



AFRICAN
MANAGEMENT
INITIATIVE

Empower Your People | Build Your Business | Lead Africa



Management Development Programme - fast growing businesses

Kicks off 31 Oct 2018
in Cape Town

6 month programme for team leaders to middle-level managers in innovative businesses to learn how to effectively empower their teams

Why Enrol in this Programme?

Team leaders and middle-level managers are the engine of growth in South Africa's fast-growing, innovative businesses. But they often struggle with the basics of communication, motivation and staff empowerment. Traditional training courses are heavy on theory, but rarely lead to real change and improved performance. AMI's Management Development programme is different. This intensive 4-6 month programme combines high-impact workshops with online learning and on-the-job feedback and practice to ensure training translates into real results.

Learning Objectives:

- Influence without needing to be an authoritarian
- Plan and communicate effectively with your team
- Empower your team to take responsibility for their work
- Coach and enable your people to learn and grow
- Build a culture of ownership and a passion for performance

31 Oct – 1 Nov 2018

Learning Lab (1.5-days): Building Empowerment

How do I get my people to take ownership and get their work done?

Topics/Courses covered:

- Influencing without authority
- Empowering your people
- Effective Communication
- Enabling Your People to Perform
- Goal-setting and planning

30 Nov 2018

Learning Lab (1-day): Difficult Conversations

I told them what to do but they didn't do their work – now what?

Topics/ Courses covered:

- Feedback
- Difficult Conversations
- Motivating your People
- Influencing Others
- Personal Productivity

30 Jan 2019

Learning Lab (1-day): Changing Behaviours

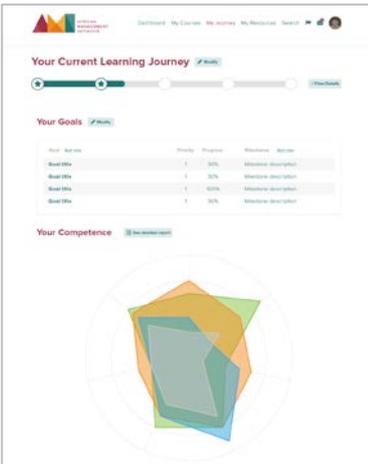
How do I build a great team that is constantly learning?

Topics / Courses covered:

- Building a Great Team
- Team Dynamics
- Problem-Solving
- Coaching and mentoring
- Embedding behaviour change
- Self-Management & Stress

Programme structure and cost

Our unique blended-learning approach combines lively interactive in-person workshops with individual online study, practical team-based activities and the chance to practice on the job. The Management Development Programme includes **3 Learning Lab workshops** – a 1.5 day workshop on 31 Oct – 1 Nov, and full day workshops on 30 November and 30 January. (The venue will be in central Cape Town and will be confirmed in September 2018.)



To ensure learning continues outside of workshops, we will create a private, branded, **online 'Learning Academy'** for the Management Development participants. The Academy hosts the learning modules, tools, toolkits, case studies and customised material specific to your organisation's learning needs. The online Learning Academy includes:

- 6 months of unlimited access to 50+ learning modules (and 2,000+ tools) with certificates
- Courses cover topics including: managing people, customers & markets, finance and projects
- Access to iCoach, AMI's online performance management tool to track learning and performance
- Data-rich feedback on learner progress and performance

The programme is priced at R10 400 per individual excl. VAT, including lunch and breakfast on all workshop days.

About AMI | Transforming African Management

The African Management Initiative (AMI) helps organisations across Africa build motivated, productive and effective workforces through our unique learning and transformation programmes, delivered via web, mobile and in-person workshops. We work with managers and entrepreneurs on building key business management skills, and have partnerships with numerous organisations on work-readiness programmes for young people entering the workforce.

More than just courses, AMI programmes are catalysts that can transform the day-to-day business practices of your organisation. Unlike traditional training, AMI uses experiential and action learning to get learners using tools and practicing new skills in

real-time. The focus is on getting people to adopt new habits and practices, and to apply them systematically with their teams. The results are improved ownership, accountability, collaboration and performance.

AMI has developed over 50 practical business modules – including over 2,000 tools – with Africa's leading business schools and global experts on adult learning. Our world-class content is combined with coaching, action-learning projects and networking tools to ensure that employees apply what they learn on the job and hold each other accountable to the highest standards of performance and responsibility.

Get in touch

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