



2017 Open Programmes & Conferences

Since its establishment in 2000, it has been the mission of the Gordon Institute of Business Science to significantly improve responsible individual and organisational performance, primarily in South Africa and increasingly in our broader African environment, through high quality business and management education. The GIBS Executive Education Open Programmes form an integral part of achieving this strategy.

In a fast-changing business environment, it is critical to organisational success that executives have the right skills and knowledge to lead the organisation into the future. GIBS Open Programmes are well-known in the market for providing participants with the applicable knowledge, critical skills and tools to impact on three levels: individual, team and organisation.

Executive education short programmes can also be delivered in-house for your organisation at your premises or ours, on your preferred dates. If you would like more information, please email inhouse@gibs.co.za.

GIBS Illovo Hotel Study and Stay Accommodation Special Book accommodation at our on-site hotel for the duration of your course. Enquire about applicable special rates.

In May 2017 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 2017	DAYS	DATES	PRICE (ZAR)
ECONOMIC OUTLOOK 2017 & MID-YEAR REVIEW	2 DAYS	14 FEB & 5 JUL	8 700
CONSULTING 4.0	1 DAY	9 MAY	4 600
STRATEGIC CORPORATE COMMUNICATIONS, REPUTATION MANAGEMENT AND STAKEHOLDER ENGAGEMENTS	2 DAYS	23 - 24 MAY	8 500
CRISIS COMMUNICATIONS AND MEDIA TRAINING MASTERCLASS	1 DAY	25 MAY	4 600
BRG / GIBS NEUROSCIENCE FOR LEADERSHIP	1 DAY	25 MAY	4 600 + VAT
FUTURE OF MANUFACTURING, RETAIL & LOGISTICS: APPLIED STRATEGIC FORESIGHT	0.5 DAY	31 MAY	2 500
FRAUD AND CORRUPTION	2 DAYS	6 - 7 JUNE	8 500
RETURN OF MARKETING INVESTMENT	1 DAY	14 JUNE	4 600
FUTURE OF OIL, MINING & NATURAL RESOURCES - APPLIED STRATEGIC FORESIGHT	0.5 DAY	30 AUG	2 500
INNOVATION & DESIGN THINKING	1 DAY	18 JUL	4 600
FUTURE OF WORK: GAMIFICATION	1 DAY	20 JUL	4 600
SAVCA & GIBS FOUNDATION PROGRAMME IN PRIVATE EQUITY*	2 DAYS	25 - 26 JUL	9 000
SAVCA & GIBS ADVANCED PROGRAMME IN PRIVATE EQUITY*	1 DAY	5 OCT	4 500
WOMEN IN BUSINESS	2 DAYS	2 - 3 AUG	8 500
STRATE GIBS FINTECH INNOVATION	1 DAY	22 AUG	4 600
PREDICTIVE ANALYTICS	1 DAY	6 SEPT	4 600
DIGITAL DISRUPTION AND INNOVATION	2 DAYS	12 - 13 SEP	8 500
CFA SOCIETY OF SA & GIBS GLOBAL INVESTMENT*	1 DAY	18 OCT	TBC



