

2026 TRAINING BROCHURE

AgustoConsulting

Training, Consulting, Business Advisory



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





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

2026 Open Programmes Calendar – H2

2026 Open Nomination Programmes Q3

SN	Course Title	Cost (N)	Start Date	End Date	No of days
JULY					
15	Financial Modelling and Data Analysis	450,000	Wed, 8th Jul	Fri, 10th Jul	3
16	Advanced Credit: Corporate Obligor Risk Rating Process	450,000	Wed, 15th Jul	Fri, 17th Jul	3
17	Business Writing and Presentation Skills	400,000	Wed, 22nd Jul	Fri, 24th Jul	3
AUGUST					
18	Investment Performance Evaluation	450,000	Wed, 5th Aug	Fri, 7th Aug	3
19	Structured Finance	450,000	Wed, 12th Aug	Fri, 14th Aug	3
20	Comprehensive Credit Risk Analysis	400,000	Wed, 26th Aug	Fri, 28th Aug	3
SEPTEMBER					
21	Financial Statement Analysis	400,000	Mon, 9th Sep	Fri,11th Sep	3
22	Enterprise Strategy Formulation: Navigating Complexity, Driving Growth	625,000	Wed, 16th Sep	Fri, 18th Sep	3
23	Advanced Credit Risk Analysis	450,000	Wed, 23rd Sep	Fri, 25th Sep	3

2026 Open Nomination Programmes Q4

SN	Course Title	Cost (N)	Start Date	End Date	No of days
OCTOBER					
24	Finance for Non-Finance Professionals	400,000	Wed, 7th Oct	Fri, 9th Oct	3
25	Understanding Green Finance and the Role of ESG in Finance	1,000,000	Wed 14th Oct	Fri, 16th Oct	3
26	Masterclass – Financial Institution Credit Analysis & Ratings	450,000	Wed 20th Oct	Fri, 22nd Oct	3
NOVEMBER					
27	Business and Finance Acumen for Non-Finance Professionals	400,000	Wed, 4th Nov	Fri, 6th Nov	3
28	Fundamentals of Fixed Income Investments	450,000	Wed, 11th Nov	Fri, 13th Nov	3
29	Oil & Gas Upstream Opportunity Mapping for Banking Partnership	750,000	Wed, 11th Nov	Fri, 13th Nov	3
30	Advanced Credit: Corporate Credit Analysis	450,000	Wed, 18th Nov	Fri, 20th Nov	3
DECEMBER					
30	Comprehensive Credit Analysis	400,000	Wed, 2nd Dec	Fri, 4th 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:

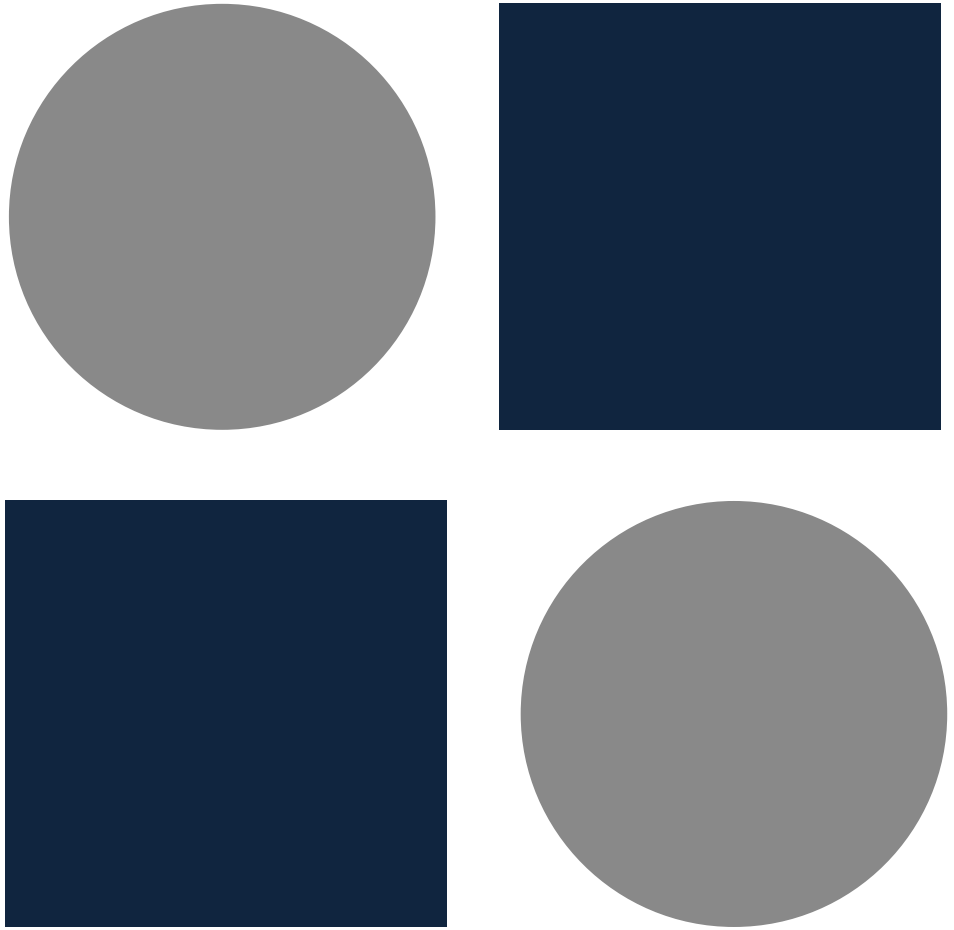
In-person, virtual, and hybrid formats to suit diverse learning needs and organisational structures.

