



Postgraduate Certificate in

# Cooperative Business Management

## Program Dates

9, 16, 23, and 30 **January 2026**  
6, 13, 20, and 27 **February 2026**  
6, 13, 20, and 27 **March 2026**

Live Online via Zoom  
(8:30am to 5:00pm) GMT+08

**Capstone Presentation**  
April 10, 2026

## Program Fee

**PHP 69,900 | USD 1,258.2**

# Overview

The Postgraduate Certificate in Cooperative Business Management is a specialized executive education program designed to empower cooperative leaders, managers, and innovators with the tools, frameworks, and mindsets necessary to lead sustainable, competitive, and socially impactful cooperative enterprises.

The curriculum integrates principles of innovation, strategic foresight, co-opetition, digital transformation, financial stewardship, and leadership for change—tailored to the unique dynamics of the cooperative sector in the Philippines and beyond.

Participants will engage in experiential learning through scenario planning, design thinking, agile leadership, and results-based monitoring and evaluation. The program culminates in a mentored capstone project that applies learned concepts to real-world cooperative challenges.

## Objectives

At the end of the program, the participants should be able to:

- Analyze cooperative business models and apply strategic foresight to identify opportunities for innovation and reinvention.
- Design customer-centric products and services using design thinking, digital tools, and co-opetition strategies.
- Evaluate financial performance and operational efficiency using fintech solutions and profitability analysis frameworks.
- Apply results-based monitoring and evaluation tools to measure cooperative impact and communicate findings through data storytelling.
- Develop leadership action plans that demonstrate adaptive, inclusive, and emotionally intelligent approaches to managing change in cooperative organizations.

# What Will You Learn

- Cooperative Business Model Innovation and Reinvention
- Environmental Scanning through Co-opetition Model
- Digital Tools for Cooperative Operations
- Financial Management & Profitability Analysis
- Fintech for Cooperatives
- Results-Based Monitoring and Evaluation (M&E) Plan
- Stakeholder Engagement
- Lean Business Innovation
- Change Simulation
- Coaching for Leaders
- Adaptive, inclusive and authentic leadership
- Emotionally Intelligent Leaders
- Situational Leadership

# Program Learning Content

## Day 1

Cooperative Business Model  
Innovation and Reinvention

## Day 2

Environmental Scanning through  
Co-operation Model

## Day 3

Future Thinking: Strategic  
Foresight & Scenario Planning

## Day 4

Cooperative Operations  
Management

## Day 5

Digital Tools for Cooperative  
Operations

## Day 6

Financial Management &  
Profitability Analysis

## Day 7

Fintech for Cooperatives

## Day 8

Cooperative Member Journey  
Mapping

## Day 9

Design Thinking for Product and  
Service Innovation

## Day 10

Lean Coop Business Innovation

## Day 11

Impact Monitoring and Evaluation  
(M&E) Tools

## Day 12

Impact Monitoring and Evaluation  
(M&E): Data Analysis and  
Collection

## Day 13

Data Visualization and Storytelling

## Day 14

Results-Based Monitoring and  
Evaluation (M&E) Plan

## Day 15

Agile for Coop Leadership

## Day 16

Strategic Negotiation for Coop  
Leaders

## Day 17

Stakeholder Engagement and  
Management

## Day 18

Change Management for  
Cooperatives

## Day 19

Change Simulation

## Day 20

Excellence in Leadership  
Execution

## Day 21

Coaching for Leaders

## Day 22

Adaptive, inclusive and authentic  
leadership

## Day 23

Emotionally Intelligent  
Coop Leaders

## Day 24

Situational Leadership for  
Coop Leaders

## Day 25

Capstone presentation

# Who Should Attend

This program is ideal for:

- Cooperative Managers and Executives seeking to modernize operations and lead strategic transformations.
- Board Members and Policy Makers involved in cooperative governance and development.
- Social Entrepreneurs and Innovators working within or alongside cooperative ecosystems.
- Development Practitioners and NGO Leaders supporting cooperative movements.
- Aspiring Cooperative Leaders preparing for leadership roles in cooperative organizations

## Program Faculty



### **Alberto G. Mateo, Jr.**

School Head

School of Executive Education and Lifelong Learning  
Asian Institute of Management

Professor Alberto G. Mateo, Jr. is a seasoned business leader, educator, and certified coach. He earned his coaching certification from the Neuro Leadership Institute and is currently a practicing executive coach. Professor Mateo brings with him thirty-four years of progressive experience in the fields of general management, finance, human resources, and management education with multinational sales organizations and academic institutions. He is currently the Head of the School of Executive Education and Lifelong Learning at the Asian Institute of Management. Before joining AIM, he was the President and Managing Director of HP Inc. and Pfizer, Inc. in the Philippines.

# Program Fee

**PHP 69,900 or USD 1,258.2**

\*Final USD amount may vary based on the exchange rate at the time of payment.

**Interested in early bird or group discounts?**

Group Enrollment Offer:  
Enjoy 5% off the program fee for group of 3 and above and 10% when you enroll until **9 December 2025.**

## Eligible Programs

For guidance on other eligible programs for Postgraduate Certificates and designing your learning journey with SEELL, please email us at [SEELL@aim.edu](mailto:SEELL@aim.edu) or visit our website at <https://aim.edu/executive-education/>

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For more inquiries please contact:

**Mar Joseph Serrano**

Business Development Associate  
Asian Institute of Management

+63 918 8885 115 | [mserrano@aim.edu](mailto:mserrano@aim.edu)