



2026 TRAINING BROCHURE



Calendar of Programs

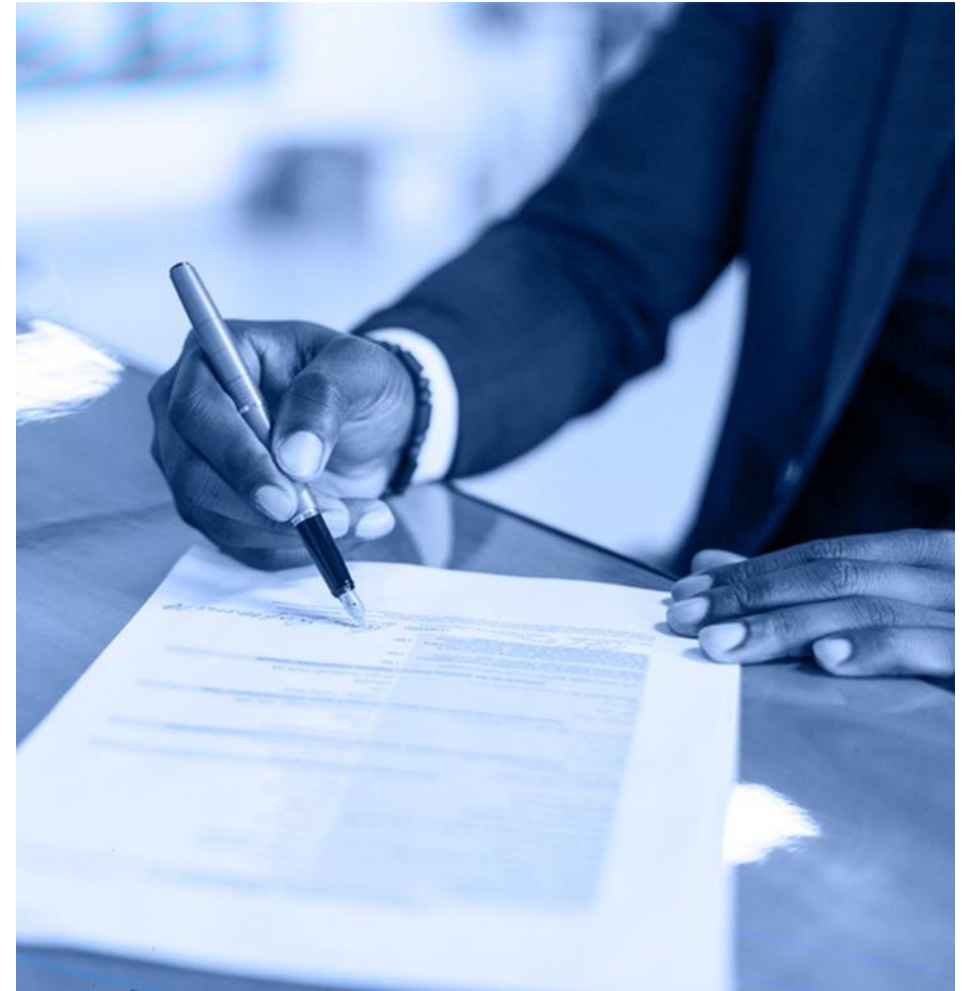
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About US

Agusto Consulting is a wholly owned subsidiary of Agusto & Co. Limited. We leverage our deep understanding of African economies and their key industries, combined with a strong grasp of each client's business, to deliver value-adding and strategic business solutions.

As a strategic partner, Agusto Consulting understands where you are coming from, appreciates where you are today, and recognises where you are headed. Since 1992, our deep knowledge of key markets has shaped a practice that is now an established benchmark for assessing institutions in Nigeria and across Africa. For nearly three decades, our organisation and its principals have consistently delivered high-quality Learning & Development services across key sectors in Nigeria and other sub-Saharan African countries



2026 Open Programmes Calendar

Register for our 2026 Open-Enrolment Programme Calendar and plan your 2026 training programmes using our carefully curated schedule.

