



BUSINESS SCHOOL POSTGRADUATE PROSPECTUS





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Prof. Bonard Mwape - ESAMI Director General

ESAMI Masters Programmes draw on the unique experiences that the institute has acquired in management training, research and consulting in Africa. These experiences have made it possible for ESAMI to offer Masters programmes that enable graduates have the following qualities:

- * Developed global mindset which allows understanding of international management issues with a regional and a local focus
- * Ability to think critically, strategically and independently
- * Enhanced quest for practical innovations and creativity in business management
- * Ability to manage diversity
- * Ability to recognize change and/or initiate change pro-actively so as to maintain competitive edge
- * Ability in entrepreneurship and spearheading innovation

Given the current and expected environmental, economical, social and political realities, the programmes' emphasis is to create innovation, 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 towards the search for a competitive edge, away from the "crowd" in order to penetrate the global market, grow and sustain own market share. Such a competitive edge type of knowledge and skills are essential for all visionary executives and managers of the twenty-first century. Since their introduction fourteen years ago, the Masters Programmes have drawn a lot of interest and demand from clients in the region. This has made us increase the number of specializations and venues to meet our students' needs and convenience, respectively.

Our future strategic focus is to enhance quality of the programs and their delivery and to ensure maximum logistical and institutional support. It is our commitment to respond more pro-actively to our clients' needs. I invite you all our esteemed customers to take advantage of the unique cross-border education programs.

Prof. Bonard Mwape, PhD
Director General



*Graduation Faculty
Graduands resume their seats after receiving
certificates from the guest of honor*

2.0 About ESAMI

The Eastern and Southern African Management Institute (ESAMI) is an intergovernmental management development centre. ESAMI's head office is located in Arusha, Tanzania. The institute was established with the primary objective of providing the region with trained personnel in a number of critical areas including policy management, transportation management, financial management, information technology management, health management, human resources management, project management, energy and environment management and gender management among others. The focus was to train middle to senior managers from the region to improve their managerial performance taking into consideration the global issues but with a regional focus relevant to the African environment. ESAMI is owned by ten member governments which are Kenya, Malawi, Mozambique, Namibia, Seychelles, Eswatini, Tanzania, Uganda, Zambia and Zimbabwe. There are countries which regularly participate in ESAMI management development programmes which include Lesotho, Botswana, Angola, Rwanda, Sierra Leone, Nigeria, Eritrea, Ivory Coast, Liberia, Ghana, The Namibia, Sudan, Ethiopia, South Sudan, Burkina Faso, Cameroon and Senegal.



ESAMI is a premier management centre in the region. In recognition of ESAMI's contribution, the United Nations Economic Commission for Africa adopted the institute as a centre of Excellence in management development in Africa.

3.0 Mandate

ESAMI's mandate is to improve the performance and management effectiveness of public, private and international organizations in Africa. This will be done through:

- * Management training and education;
- * Management consultancy and advisory services;
- * Management research, knowledge generation and publications;
- * Promotion of best practices in management.

4.0 Vision

By 2020, ESAMI is an internationally recognized leadership and business transformation hub.

5.0 Mission

Our mission is to transform institutions through leadership development, innovative education, management training, new knowledge generation, and advisory services.

6.0 Masters Programmes

ESAMI offers general Masters in Business Administration (MBA) as well as specialized masters programmes:

- * MBA;
- * MBA in Transport Economics and Logistics Management;
- * MBA in Human Resource Management;
- * MBA in Customs Management;
- * Masters in Public Administration (MPA);
- * Masters in Project Management.

Study period for the Masters programmes is 2 years.

