ENTERPRISE DEVELOPMENT CENTRE
PAN-ATLANTIC UNIVERSITY

PharmAccess FOUNDATION | Health Insurance Fund | MEDICAL CREDIT FUND | SafeCare BASIC HEALTHCARE PROVISION

PHARMACCESSGROUP



HEALTHCARE MANAGEMENT PROGRAM (HMP)

BROCHURE



About HMP

The Healthcare Management Programme (HMP) is a certificate program designed via a partnership between the Enterprise Development Centre & the PharmAccess Foundation to build the capacity of healthcare professionals in the key areas of quality delivery, operations, finance and business management. The HMP is designed to address the business capacity gap that currently exists among Healthcare professionals in Africa.

The programme has been designed with a robust and up-to-date curriculum, delivered through seasoned world-class faculties. Our goal is to assist Healthcare professionals:

- Build their capacity to better manage their business.
- Strategize for better healthcare delivery & efficient operations.
- Communicate effectively within their target market, increasing revenues.
- Develop actionable insights from industry research for making decisions.
- Comply with regulations and ethical standards and more.



KEY LEARNING OUTCOMES

The HMP will enable participants to;

- Understand the operating environment and the opportunities for healthcare businesses in Nigeria.
- Develop a firm grasp of the business of healthcare.
- Understand how to manage budgets and financial plans.
- Navigate the regulatory requirements for healthcare businesses.
- Understand basic knowledge and skills needed to manage people, processes and systems efficiently.

WHO SHOULD ATTEND

Medical doctors from all specialties · Pharmacists · HMOs · Medical laboratory scientists and technicians · Dentists · Health industry regulators · Nurses · High level staff of Healthcare Organization · Healthcare desk of organizations · Healthcare enthusiasts / investors



CURRICULUM

INTRODUCTION TO THE BUSINESS OF HEALTH:

In this module participants will also understand the need for a holistic view of their business within the Industry they are active in understanding the interconnectedness of IT, Talent management operations, Fund Management and excellent customer care are very important.
Medical management strategies are designed to modify consumer and provider behavior to improve the quality and outcome of healthcare delivery.

REGULATORY, LEGAL AND TAX:

In pursuing their vision, entrepreneurs must not lose sight of the regulatory environment In which they operate. The legal status and tax issues must be planned carefully irrespeclive of the size of the business.

This module will take them through the essential steps that must be examined to have a structured organisation, reduce payments and protect their investments.

REGULATORY, LEGAL AND TAX:

Financial management is an art and a science in any industry, but health care is partlcularly challenging because of innovation in the Industry.
Business strategies and financial management are intertwined and today, financial management plays amuch larger role In the overall management of any business.

DEVELOPING FINANCIAL RECORDS:

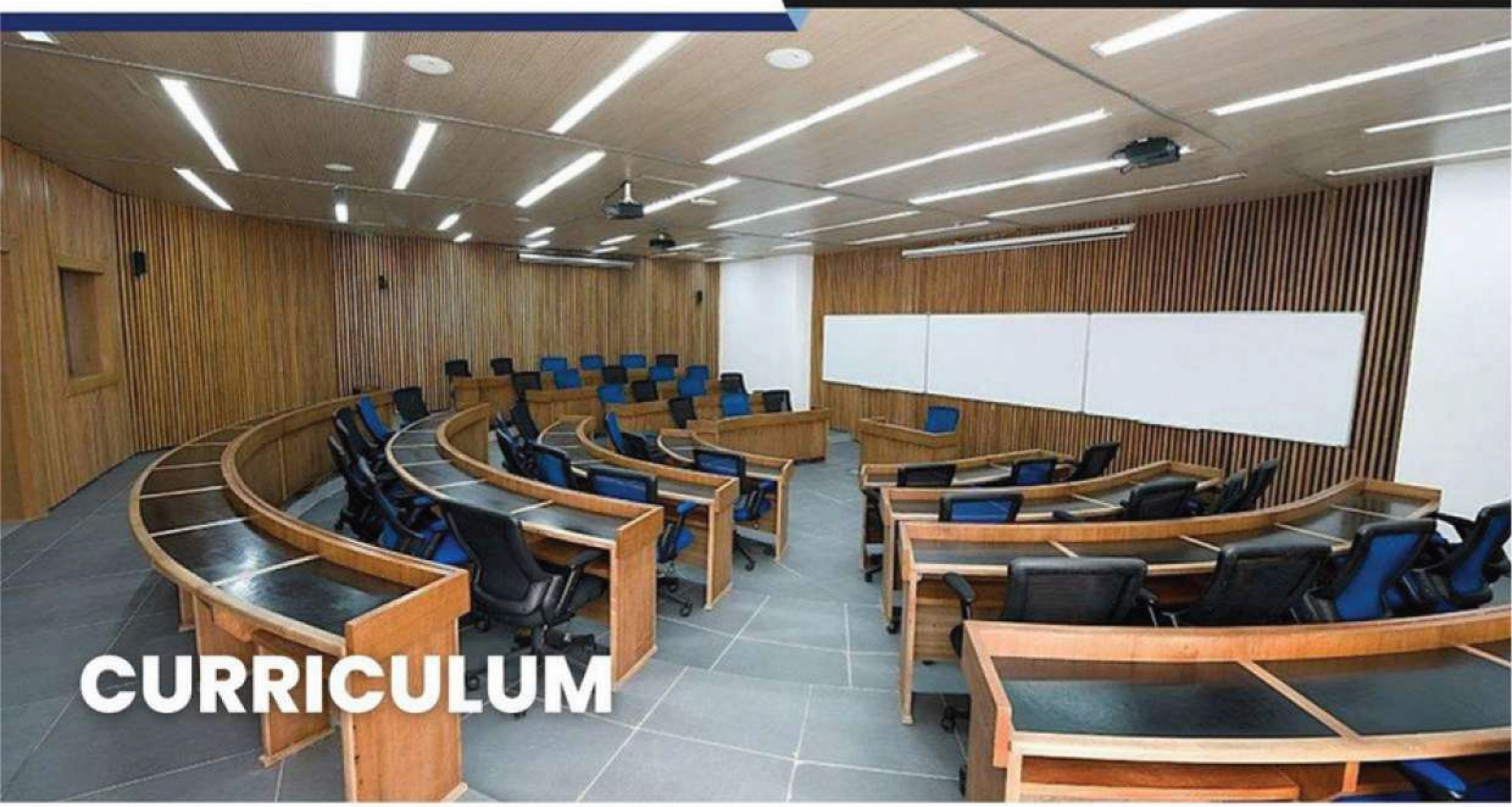
An important part of running a business is establishing good financial procedures and systems to monitor the financial health of the business ond ensure tax obligations are met.
Participants will learn the importance of keeping good records for the business which helps in sound decision mailing and can assist In loan appllcation.

OPERATIONAL MANAGEMENT:

This module will help partipants to learn how to identify and remove operational bottlenecks so businesses can be highly responsive to the industry they operate in.
Participants will be exposed to the key pillars of productivity to make them more cost efficient

STRATEGIC HEALTHCARE PLANNING:

Participants will learn how to survive and thrive in a fast changing market like Nigeria. In a turbulent business environment that's characterised by Instability and change, many healthcare companies struggle to translate strategy into results. This hands-on module will provide participants with the latest tools, techniques and a practical framework for successfully executing strategy In today's fast changing world.



CURRICULUM

LEADING FOR ORGANISATIONAL CHANGE:

This module will help the participants understand the dynamics of Change in the Healthcare sector and also help them understand principles on how to inject innovative ideas into the system.

QUALITY ASSURANCE:

Quality management is an integral part of health care delivery. It cuts across equipment, processes and service delivery. This module will take the participants through the importance of implementing quality management systems, linking compliance to patient confidence and business growth

PATIENT CENTERED CARE:

The Patient care is the epicenter of medical/healthcare services, this module will help the participants understand how to care for their patients within the professional ambits of the medical practice. This module takes it beyond Customer Service.

