



## 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

# Networking For Small Business Contract Opportunities Training

Culture and Arts / Visual Arts

Unit Standard 117517 · NQF Level 5 · 4 Credits · 1 Day

## COURSE OVERVIEW

This course equips small business owners and entrepreneurs with practical networking strategies to identify and secure contract opportunities. Participants will learn how to build professional relationships, leverage industry events, and use networking techniques to access tenders and partnerships that drive business growth. The focus is on converting connections into tangible contract wins within the South African business context.

|                 |                                           |
|-----------------|-------------------------------------------|
| Category        | Culture and Arts                          |
| Subfield        | Visual Arts                               |
| Unit Standard   | 117517                                    |
| Accreditation   | SAQA Accredited · NQF Level 5 · 4 Credits |
| Duration        | 1 day                                     |
| Training Method | Online, On-Campus, In-House               |
| Certificate     | Issued via AATICD LMS – verifiable online |

## LEARNING OUTCOMES

- Apply networking principles to identify and approach potential contract opportunities in targeted industries.
- Demonstrate effective communication and relationship-building techniques at business events and meetings.
- Analyze networking scenarios to develop strategies for converting contacts into contract leads.
- Implement a personal networking plan aligned with business goals and contract acquisition targets.
- Evaluate the effectiveness of networking activities using key performance indicators and feedback.
- Design a follow-up system to maintain professional relationships and sustain contract pipelines.

## WHO SHOULD ATTEND

- This course is designed for small business owners, entrepreneurs, and start-up founders who want to expand their client base through effective networking.
- It is also suitable for sales and business development professionals in small enterprises seeking to improve their contract acquisition skills.

## COURSE OUTLINE

### Day 1: Strategic Networking for Small Business Tenders

- Overview of South Africa's procurement framework and preferential procurement policies.
- Types of contract opportunities: RFQs, RFPs, tenders, and subcontracting.
- Identifying networking opportunities: industry associations, supplier databases, and government events.
- Building a professional network: elevator pitch, business cards, and online presence (LinkedIn).
- Effective communication: active listening, value proposition, and follow-up etiquette.
- Leveraging partnerships: joint ventures and subcontracting with larger firms.
- Practical exercise: drafting a networking action plan.
- Case studies: successful small businesses that secured contracts through networking.

## 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 **4 NQF credits** at **NQF Level 5**.

## PRICING (PER DELEGATE, EX-VAT)

| Delegates | Training Method      | Price per Delegate | Total       |
|-----------|----------------------|--------------------|-------------|
| 1         | Online               | R 13,400.00        | R 13,400.00 |
| 1         | In-House             | R 17,400.00        | R 17,400.00 |
| 1         | On-Campus (Pretoria) | R 20,200.00        | R 20,200.00 |

## UPCOMING SESSIONS

| Start       | End         | Method    | Venue                   |
|-------------|-------------|-----------|-------------------------|
| 04 Aug 2026 | 04 Aug 2026 | On-Campus | Mauritius               |
| 05 Aug 2026 | 05 Aug 2026 | On-Campus | Cape Town, South Africa |
| 06 Aug 2026 | 06 Aug 2026 | On-Campus | Dubai, UAE              |
| 07 Aug 2026 | 07 Aug 2026 | On-Campus | Pretoria, South Africa  |
| 07 Aug 2026 | 07 Aug 2026 | On-Campus | Lagos, Nigeria          |
| 10 Aug 2026 | 10 Aug 2026 | On-Campus | Durban, South Africa    |
| 10 Aug 2026 | 10 Aug 2026 | On-Campus | Mauritius               |
| 11 Aug 2026 | 11 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](http://www.aaticd.co.za), open the page for this course (Unit Standard 117517) 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](mailto: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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