

EXECUTIVE PROGRAMMES: 2012

DAYS DATES PRICE (ZAR)

SENIOR EXECUTIVE PROGRAMMES

General Management Development 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	TBA
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	9 days	Oct TBA	TBA
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 July	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	Jul / Oct TBA	17 500
Digital Multimedia Programme	5 days	21 - 25 May	19 500

Dates correct as at December 2011. 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.