

SCALING YOUR RETAIL BUSINESS: STRATEGY, SYSTEMS, AND EXECUTION

Building the capabilities required to scale retail businesses profitably

Programme Overview

Growth creates new challenges for retailers. More stores increase operational complexity. Larger inventories place pressure on working capital. Expanding teams require stronger leadership and performance management. Customer experience becomes harder to maintain consistently. As a result, many retailers experience declining efficiency and profitability even as revenues grow.

Scaling Your Retail Business: Strategy, Systems, and Execution is a five-day executive programme designed for retail leaders seeking to grow their businesses without sacrificing profitability, operational control, customer experience, or execution excellence. Drawing on insights from retail strategy, operations, merchandising, supply chain, finance, technology, and leadership, the programme equips participants with the frameworks, tools, and practical approaches required to scale successfully. Participants will learn how to build the systems, capabilities, and operating discipline necessary to drive sustainable growth in increasingly competitive retail environments.

Programme Objectives

By the end of the programme, participants will be able to:

- Develop scalable growth strategies and expansion plans.
- Build operating systems that support consistent execution across locations.
- Improve inventory management, supply chain performance, and profitability.
- Strengthen customer experience and retail execution at scale.
- Build the leadership, talent, and organisational capabilities required for sustainable growth.

Programme Dates:

7-9 October 2026

Mode of Delivery:

In-person

Venue:

Lagos Business School

Fee:

NGN 1,052,000

Programme Modules

- Module 1** - Building a Foundation for Growth
- Module 2** - Strengthening Operations and Execution
- Module 3** - Inventory, Supply Chain, and Merchandising Excellence
- Module 4** - Driving Profitability and Performance
- Module 5** - Enhancing Customer Experience and Capability
- Module 6** - Sustaining Growth Through Leadership and Technology

Target Audience

This programme is tailored for:

- Owners and Founders of retail businesses.
- Senior Executives – CEOs, COOs, Executive Directors, Commercial Directors, and Retail Managers.
- Retail Operations, Merchandising, Supply Chain, and Customer Experience Professionals.
- Business leaders seeking to scale retail organisations sustainably and profitably.

? For Inquires, contact:

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