Measurable Outcomes:

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

Why Choose Agusto 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.

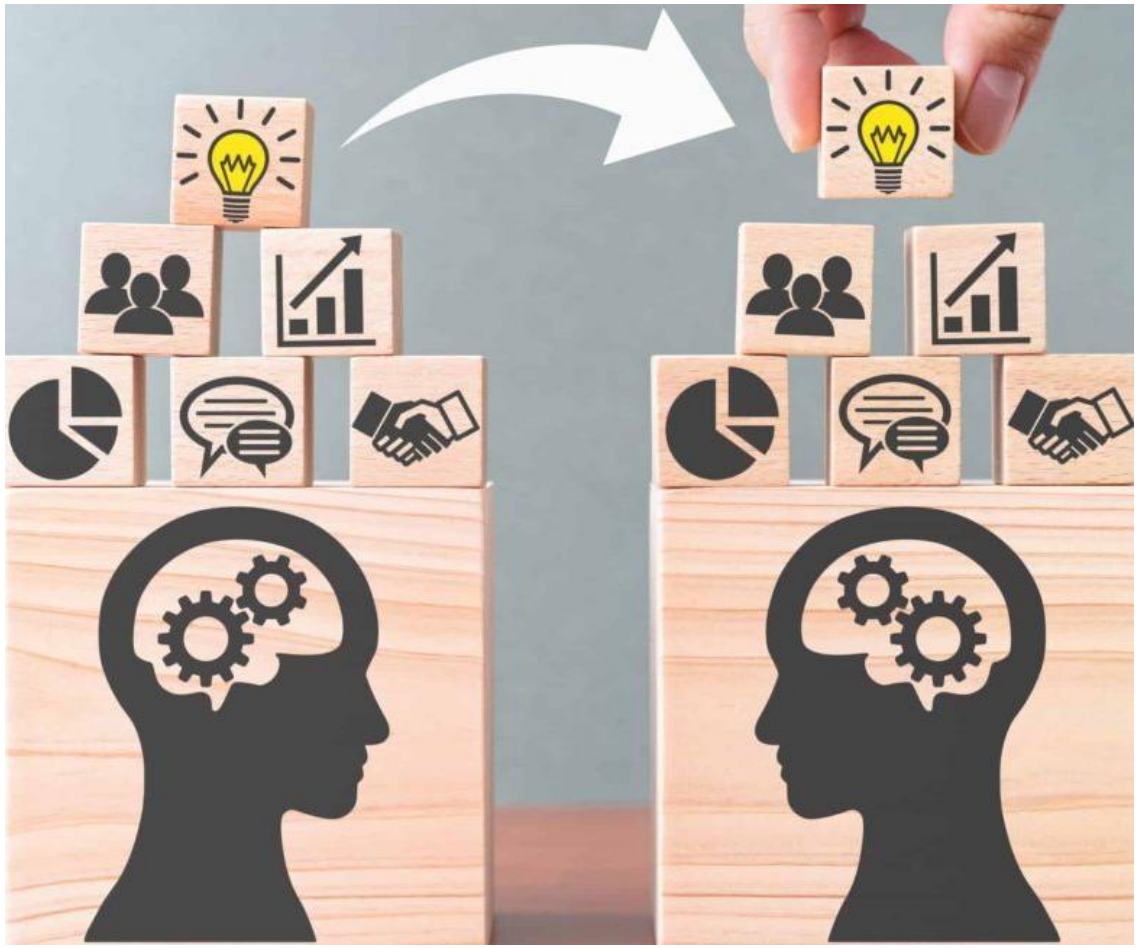


Our Methodology



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

Pre-Learning

- Participants are tested to gauge their knowledge/skills level in the subject matter and key concepts of the course

During

- Periodic Review of Learning
- Spontaneous quizzes and use of reflections techniques to ensure that participants understand key concepts and learning areas

Post Learning

- Application of post-test or exam
- Participants' Feedback

Post Training Reports would be provided at the conclusion of each training stream

Programme Information





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
2. Accounting & Finance
3. Risk Management & Analysis
4. Investment & Portfolio Management
5. Sales & Marketing
6. Banking and Treasury
7. Soft Skills
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 Optmisation and Productivity
- AI- support Decision Making
- Emerging Technologies for Businesses
- Personal Branding



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