Operations analytics.

DBA 913 Issues in Entrepreneurship I

Issues in business creation; venture capital opportunities, design thinking, prototyping, business model canvas, recruiting founders, organizing enterprise, getting the first order, financing, investing, budgeting, controlling, record keeping, costs, pricing, revenue; Business model canvas.

DBA 914 Issues in Entrepreneurship II

Feasibility Study- Market, Technical, Financial, Appraisal, Spreadsheet model. Pitching; Business financing; Financing proposal; Understanding the 'make or buy' decision; Purchasing and Supply Management; Venture Management; Small Scale Business Accounting.

DBA 901 Advanced Business and management theory

Management thought and functions- organizing, directing, controlling, decision making, staffing, design, and implementation of corporate strategy; Corporate strategy and policy; Organizational Behaviour- culture, leadership, structure, system, design, power, status, ethics, politics and motivation; Micro and macro-environment of business.

DBA 902 Contemporary Business issues

Global economic slowdown; Environmental, Social and Governance (ESG); Corporate Social Responsibility (CSR); Digital transformation; War for Talent ; Diversity, Equity and Inclusion (DEI); Burnout and wellbeing; changing role of leadership; adaptive organization; ethics, innovation, change, sustainability; Supply Chain Security; Increasing Customer Expectations; Data and Device Security

DBA 903 Research Methods

Research approaches and reporting for different purposes; academic research, business plan, feasibility study, impact assessment, grant application; Sourcing of primary and secondary data; Systematic literature review; Ethics in research. Plagiarism and referencing styles; Use of research software; Quantitative research methods and approaches; Qualitative research implementation and reporting.

DBA 904 Applied Data Analysis and analytics

Review of basic business mathematics, statistical processing and operations research methods; Quantitative data analysis techniques and software application; Data wrangling; Qualitative data analysis techniques and software applications; Regression (continuous and limited dependent variable); Time series; Cross section analysis; Panel data analysis; Structural equation modeling and PATH analysis.