THE COPPERBELT UNIVERSITY

SCHOOL OF BUSINESS/USA EMBASSY

EXECUTIVE DEVELOPMENT PROGRAMME (EDP): FIRST IN ZAMBIA

The School of Business of the Copperbelt University in conjunction with The American Embassy in Zambia has introduced the first ever Executive Development Programme (EDP) in Zambia which is a customized programme specially designed for CEOs and other senior heads of organizations (business and non-business) who would like to acquire state-of-the-art skills, tools and knowledge that are critically needed to be successful in today’s rapidly changing and highly competitive environment. This is a new and first of its kind executive programme in Zambia.

This programme is made up of short – duration (1-3 days) and intensive hands-on business executive development courses for senior executives (CEOs and heads) of any organization which is serious about becoming a winner in its area of operation.

Applications are now invited from interested and qualified candidates for the first course in this programme entitled:

SUCCESSFUL CORPORATE RENEWAL – TURNING ORGANIZATIONS/INSTITUTIONS INTO TOP PERFORMERS.

Brief Program Course Outline:

- The Early Warning Signals and Diagnosis of Underperformance
- Strategic Considerations
- The Transformational Process
- Purchasing a Troubled Organization
- Corporate Governance Issues

COURSE OUTCOMES

The graduates of this program shall be highly skilled and empowered CEOs and other senior executives of organizations in terms of: Managerial Problem-solving tools; Critical thinking capabilities; Creativity and Innovativeness; Effective people management; Efficient resource management; Effective resource mobilization; Compliance; High employee and organizational performance; Effective change management; Employment generation; Wealth creation; Poverty alleviation.
RESOURCE EXPERTS

From the USA, CBU and other business experts from industry.

THE COURSE PACKAGE

Participants shall be given executive folders, stationery, pens, pencils, course materials, course pack, hotel accommodation, tea breaks, receptions and an “Excellence” certificate.

2012 -2013 FEES

K15 million per participant to be directly deposited in the following CBU MBA account: Number 045022000002567; ZANACO Kitwe Business Centre Branch; Swift Code ZNCOZMLU; Sort Code 010245

THE VENUE

The course shall be conducted in the topmost hotel on the Copperbelt: Moba Hotel, Kitwe.

DATES

10 – 12 December, 2012

WHO SHOULD ATTEND

This course is especially designed for the following:

Permanent Secretaries, Town Clerks, Council Secretaries, CEOs of businesses, mines, hospitals, NGOs, churches, Senior Board members, Senior consultants, Senior lawyers, Senior executives for lending and private equity institutions and others.

Interested candidates should do one of the following:

Visit our website www.cbu.ac.zm to fill out an online application and to check for other courses, dates and other information.

You can also fill out a paper application form obtained from the School of Business at CBU in Kitwe.

Contact persons: Dr Sumbye Kapena or Dr Biemba Maliti

PHONE: +260 212 230152/227946/229354/251060/0979630448

EMAIL: Deansb@cbu.ac.zm; malitib2001@yahoo.com

Please send your applications and bank deposit slips before November 20, 2012 to the following:

The Course Coordinator, Executive Development Programmes, School of Business, Copperbelt University, P.O Box 21692, KITWE

The School of Business: Achieving Excellence Through Total Quality
THE COPPERBELT UNIVERSITY
SCHOOL OF BUSINESS/USA EMBASSY
EXECUTIVE DEVELOPMENT PROGRAMME (EDP): FIRST IN ZAMBIA

APPLICATION FORM

Names:…………………………………………………………   Gender (M/F):……… Age:…………
Organization:……………………………………………………………………………………………………
Job Title:……………………………………………………………………………………………………
Work Address:……………………………………………………………………………………………………
                                                                                               
Phone:………………………………………………………..  Email:…………………………………...

Educational Qualifications Attained, Dates & Awarding Institutions:
(1)……………………………………………………………………
(2)……………………………………………………………………
(3)……………………………………………………………………
(4)……………………………………………………………………

Experience in Current Job Position in Years:…………………..