7.0 Accreditation of ESAMI Masters Programme

ESAMI commenced the Masters Programme in February 1999. ESAMI Business School is an accredited member of the Association of African Business Schools (AABS). ESAMI Masters Programmes have been recognized by UK NARIC (National Recognition Information Centre for the United Kingdom) as comparable to a UK taught Masters Degree. UK NARIC is the National Agency providing the only official source of comparison information and advice on international education and training systems and overseas skills and qualifications. ESAMI Masters Programmes are also recognized by Namibia Qualification Authority (NQA). ESAMI Masters Programmes have also been accredited by Tanzania's National Council for Technical Education (NACTE). ESAMI MBA in Customs Management has also been certified by the World Customs Organization (WCO). ESAMI is ISO 9001:2015 certified.

8.0 Admission Criteria

Candidates eligible for Masters programmes must possess the following qualifications:

- * Bachelor's degree from a recognized University or equivalent;
- * Internationally recognized full professional qualification;
- * Candidates must have passed ALL qualifying examinations;
- * Proficiency in both spoken and written English;

9.0 Application Procedures

The candidate must submit an application form with the following:

- * Current curriculum vitae;
- * Certified copy of degree or professional certificate;
- * Certified copy of official transcript;
- * Copies of O' and A' level certificates;

- * At least one letter of recommendation from a person who is in a position to judge the candidate's ability;
- * Passport size photo;
- * A non-refundable processing fee of US\$30.



All documents accompanying the application must be in English
Graduands in the graduation procession

10.0 MBA

10.1 Structure

The evening class MBA programme is specifically designed for managers from the public, NGO and private sectors. Such executives will have full time job responsibilities and cannot afford to attend an advanced management education on full time basis. Classes run from 5.00pm to 10.00pm for two to three weeks in every 2 to 2½ months, for a period of two years. The course is designed to accommodate a mix of professionals with various backgrounds, who manage business entities like various companies, factories and hospitals just to mention a few; as well as public servants, members of parliament and entrepreneurs etc.

10.2 Programme Venues

The evening class MBA is offered in the ESAMI member countries. These venues are located in Arusha, Mwanza, Dar es Salaam and Dodoma, Tanzania; Nairobi, Kenya; Kampala, Uganda; Lusaka, Zambia; Lilongwe and Blantyre, Malawi; Harare, Zimbabwe; Windhoek and Oshakati, Namibia; Mbabane, Eswatini; Maputo, Mozambique and Mahe, Seychelles.

10.3 Fee Structure

Total fee for the 2-years' degree programme is US\$7,000. Advance payments are made annually or per semester by arrangement. The fees cover tuition and limited materials. It does not include text books among other exclusions.

MBA Courses

S/N	Code	Course	Credits
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
Total			180



ESAMI Graduation Procession at ESAMI Headquarters, Arusha, Tanzania

11.0 MBA in Human Resource Management

11.1 Structure

Human Resource Management is an important activity for the present and future competitiveness of organizations. The link between human resources and performance/productivity of organizations cannot be over emphasized. MBA in human resource management is an appropriate training program that will ensure that human resource practices within organizations are moving with the current approaches of positioning organizations well ahead of competitors.

The programme is offered on a block-release / part-time basis. Classes run from 5.00pm to 10.00pm for two to three weeks in every 2 to 2^{1/2} months.

11.2 Programme Venues

The MBA-HRM programme is offered in the ESAMI member countries. These venues are located in Arusha, Mwanza, Dar es Salaam and Dodoma, Tanzania; Nairobi, Kenya; Kampala, Uganda; Lusaka, Zambia; Lilongwe and Blantyre, Malawi; Harare, Zimbabwe; Windhoek and Oshakati, Namibia; Mbabane, Eswatini; Maputo, Mozambique and Mahe, Seychelles.

11.3 Fee Structure

Total fee for the 2-years' degree programme is US\$8,000. Advance payments are made annually or per semester by arrangement. The fee covers tuition and limited materials. It does not include text books among other exclusions.

