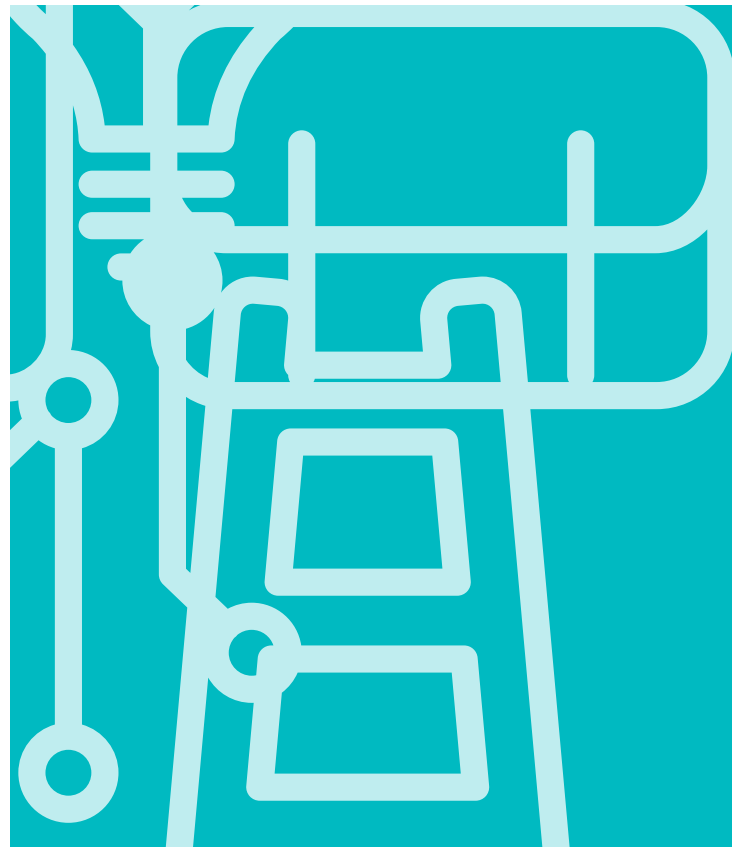
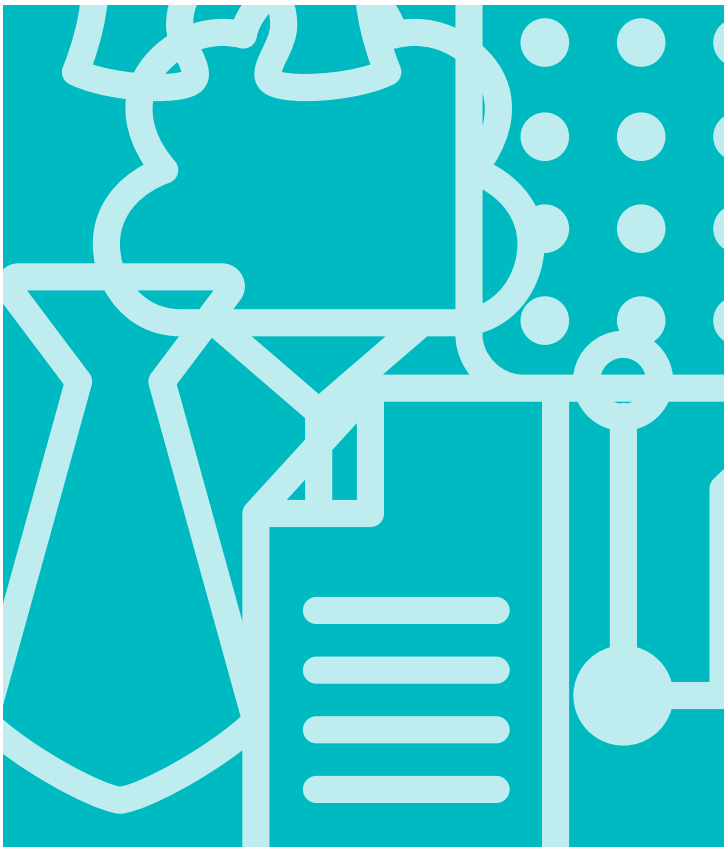




# 2020 Short Courses & Conferences

In May 2019 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.