Executive Education Open Programmes 2017

MANAGEMENT EXCELLENCE: GENERAL MANAGEMENT PROGRAMMES	DAYS	DATES	PRICE (ZAR)
GLOBAL EXECUTIVE DEVELOPMENT PROGRAMME (GEDP)	25 DAYS	29 MAY – 9 JUN; 10 – 21 JUL & 4 – 7 SEP	±R236 775 COURSE: R144 000 + TRAVEL: USD 6 500
HARVARD SENIOR EXECUTIVE PROGRAMME: AFRICA	12 DAYS	13 – 18 AUG & 26 NOV – 1 DEC	USD 25 000
GENERAL MANAGEMENT PROGRAMME (GMP)	15 DAYS	4 – 6 APR; 20 – 23 JUN; 13 – 20 AUG & 5 – 6 OCT	±R115 000 COURSE: R55 000 + TRAVEL: USD 4 000
LEADERSHIP ACCELERATION PROGRAMME	9 DAYS	19 – 21 SEP; 20 – 24 NOV & 5 DEC	57 800
MANAGING MANAGERS FOR RESULTS	4 DAYS	3 – 5 OCT & 28 NOV	20 786
MANAGING FOR RESULTS: ACHIEVING RESULTS THROUGH OTHERS	3.5 DAYS	22 – 24 AUG & 10 OCT	16 200
THE NEXT MANAGER: PREPARING TO MANAGE	3 DAYS	29 – 31 AUG	13 500
BOARD AND DIRECTOR DEVELOPMENT	DAYS	DATES	PRICE (ZAR)
BOARD LEADERSHIP CORE PROGRAMME	3 DAYS	14 – 16 NOV	22 000
BUILDING BETTER BOARDS	2 DAYS	27 – 28 SEP	15 120
STRATEGY	DAYS	DATES	PRICE (ZAR)
SCENARIO PLANNING AND STRATEGIC THINKING	3 DAYS	29 – 31 MAY	18 300
CUSTOMER CENTRIC STRATEGY: DESIGN AND IMPLEMENTATION	2 DAYS	7 – 8 JUN / 15 – 16 NOV	15 120
BUSINESS STRATEGY ESSENTIALS	2 DAYS	4 – 5 MAY / 30 – 31 OCT	11 300
MASTERING STRATEGY EXECUTION	2 DAYS	6 – 7 NOV	17 500
STRATEGY MASTERCLASS	2 DAYS	16 – 17 MAY / 17 – 18 OCT	14 900
STRATEGIC MERGERS & ACQUISITIONS	2 DAYS	22 – 23 AUG	15 120
MASTERING STRATEGY DESIGN	7 EVE + 1 DAY	27, 31 JUL, 3, 7, 10, 14, 17 & 23 AUG	19 000
LEADERSHIP	DAYS	DATES	PRICE (ZAR)
WOMEN AS LEADERS	3 DAYS	11 – 13 JUL	13 700
NEXUS LEADERSHIP PROGRAMME	7 MONTHS	APR – OCT	TBC
LEADING WOMEN	8 MONTHS	MAR – OCT	TBC
MARKETING AND SALES	DAYS	DATES	PRICE (ZAR)
STRATEGIC MARKETING	2 DAYS	1 – 2 AUG	15 000
DESIGNING YOUR KEY ACCOUNT MANAGEMENT PLAN	2 DAYS	26 – 27 JUL	17 100
SERVICES MARKETING	1 DAY	18 OCT	6 300
DRIVING SALES FORCE PERFORMANCE	2 DAYS	12 – 13 OCT	17 000
FINANCE	DAYS	DATES	PRICE (ZAR)
STRATEGIC FINANCE AND VALUE CREATION	2 DAYS	14 – 15 MAR	15 700
CORE FINANCIAL MODELLING	2.5 DAYS	19 – 21 APR / 18 – 20 SEP	15 200
SPECIALIST FINANCIAL MODELLING: MERGERS AND ACQUISITIONS	2 DAYS	20 – 21 SEP	16 695
FINANCE FOR NON-FINANCIAL MANAGERS*	4 DAYS	15 – 18 MAY / 3 – 6 JUL / 26 – 29 SEP / 6 – 9 NOV	17 700
SAICA LEADERSHIP EXCELLENCE ACCELERATION PROGRAMME	15 DAYS	21 – 25 JUN; 18 – 20 AUG & 18 – 22 OCT	63 250
PROBLEM LOANS & DISTRESSED DEBT RESTRUCTURING	3 DAYS	18 – 20 OCT	37 000
INNOVATION	DAYS	DATES	PRICE (ZAR)
INNOVATION MASTERCLASS	3 DAYS	10 – 12 OCT	17 490
PERSONAL AND ORGANISATIONAL EFFECTIVENESS	DAYS	DATES	PRICE (ZAR)
THE EXPERT NEGOTIATOR	3.5 DAYS	06 – 09 JUN / 14 – 17 NOV	19 050
STRATEGIC PROJECT MANAGEMENT: ALIGNING TO BUSINESS OBJECTIVES FOR COMPETITIVE ADVANTAGE	2 DAYS	23 – 24 MAY	11 700
PROJECT MANAGEMENT FOR NON-PROJECT MANAGERS	2 DAYS	5 – 6 JUL / 15 – 16 NOV	11 000
BLENDED CLASSROOM AND ONLINE PROJECT MANAGEMENT CERTIFICATE PROGRAMME	8 WEEKS	3 JUL – 30 AUG	19 500
MASTERING LABOUR NEGOTIATIONS	3 DAYS	5 – 7 APR	17 500
BUSINESS/GOVERNMENT RELATIONS: WORKING MORE EFFECTIVELY WITH THE PUBLIC SECTOR	2 DAYS	15 – 16 MAY	12 500
CREATING SHARED VALUE	2 DAYS	23 – 24 AUG	11 800
MANUFACTURING EXCELLENCE PROGRAMME	20 DAYS	AUG 2017 – FEB 2018	49 000
ENHANCING COMMERCIAL ACUMEN TO DRIVE VALUE – JUMPSHIFT WORTH™	3 DAYS	2 – 4 NOV	15 200
PHD AND MASTERS SUPERVISOR'S COURSE	1 DAY	13 OCT	6 000
COACHING, FACILITATION & MENTORSHIP	DAYS	DATES	PRICE (ZAR)
PROFESSIONAL BUSINESS COACHING PROGRAMME	6 DAYS	29 – 31 AUG & 17 – 19 OCT	44 300
LEADER AS MENTOR	3 DAYS	25 – 26 JUL & 5 SEP	14 600
MANAGEMENT COACHING FOR EXCEPTIONAL PERFORMANCE	3 DAYS	30 – 31 OCT & 30 NOV	17 300
ESSENTIALS OF FACILITATION	3 DAYS	11 – 13 SEP	17 300
ADVANCED PROFESSIONAL BUSINESS COACHING PROGRAMME	8 DAYS	29 – 28 JUL; 15 – 16 AUG; 1 – 2 NOV & 21 – 22 NOV	74 500
DIGITALISATION	DAYS	DATES	PRICE (ZAR)
LEADING IN A DIGITAL ECONOMY	15 DAYS	9 – 18 SEP; 03 – 06 OCT & 20 – 23 NOV	150 000
ENHANCING COMPETITIVE STRATEGY THROUGH BIG DATA	2 DAYS	28 – 29 AUG	16 500
BIG DATA ANALYTICS FOR BUSINESS IMPACT: SALES & MARKETING	2 DAYS	12 – 13 JUN	14 900
BIG DATA ANALYTICS FOR BUSINESS IMPACT: MANUFACTURING	2 DAYS	20 – 21 NOV	14 900
EFFECTIVELY OVERCOMING DISRUPTION	2 DAYS	5 – 6 SEPT	16 500
BLOCKCHAIN AND ALTERNATIVE FINANCE	3 DAYS	18 – 20 SEP	37 000
DIGITAL TRANSFORMATION IN THE AFRICAN CONTEXT	1 DAY	7 OCT	8 000

If you would like more information on open programmes, please contact a programme advisor on +27 11 771 4000 or email execed@gibs.co.za. Alternatively visit www.gibs.co.za.