Title of Course Interested in: …………………………………………………………………………………
Course Dates:…………………………………….    Course Venue:……………………………………

Reasons for Attending this Course: ……………………………………………………………………………

Mode of Payment: Cheque (O) /Direct Deposit (O) /Bank Transfer (O)                                  (Tick)

How did you hear about this course: Advert -Times of Zambia (O)  Daily Mail (O)  Post  (O)
                                          Website (O)
                                          Other (please specify) (O)                                  (Tick)

From the list of courses, which one would you be interested in next?………………………………………………………………………………

From the course venues listed, state your most preferred one:…………………………………………
Mode of Payment: Cheque (O) /Direct Deposit (O) /Bank Transfer (O)  

How did you hear about this course: Advert -Times of Zambia (O) Daily Mail (O) Post (O) Website (O)  
Other (please specify) (O)  

From the list of courses, which one would you be interested in next? .................................................................................................................................................................................................................................................................
From the course venues listed, state your most preferred one: .............................................
COURSE 1: SUCCESSFUL CORPORATE RENEWAL TURNING ORGANIZATIONS INTO TOP PERFORMERS

COURSE CONTENT

THE EARLY WARNING SIGNALS AND DIAGNOSIS
- Diagnosing the Enterprise Using a Scorecard
- The Use of Prediction Methods (Forecasting)
- The Use of True Cash Flow Forecasting
- Internal and External Causes of Enterprise Distress

STRATEGIC CONSIDERATIONS
- Identify Core Competencies and Required Capabilities
- Leveraging Competitive Advantage
- The 12 Ways to Innovate

THE TRANSFORMATIONAL PROCESS
- Using 'Ready-Fire-Target' Decision Making
- Business Re-Engineering to Create Real Shareholder Value
- Downsizing: When and How
- Multi-stakeholder Negotiations
- Initiating, Leading and Managing Change in an Entrepreneurial Environment

PURCHASING A TROUBLED ORGANIZATION
- Successful Company Valuation Methods
- Evaluation of Risks and Rewards
- Assess Purchase of Competitor Option (Horizontal Integration)
- Assess Purchase of Supplier or Customer Option (Vertical Integration)
- How to Effectively Source Deals

CORPORATE GOVERNANCE ISSUES
- Understanding Local, National and International Legal Tools
- The Use of Bankruptcy: Sword vs Shield
- Recognizing and Dealing with Ethical Issues
- How to confidently make decisions in complex regulatory environments

PROGRAM INFORMATION

The Executive Development Program (EDP) is an intense and transformative program to equip senior executives with latest tools to effectively manage organizations in today’s rapidly changing competitive environment.

Objectives
- To increase the business skills and leadership capabilities of senior executives:
- To advance knowledge in core areas of business like strategy, finance, marketing, management, accounting, banking, economics, operations, information technology, etc.
- To advance strategic decision making capabilities to think faster and more creatively about current competitive strategies and practical solutions.
- To deepen understanding of organizational dynamics to improve the design and implementation of new innovations and avoid disruptions.
- To learn new best practices and cutting-edge problem-solving tools in business.

Activities
To conduct short-duration (1 – 5 days) business executive educational courses for senior executives (CEOs) from any organization.

Program Outcomes
Highly skilled and empowered CEOs and other senior executives of organizations in terms of:
- Problem-solving tools
- Critical thinking capabilities
- Innovativeness
- Creativity
- Effective people management
- Efficient resource management
- Resource mobilization
- Compliance
- Highly performing employees and organizations
- Wealth creation, employment generation and poverty
- Effective change management
As a course participant, you will learn essential principles and tools to be able to transform any organization into a profitable and successful enterprise.

In this course, you will essentially learn how to and be able to carry out the following:

- Diagnose and recognize the early warning signs of low performance
- Develop new and effective analytical techniques to accurately assess and forecast financial performance
- Drive transformational change by implementing leadership, operational, financial and legal strategies
- Evaluate the risks and rewards of acquisitions

WHO SHOULD ATTEND

If you are a CEO of any institution like businesses, hospitals, mines, NGOs, churches, Permanent Secretaries, Town Clerks, Council Secretaries, etc. then this course is especially designed for you. Senior Board members, consultants, lawyers, lenders and private equity senior executives will also gain valuable skills to help their clients both locally and Internationally.

