



**NILE UNIVERSITY
OF NIGERIA**

HONORIS UNITED UNIVERSITIES



EXECUTIVE LEADERSHIP AND STRATEGY

2025-2026 Student Handbook

PROGRAMME CURRICULUM

The Executive Leadership and Strategy Programme is designed to equip aspiring leaders, managers, and executives with the strategic insight, decision-making frameworks, and leadership skills required to navigate complex organisational landscapes. Rooted in research-driven theory and enhanced by practical applications, the curriculum emphasises the balance between visionary leadership and operational excellence.

Students will engage in real-world case studies, simulations, and collaborative discussions that sharpen their ability to lead with influence, communicate effectively, and design long-term strategies for growth. With a strong focus on Africa's dynamic business environment, the programme prepares participants to lead change, foster innovation, and build resilient organisations.

The curriculum integrates modules on leadership styles, organisational culture, strategy development, corporate governance, and global competitiveness. A capstone project enables students to apply strategic thinking to solve pressing challenges within their industry or organisation.

PROGRAMME EDUCATIONAL OUTCOME

The Executive Development programme is designed to:

1. Equip leaders with the ability to develop and implement effective organisational strategies.
2. Foster advanced leadership capabilities for managing diverse teams and complex organisational dynamics.
3. Provide tools for critical decision-making and navigating uncertainty in global and local markets.
4. Cultivate ethical leadership and corporate governance practices.
5. Empower graduates to influence policy, drive innovation, and shape sustainable business futures

PROGRAMME LEARNING OUTCOME

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

- a. Demonstrate mastery of strategic leadership principles in business and organisational contexts.
- b. Apply decision-making models to complex business and policy challenges.
- c. Develop and evaluate organisational strategies aligned with long-term goals.
- d. Lead teams effectively by fostering collaboration, resilience, and innovation.
- e. Adapt leadership approaches to evolving socio-economic and cultural environments in Africa and globally.
- f. Integrate ethical leadership practices into decision-making and governance.

The detailed curriculum is tabled below:

EXECUTIVE LEADERSHIP AND STRATEGY PROGRAMME CURRICULUM		
Semester	Modules	Credits
Semester 1	Organisational Behaviour	3
	Leading an Organisation	3
	Corporate Strategy	3
	Managerial Economics	3
	Capstone Project	3
Semester 2	Negotiation	3
	Global Market Entry Strategies	3
	Data Science for Business Decisions	3
	Ethical Leadership	3
	Capstone Project	3
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EXECUTIVE LEADERSHIP AND STRATEGY PROGRAMME

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
Corporate Strategy	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
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 (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.	3
Managerial Economics	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
Organisational Behaviour	This course examines the impact of individual and group behaviour on organisational effectiveness. Topics include motivation theories (Maslow, Herzberg), team dynamics, leadership styles, conflict resolution, and organisational culture. Through case studies and interactive exercises,	3

	students will gain insights into managing and improving organisational behaviour to enhance productivity and employee satisfaction.	
Data Science for Business Decisions	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
Global Market Entry Strategies	This course examines strategies for entering and expanding into global markets. Topics include market entry modes (joint ventures, direct investment), market research and analysis, risk management, and cultural considerations. Students will analyse case studies of successful and unsuccessful market entries to understand best practices and develop strategies for international market expansion.	3
Ethical Leadership	This course examines ethical decision-making in business and the role of leaders in fostering ethical cultures. Topics include corporate social responsibility, stakeholder theory, ethical frameworks, governance, and compliance. Students will analyse ethical dilemmas and case studies to understand how values-driven leadership contributes to sustainable success and enhances corporate reputation. Emphasis is placed on practical tools for ethical analysis and leadership integrity.	3