



**Advanced Certificate in Entrepreneurship and Business Management:**  
*A Unique Opportunity for Entrepreneurs*

The University of Dar es Salaam Business School (UDBS), Tanzania in partnership with the Columbia Business School (CBS), USA, invites applications for admission into a one-year Co-Branded Advanced Certificate Programme in Entrepreneurship and Business Management. The main objective of the programme is to develop critical competencies for entrepreneurs to grow an entrepreneurial business. Through this programme participants are expected to be able to become more entrepreneurial in identifying and exploiting growth opportunities for their businesses and provide effective leadership and strategic direction for a growing business. Participants will be fully supported by faculties from both schools to develop bankable business plans for growing their enterprises and be connected with various sources of finance.

**Contents and Structure of the Programme**

The courses that will be covered in this programme are;

- Entrepreneurial Strategy
- Building the Business Venture
- Organizational Behavior
- Managing People
- Building a Marketing Plan
- Logistics and Value Chain Management
- Entrepreneurial Finance
- Records, Accounts, and Information Management
- Gender Aspects of Business
- Business Environment and Compliance

**Start Date and Duration**

The programme will run on a modular basis with a total of five modules and a business planning project. The start date for the programme for the first intake is July, 2009.

**Entry Requirements**

- i) They must be holders of certificate, diploma, degree, and other equivalent qualifications from any reputable or recognized institution
- ii) Applicants must have good command of both spoken and written English
- iii) Applicants must be entrepreneurs/managers running business or intending to run/manage a business
- iv) Applicant must have experience in running/managing business

**Women are highly encouraged to apply.**

**Fees:** The total fee to cover the tuition fee, materials and support services for the whole programme is TZS 2,000,000/=.

**Application:** Interested candidates are invited to collect application forms from Dean, University of Dar es Salaam Business School, UDBS Building, Office No. 212. Forms can also be downloaded from the UDBS website ([www.udbs.udsm.ac.tz](http://www.udbs.udsm.ac.tz)).

**Application Deadline:** Completed forms should be returned to the University of Dar es Salaam Business School (UDBS) before 20<sup>th</sup> June 2009.

**For Further Information, Contact:**

The Dean, University of Dar es Salaam Business School (UDBS)  
P.O.Box 35046, Dar es Salaam, Tel: + 255 22 2410006, Email: [dean@udbs.udsm.ac.tz](mailto:dean@udbs.udsm.ac.tz)