Reach your Potential

The University of Zambia
100% Online MBA Programs
in Partnership with Astria Learning
2019

GRADUATE SCHOOL OF BUSINESS
Leading business transformation

www.Ecampus.unza.zm
Graduate Study Opportunity with Quality & Convenience

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Message from our 
Vice Chancellor

Our Vice Chancellor invites you to apply for the 100% Online MBA.

We work in a rapidly changing business, socio-economic and technological environment. The profit and not for profit sector is faced with intense competition. Business education therefore needs to embrace the world view while maintaining the rigor required to facilitate new thinking and market responsive innovation.

At the turn of the year 2016, the University of Zambia (UNZA) celebrated 50 years of service and excellence in teaching, research and community engagement. The Graduate School of Business (GSB) is among UNZA’s 13 Schools.

The 100 percent online MBA programmes under the GSB are set to meet the needs of business professionals at the cutting stages of their careers: from new graduates to mid-career professionals; from entrepreneurs to those taking the next step to lead organisations.

We therefore make a commitment to improve the student experience by assuming a greater role in business education.

VICE CHANCELLOR MUMBA

“ It is through this 100% online MBA, as well as other reputable programs that UNZA works toward becoming a household name across the globe. ”
Our main campus is nestled in the heart of Lusaka. You aren’t required to visit campus during this 100% online MBA program. If you choose to though, you will find that Lusaka has a wealth of places to visit and many things to do!
About Our University

Our Vision is To be a Provider of World Class Services in Higher Education and Knowledge Generation

UNZA is a world-class university located in Zambia. You may also have heard about UNZA’S history as the first university and mother University of the Republic of Zambia. Since its inception in 1965, It has produced more than 100,000 graduates and contributed to research and technological development for local and International communities. It has more than 100 collaborative agreements with renowned Universities worldwide.

Brief History

The University of Zambia (UNZA) was established by Act of Parliament No. 66 of 1965. The first intake of students took place on 17th March 1966. The motto of the University, SERVICE AND EXCELLENCE has guided the development of the University since its inception.

Alumni Network

Our Alumni family grows yearly, giving you a built in network before you even graduate!

As an UNZA graduate you can access a range of alumni benefits including an alumni card.

Globally Accepted Credentials

Earning a degree from UNZA means you have credentials well received around the world.

There is no question, a degree from UNZA displays that you value a high standard of education for yourself.
Benefits of A Masters of Business Administration

Professionals worldwide with MBA qualifications are in high demand by hiring managers. This is clearly visible in the job placement statistics.

Global Focus

View the Big Picture Since this MBA is open to students from around the world it challenges you to consider the world economy and not just the region you reside. Find your place amongst it all and leave with a better understanding of the world.

Salary Increase

On the Rise

While a number of factors contribute to this value, according to the Global Management Education Graduate Survey : MBA graduates on average saw an 80% increase to their salary after completing MBA Program.

Employment Opportunities

Make yourself Indispensable As more and more people are obtaining Bachelors Degrees, it is as important as ever to set yourself apart and stay ahead of the pack. A Masters degree and more specifically an MBA displays your drive, dedication, and knowledge to potential employers.
Nobody got anywhere in the world by simply being content.
- Louis L’Amour
Are you eager to engage in a distinctive educational experience from a university with a long-held reputation for academic excellence?
Advantages of Our 100% Online MBA

This Masters of Business Administration is aimed at those who wish to study for a graduate qualification alongside work or other commitments.

Are you ready?
Are you eager to engage in a distinctive educational experience from a university with a long-held reputation for academic excellence? Are you ready?
This fully online MBA allows you to benefit from our outstanding educational experience and achieve a high-quality degree from a top notch University without having to relocate to our campus.

Convenience
Study from wherever, whenever. Unlike traditional programs you can study around your work or family schedule.

Instant Feedback
You’ll be part of an interactive class where the conversation is flowing and your marks are given frequently or instantly..

World view Perspective
This MBA offers the quality of an International degree with a curriculum developed by an International Faculty. It will take you through essential topics in management, to more complex analysis and global topics that will offer a world view perspective.
“ I was born in San Pedro Sula, Honduras and grew up in Brooklyn, NY, from there I joined the U.S. Navy and served 20 memorable and honorable years (retired). I have been a manager in finance, maintenance, and operations for about 20 years and have been placed in almost every leadership and managerial risk scenario on land and sea. I believe nothing can be an obstacle and I teach what I practice. Outside of U.S. Naval Service, I have assisted in consulting opportunities in profit and non-profit organizations for various industries that involved risk taking decisions. I always welcome a challenge on solving problems and believe that this fuels passion for learning and to always succeed. Started a business on Executive Asset Management dealing with various methods for clients to increase their wealth from every angle of their life. A person does not have assets in one area and all are not tangible; therefore, the service that I provide for them is unique with long lasting results that meet their specific satisfaction. Currently, I am the Program Development Manager for Astria Learning responsible for the quality development and monitoring of courses developed at all collegiate levels.

