



**MASTERS IN**  
**BUSINESS ADMINISTRATION**  
**(MBA)**  
*Evening Classes*

## **THE ESAMI MBA PROGRAM**

### **1. A WORD ABOUT ESAMI.**

ESAMI is an intergovernmental regional management development centre whose head office is in Arusha, Tanzania.

Founded in 1980, the institute was established with the primary objective of providing the region with trained personnel in a number of critical areas including governance and policy management, transportation management, financial management, IT, human resources, health and other disciplines.

ESAMI is owned by 10 member governments namely: Uganda, Malawi, Tanzania, Mozambique, Seychelles, Zambia, Zimbabwe, Namibia, and Swaziland. At the mean time the Institute's service area now spans from West Africa to Djibouti in the horn of Africa and to the rest of the Eastern and Southern African countries.

ESAMI is a premier management centre in the region. In recognition of ESAMI's contributions to the region, the United Nations Commission for Africa adopted the institute as a Centre of Excellence for Management Development in Africa.

### **2. PROGRAM RATIONALE**

In view of the current and expected environmental economic, social and political realities, the program emphasis is to create innovation, creativity, analytical and visionary skills in managers.

Today's executives require a comprehensive stock of knowledge and skills that are related to their work situations and adaptable to change in their wider and immediate local environment. Rapid changes in the world's socio- economic and political structures are propelling organizations toward the search for a competitive edge away from the "crowd" in order to penetrate the global market, grow and sustain their own market share.

Since the introduction of the ESAMI MBA Day Programme fourteen years ago, the program has drawn a lot of interest and demand from its clients in the sub-region. Clients in the sub region have asked for a similar programme to be offered in the evenings to respond to the needs of managers who are unable to be released during the day time. This has also made us to increase number of venues to take it closer and convenient to the students.

### **3. ACCREDITATION OF THE ESAMI MBA**

The agreement establishing ESAMI of 1979 signed by the 10 member states and endorsed by the Executive Secretary of the United Nations Economic Commission for Africa stipulated as one of the institute's functions as to "offer appropriate examinable courses and certification in management fields". In line with this function, the Governing body of ESAMI comprising of Permanent Secretaries responsible for human resource development of the 10 member states, and upon ascertaining the capacity and capability thereof, granted the institute a charter to award Degrees on 17<sup>th</sup> November 1998.

The MBA Programme was accredited by the Tanzania National Council for Technical Education (NACTE) in 2012 and it is recognized in all SADC and COMESA member countries. In addition, ESAMI is a member of the Association of African Business Schools (AABS) and the ESAMI Masters Programmes have also been recognized by UK NARIC (National Recognition Information Centre for the United Kingdom) as comparable to a UK taught Masters Degree. The United Nations Economic Commission for Africa, through a resolution of Council of Ministers, recognizes the ESAMI as a Centre of Excellence in Africa for Management Development.

On the local scene, the ESAMI MBA was assessed for accreditation by The National Council for Higher Education (NCHE) in 2017. The ESAMI MBA program passed the accreditation test but NCHE withheld full accreditation after noting that there were issues of infrastructure and guiding policies that needed to be sorted out before full accreditation. It is pleasing to mention that NCHE approved ESAMI's Improvement Plan in November 2017 and the issues pointed out in the Improvement Plan are now being addressed so that ESAMI can attain a full accreditation status with NCHE.

### **4. PROGRAM COSTS AND PAYMENT CRITERIA.**

The fees for this 2-year degree course is **US \$ 7,000.00 or its equivalent in Malawi Kwacha** covering tuition and limited materials only. The fees is payable in US Dollars or in Malawi Kwacha equivalent in advance at the rate of US\$1,750 per semester (6 months) or US\$875 per quarter (3 months). The annual fees is at **US \$ 3,500.00** per year. Other expenses such as books, accommodation, travel, and research work for course projects or Master Thesis are not covered.

## **5. PROGRAM VENUES AND MODE OF CLASSES.**

The MBA is currently offered in all ESAMI member states and these are located at **ESAMI Headquarters** in Arusha and **Dar es salaam** in Tanzania, **Lilongwe and Blantyre** in Malawi, **Nairobi** in Kenya, **Kampala** in Uganda, Harare in Zimbabwe, Mbabane in Eswathini and **Lusaka** in Zambia.

Classes are conducted from 5:00 pm up to 10:00 pm from Monday to Friday for 3 weeks in every block of 3 months. This gives students 9 to 12 weeks to concentrate on their office work while completing projects assignments.

## **6. TARGET GROUP OF THE PROGRAM**

The program is designed for senior and middle level managers in the public sector, private sector, NGOs, parastatals, donor organizations, etc. It specially tailored for people who have full-time job responsibilities and cannot therefore have time to effectively pursue an advanced Management Education on a full time basis.

