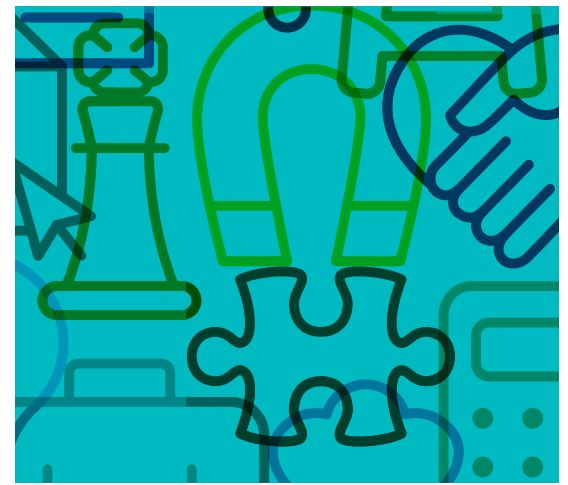
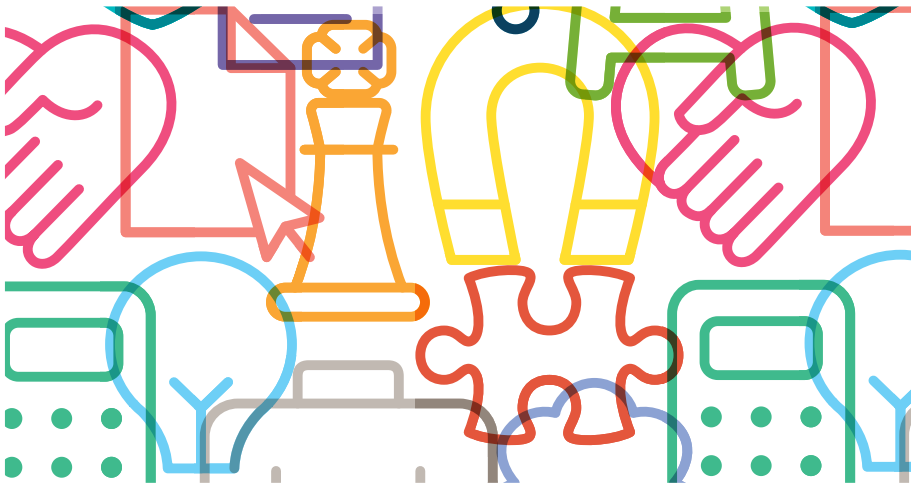


2019 Short Courses and Conferences



In May 2018 the annual UK *Financial Times* Executive Education Rankings, a global benchmark for providers of executive education, once again ranked GIBS as the top South African and African business school.



Conferences and Masterclasses

CONFERENCES	DATES	PRICE (ZAR)
Economic Outlook 2019	21 Feb	5100
Retail and Consumer Insight's 2019 Conference	28 Mar	5100
HR Conference 2019	Apr	5100
Fintech Conference	May	5100
Strategic Corporate Communications and Reputation Management Conference	Jun	5100
SAVCA-GIBS Programme in Private Equity Foundation	Jul	9500
Healthcare Industry Insights and Innovation Conference	Aug	5100
Business of Africa Conference	Sep	5100
SAVCA-GIBS Advance Programme in Private Equity	Oct	5100
Marketing Conference	Oct	5100
Big Data, Big Tech, Big Innovation Conference	Nov	5100

MASTERCLASSES	DATES	PRICE (ZAR)
Politics Masterclass: Everything Business Needs to Understand	Feb	4900
The Big Trends 2019 Breakfast	Feb	1000
How to Engage and Persuade in your Presentations Workshop	Feb	2100
Crisis Communications and Media Training Masterclass	Mar	4900
Predictive Analytics Masterclass	Mar	4900
Social Media Masterclass	Apr	4900
Ethical Advantage Masterclass	Apr	4900
Innovation 20/20 Masterclass	May	4900
Behavioural Economics Workshop	May	2100
Consultancy Masterclass	Jun	4900
Return on Marketing Investment Masterclass	Jun	4900
Mastering Design Thinking Masterclass	Jul	4900
Neuroscience Masterclass	Jul	4900
Women in Business Breakfast	Aug	1000
Predictive Analytics	Aug	4900
Business Writing Workshop	Sep	2100
Banking on Uncertainty Masterclass	Oct	4900

More info: +27 11 771 4318 | boxallb@gibs.co.za
www.gibs.co.za/conferences

**Gordon Institute
of Business Science**
University of Pretoria

2019 Short Courses

EXTENDED COURSES	DATES	DURATION	PRICE (ZAR)
Global Executive Development Programme	1 – 6 Jul; 29 Jul – 3 Aug & 9 – 18 Sep	23 days	277 000
Harvard Business School: Senior Executive Programme Africa	5 – 10 Aug & 1 – 6 Dec	10 days	\$26,000
General Management Programme	9 – 11 Apr; 11 – 14 Jun; 17 – 24 Aug & 3 – 4 Oct	15 days	150 000
Leading in a Digital Economy	16 – 20 Sep; 20 – 28 Oct & 19 – 23 Nov	18 days	193 000
Leadership Acceleration Programme	17 – 19 Sep, 11 – 15 Nov, 5 Dec	9 days	64 900
Nexus Leadership Programme	27 Mar – 25 Oct	21 days	39 500
Leading Women	16 Apr – 31 Oct	9 days	49 500