Earned a B.S. in Computer Information Systems from Saint Leo University, MBA from Saint Leo University, MA in History from University of Nebraska, and Doctorate from University of Phoenix. Currently, I am finishing a graduate program for Information Security Management. I have been teaching at the collegiate level for 10 years and have been enjoying every minute of it. One item you will learn about me is that teaching is my passion. I will dedicate as many hours as possible to meet the demands of students with the end-result of increasing student personal development. I am a life-long learner, practitioner, and leader yearning to share ideas and experiment various management techniques to improve organizational environments. With being a life-long learner, I wholeheartedly value education, which I hope you share the same feeling because education changes personal, academic, and professional lifestyles on how to view the world.”

Our highly qualified Featured Lecturers

An additional benefit of this online MBA to students is the reduced class size ensuring all participants receive exceptional attention from their lecturer.
Dr. Zelihic has a Ph.D in General Business with an emphasis in Organizational Management. She is the recipient of the Western International University Excellence Award for Contributions to Faculty Peer Development, two-time University of Phoenix Faculty Scholarship award, recognized as one of the top 10 Forbes School of Business faculty members in 2013, recipient of the University Fellows grants award in 2014 (as part of a team of four), and again the recipient of the University Fellows Grant award in 2016 as the principal investigator. In 2016 Dr. Zelihic was honored to be the recipient of both The 2016 Excellence in Scholarship Award (nominated by her peers) and Forbes School of Business President’s Award for the Excellence in Scholarship.

Dr. Zelihic has published more than 20 articles in various refereed journals, such as, the Springer’s Quality and Quantity Journal, Life Science journal, Journal of American Business Review, Journal of Strategic and International Studies, Global Business and International Management International Journal. She an editorial advisory board member of The Journal of Global Business Management and a peer reviewer at the University of New Mexico Mentoring Institute and Journal for Excellence in Business Education.

Dr. Zelihic says, “I can truly relate to the balancing act my students have to go through to manage their careers, their family obligations, and their desire to pursue higher educations because I had a similar educational journey. I am quite aware of what difference in a person’s life one’s educational experience may present. I realize how impactful I can be in my students’ lives if I go above and beyond in trying to assist them, help with their questions, and continue to provide my students with the much needed motivation. I hope to inspire my students the way I was inspired by my teachers— with my enthusiasm, professionalism, and academic excellence.”

These are just two of the fantastic lecturers in our online MBA faculty who you may have classes with. Each member of our faculty aim to challenge you to be your best.

The University of Zambia and Astria Learning limit the amount of students per classroom to enable the lecturer to attend to all students in a timely manner.
Increase your Knowledge of Business Practices

Learn from Renowned Faculty

Challenge Yourself and Other Professionals

Expand Your Professional Network

Experience Convenience in Tuition Options

Enjoy the Convenience of Flexible Study Times

Upgrade your qualifications by becoming an MBA graduate in 18-24 Months
Student Information
Admissions Requirements and Cost

The following outlines the 2019 admissions requirements and cost for the Online MBA.

Requirements:
- Online application
- A bachelor’s degree from a recognized institution.
- 5 O’Level results including English with a Satisfactory score.

Simply submit a copy of your transcripts

International Students Welcome
Attention World-Class Graduates Our doors/virtual classrooms are open to students from around the world. International students must meet the same admissions requirements.

- Visa not required.

Tuition Options

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Application</td>
<td>$40 USD</td>
</tr>
<tr>
<td>Total Tuition (Plan A)</td>
<td>$2,600 USD Paid Once Per Year</td>
</tr>
<tr>
<td>Total Tuition (Plan B)</td>
<td>$475 USD Per Subject</td>
</tr>
</tbody>
</table>

* Tuition excludes Thesis/Dissertation fee
* Subject to Change.
With many quality MBA specializations to choose from, there are only right choices. Which MBA specialization is the best fit for you?
Courses

All online Masters students are required to take the following 8 core courses before moving into courses specific to their focus. 12 total. The program is completed with a Master Thesis.

Each Course is 8 weeks in length and upon completing the first course successfully, students can request to take 2 courses per 8 weeks.

<table>
<thead>
<tr>
<th></th>
<th>Scientific Writing &amp; Critical Thinking</th>
</tr>
</thead>
<tbody>
<tr>
<td>2</td>
<td>Research Methods</td>
</tr>
<tr>
<td>3</td>
<td>Finance for Managers</td>
</tr>
<tr>
<td>4</td>
<td>Business Ethics in a Global Environment</td>
</tr>
<tr>
<td>5</td>
<td>Strategic Management</td>
</tr>
<tr>
<td>6</td>
<td>Managerial Economics (Excluding Human Resource Management Specialization)</td>
</tr>
<tr>
<td>7</td>
<td>Marketing for Managers</td>
</tr>
<tr>
<td>8</td>
<td>Global Operations Management</td>
</tr>
</tbody>
</table>

All course descriptions can be found on a later page.
Online MBA Curriculum

Specific information regarding The General MBA without a chosen specialization.

General MBA

This General MBA is comprised of the 8 core courses. In addition, the student will take the 2 required courses below then select 2 from the elective options from the list below to complete.

