

FATE School of Entrepreneurship
Curriculum for the Emerging Entrepreneurs Programme

You	
Module 1	Entrepreneurial Leadership
	Your Entrepreneurship Journey
	Emotional Intelligence and Leadership
	The Purpose Driven Entrepreneur
	Health and Lifestyle Matters
Module 2	Strategic Planning
	Your Business Concept and Business Plan
	The Strategic Planning Process in Leading a Successful Business
	Challenges of Implementing a Defined Strategy
The Enterprise	
Module 3	Money Matters
	The Strategic Budgeting and Reporting Process
	What is Cashflow?
	Understanding effective ways to plan and manage cashflow
	Instituting appropriate Financial Systems Within Your Business
Module 4	Your Market
	Understanding your industry and competition
	Identifying market opportunities that create value for your target customers
	Effective go-to-market programs that capture value from customers
	Developing and implementing appropriate digital marketing strategies for your growing business
Module 5	Managing People
	Determining the most appropriate organisation structure for your business
	Recruiting and retaining a high performing team
	Effective ways to manage performance and motivate your team
Module 6	Operations Management
	Creating effective and efficient operating procedures
	Implementing a Quality Management Process
	Eliminating Bottlenecks and Managing Waste
Module 7	Risk Management
	Developing strategies to analyse the risk of operating in an unstable environment
	Protecting your personal assets from the risk of business operations
Module 8	Legal & Tax Ramifications
	Managing the legal side of the business

	Protecting your Intellectual Property
	Managing federal, state and local taxes
The Future	
Module 9	Macroeconomic Implications
	Key macroeconomic indices as it relates to business planning
	Monetary policies and the effect of the value of the Naira
Module 10	Business Financing
	MSME Financing opportunities in Nigeria
	How to determine the ideal Mix of Debt and Equity
	Understanding Private Equity and Venture Capital Funding
	Asset Based Financing Strategies for your Business
	Effective approaches to Negotiation
Module 11	The Global Marketplace
	How to identify and exploit export opportunities
	Legal and Product Service Standards Set up by the International Community
	The Nigerian International Trade regulatory environment
Module 12	Corporate Governance & Succession Planning
	Setting and maintaining an appropriate Corporate Governance structure
	Developing and implementing a mid to long term succession planning system
Module 13	Growth
	Using technology to aid business growth
	Exploring collaborations and partnerships to aid rapid growth.
	Developing a 5 year Strategic Growth Plan