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HEALTHCARE MANAGEMENT PROGRAM CALENDAR (HMP 13)

MODULES

WEEK 1 AUGUST

- 24 INTRODUCTION/PERSONALITY AUDIT/ANALYSING BUSINESS PROBLEMS
- 26 LEGAL REGULATORY/TAX
- 26 TEAM BUILDING
- 31 CUSTOMER SERVICE

WEEK 2 SEPTEMBER

- 01 BRANDING
- 02 MANAGING HEALTHCARE BUSINESS
- 03 HUMAN RESOURCES FOR HEALTH & SUCCESSION PLANNING
- 04 BUSINESS ADVISORY

WEEK 3 SEPTEMBER

- 14 PRINCIPLES OF CONTRACTING / PROCUREMENT IN HEALTHCARE
- 15 PERSONAL PRODUCTIVITY
- 16 LEADERSHIP & CRITICAL THINKING

WEEK 3 SEPTEMBER

- 17 MARKETING A HEALTHCARE BUSINESS
- 18 STRATEGIC PLANNING FOR HEALTHCARE
- 28 FINANCIAL MANAGEMENT

WEEK 4 OCTOBER

- 05 OPERATIONS MANAGEMENT IN HEALTHCARE
- 07 QUALITY ASSURANCE IN HEALTHCARE
- 08 FINANCIAL RECORD & MANAGEMENT
- 13 LEARNING JOURNEY
- 16 BUSINESS ADVISORY

WEEK 5 OCTOBER

- 26 PATIENT CENTRED CARE
- 28 CHANGE AND ORGANIZATIONAL RENEWAL
- 30 BUSINESS ETHICS & CORPORATE GOVERNANCE

FACILITATOR-LED | BUSINESS ADVISORY | SELF-PACED | SPECIAL EVENT

Meet Your Faculty



Dr. Nneka Okekearu

Director, Enterprise Development Centre of the Pan-Atlantic University.



Dr. Ifeanyi Nsofor

Senior Vice President for Africa at Human Health Education and Research Foundation (HHERF)



Fisayo Okunsaya

Strategy, Business Development and Capacity Development Expert.



Dr. Ibironke Dada

Program Director SafeCare, PharmAccess Foundation, a NGO dedicated to affordable access to quality health care in Nigeria.



HMP STRUCTURE

PROGRAM DURATION

This Certificate program will run for 21 days, in a blended modular format over 3 months. Participants will go through various interactive, practical life transforming modules in class and intensive online classes after which they will go through a graduation ceremony

LECTURE FORMAT

Virtual learning format, ideal for working professionals and full-time students, allowing you to take advantage of the best features of online learning. Students participate in a combination of asynchronous activities, such as lecture videos and readings, and one-hour live advisory sessions with peers and faculty

LEARNING PROCESS

The program is divided into two components. The first component will use a blend of presentations, case studies, activities, role plays and lectures. Relevant caselets in the health sector will be used to help contextualise the peculiarities of the sector. The second component is the support component and will be done after the participants have finished their coursework. This support phase involves coaching and advisory from seasoned professionals to help participants creatively work on their current challenges



PROGRAM FEE

The total fee is NGN **N900,000** (Nine Hundred & Fifty Thousand Naira).
You can make this payment in full or installments.

ADMISSION PROCESS

Complete the online application form via **[bit.ly/HMP2026]** or request an application form by sending an email to: **hmp@pau.edu.ng.**

Confirm your registration by making payment to: **Bank: Stanbic IBTC, Account Number: 0003285861, Account Name: PAU – EDC, Reference: HMP**

Send proof of payment to **hmp@pau.edu.ng.**

All applications are subject to a screening process.
The Program Manager will contact you once your application has been reviewed.



TESTIMONIALS

"The HMP cohort 6 helped me gain a clearer understanding of hospital management, particularly in financial structuring and operations. The Finance Module was especially valuable in helping me better organize the hospital and strengthen our approach to quality, patient-centered care."

Dr. Cecilia Mabogunje– Permanent Secretary, Lagos State Health Services Commission

"The HMP Cohort 11 was a turning point for my career and practice. It equipped me with the tools to move beyond daily tasks and focus on operational excellence and scalability. The program's curriculum strengthened my strategic thinking and confidence as a healthcare leader. It has helped me build more sustainable systems within my organization."

DR. Aisha Onisarotu – Resqcore Emergency Medicine



Get started on your admission into the program by completing the form here:

bit.ly/HMP2026

For Enquiries & Registration Support
Contact the Programs Team

0806-226-7992 | 0810-454-2533 | 0904-039-3574

Email: hmp@pau.edu.ng | edcprograms@pau.edu.ng