**Gordon  
Institute  
of Business  
Science**

University  
of Pretoria

# 2020 Short Courses

EXTENDED COURSES	DATES	DURATION	PRICE (ZAR)
Global Executive Development Programme	22 – 27 Jun; 27 Jul – 1 Aug; 6 – 16 Sep & 21 Oct	23 days	296 000
Harvard Business School: Senior Executive Programme Africa	9 – 14 Aug; 15 Aug – 28 Nov & 29 Nov – 4 Dec	10 days	\$26 000
General Management Programme	31 Mar – 2 Apr; 9 – 12 Jun; 15 – 22 Aug & 1 – 2 Oct	15 days	157 500
Leading in a Digital Economy	Sep – Nov	18 days	195 000
Leading Women	11 May; 18 – 20 May; 23 Jun; 21 Jul; 11 Aug; 22 Sep; 13 Oct; 10 Nov; 26 Nov	9 days	51 900



MANAGEMENT AND LEADERSHIP EXCELLENCE	DATES	DURATION	PRICE (ZAR)
Nexus Leadership Programme: Building Inclusive Leaders	24 Mar – 3 Oct	18 days	39 500
Board Leadership Programme	13 – 15 Oct	3 days	26 300
Banking Board Leadership Programme	22 – 23 Jul	2 days	16 200
Women as Leaders	3 – 5 Mar / 4 – 6 Aug	3 days	17 000
Women as Leaders (Durban)	18 – 20 Aug	3 days	15 000
Managing Managers for Results	12 – 14 May & 18 Jun / 6 – 8 Oct & 12 Nov	4 days	24 800
Managing for Results	3 – 5 Mar & 22 Apr / 30 Jun - 2 Jul & 19 Aug / 15 – 17 Sep & 22 Oct	3.5 days	20 500
The Next Manager	17 – 19 Mar / 30 Jun – 2 Jul / 27 – 29 Oct	3 days	16 500
Persuasion Science for Leaders	31 Mar – 1 Apr	2 days	15 200
Leadership Acceleration Programme	8 – 10 Sep; 2 – 6 Nov & 24 Nov	9 days	69 500
Immersive Leadership Experience	TBC	3 days	TBC
SAICA Leading for the Future Programme	20 – 23 Jul	4 days	21 000
Leading for the Future (Durban)	13 – 14 Oct	2 days	17 000



STRATEGY	DATES	DURATION	PRICE (ZAR)
Scenario Planning and Strategic Thinking	18 – 20 May	3 days	22 300
Customer Centricity: Game Changing Strategy Design and Execution	25 – 26 Aug	2 days	17 100
Strategy, Innovation and Design Thinking	25 – 26 Aug	2 days	16 800
Strategy, Innovation and Design Thinking (Durban)	10 – 11 Jun	2 days	16 800
Strategy for Non-strategists	5 – 6 May / 20 – 21 Oct	2 days	15 200
Corporate Mergers and Acquisitions	15 – 16 Jul	2 days	17 000
Corporate Governance and Ethics	TBC	2 days	TBC
Strategy Bootcamp with Professor Nick Binedell	30 Jun – 1 Jul / 10 – 11 Nov	2 days	18 300



MARKETING AND SALES	DATES	DURATION	PRICE (ZAR)
Designing your Key Account Management Plan	30 Jun – 1 Jul	2 days	19 600
Strategic Marketing	13 – 14 Jul	2 days	19 500
Digital Marketing	TBC	2 days	15 200



FINANCE	DATES	DURATION	PRICE (ZAR)
Corporate Finance and Value Creation	9 – 10 Jun	2 days	18 400
Financial Modelling in Excel	31 Mar – 2 Apr / 6 – 8 Oct	2.5 days	18 400
Finance for Non-financial Managers	10 – 13 Feb / 18 – 21 May / 17 – 20 Aug / 9 – 12 Nov	4 days	19 900
Finance for Non-financial Managers (Durban)	24 – 27 Mar	4 days	18 900



DIGITISATION AND INNOVATION	DATES	DURATION	PRICE (ZAR)
Innovation Masterclass	19 – 21 May / 20 – 22 Oct	3 days	17 000
Customer Centric Strategy in the Digital Age	18 – 19 Nov	2 days	18 500
Harnessing Artificial Intelligence for Innovation and Strategic Impact	TBC	TBC	TBC




