



GORDON INSTITUTE
OF BUSINESS SCIENCE

2012

CORPORATE EDUCATION: EXECUTIVE PROGRAMMES

www.gibs.co.za



UNIVERSITEIT VAN PRETORIA
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Denkelele • Leading Minds • Dikgopolo tša Dihlele

"GIBS' strategy is to significantly improve the competitive performance of individuals and organisations through business education."

Professor Nick Binedell
Director, GIBS

The global business environment is changing faster than ever before.

As an executive in your organisation it is critical for future success that you remain abreast of the skills, knowledge and qualities required to build your capability to lead your organisation into the future.

GIBS is pleased to announce our 2012 calendar featuring an exciting range of executive programmes, to assist you in addressing the challenges of an increasingly competitive business climate next year.

Our programmes are taught by leading South African and global faculty with the aim of providing world-class business education of lasting quality, with a focus on active learning, sharing of best practice and implementation of practical applications that will enhance your performance and impact in the workplace and ensure your organisation's competitiveness in a tough and demanding environment.

Corporate Education at GIBS offers:

- Capacity building for improved business performance and impact;
- Active and applied learning solutions;
- World-class teaching from leading local and international faculty;
- Local and global insight into programmes; and
- Best practice and cutting edge content.

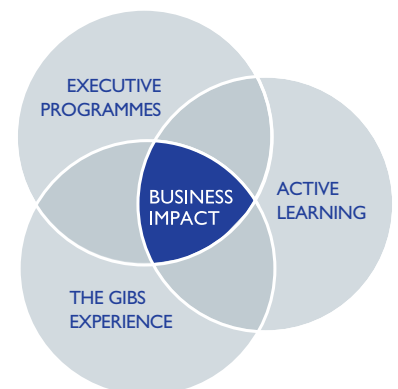
Our 2012 calendar contains a broad range of executive programmes – from strategy, leadership and general management to execution capability across finance, marketing and sales, and supply chain management. We provide relevant management career development programmes for high-potential executives seeking general management exposure and niche offerings addressing entrepreneurship, doing business in dynamic markets, as well as key industry sectors.

During 2012 we will continue to introduce new and innovative programmes to address your needs in business. GIBS also offers in-house Executive Programmes for your organisation. If you would like to discuss this opportunity, please contact Brett Kilpatrick on email kilpatrickb@gibs.co.za.

If you would like further information on any of our programmes, please email us at execed@gibs.co.za or contact our programme advisors on 011 771 4000.

We encourage you to experience GIBS first-hand, in person or online at www.gibs.co.za, to learn more about our programmes. We look forward to working with you in 2012.

GIBS was ranked the top business school in Africa for open executive education programmes for the eighth consecutive year in May 2011 by the prestigious *Financial Times* global rankings.



EXECUTIVE PROGRAMMES: 2012

DAYS **DATES** **PRICE (ZAR)**

SENIOR EXECUTIVE PROGRAMMES

Transitioning to General Management Programme (New)	12 - 15 days	May - Feb 2013	110 000
Global Executive Development Programme (GEDP)	27 days	18 - 31 Aug; 22 Sep - 3 Oct & 27 Nov	175 000
Board Development Programme (New)	5 days	14 Feb, 20 Mar, 24 Apr, 22 May & 19 Jun	29 950
Board Leadership Core Programme	3 days	27 - 29 Feb / 3 - 5 Sep	17 925
Board Leadership Programme – Kenya (New)	3 days	Sep TBA	17 925
Business of Africa	8 days	16 - 23 Jun	59 000
General Management for Results	4 days	10 - 12 Jul & 16 Oct	19 500

STRATEGY

Scenario Planning and Strategic Thinking (New)	2 days	6 - 7 Feb	11 950
Strategy in Dynamic Markets (New)	2 days	8 - 9 Oct	14 000
Strategy Excellence	1 day	11 Jun	6 000
Mastering Strategy	1 day + 7 eve	27, 30 Aug; 3, 6, 13, 17, 20 & 27 Sep	17 200
Strategy Execution	1 day + 7 eve	27 Feb; 5, 12, 15, 19, 22, 26 & 29 Mar	17 200

LEADERSHIP

Leading for Impact (New)	2 days	21 - 22 Aug	14 000
Values-Driven Leadership (New)	2 days	12 - 13 Jun	11 950
Women in Leadership (New)	2.5 days	7 - 9 Mar	10 250
Leader as Coach (New)	3 days	29 - 30 Aug & 3 Oct	12 300
Managing Managers for Results	4 days	12 - 14 Jun & 19 Sep / 9 - 11 Oct & 27 Feb 2013	17 500
Managing for Results	3 days	6 - 8 Mar & 6 Jun (eve) / 29 - 31 May & 28 Aug (eve) / 14 - 16 Aug & 14 Nov (eve) / 6 - 8 Nov & Mar 2013 (eve) TBA	12 800
Achieving Business Results for Specialists	4 days	11 - 13 Sep & 6 Feb 2013	17 500

MARKETING & SALES

Strategic Marketing (New)	2 days	5 - 6 Jun	14 000
Designing your Key Account Management Plan	2 days	23 - 24 Jul	12 750
The Power to Win and Grow through Customer Focus (New)	2 days	12 - 13 Sep	8 200
Driving Sales Force Performance	2 days	13 - 14 Feb	8 200

FINANCE

Financial Analysis for Optimal Value (New)	3 days	13 - 15 Mar	19 950
Strategic Finance and Value Creation (New)	2 days	23 - 24 Jul	10 500
Finance for Non-Financial Managers	4 days	20 - 23 Feb / 28 - 31 May / 2 - 5 Jul / 15 - 18 Oct	15 500

OPERATIONS & SUPPLY CHAIN MANAGEMENT

Supply Chain Financial Management (New)	2 days	16 - 17 Aug	10 500
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HUMAN RESOURCE MANAGEMENT

Strategic Talent Management for Sustainable Advantage (New)	2 days	6 - 7 Sep	14 000
Maximising Employee Performance	2.5 days	2 - 3 Jul & 1 Aug	10 250

ESSENTIALS FOR BUSINESS

The Expert Negotiator	3.5 days	21 - 24 Feb / 4 - 7 Sep	17 950
The Corporate Entrepreneur: Growth through New Venture Creation	2 days	25 - 26 Jun	8 200
Microinsurance: Doing Business in Low Income Markets	4 days	9 - 12 Oct	17 500
Digital Multimedia Management and Regulation	4.5 days	21 - 25 May	19 500

Dates correct as at February 2012. Please visit our website for the latest information.

GIBS reserves the right to amend dates and prices at short notice, while protecting the consumer rights and interests of prospective delegates.