MANAGEMENT AND LEADERSHIP EXCELLENCE	DATES	DURATION	PRICE (ZAR)
Board Leadership Programme	29 – 31 Oct	3 days	24 600
Women as Leaders	5 – 7 Mar / 20 – 22 Aug	3 days	15 900
Women as Leaders (Durban)	2 – 4 Jul	3 days	14 900
Managing Managers for Results	7 – 9 May & 21 Jun / 8 – 10 Oct & 22 Nov	4 days	23 700
Managing for Results	5 – 7 Mar & 26 Apr / 9 – 11 Jul & 23 Aug / 10 – 12 Sep & 25 Oct	3.5 days	19 200
The Next Manager	12 – 14 Mar / 2 – 4 Jul / 29 – 31 Oct	3 days	15 400
Persuasion Science for Leaders	23 – 24 Jul	2 days	17 300

STRATEGY	DATES	DURATION	PRICE (ZAR)
Strategic Leadership in Challenging Times	25 – 26 Jun / 12 – 13 Nov	2 days	17 100
Scenario Planning and Strategic Thinking	29 – 31 May	3 days	20 900
Customer Centricity: Game Changing Strategy Design and Execution	14 – 15 Aug	2 days	17 100
Strategy, Innovation and Design Thinking	27 – 28 Aug	2 days	15 700
Strategy, Innovation and Design Thinking (Durban)	19 – 20 Jun	2 days	15 700
Strategy for Non-strategists	7 – 8 May / 22 – 23 Oct	2 days	14 200

MARKETING AND SALES	DATES	DURATION	PRICE (ZAR)
Designing your Key Account Management Plan	11 – 12 Jun	2 days	19 600
Strategic Marketing	6 – 7 Aug	2 days	18 500
Winning in Customer Service	23 Oct	1 day	7 300

FINANCE	DATES	DURATION	PRICE (ZAR)
Corporate Finance and Value Creation	11 – 12 June	2 days	17 300
Financial Modelling in Excel	9 – 11 Apr / 8 – 10 Oct	2.5 days	17 600
Finance for Non-financial Managers	11 – 14 Feb / 20 – 23 May / 19 – 22 Aug / 11 – 14 Nov	4 days	19 200
Finance for Non-financial Managers (Durban)	9 – 12 Apr	4 days	18 900

DIGITISATION AND INNOVATION	DATES	DURATION	PRICE (ZAR)
Innovation Masterclass	15 – 17 May	3 days	14 900
Customer Centric Strategy in the Digital Age	22 – 23 May	2 days	17 300
Understanding Big Data: Tools for Business	3 – 4 Sep	2 days	17 300

PERSONAL AND ORGANISATION EFFECTIVENESS	DATES	DURATION	PRICE (ZAR)
The Expert Negotiator	19 – 22 Feb / 25 – 28 Jun / 12 – 15 Nov	3.5 days	21 900
The Art of Negotiation (Durban)	15 – 16 Oct	2 days	20 500
Project Management for Non-project Managers	9 – 10 Apr / 5 – 6 Nov	2 days	13 300
Managing Projects Strategically	5 – 6 Sep	2 days	13 900
PhD and Masters Supervisor's Course	30 Jul	1 day	7 000

COACHING, FACILITATION AND MENTORSHIP	DATES	DURATION	PRICE (ZAR)
Professional Business Coaching Programme	12 – 14 Mar & 15 – 17 Apr / 14 – 16 May & 25 – 27 Jun / 9 – 11 Jul & 20 – 22 Aug / 15 – 17 Oct & 19 – 21 Nov	6 days	TBC
Management Coaching for Exceptional Performance	13 – 14 May & 13 Jun / 10 – 11 Oct & 7 Nov	3 days	TBC
Advanced Professional Business Coaching Programme	Aug – Dec	9 days	TBC
Leader as Mentor	27 – 28 June & 31 Jul	3 days	TBC
Facilitation for High Performing Teams	17 – 19 Sep	3 days	TBC

ONLINE AND BLENDED LEARNING	DATES	DURATION	PRICE (ZAR)
Project Management: Classroom and Online Learning	1 Aug – 27 Sep	8 weeks	22 200
Finance for Non-Financial Managers: Online	3 May – 14 Jun	6 weeks	14 500
The Digital Advantage: Online	30 Sep – 10 Nov	6 weeks	15 500