PERSONAL AND ORGANISATIONAL EFFECTIVENESS	DATES	DURATION	PRICE (ZAR)
The Expert Negotiator	18 – 21 Feb / 23 – 26 Jun / 10 – 13 Nov	3.5 days	22 700
Project Management for Non-project Managers	23 – 24 Jun / 10 – 11 Nov	2 days	14 000
Managing Projects Strategically	10 – 11 Sep	2 days	15 900
PhD and Masters Supervisor's Course	6 May	1 day	7 000
Behavioural Economics: Developing Future Businesses in Real Time 	12 – 13 May	2 days	15 200



COACHING, FACILITATION AND MENTORSHIP	DATES	DURATION	PRICE (ZAR)
Professional Business Coaching Programme	3 – 5 Mar & 21 – 23 Apr / 17 – 19 Mar & 5 – 7 May	6 days	53 958
Advanced Professional Business Coaching Programme	May – December	10 Days	101 064
Leader as Coach	4 – 5 Mar & 2 Apr	3 days	20 265
Leader as Mentor	9 – 10 Jun & 9 Jul	3 days	21 118
The Change Programme	9 – 10 Jun & 14 Jul	3 days	20 265
Facilitation for High Performing Teams	17 – 19 Sep	3 days	19 050



ONLINE AND BLENDED LEARNING	DATES	DURATION	PRICE (ZAR)
Project Management: Classroom and Online	Jul – Aug	7 weeks	23 700
The Digital Advantage: Classroom and Online	28 Sep – 9 Nov	6 weeks	16 600
Business and Management Development: Online 	4 Feb – 27 Apr / 10 Mar – 1 Jun	11 weeks	14 999
Financial Analysis for Investment: Online 	4 Feb – 24 Mar / 10 Mar – 28 Apr	6 weeks	14 500



## Masterclasses and Conferences

MASTERCLASSES	DATES	PRICE (ZAR)
The Politics / Risks Masterclass	Feb	5200
How to Engage and Persuade in your Presentations Workshop	Mar	2250
The Big Trends 2020 Breakfast	Apr	1200
Predictive Analytics Masterclass	Mar	5200
Digital Transformation Strategy	Apr	5200
High Impact Media and Communications Training Masterclass	May	5200
HR Masterclass	Apr	5200
Behavioural Linguistics Workshop	May	2300
Mastering Design Thinking and Creativity Masterclass	May	5200
Deal Making	May	5200
Neuroscience Masterclass	Jun	5200
4IR/Disruption	Jun	5200
ROMI Masterclass	Jun	5200
Climate Change Breakfast	Jul	1200
Consultancy Workshop	Jul	2400
Cyber-Crime Workshop	Aug	1200
Women in Business Breakfast	Aug	1200
Predictive Analytics Masterclass	Aug	5200
Business Writing Workshop	Sep	2100
Business of Africa Mini Conference	Sep	3900
CX/UX	Oct	5200

CONFERENCES	DATES	PRICE (ZAR)
Economic Outlook 2020 Conference	Feb	5400
Retail and Consumer Insights 2020	Apr	5400
Skills Conference	May	5400
Fintech and Banking Conference	May	5400
Strategic Corporate Communications and Reputation Management	Jun	10000
SAVCA-GIBS Foundation Programme in Private Equity	Jul	5400
Healthcare Industry Innovation Conference	Aug	5400
Marketing Conference	Oct	5400
Business of Africa Conference	Nov	5100



For enquiries call **+27 (0)11 771 4000** or email [execed@gibs.co.za](mailto:execed@gibs.co.za)

Short courses can also be delivered in-house for your organisation at your premises or ours, on your preferred dates.

Email [inhouse@gibs.co.za](mailto:inhouse@gibs.co.za).

Study & Stay packages available at our onsite Illovo Hotel.

For more information and an online application form, please visit [www.gibs.co.za](http://www.gibs.co.za)

Prices correct as at December 2019. Prices and dates may change. Subject to terms and conditions.



GIBS, close to business.



UNIVERSITEIT VAN PRETORIA  
UNIVERSITY OF PRETORIA  
YUNIBESITHI YA PRETORIA