NILE UNIVERSITY OF NIGERIA

HONORIS UNITED UNIVERSITIES

MASTER OF BUSINESS ADMINISTRATION (MBA)

Programme Curriculum

PROGRAMME CURRICULUM

Using an inter-disciplinary approach, the MBA provides future leaders with the essential soft skills and organising principles so they may develop resilience and make better decisions. By combining practical knowledge with leadership insights, an MBA prepares you to take on senior roles, lead diverse teams, and navigate complex business environments with confidence.

Due to the involved nature of the programme, you are expected to participate in all live classes and online activities. With a focus on Nigeria and all of Africa, the programme curriculum has been created to provide a thorough grasp of conducting business in rising economies.

The MBA curriculum features elective courses in the areas of marketing, human resource management, finance, and entrepreneurship. The capstone project will be a culminating experience for MBA students, designed to provide both a substantial learning curve and in-demand skills for the students. The project integrates theoretical knowledge with practical application, addressing real-world business challenges.

PROGRAMME EDUCATIONAL OUTCOME (PEO)

A Business Studies programme is designed to:

PEO1: Provide a comprehensive introduction to the key elements of business organisations, the competing theories and models of the firm and its environment and provide a critical perspective on the main functional areas of business and management.

PEO2: Develop analytical skills to identify the links between the functional areas in management, organisations, management practices, and the business environment.

PEO3: Provide students with the ability to understand and critically evaluate evidence relating to management practice.

PEO4: Provide students with the knowledge and skills to succeed as the managers of tomorrow in business, government, and social enterprises around the world.

PEO 5: Students will be able to apply appropriate innovative management techniques for life-long learning in the various areas of the business and industry.

PROGRAMME LEARNING OUTCOME (PLO)

Upon completion of the programme, graduates will be able to:

PLO1:   Critically evaluate theories and concepts of business.

PLO2:   Apply theories and concepts in the decision-making process in the business environment.

PLO3:   Conduct research project with minimal supervision and adhere to legal, ethical, and professional practices.

PLO4.:   Demonstrate managerial and leadership qualities through communicating and working effectively.

PLO5:   Generate solutions to problems using scientific and critical thinking skills.

PLO6:   Demonstrate the skills and principles of lifelong learning in their academic and career development.

The detailed curriculum is tabled below:

MBA PROGRAMME CURRICULUM			
YEAR 1			
Semester	**Course**	**Modules**	**Credits**
	PART A		
	MBA 801	Leading an Organisation	3
	MBA 803	Business Environment	3
	MBA 805	Foundational Data Analytics	3
Year 1	MBA 807	Introduction to Accounting	3
Semester 1	**PART B**		
	MBA 809	Corporate Strategy	3
	MBA 811	Introduction to Corporate Finance	3
	MBA 813	Fundamentals of Business Law	3
	MBA 815	Negotiation	3
Total Year 1, Semester 1 Credits			**24**
	PART A		
	MBA 802	Marketing Management	3
	MBA 804	Organisational Behaviour	3
Year 1	MBA 806	Operations Management	3
Semester 2	MBA 808	Managerial Economics	3
	PART B		
	MBA 810	Introduction to Financial Accounting	3
	MBA 812	ICT Management	3
	MBA 814	Research Methodology	3

	MBA 816	Sustainable Development Management	3
Total Year 1, Semester 2 Credits			**24**
YEAR 2			
	PART A		
	MBA XXX	Elective Course 1	3
	MBA XXX	Elective Course 2	3
	MBA XXX	Elective Course 3	3
Year 2 Semester 1	MBA 8XX	Capstone Project I	3
	PART B		
	MBA XXX	Elective Course 4	3
	MBA XXX	Elective Course 5	3
	MBA XXX	Elective Course 6	3
	MBA XXX	Capstone Project II	3
Total Year 2, Semester 1 Credits			**24**
			72

EMBA CURRICULUM WITH COURSE DESCRIPTION

Please note that the course information below illustrates the courses that may be included in this programme. However, Nile University of Nigeria reserves the right to update or amend this list without prior notice, and inclusion in the list below does not guarantee availability of a particular course during an academic session. Course availability is subject to, among other things, faculty availability and course enrolment minimums.