Required
- Managing Innovation and Change
- Strategic Human Resource Management

Elective Options
- Decision Theory in a Global Environment
- Financial Reporting & Analysis
- Project Risk & Quality Management
- Quantitative Methods for Business

Specific information regarding a focus in Management Strategy.

MBA in Management Strategy

Popular Career Paths

Chief Operating Officer
Department Supervisor
Business Analyst

Consultant
Governmental agencies
Account Manager

Required to complete the 8 core courses and these 4 specialized courses.

1  Business Analytics
2  Quantitative Methods for Business
3  Human Resource Strategy
4  E - Business Strategy
Online MBA Curriculum

Specific information regarding a focus in Finance.

MBA in Finance

<table>
<thead>
<tr>
<th>Popular Career Paths</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hedge Fund Management</td>
</tr>
<tr>
<td>CFO</td>
</tr>
<tr>
<td>Commercial Lending</td>
</tr>
<tr>
<td>Corporate Treasury Management</td>
</tr>
<tr>
<td>Sales and Trading</td>
</tr>
<tr>
<td>Investment Management</td>
</tr>
<tr>
<td>Investment Analysis</td>
</tr>
<tr>
<td>Mutual Fund Management</td>
</tr>
</tbody>
</table>

Required to complete the 8 core courses and these 4 specialized courses.

| 1 | Corporate Finance |
| 2 | Advanced Financial Management |
| 3 | Financial Markets and Institutions |
| 4 | Portfolio Management |

Specific information regarding a focus in Finance.

MBA in Accounting and Finance

Required to complete the 8 core courses and these 4 specialized courses.

| 1 | Corporate Finance |
| 2 | Strategic Management Accounting |
| 3 | Portfolio Management & Wealth Planning |
| 4 | Financial Reporting & Analysis |
### Online MBA Curriculum

**Specific information regarding a focus in HRM.**

### MBA in Human Resource Management

#### Popular Career Paths

<table>
<thead>
<tr>
<th>Human Resource Manager</th>
<th>Compensation Specialist</th>
</tr>
</thead>
<tbody>
<tr>
<td>Human Resource Director</td>
<td>Benefits Manager</td>
</tr>
<tr>
<td>Recruiting Coordinator</td>
<td>Human Resource Consultant</td>
</tr>
</tbody>
</table>

**Required to complete 7 core courses and these 5 specialized courses.**

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Managing Innovation and Change</td>
</tr>
<tr>
<td>2</td>
<td>Labour Economics &amp; Markets</td>
</tr>
<tr>
<td>3</td>
<td>Organisational Behaviour &amp; Leadership</td>
</tr>
<tr>
<td>4</td>
<td>Global Employment law</td>
</tr>
<tr>
<td>5</td>
<td>Strategic Human Resource Management</td>
</tr>
</tbody>
</table>

**Specific information regarding a focus in Organizational Leadership.**

### Organizational Leadership

#### Popular Career Paths

<table>
<thead>
<tr>
<th>Human Resource Manager</th>
<th>Organizational Development Manager</th>
</tr>
</thead>
<tbody>
<tr>
<td>Training and Development Manager</td>
<td>Corporate Trainer</td>
</tr>
<tr>
<td>Administrative Services Manager</td>
<td>Director of Human Resources</td>
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</table>

**Required to complete the 8 core courses and these 4 specialized courses.**

<p>| | |</p>
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<tr>
<td>2</td>
<td>Organisational Behaviour &amp; Leadership</td>
</tr>
<tr>
<td>3</td>
<td>Decision Theory in a Global Environment</td>
</tr>
<tr>
<td>4</td>
<td>Negotiation &amp; Conflict Resolution</td>
</tr>
</tbody>
</table>
Online MBA Curriculum

Specific information regarding a focus in Project Management.

MBA in Project Management

<table>
<thead>
<tr>
<th>Popular Career Paths</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Environmental Project Manager</td>
<td>Quality Assurance Manager</td>
</tr>
<tr>
<td>Senior Program Manager</td>
<td>Project Management Consultant</td>
</tr>
</tbody>
</table>

Required to complete the 8 core courses and these 4 specialized courses.

- 1 Innovation & Contract Management
- 2 Strategic Supply Chain Management
- 3 Project Risk & Quality Management
- 4 Project Planning & Control

Specific information regarding a focus in Entrepreneurship.

MBA in Entrepreneurship

<table>
<thead>
<tr>
<th>Popular Career Paths</th>
<th></th>
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</thead>
<tbody>
<tr>
<td>The options are endless. Choosing this specialization is a good way to harness your entrepreneurial drive if you intend to start a business of your own.</td>
<td></td>
</tr>
</tbody>
</table>

Required to complete the 8 core courses and these 4 specialized courses.

- 1 Managing Innovation and Change
- 2 Organisational Behaviour & Leadership
- 3 Decision Theory in a Global Environment
- 4 Negotiation & Conflict Resolution
Apply Today at

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Graduate School of Business
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Email: elearning@gsb.unza.zm

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