



Total Economic
Development

A 3-DAY EXECUTIVE COURSE

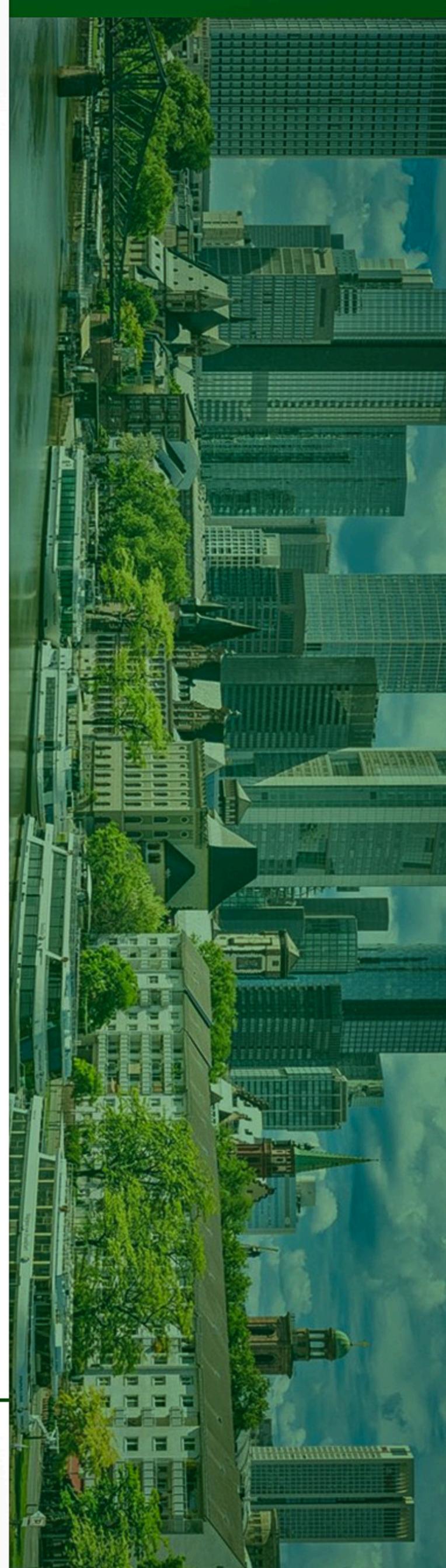
On Total Economic
Development in **Africa**

Total Economic Development

Total Economic Development is the process of improving the productive capacity and economic wellbeing of individuals, families, organizations, communities and nations, involving human capital development and the creation of wealth, jobs, and strategic initiatives like business and financial growth, infrastructure development, workforce training, global partnerships and sustainable community building to encompass social and environmental development.

TARGET AUDIENCE:

- Local Government Chairmen and Councilors
- Community Leaders and Traditional Rulers
- State/Provincial and Federal Government Officials
- Economic Development Practitioners and Advisors
- Civil society professionals



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This training manual is designed to provide a robust curriculum for family heads, leaders, government workers and other professional practitioners engaged in economic development at the local, state, and national levels in Nigeria, across Africa and the world. The course blends theory, practical skills, case studies, and simulations to equip participants with tools for driving wealth creation, inclusive and sustainable development and ending generational poverty.



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DAY 1: FOUNDATIONS OF ECONOMIC DEVELOPMENT AND GOVERNANCE
THEME: UNDERSTANDING DEVELOPMENT AND THE ROLE OF LEADERSHIP

SESSION 1: INTRODUCTION & CONTEXT

Topics:

- Why Economic Development Matters for all, in Africa Today
- Defining economic development: Beyond GDP jobs, productivity, poverty reduction and financial inclusiveness
- Who Wins? - training and branding for the individual to become a global winning force
- Role of the Family and Community in local economic development
- The Needed Role of Traditional Rulers
- Role of Economic Development Officers (EDOs), especially at the local government level.
- Introducing the new ideas of FLO and PLO
- How to build a harmonious winning force
- Has Africa copied the West too much or not copied well enough
- The African paradox: Resource abundance vs poverty persistence

Learning Objectives:

- Understand the fundamental drivers of economic growth and development.
- Recognize Africa's challenges and opportunities.

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SESSION 2: POLITICAL ECONOMY OF DEVELOPMENT IN NIGERIA AND AFRICA

Topics:

- History: The Atlantic Slave Trade Issues, Colonialism, structural adjustment, globalization and neocolonialism, unforced errors and own goals
- Institutions and development outcomes
- Corruption, rent-seeking, and elite capture
- Readiness for continuing education and Total Economic Development networks

Learning Objectives:

- Analyze how institutions shape economic outcomes.
- Explore the link between governance and poverty reduction.