THE KEY BENEFITS

THE COURSE MANAGEMENT/CONSULTANTS

DEAN:
DR. SUMBYE KAPENA, PhD

COORDINATOR, SENIOR LECTURER & HEAD, OPERATIONS AND SUPPLY CHAIN MANAGEMENT DEPARTMENT:
DR. BIEMBA MALITI, DBA

LECTURERS:
DR. NCHIMUNYA KAMANGA, PhD - ACTING DEAN OF STUDENTS
DR. LUBINDA HAABAZOKA, PhD - HEAD, ACCOUNTING & FINANCE DEPARTMENT
DR. OSWALD MUNGULE, PhD
DR. ALISALA MULAMBYA, PhD
MR. STEPHEN MPEMBELE, MSc

EXTERNAL RESOURCE PERSONS:
FROM USA

HOW TO APPLY

Visit our website www.cbu.edu.zm to download an application form and to check for other courses, dates and other information.

You can also fill out a paper application form obtained from the School of Business.

You can also contact us as follows:

PHONE
+260 212 230152/227946/229354/251060

EMAIL
Deansb@cbu.ac.zm; malitib2001@yahoo.com

2012 -2013 FEES
K15 million per participant

THE COURSE PACKAGE

The course shall be conducted in top hotels in Kitwe, Chingola, Ndola, Chisamba and Lusaka at different times during the year. Participants shall be given executive folders, stationery, pens, pencils, course materials, course pack, hotel accommodation, tea breaks and receptions.

THE VENUES

PROTEA HOTEL - CHINGOLA
MOBA HOTEL - KITWE
MUKUBA HOTEL - NDOLA
IBIS GARDENS - CHISAMBA
PROTEA HOTEL SAFARI - CHISAMBA, LUSAKA

THE VENUES

THE COURSE MANAGEMENT/CONSULTANTS

DEAN:
DR. SUMBYE KAPENA, PhD

COORDINATOR, SENIOR LECTURER & HEAD, OPERATIONS AND SUPPLY CHAIN MANAGEMENT DEPARTMENT:
DR. BIEMBA MALITI, DBA

LECTURERS:
DR. NCHIMUNYA KAMANGA, PhD - ACTING DEAN OF STUDENTS
DR. LUBINDA HAABAZOKA, PhD - HEAD, ACCOUNTING & FINANCE DEPARTMENT
DR. CHANDA SICHINSAMBWE, DBA - COORDINATOR, GRADUATE PROGRAMMES
DR. OSWALD MUNGULE, PhD
DR. ALISALA MULAMBYA, PhD
MR. STEPHEN MPEMBELE, MSc

EXTERNAL RESOURCE PERSONS:
FROM USA

Visit our website www.cbu.edu.zm to download an application form and to check for other courses, dates and other information.

You can also fill out a paper application form obtained from the School of Business.

You can also contact us as follows:

PHONE
+260 212 230152/227946/229354/251060

EMAIL
Deansb@cbu.ac.zm; malitib2001@yahoo.com

2012 -2013 FEES
K15 million per participant

THE COURSE PACKAGE

The course shall be conducted in top hotels in Kitwe, Chingola, Ndola, Chisamba and Lusaka at different times during the year. Participants shall be given executive folders, stationery, pens, pencils, course materials, course pack, hotel accommodation, tea breaks and receptions.

THE VENUES

PROTEA HOTEL - CHINGOLA
MOBA HOTEL - KITWE
MUKUBA HOTEL - NDOLA
IBIS GARDENS - CHISAMBA
PROTEA HOTEL SAFARI - CHISAMBA, LUSAKA

THE VENUES

THE COURSE MANAGEMENT/CONSULTANTS

DEAN:
DR. SUMBYE KAPENA, PhD

COORDINATOR, SENIOR LECTURER & HEAD, OPERATIONS AND SUPPLY CHAIN MANAGEMENT DEPARTMENT:
DR. BIEMBA MALITI, DBA

LECTURERS:
DR. NCHIMUNYA KAMANGA, PhD - ACTING DEAN OF STUDENTS
DR. LUBINDA HAABAZOKA, PhD - HEAD, ACCOUNTING & FINANCE DEPARTMENT
DR. CHANDA SICHINSAMBWE, DBA - COORDINATOR, GRADUATE PROGRAMMES
DR. OSWALD MUNGULE, PhD
DR. ALISALA MULAMBYA, PhD
MR. STEPHEN MPEMBELE, MSc

EXTERNAL RESOURCE PERSONS:
FROM USA

Visit our website www.cbu.edu.zm to download an application form and to check for other courses, dates and other information.

