



Accredited Africa Training Institute for Capacity Development

Unit FO409, Hatfield Plaza · 1122 Burnett St, Hatfield 0028 · Pretoria, Gauteng · South Africa

Tel: +27 12 004 8389 · Mobile: +27 65 077 6310

Email: apply@aaticd.co.za · Website: www.aaticd.co.za

COURSE BROCHURE

Facilitate Local Economic Development Stakeholder Negotiations Training

Business, Commerce and Management Studies / Finance, Economics and Accounting

Unit Standard 110499 · NQF Level 6 · 12 Credits · 9 Days

COURSE OVERVIEW

This course equips participants with the skills to facilitate negotiations among diverse stakeholders in local economic development initiatives. Learners will understand negotiation dynamics, conflict resolution, and consensus-building to foster inclusive economic growth. The programme prepares individuals to manage multi-stakeholder processes effectively within South Africa's local development context.

Category	Business, Commerce and Management Studies
Subfield	Finance, Economics and Accounting
Unit Standard	110499
Accreditation	SAQA Accredited · NQF Level 6 · 12 Credits
Duration	9 days
Training Method	Online, On-Campus, In-House
Certificate	Issued via AATICD LMS – verifiable online

LEARNING OUTCOMES

- Analyse stakeholder interests and power dynamics in local economic development contexts.
- Apply negotiation theories and techniques to facilitate stakeholder discussions.
- Design a negotiation framework that balances competing interests and promotes consensus.
- Evaluate the outcomes of stakeholder negotiations against local development objectives.
- Implement conflict resolution strategies to address disagreements during negotiations.
- Demonstrate effective communication and facilitation skills in multi-stakeholder settings.

WHO SHOULD ATTEND

- This course is designed for local economic development practitioners, municipal officials, community leaders, and project managers involved in stakeholder engagement and partnership development within South Africa's local government and community environments.

COURSE OUTLINE

Day 1: Introduction to Local Economic Development and Stakeholder Negotiations

- Definition and principles of LED
- Overview of LED policies (e.g., IDP, NDP)
- Stakeholder identification and mapping
- Introduction to negotiation theory
- Ethical considerations in LED negotiations

Day 2: Stakeholder Analysis and Engagement Strategies

- Stakeholder analysis tools (power-interest grid, influence-impact matrix)
- Understanding stakeholder perspectives and interests
- Building trust and rapport with stakeholders
- Communication models for negotiation
- Conflict of interest management

Day 3: Negotiation Fundamentals and Preparation

- Negotiation stages: preparation, discussion, proposal, bargaining, agreement
- BATNA, ZOPA, and reservation points
- Distributive vs. integrative bargaining
- Negotiation styles (competitive, collaborative, compromising, avoiding, accommodating)
- Effective questioning and listening skills

Day 4: Advanced Negotiation Skills and Techniques

- Anchoring, framing, and mirroring techniques
- Dealing with difficult stakeholders (aggressive, passive, manipulative)
- Emotional intelligence in negotiations
- Interest-based negotiation (Harvard model)
- Post-negotiation evaluation and feedback

Day 5: Mediation and Conflict Resolution in LED

- Dispute resolution mechanisms (negotiation, mediation, arbitration, litigation)
- Mediation process and skills
- Consensus-building techniques (nominal group technique, Delphi method)
- Facilitation skills for multi-stakeholder meetings
- Case studies of LED conflicts and resolutions

Day 6: Legal and Regulatory Framework for LED Negotiations

- Municipal Systems Act, Municipal Structures Act, PFMA, PPPFA
- Environmental impact assessments and NEMA
- Contract law basics for negotiation agreements
- Drafting memoranda of understanding (MOUs)
- Intellectual property and confidentiality clauses

Day 7: Practical Negotiation Simulations and Role-Plays

- Simulation scenario: LED project with multiple stakeholders
- Role-play: municipal officials, business, community, NGOs
- Debriefing and feedback sessions
- Self-assessment and peer review

- Action planning for skill development

Day 8: Monitoring and Evaluation of Negotiation Outcomes

- Key performance indicators for LED negotiations
- Monitoring frameworks (logic models, theory of change)
- Stakeholder feedback mechanisms
- Reporting and documentation
- Continuous improvement in negotiation processes

Day 9: Integration, Case Studies, and Action Planning

- Case studies: successful and failed LED negotiations
- Group presentations on negotiation strategies
- Peer and trainer feedback
- Personal action plan development
- Course evaluation and certification

ASSESSMENT & CERTIFICATION

Delegates are assessed through exercises and a final test. A mark of **50% or above** earns an **AATICD Certificate of Completion**, issued digitally with a unique verification code. This course carries **12 NQF credits** at **NQF Level 6**.

PRICING (PER DELEGATE, EX-VAT)

Delegates	Training Method	Price per Delegate	Total
1	Online	R 36,600.00	R 36,600.00
1	In-House	R 47,600.00	R 47,600.00
1	On-Campus (Pretoria)	R 55,000.00	R 55,000.00

UPCOMING SESSIONS

Start	End	Method	Venue
04 Aug 2026	14 Aug 2026	On-Campus	Mauritius
05 Aug 2026	17 Aug 2026	On-Campus	Cape Town, South Africa
06 Aug 2026	18 Aug 2026	On-Campus	Dubai, UAE
07 Aug 2026	19 Aug 2026	On-Campus	Pretoria, South Africa
07 Aug 2026	19 Aug 2026	On-Campus	Lagos, Nigeria
10 Aug 2026	20 Aug 2026	On-Campus	Durban, South Africa
10 Aug 2026	20 Aug 2026	On-Campus	Mauritius
11 Aug 2026	21 Aug 2026	On-Campus	Cape Town, South Africa

Contact us if no suitable date is listed – on-demand sessions can be arranged for groups.

HOW TO GET A QUOTE OR APPLY

1. **Get an instant quotation online:** visit www.aaticd.co.za, open the page for this course (Unit Standard 110499) and click **Get A Quote / Apply**. Select your training method and number of delegates – your quotation is generated immediately and emailed to you with the course brochure attached.
2. **Apply by email:** send the course title, your preferred training method (Online, In-House or On-Campus Pretoria), the number of delegates and your preferred dates to apply@aaticd.co.za – our team will reply with a formal quotation.
3. **Apply by phone or WhatsApp:** call **+27 12 004 8389** or WhatsApp **+27 65 077 6310** and we will prepare your quotation and reserve your seats.
4. **Confirm your booking:** accept the quotation and settle the invoice. As soon as payment is confirmed your delegates are enrolled and receive their AATICD LMS login details by email, along with joining instructions for their chosen training method.

Group discounts apply automatically – the more delegates you enrol, the lower the price per delegate. No payment is required to request a quotation.

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