MBA in Human Resource Management courses

S/N	Code	COURSE	Credits
1	BSG09101	Corporate Management	10
2	BSG09209	Corporate Finance	10
3	BSG09305	Corporate Governance	10
4	BSG09103	Strategic Human Resource Management	10
5	BSG09210	Global Corporate Strategy	10
6	BSG09415	Research Methods	10
7	BSG09102	Evolution of Human Resource Management	10
8	BSG09104	Human Resource Planning	10
9	BSG09206	Recruitment and Selection	10
10	BSG09208	Management of Talent and Intellectual Capital	10
11	BSG09311	Human Resource Development	10
12	BSG09312	Reward Management	10
13	BSG09313	Management of Labor Relations	10
14	BSG09414	Performance Management	10
15	BSG09416	Labour Law	10
16	BSG09417	Thesis	20
Sub Total			180



Masters Class at Arusha Campus

12.0 MBA in Transport Economics and Logistics Management (MBA-TELM)

12.1 Structure

Transport and Infrastructure have been identified as important prerequisites to enhancing social and economic development. ESAMI is aware that without a critical mass of trained staff in the transport sector, its operational performance will remain poor, hence the introduction of MBA (TELM).

In addition to classroom session, the students will undertake a one to two weeks overseas tour as part of the programme. They will be able to visit a number of transport and logistics enterprises and have the benefit of exchanging experiences with their counterparts. MBA-TELM courses are offered in the evenings from 5.00 pm - 10.00 pm. These classes will run for 2 to 3 weeks in every 2 to 2½ months.

12.2 Programme Venues

The MBA-TELM programme is offered in ESAMI member countries. These venues are located in Arusha, Mwanza, Dar es Salaam and Dodoma, Tanzania; Nairobi, Kenya; Kampala, Uganda; Lusaka, Zambia; Lilongwe and Blantyre, Malawi; Harare, Zimbabwe; Windhoek and Oshakati, Namibia; Mbabane, Eswatini; Maputo, Mozambique and Mahe, Seychelles.

12.3 Fee Structure

Total fee for the 2-years' degree programme is US\$9,500. Students are required to make an advance payment of \$3,500 before starting class. Subsequent advance payment installments are made annually or per semester by arrangement. The fee covers tuition, overseas trip expenses and limited materials. It does not include text books among other exclusions.

MBA- TELM Courses

S/N	Code	Course	Credits
1	BSG 09310	Marketing Management for Transport	10
2	BSG09113	Financial Accounting	10
3	BSG09112	Corporate Management	10
4	BSG09211	Global Corporate Strategy	10
5	BSG09410	Research Methods	10
6	BSG09114	Transport Policy & Planning	10
7	BSG09115	Principles of Transport Economics	10
8	BSG09212	Production & Inventory Control	10
9	BSG09411	Transport Investment Analysis	10
10	BSG09311	Transport Sector Reforms	10
11	BSG09213	Transportation Management	10
12	BSG09214	Environmental Management for Business	10
13	BSG09312	Transport Safety Planning & Management	10
14	BSG09313	ICT in Transport & Logistics	7
15	BSG09412	Logistics and Supply Chain Management	8
16	BSG09314	Logistics, International law and International Trade Law	5
17	BSG09413	Study Visit	10
18	BSG09414	Master Thesis	20
Total			180



*Director General introduces faculty to the Minister of Education, Science and Technology
Republic of Tanzania, Hon. Prof. Joyce Ndalichako*

13.0 MBA in Customs Management

MBA in Customs Management is jointly offered by ESAMI and Centre for Customs and Excise Studies (CCES), Charles Sturt University, Australia. The Programme has been certified by the World Customs Organization (WCO).

13.1 Structure

Generic courses are offered in the evening from 5.00pm - 10.00pm for two to three weeks in every 2 to 2½ months. Specialized customs management courses run for four consecutive weeks during the day.

13.2 Programme Venues

The MBA in Customs Management is offered in various countries. These venues are located in Arusha, Mwanza, Dar es Salaam and Dodoma, Tanzania; Nairobi, Kenya; Kampala, Uganda; Lusaka, Zambia; Lilongwe and Blantyre, Malawi; Harare, Zimbabwe; Windhoek and Oshakati, Namibia; Mbabane, Eswatini; Maputo, Mozambique, Mahe, Seychelles and Huye, Rwanda.