2026 Open Nomination Programmes

Q1

SN	Course Title	Cost (N)	Start Date	End Date	No of days
FEBRUARY					
1	Fundamentals of Fixed Income Investments	600,000	Wed, 11 th Feb	Fri, 13 th Feb	3
2	Credit Masterclass – Financial Institution Credit Analysis & Risk Ratings	600,000	Wed, 18 ^h Feb	Fri, 20 th Feb	3
3	Comprehensive Credit Analysis	400,000	Wed, 25 th Feb	Fri, 27 th Feb	3
MARCH					
4	The Fundamentals of Equity Investments	600,000	Wed, 11 th Mar	Fri, 13 th Mar	3
5	Credit Risk Analysis for Non-Interest Banking (Islamic Banking)	600,000	Tue, 17 th Mar	Fri, 20 th Mar	4
6	Investment Portfolio Management and Analysis for Non-Professionals	500,000	Wed, 25 th Mar	Fri, 27 th Mar	3

2026 Open Nomination Programmes

Q2

SN	Course Title	Cost (N)	Start Date	End Date	No of days
APRIL					
7	Nigerian Sectorial and Industry Analysis : Opportunity Mapping	600,000	Wed, 8 rd Apr	Fri, 10 th Apr	3
8	Understanding Green Finance and the Role of of ESG in Finance	1,000,000	Wed, 15 th Apr	Fri, 17 th Apr	3
9	Corporate Finance for Non-Finance Professionals	600,000	Mon, 20 th Apr	Fri, 24 th Apr	5
MAY					
9	Emotional Intelligence and Mental Health & Wellness in the Workplace	350,000	Wed, 6 th May	Fri, 8 th May	3
10	Structured Finance	600,000	Wed, 13 th May	Fri, 15 th May	3
11	Finance for Non-Finance Professionals	500,000	Mon, 18 th May	Fri, 22 nd May	5
JUNE					
12	Managing Organisational Conflicts, Cross-Cultural Differences and Generational Diversity	350,000	Wed, 3 rd Jun	Fri, 5 th Jun	3
13	Project Finance	600,000	Wed, 17 th Jun	Fri, 19 th Jun	3
14	Advanced Credit: Corporate Credit Analysis	600,000	Tue, 23 rd Jun	Fri, 26 th Jun	4

2026 Open Nomination Programmes

Q3

SN	Course Title	Cost (N)	Start Date	End Date	No of days
JULY					
15	Financial Modelling and Data Analysis	600,000	Mon, 6 th Jul	Fri, 10 th Jul	5
16	Customer Relationship Experience & Management	350,000	Wed, 15 th Jul	Fri, 17 th Jul	3
17	Corporate Obligor Risk Rating Process	400,000	Wed, 22 nd Jul	Fri, 24 th Jul	3
AUGUST					
18	Business Communication and Presentation Skills	300,000	Wed, 5 th Aug	Fri, 7 th Aug	3
19	Structured Finance	600,000	Wed, 12 th Aug	Fri, 14 th Aug	3
20	Comprehensive Credit Risk Analysis	400,000	Wed, 26 th Aug	Fri, 28 th Aug	3
SEPTEMBER					
21	Accounting Financial Statement Analysis	500,000	Mon, 7 th Sep	Fri, 11 th Sep	5
22	Structuring and Financing Infrastructure Projects	600,000	Wed, 16 th Sep	Fri, 18 th Sep	3
23	Advanced Credit Risk Analysis	600,000	Tue, 22 nd Sep	Fri, 25 th Sep	4