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SESSION 3: ROLE OF LOCAL GOVERNMENTS AND COMMUNITIES IN DEVELOPMENT

Topics:

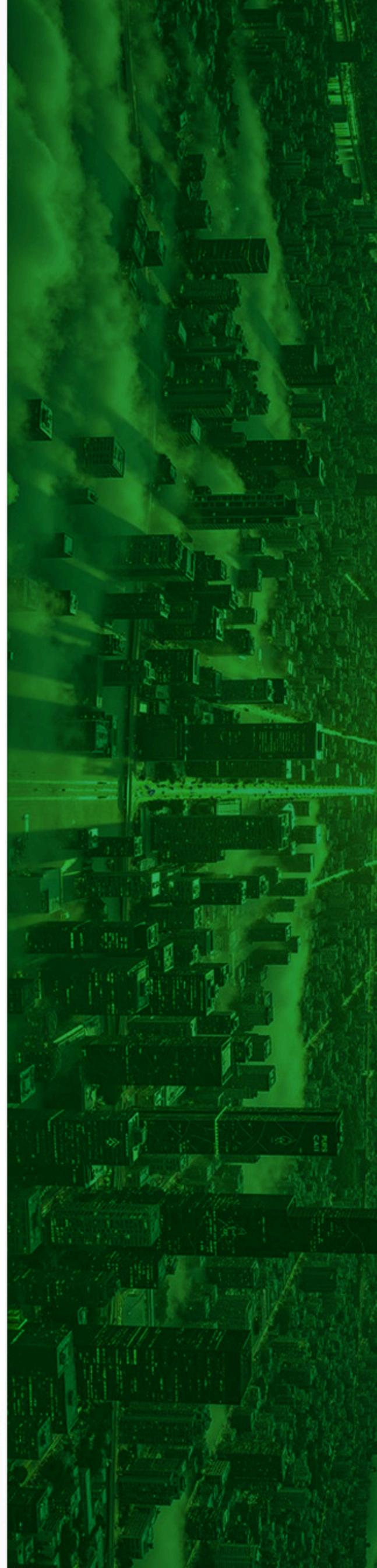
- Critical economic impact of local governments in Nigeria
- Decentralization and grassroots participation
- Creation and promotion of Economic Development Offices (EDOs) in all government institutions and communities
- Case studies: Community-driven development in Botswana, Rwanda, Ethiopia, Canadian cities

Learning Objectives:

- Identify how local governments and communities can drive development.
- Explore participatory governance as a pathway to legitimacy and sustainability.

Workshop/Practical Exercise

Breakout groups: Identify and present the biggest barriers to development in participants' communities or states.



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DAY 2: CAPITAL, INVESTMENTS, CAPITAL STRATEGY

THEME: UNLOCKING RESOURCES AND BUILDING CAPACITIES FOR GROWTH

SESSION 4: ACCESS TO CAPITAL AND FINANCING DEVELOPMENT

Topics:

- Natural, human, physical, and financial capital – importance and power
- Legacy Wealth for all – Poverty Solutions in the Capital Market
- Capital markets, PPPs, diaspora remittances
- Innovative finance: crowdfunding, blended finance, impact investment
- Investment development, attraction, production and exporting

Learning Objectives:

Understand how different forms of capital drive development.

Learn financing models for local and national development.