13.3 Fee Structure

Total fee for the 2-years' degree programme is US\$8,840. Advance payments are made annually or per semester by arrangement. The fee covers tuition and limited materials. It does not include text books among other exclusions.

MBA Customs Courses

S/n	Code	Course	Credits
1.	BSG09132	General Management	10
2.	BSG09133	Gender in Management	10
3.	BSG09201	Marketing Management	10
4.	BSG09331	Quantitative Methods	10
5.	BSG09332	Financial Management & Accounting for Managers	10
6.	BSG09134	Strategic Human Resource Management	10
7.	BSG09436	Research Methods	10
8.	BSG09232	International Procurement	10
9.	BSG09232	Finance in International Markets	10
10.	BSG09334	Global Supply Chain and Logistics Management	10
11.	BSG09233	Global Corporate Strategy	10
12.	BSG09234	Commodity Markets and International Trade	10
13.	BSG09437	Customs Management Theory and Practice	10
14.	BSG09438	International Customs Law	10
15.	BSG09439	Regulatory Compliance Management	10
16.	BSG09440	Customs Reform and Modernization	10
17.	BSG09441	Master Thesis (On a Customs Issue)	20
	TOTAL		180

14.0 Masters in Public Administration

14.1 Structure

The programme is specifically designed for Management Executives working in the Public sector as well as the Private sector and Civil society. It provides for development of junior and senior managers that are part of the succession plan for executive leadership. The programme is offered on a block-release / part-time basis. Classes run for two to three weeks in every 2 to 2½ months for a period of two years. Day classes start at 8.30 am and end at 4.30 pm while Evening classes start at 5.00pm and end at 10.00pm.

14.2 Programme Venues

The MPA programme is offered in ESAMI member countries. These venues are located in Arusha, Mwanza, Dar es Salaam and Dodoma, Tanzania; Nairobi, Kenya; Kampala, Uganda; Lusaka, Zambia; Lilongwe and Blantyre, Malawi; Harare, Zimbabwe; Windhoek and Oshakati, Namibia; Mbabane, Eswatini; Maputo, Mozambique and Mahe, Seychelles.

14.3 Fee Structure

Total fee for the 2-years' degree programme is US\$ 7,000. Advance payments are made annually or per semester by arrangement. The fee covers tuition and limited materials. It does not include text books among other exclusions.

MPA Courses

S/N	Code	Course	Credits
1	BSG09108	Project Management	12
2	BSG09407	Research Concepts, Philosophy and Design	12
3	BSG09309	Business Ethics	12
4	BSG09408	Quantitative Methods	12
5	BSG09107	Public Policy Analysis	8
6	BSG09109	Comparative Public Administration	10
7	BSG09110	Corporate Governance	10
8	BSG09207	Administrative Law	10
9	BSG09208	Public Service Regulations	6
10	BSG09209	Public Financial Management	8
11	BSG09210	Strategic Human Resource Management	10
12	BSG09306	Public Procurement Management	10
13	BSG09307	Public Assets Management	10
14	BSG09308	Budget and Budgetary Control	6
15	BSG09405	E-Government Management	10
16	BSG09406	Public Sector Innovations	6
17	BSG09111	Public Administration Theory and Practice	8
18	BSG09409	Master Thesis	20
Sub Total			180

15.0 Masters in Project Management

15.1 Structure

This course aims to meet the growing needs of African public and private sector enterprises in the area of project management. Investors and managers are becoming more concerned with the use of scarce and often difficult to mobilize financial resources. Meanwhile, there has been an increase in the demand for and management of quality public and private sector investments. This course will develop an in-depth understanding of different approaches to development planning and economic policy issues, with a thorough training in techniques for the planning, design and economic analysis of African development projects and programmes. There is a strong emphasis on issues and analytical techniques relating to choices in project design, and cost-benefit analysis. Environmental analysis will be covered in detail to reflect the need for the better management of natural resources.