Course Name	Course Description	Credits
Sustainable Development in Africa	This course explores sustainable development practices specific to the African context. Topics include environmental sustainability, social responsibility, economic development, and sustainable business practices. Students will analyse case studies of successful sustainability initiatives in Africa, develop strategies for addressing local challenges, and understand the role of business in promoting sustainable development on the continent.	3
Foundational Data Analytics	This course covers the application of data analytics in decision-making processes. Key topics include data collection and cleaning, statistical methods, data visualisation techniques, predictive analytics, and big data technologies. Students will use tools such as Excel, R, and Python to analyse data sets and make informed business decisions. Practical exercises and case studies will help students understand how to leverage data for strategic advantage.	3
Leading an Organisation	This course explores leadership theories and change management practices necessary for driving organizational transformation. Topics include transformational and transactional leadership, change management models	3

	(such as Kotter's 8-Step Process), resistance management, communication strategies, and culture change. Students will engage in role-playing and case studies to develop practical leadership skills and effective strategies for managing organisational change.	
Business Environment	This course provides tools and frameworks for analysing the business environment. Topics include PESTEL analysis (Political, Economic, Social, Technological, Environmental, and Legal factors), competitive analysis, market research methodologies, and scenario planning. Students will work on case studies to understand how external factors impact business operations and strategic planning, and how to adapt strategies accordingly.	3
Introduction to Financial Accounting	This course covers the fundamentals of corporate financial accounting. Topics include financial statement preparation (balance sheets, income statements, cash flow statements), accounting standards and principles (GAAP, IFRS), revenue recognition, asset and liability management, and financial statement analysis. Case studies will provide practical insights into applying accounting principles to real-world business scenarios.	3
Strategic Marketing	This course focuses on strategic approaches to marketing within a competitive landscape. Topics include market segmentation, targeting and positioning, competitive analysis, brand management, and integrated marketing communications. Students will analyse case studies and develop marketing strategies that align with overall business objectives, leveraging digital and traditional marketing tools to create value and drive growth.	3
Economics for Decision-Makers	This course applies economic principles to business decision-making. Topics include macroeconomic indicators (GDP, inflation, unemployment), microeconomic theories (supply and demand, elasticity), market structures (perfect competition, monopoly), and economic forecasting. Students will use economic models to analyse market trends and make strategic business decisions. Case studies will help in understanding the impact of economic factors on business operations.	3
Negotiation	This course focuses on advanced negotiation strategies and techniques crucial for executive leadership. Topics include negotiation theory, bargaining tactics, conflict resolution, multi-party negotiations, and cross-cultural negotiation practices. Students will engage in simulations and role-playing exercises to develop their negotiation skills, understand psychological factors influencing negotiations, and apply strategies to achieve favourable outcomes in various business contexts. The course aims to enhance students' ability to negotiate effectively and strategically in complex and high-stakes situations.	3
Cost and Management Accounting	This course explores cost and management accounting practices essential for managerial decision-making. Topics include cost behaviour analysis, budgeting, variance analysis, cost-volume-profit analysis, and performance measurement. Students will work with cost allocation methods, budgeting techniques, and performance metrics to manage costs and enhance operational efficiency in a business setting.	3
Organisational Behaviour	This course examines the impact of individual and group behaviour on organisational effectiveness. Topics include motivation theories (Maslow,	3

	Herzberg), team dynamics, leadership styles, conflict resolution, and organisational culture. Through case studies and interactive exercises, students will gain insights into managing and improving organisational behaviour to enhance productivity and employee satisfaction.	
Operations Management	This course covers the principles of operations management in various business settings. Topics include process design, quality management, supply chain management, inventory control, and production planning. Students will use case studies and simulations to understand how to optimise operations, improve efficiency, and manage resources effectively in manufacturing and service environments.	3
Business Law	This course explores key legal concepts relevant to business operations. Topics include contract law, corporate governance, intellectual property rights, employment law, and regulatory compliance. Students will learn about the legal environment in which businesses operate and how to navigate legal challenges through case studies and practical examples. The course aims to equip students with the knowledge to ensure legal compliance and manage legal risks effectively.	3
Strategic Management	This course provides an in-depth understanding of strategic management processes. Topics include strategic planning, competitive advantage, strategic analysis (SWOT, Porter's Five Forces), corporate strategy, and strategy implementation. Students will analyse case studies to develop and implement strategic plans, focusing on aligning organisational resources and capabilities with business goals for long-term success.	3
Management of Information System	This course examines the role of information systems in supporting business management. Topics include information systems development, data management, IT infrastructure, cybersecurity, and emerging technologies. Students will explore how to align IT strategy with business objectives, manage IT projects, and leverage information systems for competitive advantage through case studies and practical exercises.	3
Corporate Finance Management	This course focuses on the financial management of corporations. Topics include capital budgeting, financial forecasting, capital structure, risk management, and valuation techniques. Students will use financial models and case studies to understand how to make financial decisions that enhance corporate value, manage financial risks, and ensure effective capital allocation.	3
Research Methodology	This course provides an overview of research methodologies used in business studies. Topics include research design, qualitative and quantitative methods, data collection techniques, statistical analysis, and research ethics. Students will learn how to formulate research questions, design research projects, and analyse data to draw meaningful conclusions and inform business decisions.	3
Capstone Project I	Capstone Project I involves initiating a significant business project that addresses a real-world problem or opportunity. Topics include project scoping, problem definition, research design, and initial data collection. Students will develop a project proposal, outlining objectives, methodologies,	3