2026 Open Nomination Programmes

Q4

SN	Course Title	Cost (N)	Start Date	End Date	No of days
OCTOBER					
24	Advanced Credit: Corporate Credit Analysis	600,000	Tue, 6 th Oct	Fri, 9 th Oct	4
25	Advanced Valuation in Finance: Deals, Portfolios, and Transactions	600,000	Wed 14 th Oct	Fri, 16 th Oct	3
26	Masterclass – Financial Institution Credit Analysis & Ratings	600,000	Wed 21 st Oct	Fri, 23 rd Oct	3
NOVEMBER					
27	Business and Finance Acumen for Non-Finance Professionals	300,000	Wed, 4 th Nov	Fri, 6 th Nov	3
28	Fundamentals of Fixed Income Investments	600,000	Wed, 11 th Nov	Fri, 13 th Nov	3
29	Advanced Credit: Corporate Credit Analysis	600,000	Tue, 17 th Nov	Fri, 20 th Nov	4
DECEMBER					
30	Comprehensive Credit Analysis	400,000	Wed, 2 nd Dec	Fri, 4 th Dec	3

Our Value Proposition

Practical, Hands-On Approach:

Emphasis on real-life case studies, simulations, and exercises that drive deep learning and retention.

Customised Programmes:

Tailored training solutions aligned to each client's strategic goals and operational realities.

Expert-Led Learning:

Courses facilitated by seasoned practitioners with real-world experience across key industries.



Proven Track Record:

Decades of experience delivering impactful programmes across the private and public sectors.

Scalable Delivery Methods:

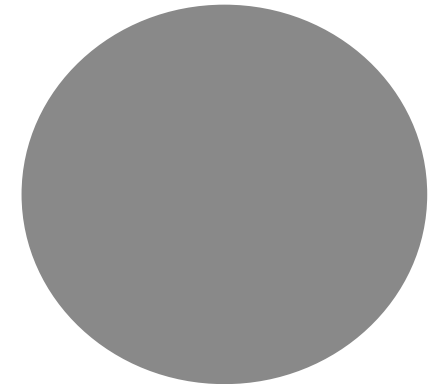
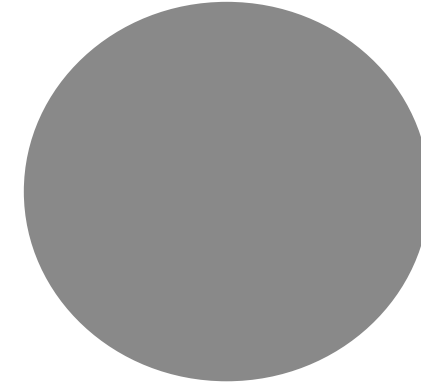
In-person, virtual, and hybrid formats to suit diverse learning needs and organisational structures.

Measurable Outcomes:

Training designed to enhance competencies, improve productivity, and support organisational transformation

Why Choose Agosto Consulting?

- **Deep Industry Expertise:** Our facilitators are seasoned practitioners with decades of hands-on experience across key sectors, bringing real-world insights that enrich every learning session.
- **Customised, Client-Centric Solutions:** We design programmes tailored to your organisation's goals, challenges, and operating environment—ensuring relevance, alignment, and maximum impact.
- **Proven Track Record:** With nearly three decades of delivering Learning & Development solutions across Nigeria and sub-Saharan Africa, we have built a reputation for excellence and measurable results.
- **Practical & Actionable Learning:** Our programmes emphasize case studies, simulations, and practical tools that participants can immediately apply to improve performance on the job.
- **High-Quality Facilitation & Content:** Every course is built on robust research, expert knowledge, and industry best practices—providing participants with skills that are current and future-focused.