The objectives of the course are to enable students to develop their knowledge, understanding and skills in the following areas:

- * Major analytical project issues, methods and techniques of planning and policy analysis for national economic and social development
- * Theoretical and practical aspects of project management, analysis and management in the various productive, infrastructure and social sectors.

The programme is offered on a block-release / part-time basis. Classes run from 5.00pm to 10.00pm for two to three weeks in every 2 to 2^{1/2} months.

15.2 Programme Venues

The Masters in Project Management programme is offered in the ESAMI member countries. These venues are located in Arusha, Mwanza , Dar es Salaam and Dodoma, Tanzania; Nairobi, Kenya; Kampala, Uganda; Lusaka, Zambia; Lilongwe and Blantyre, Malawi; Harare, Zimbabwe; Windhoek and Oshakati, Namibia; Mbabane, Eswatini; Maputo, Mozambique and Mahe, Seychelles.

15.3 Fee Structure

Total fee for the 2-years' degree programme is US\$ 7,000. Advance payments are made annually or per semester by arrangement. The fee covers tuition and limited materials. It does not include text books among other exclusions.

Masters in Project Management Courses

S/N	Code	Course	Credits
1	BSG09215	Strategic Human Resource Management	10
2	BSG09315	Research Methods	10
3	BSG09415	Leadership, Negotiation & Conflict Management	14
4	BSG09216	Project Feasibility Studies	14
5	BSG09116	Managing Procurement in Projects	14
6	BSG09117	Fundamentals of Project Management	10
7	BSG09118	Project Finance	10
8	BSG09316	Managing Quality in Projects	12
9	BSG09119	Project Scheduling and Resources Management	14
10	BSG09416	ICT for Project Management	10
11	BSG09217	Project Risk Management	10
12	BSG09317	Project Monitoring & Evaluation	14
13	BSG09218	Environmental and Social Impact Assessment	10
14	BSG09417	Managing Project Closeout	10
15	BSG09418	Thesis in Development and Project Management	26
Total			180

16.0 Learning Context

The programmes are taught using lectures, group discussions, project papers and practical case studies.

17.0 Examination Regulations

17.1 Assessment Schemes

Marks will be awarded out of 100%. Each course will be assessed using two methods continuous assessment and end-of-semester examinations. Continuous assessment will contribute 40% of the total marks while the end of semester examinations will contribute the remaining 60% of the total.

18.0 Programme Venues and Entry Date

Please check with your nearest ESAMI office on entry dates. Venues and contacts for ESAMI centres have been provided on page 18.

19.0 Administration of the Business School

There are 3 major components of the Business School as indicated below:-

Academic Board

The functions of the Academic Board include:

- Admissions;
- Curriculum approval;
- Ratification of Examination results;
- Handling disciplinary cases of last instance;
- Handling students' appeals of last instance.

The Academic Board is chaired by the Director General of ESAMI.

Academic Committee

There is the Academic Committee whose functions include:

- a) Syllabus;
- b) Quality assurance;
- c) Liaison with course leaders on continuous and summative examinations.

Examinations and Appeals Committee

There is the Examinations and Appeals Committee whose functions include:

- a) Review of examination setting;
- b) Dealing with student examination appeals;
- c) Moderation of examination results.

20.0 Summer School for Business School Alumni

The School holds Summer School events from time to time for ESAMI Masters alumni. This is an exciting event which aims at providing a learning environment for professionals and experts to bring their knowledge and expertise to bear on important issues from practice and develop some insights on selected themes.

ESAMI continues to provide a platform for its graduates to excel in development and management performance through alumni networks and learning journeys. The MBA alumni, through the Summer School, have learned several models of development, excellence in management and entrepreneurship by visiting countries that have been successful in these areas. Recent learning journeys include visits to China, Singapore, Malaysia and Dubai.

