



MODULE ON STRATEGIES FOR SURVIVING AND GROWING IN UNCERTAIN TIMES

INTRODUCTION

The module presents an integrated approach to strategy design and execution which addresses the core challenges of growing uncertainty. The approach to strategy addresses the challenges by emphasising continuous iteration between design and execution. You will get an understanding of developing strategies that can synchronously optimise what is working well while developing new revenue streams in undiscovered markets to build sustainability. The module uses a blend of the latest and classical concepts. It will prepare you to develop your strategy to face the unique challenges faced by your business.

SAICE has partnered with ECS to offer a world-class module on business strategy. The module will be facilitated by Dr. Raj Raina, an international faculty who taught strategy at the Gordon Institute of Business Science for fourteen years and was regularly voted the best teacher by the MBA delegates. The three-day module is being offered twice over the Feb-March 2020 period at a competitive price to make the high quality management module affordable to individuals and corporates in these difficult times.

OBJECTIVES

1. Science and art of sifting uncertainty for core trends
2. Problem-solving skills to craft opportunities by leveraging trends
3. A practical approach to strategy that blends the select new ideas with the classical concepts

TAKEAWAYS

1. Learn to identify and execute on opportunities by deciphering uncertainties
2. Enrich your decision making with a variety of perspectives
3. Learn the craft of focus and allocation of resources
4. Master the craft continual innovation to develop new sources of advantage
5. Learn the art of integrating your daily decisions and actions to strategic goals

TOPICS COVERED

1. Strategy as an integrated approach that ensures business sustainability
2. Strategy as an iterative-participative process of discovery and creation
3. Strategy as an ongoing validation of assumptions and business models
4. Strategy as an outcome of organizational cognition
5. Strategy as the coordination of diverse resources



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FACILITATOR

The module will be facilitated by Dr. Raj Raina, a strategist and a celebrated faculty who helps companies transform into high growth organizations. Raj has over 25 years of hands-on and advisory experience coupled with 14 years of teaching strategy and competitiveness in Africa, North America, and Asia. He has a doctorate in strategy and a bachelors in engineering. He has participated in many workshops on competitiveness facilitated by Prof Porter and taught the Eskom case study in one of these workshops to fellow teachers.

WHO SHOULD ATTEND

CEOs, C-Suite executives, and Entrepreneurs. The module is open to SAICE members as well as other executives.

DATES

The module is being offered twice to accommodate different schedule preferences and also as each cohort will be capped at 45 delegates to ensure robust conversations.

First block: 26th to 28th February 2020

Second block: 16th to 18th March 2020

FEES AND REGISTRATION

The world-class, three-day module is competitively priced with SAICE members as per the standard practice getting a discount. The fee for SAICE members is ZAR5 800 VAT incl and non-members ZAR7 450 VAT incl.

Please register early by emailing us at admin@ecs.co.za or cheryl-lee@saice.org.za