Our Methodology



Delivery Methods

■ Course Delivery Methods:

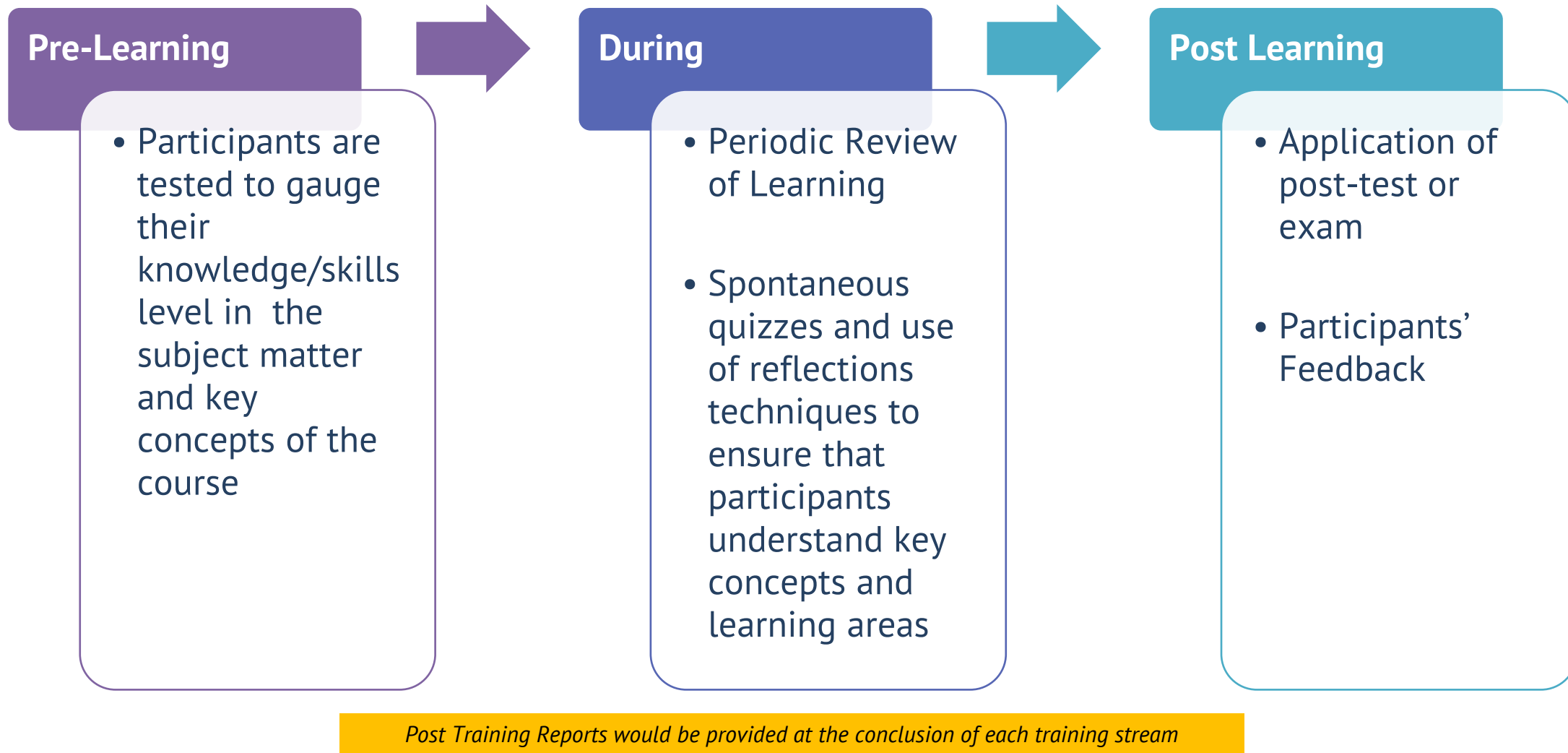
- Stand-up classroom delivery training
- Virtual instructor-led delivery
- Slide presentations
- Active learning methods
 - ✓ Brainstorming & class discussions, videos, storytelling, drawings & illustrations

■ Knowledge Reinforcement Methods:

- Case studies (individuals/small groups)
- In-class presentations or video recordings of presentations
- Role plays & reflections (“how does this apply to my work?”)
- Class quizzes and post-learning assessments



Training Impact Assessment Methods



Programme Information



A man in a dark suit is standing and pointing at a large digital screen displaying a 'STRATEGY' diagram. Three people (two men and one woman) are seated at a long white table in the foreground, looking towards the screen. The office has large windows on the left and a potted plant near the presenter. The background is slightly blurred, emphasizing the meeting activity.

