



Owner Director Programme (ODP)

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CEIBS

OWNER DIRECTOR PROGRAMME (ODP)

May 21, 2018 - August 31, 2018 | Accra. Lagos. Shanghai

GET READY. SET. GROW: Transform and Scale Your Business to its Next Level

As an owner/director of a business in an emerging market economy, you have the challenging task of growing and scaling your businesses irrespective of the voids in this environment. Should you diversify your product portfolio, by how much? For how long? How should you position your business? How should you market your products or services in a digital world to get the best results? How should you finance growth and expansion? Debt versus equity? How can you grow your business into a micro-multinational? How can you scale your business within and across borders especially given the complexity of your home market? What are the strategies to reverse the vicious cycle of near stagnation and reducing revenues? The CEIBS Owner Director Programme provides owners or directors of businesses like you the opportunity to share, learn and network with colleagues across various industries on key concepts that affect the survival and growth of their businesses. Through cases, tools, frameworks, and a collegial exchange of views, you will develop the skills and capacity to confront the complexities of a growing organisation in a rapidly changing world. The programme is also supported with resources that enable you conceptualize and test your assumptions about new business ideas or processes in real time.



WHO SHOULD ATTEND

The uncertainties of today's business world demands that companies be led by highly professional business leaders who possess extraordinary foresight and vision.

Ideal candidates for this practice-oriented programme are CEOs, Managing Directors, Chairmen, Presidents and Executive Directors of small and medium enterprises (SMEs) based in Africa.

Following the philosophy of the International Master in Practicing Management (IMPM), an innovative paradigm initiated by the management guru Henry Mintzberg, CEIBS has launched the ODP especially for leaders in fast growing and successful enterprises who want to take their companies to the next level of growth and sustainability.



PROGRAMME OBJECTIVES

Our Owner Director Programme aims to provide you with general management perspectives, systematic management knowledge, frameworks for strategic thinking and hands-on business leadership and management tools.

Our Owner Director Programme will provide an opportunity for you to:

- Expand your perspectives on strategic issues within your industry and beyond
- Learn skills and strategies from relevant cases to aid decision making in scaling and diversification
- Share your experiences for the benefit of others
- Forge strong relationships with your counterparts across transnational and multicultural channels
- Acquire the key resources to guide continuous learning, improvement and corporate performance
- Test your business and strategy ideas and gather feedback in a friendly, intellectually stimulating yet challenging environment
- Conceptualize and understand how to implement the most appropriate approach to succession planning

These opportunities will equip you to learn, implement and, share your new knowledge.

PROGRAMME BENEFITS

This programme is designed to help owners and directors of fast growing enterprises rethink the key business leadership and management challenges they are facing, set up modern and agile management systems, and lay a solid foundation for scaling their business growth in a dynamic business landscape. It will challenge you to get the best out of yourself. You will gain confidence, feel re-invigorated and be ready to improve the performance of your business.

By the end of the programme, you will have:

- Acquired specialised knowledge of human resources, marketing, finance and accounting, formulation and implementation of strategies pertaining to business leadership and management
- Developed advanced and practical management tools, formed your own theoretical frameworks for business leadership and management and mastered effective, strategic models
- Gained a deeper understanding of the particular role of both CEOs, and directors, and learned how to establish constructive work relationships with employees and external stakeholders
- Further enhanced those skills, which are essential for both CEOs, and business owners: negotiation, coaching and communication
- Gained membership in the prestigious CEIBS Global Alumni Association and benefit from the international network available to members within and outside Africa



CEIBS is one of the leading business schools in the world and Africa needs (home-grown) managers. With our prestige, we continue to attract the best people to our programmes. Through improving their management skills and their growth through entrepreneurship, we have contributed to the development of a continent that is lagging behind but full of potential.

Professor Pedro Nuevo

Professor of Entrepreneurship, CEIBS
President, CEIBS

PROGRAMME SCHEDULE:

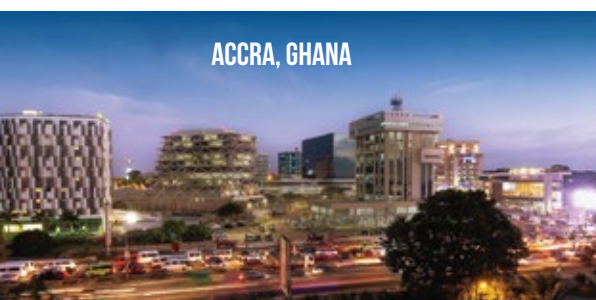
3
CITIES

3
COUNTRIES

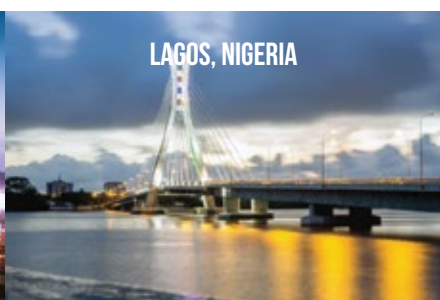
4
MODULES

4
MONTHS

17
DAYS



ACCRA, GHANA



LAGOS, NIGERIA



SHANGHAI, CHINA

The content and curriculum of our Owner Director Programme are organized as an integrated, immersive learning process that enables you – the owner or director – to engage systematically with complex strategic issues through the following 4 modules delivered across 3 cities:

DATE	MODULE	LOCATION	NUMBER OF DAYS
May 21-24, 2018	Entrepreneurship Financial Strategy	Accra, Ghana	4
June 11-14, 2018	Strategic Marketing for Entrepreneurs in a Digital World	Lagos, Nigeria	4
July 16-19, 2018	Strategic Management, Innovation, Growth & Scale for Entrepreneurs	Accra, Ghana	4
August 27-31, 2018	Personal/Professional Development & Family and Succession Planning and Strategy, Graduation	Shanghai, China	5

CEIBS DIFFERENTIATOR:

Before, during and after the 4 modules, we have designed and arranged a series of extra-curricular activities that demonstrate the practice-orientation of the programme in line with the executive education ideas of the International Master in Practicing Management (IMPM), an innovative paradigm initiated by the management guru Henry Mintzberg. These include:

- **My Experience Video** – Create your before and after “business challenge” and “opportunity” story
- **Learning Accountability Partner (LAP)** – Every business needs a super hero. “To travel farther, go together.” Become an internal consultant for a peer’s business
- **Company Visits** – Immerse yourself in businesses that address your key challenges
- **Alumni Dinners** – Network with our prestigious alumni and shape your next deal
- **Spouse, Partner and Guest Visit** – Take your significant other to one of the Accra modules and enable him/her become an integral part of your transformational experience
- **Learning through Reflection** - Break away from your entrenched position and mindset through questioning, analyzing, discussing and sharing
- **Learning Log** – Use an effective way of systematic thinking and discovery
- **Reflection Paper** - Synthesize the knowledge gained from the programme to create a workable action plan that will be implemented in your business after the programme ends

PROGRAMME FEES

The Programme Fee is US\$9,000

YOUR LOCATION	TOTAL FEE	COMMENT
Ghana	US\$9,000	Total fee includes 12 nights accommodation, breakfast and local transportation in Lagos and Shanghai
Nigeria	NGN3,000,000	Total fee includes 17 days accommodation, breakfast and local transportation in Accra and Shanghai
Other Countries	US\$9,000	Total fee includes 22 nights accommodation, breakfast and local transportation in Accra, Lagos and Shanghai

You can pay your fee in three equal installments as follows:

1st installment: No later than three weeks before the commencement of the programme

2nd installment: Due before the start of the second module

3rd installment: Due before the start of the third module

Your programme fee includes tuition, course materials, case licensing fees, certificate, accommodation, breakfast and local transfers in Accra, Lagos and Shanghai, visa fees, lunch and coffee breaks. The fee does not cover your flights.



ADMISSION PROCEDURE

- Interview: After receiving the Application Form, we will contact the applicant as soon as possible for an interview
- For those who pass the interview, the CEIBS Admissions Office will send them a Letter of Provisional Acceptance and a Payment Notice
- Priority for the Letter of Acceptance shall be determined by date of receipt of payment

Given space limitations, CEIBS reserves the right to stop accepting applications or transfer applications to the next cohort of the same programme. Generally, application must be completed at least 20 days prior to the programme start date. All application forms are examined in order of submission, and the seats will be confirmed based on the Letter of Acceptance. Applications received less than 20 days prior to the programme start date will be handled on a case-by-case basis.

CANCELLATIONS:

Any cancellation made 15 days or more prior to the programme start date is eligible for a full refund of programme fees paid. However, the expenses arising therefrom shall be on the account of the applicant or his/her employer. Any cancellation made less than 15 days prior to the programme start date shall be subject to a fee of 20 percent of the total programme fee. After the programme starts, no fees shall be refunded for participants who withdraw from the programme for any reason.



For the business owner who is looking for opportunities to scale up and build sustainable growth, the CEIBS Owner Director Programme (ODP) is for you. The programme typically examines strategies for SMEs to succeed in the digital age. Learning through reflection and breaking away from entrenched positions and mind-sets through questioning, analysing, discussing and sharing with accomplished classmates, the CEIBS ODP allows the business owner to utilise the knowledge gained from the programme to transform his/her business while at the same time building a powerful business network.

Professor Mathew Tsamenyi
Executive Director
CEIBS Africa



NEXT STEPS

To take your place in the 2018 Owner Director Programme Cohort, here are a number of things you can do:

- Complete and send in the application form
- Request a Call or Reserve a Place by emailing your names, mobile number and country of residence to osamuel@ceibs.edu or othelma@ceibs.edu
- Call any of the following numbers: +233 544315238 (Ghana); +234 8147195558 (Nigeria)

CONTACT

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"The CEIBS Owner Director Programme...Developing Africa's Global Businesses"