## **7. REQUIRED ENTRY QUALIFICATIONS**

Applicants should be:

- A holder of at least a first Degree any field from a recognized national or international University 3 years working experience.
- A holder of International Professional Qualifications like CPA's, ACCAs, CIMA, CIB, etc who have passed all their qualifying examinations and have five years working experience.
- Applicants must be thoroughly proficient in both spoken and written English

## **8. STRUCTURE OF THE PROGRAMME**

The program is offered in a modular approach and all courses can be completed in 2 years (24 months) by attending classes in the evening.

## 8.1 THE MBA COURSES

S/N	Code	Module Title	Credit Per Module
1	BSG09101	Corporate Management	10
2	BSG09301	Leading Change and Restructuring	8
3	BSG09102	Strategic Human Resource Management	8
4	BSG09103	Gender in Management	6
5	BSG09305	Research Methods	13
6	BSG09205	Corporate Governance	7
7	BSG09201	Environmental Management for Business	10
8	BSG09104	Financial Accounting	7
9	BSG09105	Corporate Finance	7
10	BSG09106	Management Accounting	7
11	BSG09202	Global Corporate Strategy	8
12	BSG09203	Finance in International Markets	7
13	BSG09204	Global Supply Chain Management	8
14	BSG09206	Innovation and New Business Ventures	6
15	BSG09303	Managerial Economics	10
16	BSG09304	Marketing Management	7
17	BSG09401	Business and Company Law	8
18	BSG09302	Policy Analysis	8
19	BSG09402	Project Management	8
20	BSG09403	ICT for Strategic Decision Making	7
21	BSG09404	Master Thesis	20
		<b>Total</b>	<b>180</b>

## **8.2     MASTER THESIS**

The Master Thesis is a written paper or report of imperial research in connection with a topic in any one area of the MBA programme. This is an independent study by the student about a topic of their own choice, resulting in a written report of about 45-55 typed pages.

The final objective of the exercise is to test the Master student's ability to select a problem of his or her choice, give it a framework, collect data and analyze it in a manner that ends up with meaningful and implementable recommendations. The activity will be carried out in the fourth semester (*seventh and eight quarter*).

Two weeks before graduation, all students who have completed the 18 courses will be required to travel to make oral presentations and defend their theses at ESAMI in Lilongwe and thereafter graduate at ESAMI Headquarters in Ausha, Tanzania.

## **9.     TRAINING METHODS AND CREDIT HOURS**

The syllabus and course content reflect current and expected demands of our clients in the African region, given the present socio-political and economic conditions.

ESAMI classes are conducted through lectures, group discussions, assignments and practical case studies that bring out current, local and global issues that a manager faces today.

## **10.    OUTREARCH PROJECT WORK AND EXAMINATIONS**

Each candidate working under the guidance of a faculty supervisor shall complete an in-depth study and analysis of a topic related to the major areas of his or her study. The researched project shall be relevant to business both currently in practice and the future demands of management practice.

## **11.    EXAMINATION REGULATIONS**

### **ASSESSMENT SCHEME**

Continuous assessment and end of semester examinations will contribute to the final score of each course.

*Continuous assessment including classroom assignments and project work will carry 40% while end of Course closed book examination will carry 60%.*

**The passing mark is 50%.**

## 12. AWARD OF A DEGREE

The ESAMI MBA Degree shall be awarded to candidates upon successful completion of the 80 Credit Units of study including the Thesis and is not in debt with the school.

## 13. TRANSFERS TO AND FROM OTHER ESAMI MBA PRODUCTS

Due to differences in course structure and fees, transfer from one MBA product to another is not permitted. Students can however transfer from one centre to another within the same programme.

## 14. PROGRAM DATES

The ESAMI MBA program will commence on 9<sup>th</sup> May 2022 in Lilongwe and on 29<sup>th</sup> August in Blantyre.

## 15. APPLICATION PROCEDURE

Applications should be submitted by completing the attached application form and accompanied with the following requirements:

- A non-refundable application fees of **US\$30 or its equivalent in Malawi Kwacha** payable by cheque or cash deposit into ESAMI account 1039048 at National Bank of Malawi, Capital City Branch.
- Certified copy of Degree or Professional certificate,
- An academic transcript.
- A letter of recommendation from a person who is able to judge the applicant's ability to study the Executive MBA programme.
- Current CV with at least two contactable referees.

All documents accompanying the application must be in English. If applicant's documents are in other languages, the applicant must attach an authenticated English translation.

**All applicants will be communicated to after the Academic Board has gone through their applications.**

**Applications and enquiries should be sent to:**

The Country Coordinator,  
ESAMI (Malawi)  
Development House, 2<sup>nd</sup> Floor,  
P.O. Box 31127,  
**LILONGWE 3.**

Tel: 01 774423/ 01 770253/ 01 775385

Fax: 01 770957.

E-mail: [esamimw@malawi.net](mailto:esamimw@malawi.net)

<http://www.esami-africa.org>