You can also fill out a paper application form obtained from the School of Business.

You can also contact us as follows:

PHONE
+260 212 230152/227946/229354/251060

EMAIL
Deansb@cbu.ac.zm; malitib2001@yahoo.com

2012 -2013 FEES
K15 million per participant

THE COURSE PACKAGE

The course shall be conducted in top hotels in Kitwe, Chingola, Ndola, Chisamba and Lusaka at different times during the year. Participants shall be given executive folders, stationery, pens, pencils, course materials, course pack, hotel accommodation, tea breaks and receptions.

THE VENUES

PROTEA HOTEL - CHINGOLA
MOBA HOTEL - KITWE
MUKUBA HOTEL - NDOLA
IBIS GARDENS - CHISAMBA
PROTEA HOTEL SAFARI - CHISAMBA, LUSAKA

THE VENUES
The Executive Development Program (EDP) is an intense and transformative program to equip senior executives with latest tools to effectively manage organizations in today’s rapidly changing competitive environment.

**Objectives**

- To increase the business skills and leadership capabilities of senior executives:
- To advance knowledge in core areas of business like strategy, finance, marketing, management, accounting, banking, economics, operations, information technology, etc.
- To advance strategic decision making capabilities to think faster and more creatively about current competitive strategies and practical solutions.
- To deepen understanding of organizational dynamics to improve the design and implementation of new innovations and avoid disruptions.
- To learn new best practices and cutting-edge problem-solving tools in business.

**Activities**

To conduct short-duration (1 – 5 days) business executive educational courses for senior executives (CEOs) from any organization.

**Program Outcomes**

Highly skilled and empowered CEOs and other senior executives of organizations in terms of:

- Problem-solving tools
- Critical thinking capabilities
- Innovativeness
- Creativity
- Effective people management
- Efficient resource management
- Resource mobilization
- Compliance
- Highly performing employees and organizations
- Wealth creation, employment generation and poverty
- Effective change management
As a course participant, you will learn essential principles and tools to be able to transform any organization into a profitable and successful enterprise.

In this course, you will essentially learn how to and be able to carry out the following:

- Diagnose and recognize the early warning signs of low performance
- Develop new and effective analytical techniques to accurately assess and forecast financial performance
- Drive transformational change by implementing leadership, operational, financial and legal strategies
- Evaluate the risks and rewards of acquisitions

WHO SHOULD ATTEND

If you are a CEO of any institution like businesses, hospitals, mines, NGOs, churches, Permanent Secretaries, Town Clerks, Council Secretaries, etc. then this course is especially designed for you.

Senior Board members, consultants, lawyers, lenders and private equity senior executives will also gain valuable skills to help their clients both locally and Internationally.

THE KEY BENEFITS

HOW TO APPLY

visit our website www.cbu.edu.zm to download an application form and to check for other courses, dates and other information.

You can also fill out a paper application form obtained from the School of Business.

You can also contact us as follows:

PHONE
+260 212 230152/227946/229354/251060

EMAIL
Deansb@cbu.ac.zm; malitib2001@yahoo.com

2012 -2013 FEES
K15 million per participant

THE COURSE PACKAGE

The course shall be conducted in top hotels in Kitwe, Chingola, Ndola, Chisamba and Lusaka at different times during the year.

Participants shall be given executive folders, stationery, pens, pencils, course materials, course pack, hotel accommodation, tea breaks and receptions.

COURSE MANAGEMENT/CONSULTANTS

DEAN:
DR. SUMBYE KAPENA, PhD

COORDINATOR, SENIOR LECTURER & HEAD, OPERATIONS AND SUPPLY CHAIN MANAGEMENT DEPARTMENT:
DR. BIEMBA MALITI, DBA

LECTURERS:
DR. NCHIMUNYA KAMANGA, PhD - ACTING DEAN OF STUDENTS
DR. LUBINDA HAABAZOKA, PhD - HEAD, ACCOUNTING & FINANCE DEPARTMENT
DR. CHANDA SICHINSAMBWE, DBA - COORDINATOR, GRADUATE PROGRAMMES
DR. OSWALD MUNGULE, PhD
MR. STEPHEN MPEMBELE, MSc

EXTERNAL RESOURCE PERSONS:
FROM USA