Please Note

This brochure is for information only. The ESAMI Academic Board reserves the right to revise the advertised programmes and fee structure without prior notice.

Contact us

Applications should be forwarded to any of the addresses below; at least 6 weeks before the commencement of the programme.

HEADQUARTERS:

P. O. Box 3030, Arusha, TANZANIA

Tel.: +255 27 2970068/69/70/71/72/73

Fax: +255 27 2970066

Email: esamicommunication@esami-africa.org,

E-Mail: adminbs1@esami-africa.org

Country Coordinator

ESAMI Tanzania

NIC Investment House, 3rd floor

P. O. Box 22290

Dar es Salaam, TANZANIA

Tel.: +255 22 2112670, 2115046

Mobile: +255 713 327728

Telefax: +255 22 2113686

E-Mail: esami@raha.com

E-Mail: esamidar@esami-africa.org

Country Coordinator

ESAMI Kenya

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Nairobi, KENYA

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Telefax: +254 20 22448814

E-Mail: esami@esami.or.ke

E-Mail: esamikenya@esami-africa.org

Country Coordinator

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Tel.: +256 41 4 254222 / +256 41 4 343 397 / +256 31 2 261203

E-Mail: esamiug@esamiug.ac.ug

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Moile: +260 967331231
esamizambia@esami-africa.org

Country Coordinator
ESAMI Zimbabwe
No. 6 Bantry Road, Alexandra Park
P. O. Box 2627, Harare, ZIMBABWE
Tel.: +263 242 745 808 +263 242 744935,
Telefax: +263 242 745607
E-Mail: esamihre@africaonline.co.zw
E-Mail: esamizimbabwe@esami-africa.org

Country Coordinator
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Country Coordinator
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Telefax: +264 61 249 822
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E-Mail: esaminamibia@esami-africa.org

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Tel.: +248 2780019, +248 4381258
Fax: +248 4381207
E-Mail: hazel.julie@unisey.ac.sc

POST GRADUATE APPLICATION FORM

Programme Applied for:-

- i) MBA ()
- ii) MBA(TELM) ()
- iii) MBA(HRM) ()
- iv) MBA (Customs) ()
- v) MPA ()
- vi) Masters in Project Management ()

Preferred venue of study

1. Personal Data

Surname Forenames

Date of birth Sex.....

Contact address

Town Country

Telephone Fax

MobileE- mail

Nationality/ Citizenship

2. Education /Academic Qualifications

(Start with the highest qualification)

SCHOOL / INSTITUTION	DEGREE OR OTHER QUALIFICATIONS OBTAINED	YEAR		FIELD OF STUDY
		FROM	TO	

3. Work Experience

Current Occupation

- a) Job title
- b) Name of Organization/Company/Government Ministry.....
- c) Organization postal address.....
- d)Organization telephone nof) Fax no
- e) Email
- f) Summary of responsibilities
-
-

4. Previous Work Experience

JOB TITLE	NAME OF EMPLOYER	PERIOD	
		FROM	TO

5. Declaration

I certify that the information I presented above is correct to best of my knowledge and belief. If selected, I undertake to abide by rules and regulations of the masters programme and the fees thereof.

.....
Signature

.....
Date

6. Endorsement By Sponsor

This organization/Institution will meet the nominee’s tuition and other fees required for the Masters programme. Tuition fees for the two years’ study is
..... (this excludes books, travel, accommodation and field research work. The costs of these additional costs vary from center to center and will be provided to the sponsor on request)

Name of sponsoring Organization:
 Contact person; Name:
 Position:
 Full Address:
 Telephone: Fax: E-mail:

.....
Signature and official stamp

.....
Date



"The President of Nepal, H.E. Vindya Devi Bhandari confers to ESAMI MBA Alumnus, Mr. Shiva Sharma Paudel - the "Nepal Vindya Bhushan" Award: A state honor for Academic Excellency in Nepal

Our Motto: Performance Improvement