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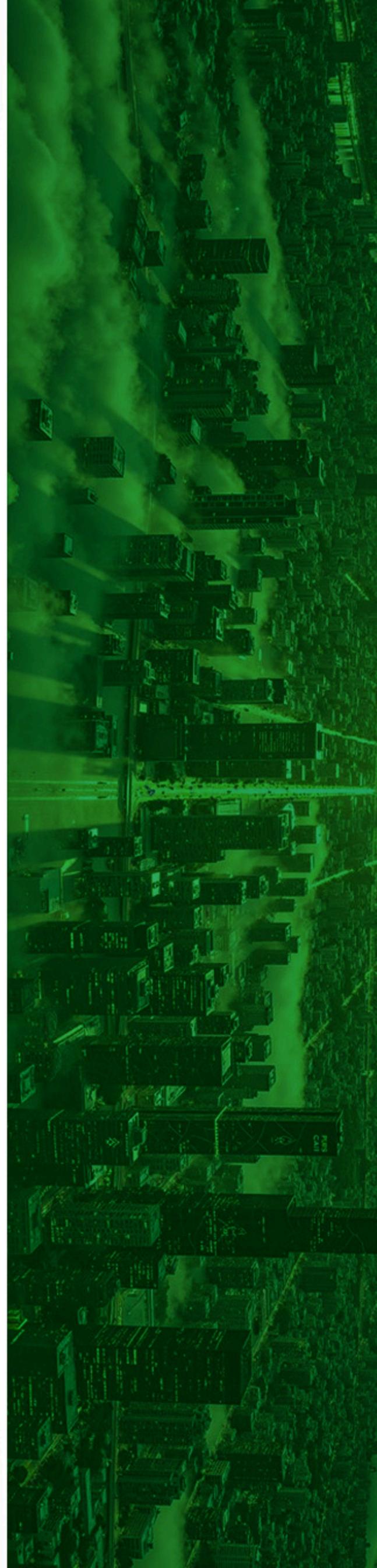
SESSION 5: HUMAN CAPITAL DEVELOPMENT FOR ECONOMIC TRANSFORMATION

Topics:

- The family and development roots
- Education, health and productivity
- Global competency - soft and technical skills
- Inclusion of youth, women, and vulnerable groups
- International and local investment attraction, SMEs attraction, retention and development
- Talent development, attraction, technical skills and economic transformation

Learning Objectives:

- Explore how human capital formation shapes long-term growth and development.
- Learn strategies for job creation and inclusion.



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SESSION 6: DESIGNING ECONOMIC DEVELOPMENT STRATEGIES

Topics:

- Comparative advantage and diversification
- Industrialization, value chains, local content
- Competitive advantage
- Infrastructure and digital economy

Case Studies:

- Nigeria's oil and gas local content policy
- Botswana's diamond beneficiation
- Ethiopia's industrial parks

Workshop/Practical Exercise

Simulation: Design a 5-year economic development strategy for a Nigerian state or local government.



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DAY 3: IMPLEMENTATION, PARTNERSHIPS, AND THE FLO AND PLO MODEL **THEMES: FROM VISION TO ACTION**

SESSION 7: THE LAND QUESTION AND RESOURCE GOVERNANCE

Topics:

- Land Use Act of 1978 and the Economy
- Petroleum Industry Act Use Act and Development
- Community vs state ownership of natural resource
- Full Local Ownership (FLO) and Partial Local Ownership (PLO) models of resource governance
- Community Development Trust Funds and Community Development Corporations.

Learning Objectives:

- Understand how land/resource governance impacts development.
- Evaluate PLO and FLO as a case study for Nigeria/Africa.

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SESSION 8: BAG AND BAGGAGE - PUBLIC-PRIVATE PARTNERSHIPS (PPPS) AND GLOBAL PARTNERSHIPS

Topics:

- Roles of business, academia and government (BAG) and their related issues in development
 - International Study Tours
 - Diaspora and foreign investor partnerships
- Case study: Tony Elumelu Foundation, AfDB, and donor collaboration

Learning Objectives:

- Identify effective partnership models.
- Learn how to negotiate and manage partnerships.



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SESSION 9: POLICY IMPLEMENTATION AND MONITORING

Topics:

- Why good plans fail
- Monitoring and evaluation (M&E)
- Accountability and performance management

SESSION 10: CLOSING PLENARY – LOVE THY NEIGHBOR AS THYSELF ECONOMICS

Topics:

- If we all grow and are successful, the community and the nation grow and develop even faster
- Transaction costs are reduced
- Specializations are deeper and stronger
- Opportunity costs are minimized and productivity rises and economy grows faster
- Economy grows faster
- Team chemistry is stronger and global competitiveness
- Peace and security prevail
- Loving thy neighbor reduces insecurity and poverty
- Building legacies of prosperity



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FINAL WORKSHOP/EXERCISE

Participants present a short action plan integrating course insights.
Facilitator feedback and peer learning.

TEACHING METHODS

- Interactive lectures with multimedia
- Case study analysis (Africa and global)
- Breakout sessions and group work
- Role-playing simulations
- Plenary discussions

EXPECTED OUTCOMES

By the end of this 3-day course, participants should:

1. Understand the structural roots of underdevelopment in Africa.
2. Gain tools for designing and implementing strategies for economic development.
3. Appreciate the critical role of capital and governance.
4. Be able to propose actionable, community-driven strategies.
5. Network across states, sectors, and levels of government.