	and expected outcomes. The course emphasises project management skills, including planning, stakeholder engagement, and preliminary analysis.	
Capstone Project II	Capstone Project II focuses on executing and concluding the project developed in Capstone Project I. Topics include advanced data analysis, solution development, strategic recommendations, and final report preparation. Students will refine their projects based on feedback, conduct comprehensive analysis, and present their findings to a panel of industry experts. The course highlights the practical application of strategic, analytical, and presentation skills.	3
Financial Modelling and Valuation	This course covers financial modelling and valuation techniques essential for making informed investment and business decisions. Topics include building financial models, valuation methods (discounted cash flow, comparative valuation), scenario analysis, and sensitivity analysis. Students will use financial modelling tools to evaluate business performance, value investments, and make strategic financial decisions through practical exercises and case studies.	3
Financial Derivatives and Risk Management	This course explores financial derivatives and their role in risk management. Topics include types of derivatives (options, futures, swaps), pricing models, risk management strategies, and hedging techniques. Students will analyse case studies to understand how derivatives can be used to manage financial risk, optimise investment portfolios, and implement hedging strategies effectively.	3
Financing the Corporation	This course provides you with an in-depth understanding of investment principles, portfolio management techniques, and strategies for navigating global financial markets. You will explore the opportunities and challenges of investing in diverse international markets.	3
Innovative Product Development and Launch	This course focuses on the process of developing and launching innovative products. Topics include idea generation, product design and development, market testing, launch strategies, and post-launch evaluation. Students will work on case studies and projects to apply these concepts, develop effective product launch plans, and understand the factors contributing to successful product innovation.	3
Managing and Scaling a Start-up	This course focuses on strategies for managing and scaling start-up ventures. Topics include start-up business models, growth strategies, scaling challenges, funding options, and operational management. Students will use case studies and simulations to understand how to address common start-up issues, manage growth effectively, and scale their businesses successfully.	3
Venture Management	This course provides a comprehensive overview of VC and PE, covering various aspects of the investment process. You will learn how to source deals from the startup ecosystem, conduct due diligence, and value startups effectively. You will also home your negotiation skills for term sheets, encompassing financial and governance terms. Furthermore, the course delves into managing a portfolio post-investment, exploring the landscape of seed-stage investing including key players and available resources. Structural differences between	3

	VC and angel investing will be evaluated, along with specific investment strategies for growth-stage investments.	
Data Science, Data Mining, Business Intelligence	This course provides an overview of data science, data mining, and business intelligence techniques. Topics include data extraction, data transformation, data mining methods, business intelligence tools, and data visualization. Students will engage in hands-on projects to analyse data, extract insights, and make data-driven business decisions using various data science and business intelligence tools.	3
Generative AI and Natural Language Processing in Business Analytics	This course covers the use of generative AI and natural language processing (NLP) in business analytics. Topics include AI models for text generation, NLP techniques for data analysis, sentiment analysis, and AI-driven business insights. Students will work on projects to apply generative AI and NLP tools to real-world business problems, enhancing their ability to leverage AI technologies for strategic decision-making.	3
Machine and Deep Learning for Business Application	This course explores how to understand and apply machine and deep learning. The machine learning section of this course will give you with a foundational understanding behind modern machine learning methods including how, why, and when they work. The underlying theme in the course is statistical inference as it provides the foundation for most of the methods covered. In the deep learning section, you will learn about neural networks as a foundational part of deep learning. By the end of the course, you will be familiar with the significant technological trends driving the rise of deep learning – including how to: build, train, and apply fully connected deep neural networks, implement efficient (vectorised) neural networks, identify key parameters in a neural network's architecture, and apply deep learning to your own applications. This course provides a pathway for you to gain the knowledge and skills to apply machine learning to your work, level up your technical career, and take the definitive step in the world of AI. It will also help you understand the capabilities, challenges, and consequences of deep learning and prepare you to participate in the development of leading-edge AI technology.	
Human Resource Management	This course explores key HR management practices and strategies. Topics include recruitment and selection, performance management, employee development, compensation and benefits, and labour relations. Students will use case studies to understand how to manage HR functions effectively, develop HR policies, and address common HR challenges in various organisational contexts.	3
Analysis of Business Problems	This course focuses on diagnosing and solving complex business problems using structured approaches. Topics include problem identification techniques, root cause analysis, SWOT and PESTEL analysis, and solution development. Students will learn to apply frameworks like the '5 whys', fishbone diagrams, and scenario planning to real-world business cases. Emphasis is placed on analytical skills, critical thinking, and the practical application of problem-solving methodologies.	3

Cross-Cultural Management	The course examines the cultural, attitudinal, and behavioural differences that affect international businesses. Course content focuses on the cultural differences between nations and how these differences affect social organisations. You will also learn about the management of multinational corporations from the perspective of environmental, structural, procedural, interfirm, and intrafirm relations.	3