Our Core Programmes

Our core programmes and courses can be fully customised and delivered as bespoke solutions designed to address your organisation's specific needs, priorities, and strategic objectives. Content, case studies, delivery format, duration, and level of complexity can be tailored to align with your industry, business context, and participants' experience levels, ensuring practical relevance, measurable impact, and maximum learning outcomes.

Our Core Programmes

1

Understanding Business Environment

3

Risk Management & Analysis

5

Sales & Marketing

7

Soft Skills

2

Accounting & Finance

4

Investment & Portfolio Management

6

Banking and Treasury

8

Performance & Productivity Skills

Understanding Business Environment

- Macroeconomic Analysis
- Macroeconomics for Executives
- Understanding The Nigerian Economy
- Nigerian Sectorial and Industry Analysis : Opportunity Mapping (Research)Equity Investments & Analysis
- Country Risk Analysis
- Annual Economic Outlook
- Managerial Economics
- Target Market and Value Chain Analysis
- Industry Economics

Accounting & Finance

- Simplified Accounting
- Finance for Non-Finance Professionals
- Financial Statement Analysis
- Structured and Project Finance
- Corporate Finance
- Enterprise Valuation
- Fixed Income Investments
- Equity Investments & Analysis
- Understanding Derivatives
- Portfolio Management
- Investment Performance Evaluation
- Investment Manager Selection Process
- Business and Financial Acumen

Risk Management & Analysis

- Basic Credit Analysis
- Intermediate Credit Analysis
- Advanced Credit: Corporate Credit Analysis
- Masterclass – Financial Institution Credit Analysis & Ratings
- Credit Risk Analysis for Non-Interest Banking
- Masterclass - Corporate Obligor Risk Rating Process
- Comprehensive Credit Analysis
- Advanced Credit Risk Analysis: Structured and Unstructured Businesses
- Commercial Credit Analysis
- Insurance Credit Risk Analysis
- Debt Monitoring and Recovery Strategies
- Enterprise Risk Management
- Internal Control, Internal Audit and Compliance

Investment & Portfolio Management

- Fundamentals of Fixed Income Investments
- The Fundamentals of Equity Investments
- Investment Portfolio Management and Analysis
- ESG and Green Financing
- Enterprise Valuation
- Understanding Derivatives
- Investment Performance Evaluation
- Wealth Planning & Management
- Investment Manager Selection Process
- Behavioural Finance and Investment

Sales & Marketing

- Sales for Non-Sales Professional
- Sales & Negotiation Strategies
- Digital Marketing
- Developing & Implementing Strategic Marketing Plans
- Marketing of Financial Services
- The Psychology of Selling
- Sales Etiquette
- Customer Relationship Management

Banking and Treasury

- Understanding Banking Business
- Banking Regulatory Environment
- Banking Operations and Processes
- Treasury and Treasury Products
- Understanding Financial Market
- Banking School (Graduate & Management Trainees)

Soft Skills

- Managing Conflicts, Cross Cultural, Generational Diversity & Leadership
- Emotional Intelligence
- Personal Effectiveness & Time Management
- Business Etiquette and Professional Ethics
- Leadership & Emotional Intelligence
- Mental Health & Wellness the workplace

Performance & Productivity Skills

- Financial Modelling and Data Analysis (Basic, Intermediate & Advanced)
- Customer Relationship Management
- Business Communication and Presentation Skills
- Understanding Strategy & Execution
- Corporate Brand Strategy & Positioning
- Public Speaking & Presentation Skills
- Virtual Relationship Management
- Project Management Fundamentals
- Artificial Intelligence for Business Optimisation and Productivity
- AI- support Decision Making
- Emerging Technologies for Businesses
- Personal Branding



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***If you have any more questions related to this course,
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