



Accredited Africa Training Institute for Capacity Development

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

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COURSE BROCHURE

Business Opportunity Analysis And Rehabilitation Strategy Development Training

Business, Commerce and Management Studies / Generic Management

Unit Standard 115815 · NQF Level 5 · 10 Credits · 7 Days

COURSE OVERVIEW

This course equips participants with the skills to systematically analyze business opportunities and develop effective rehabilitation strategies for underperforming ventures. Learners will gain the ability to evaluate market potential, financial viability, and operational risks, enabling them to design actionable plans that restore business health and drive sustainable growth.

Category	Business, Commerce and Management Studies
Subfield	Generic Management
Unit Standard	115815
Accreditation	SAQA Accredited · NQF Level 5 · 10 Credits
Duration	7 days
Training Method	Online, On-Campus, In-House
Certificate	Issued via AATICD LMS – verifiable online

LEARNING OUTCOMES

- Analyze business environments to identify viable opportunities using appropriate tools and frameworks.
- Evaluate the financial, operational, and market feasibility of identified business opportunities.
- Diagnose the root causes of business underperformance through comprehensive analysis.
- Design a rehabilitation strategy that addresses key issues and leverages strengths for recovery.
- Implement a structured action plan to execute the rehabilitation strategy and monitor progress.
- Demonstrate the ability to present a business opportunity analysis and rehabilitation plan to stakeholders.

WHO SHOULD ATTEND

- This training is designed for business owners, managers, entrepreneurs, and consultants who are responsible for identifying new business opportunities or turning around struggling enterprises.
- It is also suitable for professionals in business development, strategic planning, and advisory roles.

COURSE OUTLINE

Day 1: Foundational Concepts of Business Opportunity Analysis

- Introduction to business opportunity analysis
- Economic indicators and market trends in SA
- Understanding business life cycles and distress signals
- Overview of rehabilitation strategies
- Case studies: Successful turnarounds in South Africa

Day 2: Analysing the Business Environment

- PESTEL analysis: Political, Economic, Social, Technological, Environmental, Legal
- Porter's Five Forces framework
- Industry lifecycle and attractiveness
- SWOT analysis for opportunity identification
- Practical exercise: Environmental scan of a SA sector

Day 3: Financial Analysis and Due Diligence

- Understanding balance sheets, income statements, cash flow
- Financial ratio analysis: liquidity, profitability, solvency
- Due diligence process and checklists
- Identifying financial distress: Altman Z-score and other tools
- Workshop: Analysing a distressed company's finances

Day 4: Opportunity Identification and Evaluation

- Opportunity identification techniques: gap analysis, trend spotting
- Feasibility study components: market, technical, financial
- Risk assessment and mitigation strategies
- Opportunity prioritisation matrix
- Group exercise: Evaluating real SA business opportunities

Day 5: Designing Rehabilitation Strategies

- Turnaround strategy frameworks
- Operational restructuring: process improvement, downsizing
- Financial restructuring: debt renegotiation, equity injection
- Stakeholder analysis and communication plan
- Case study: Crafting a rehabilitation plan for a SA SME

Day 6: Implementation and Monitoring of Rehabilitation Plans

- Implementation planning: timelines, resources, responsibilities
- Key performance indicators (KPIs) and dashboards
- Balanced scorecard for turnaround monitoring
- Change management principles in distressed contexts
- Role-play: Presenting a rehabilitation plan to stakeholders

Day 7: Integration, Ethics, and Final Assessment

- Ethics in turnaround: transparency, fairness, legal compliance
- Integrating opportunity analysis with rehabilitation
- Comprehensive case study: Full cycle from analysis to plan
- Summative assessment: Written test and presentation

- Course review and action planning for application

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 **10 NQF credits** at **NQF Level 5**.

PRICING (PER DELEGATE, EX-VAT)

Delegates	Training Method	Price per Delegate	Total
1	Online	R 29,600.00	R 29,600.00
1	In-House	R 38,500.00	R 38,500.00
1	On-Campus (Pretoria)	R 44,400.00	R 44,400.00

UPCOMING SESSIONS

Start	End	Method	Venue
10 Aug 2026	18 Aug 2026	On-Campus	Pretoria, South Africa
11 Aug 2026	19 Aug 2026	On-Campus	Abu Dhabi, UAE
12 Aug 2026	20 Aug 2026	On-Campus	Durban, South Africa
12 Aug 2026	20 Aug 2026	On-Campus	Mauritius
13 Aug 2026	21 Aug 2026	On-Campus	Cape Town, South Africa
14 Aug 2026	24 Aug 2026	On-Campus	Dubai, UAE
17 Aug 2026	25 Aug 2026	On-Campus	Abu Dhabi, UAE
18 Aug 2026	26 Aug 2026	On-Campus	Durban, 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 115815) 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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