

# NCBA-STRATHMORE ENTERPRISE DEVELOPMENT PROGRAM (EDP) FAQs



## 1. Who Qualifies for NCBA-Strathmore Enterprise Development Programme (EDP)?

- NCBA Customer with an Active Business Account operated more than 6 months
- The business must have operated for more 2- 3 years, with more than 3 employees and with an annual turnover of KES 3million and above
- The student must be the decision maker in the business and the majority shareholder

## 2. When and how long is the Enterprise Development Programme (EDP)?

The EDP program runs for a duration of 16 weeks, with classes held once a week from November 2024 to February 2025.

## 3. How are the modules staggered/spread?

Every Tuesday, half-day 8:00am – 12:45pm

## 4. What is topics are covered in the EDP?

STAGE	TOPICS
One (first 8 weeks):	• Emerging Business Opportunities
	• Developing a Competitive Strategy for Business
	• Financial records Management
	• Understanding the regulatory environment
	• Developing Competitive Business Plan
	• Product Design, development and Innovation
	• Business pricing and costing strategy
	• Making business operations efficient
Business Visits Stage Two (last 8 weeks):	• Industry Experience & experiential learning
	• Developing a winning promotion and distribution strategy
	• Managing Human Resources
	• Financial Management
	• Enterprise risk management
	• Business continuity planning and sustainability
	• Leveraging on Technology for Competitive Advantage
	• Understanding taxation for small businesses
	• Business ethics and social responsibilities

## 5. When is the graduation?

The graduation occurs upon completion of the program.

## 6. What do I get when I graduate?

This is not an academic programme; it is an executive program designed to help your business grow to the next level and empower you as a business owner. Therefore, at the end of it, you will receive a Strathmore University Business School Certificate in Entrepreneurial Skills.

## 7. Are there Exams?

No

## 8. How much is the school fee and what are the payment plans?

Fees: Kshs 140,000 payable in two equal installments.

Regular EDP goes for Kshs 180,000 so NCBA Customers enjoy a discounted rate.

## 9. What are the other benefits of enrolling on this programme?

The training is practical, with a mixture of Industry trainers, we mainly use real-life case studies, group discussions and experiential learning which involves peer to peer business visits to deliver practical examples. Networking is on a high level since all the participants own successful businesses.

The entrepreneurs are required to present a bankable business plan which is thoroughly reviewed by our faculty.

## 10. What else after EDP?

What else after EDP? Participants can later join the Owner Manager Programme. You automatically become an alumnus of Strathmore Business School and attend all alumni events for networking purposes. We also organize networking forums and local/international market linkage trips for entrepreneur alumni yearly. Additionally, there are many other programs at Strathmore that alumni can join at a discounted rate.

For further details and to assist you in the registration process, please contact :

Allen Kimani  
Partnerships & Value Propositions  
Commercial & SME Banking  
NCBA  
Cell: 0722874888  
Office: 0711041375 e-mail: allen.kimani@ncbagroup.com