



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

Apply The Strategic Direction Process For A Department Division Or Team At The Corporate Level Training

Law, Military Science and Security / Sovereignty of the State

Unit Standard 119921 · NQF Level 6 · 7 Credits · 4 Days

COURSE OVERVIEW

This course equips managers and team leaders with the skills to apply the strategic direction process at a departmental, divisional, or team level within a corporate environment. Participants will learn to align their unit's goals with the organisation's overall strategy, develop implementation plans, and monitor progress effectively. By the end of the course, learners will be able to contribute meaningfully to strategic execution and drive performance improvements.

Category	Law, Military Science and Security
Subfield	Sovereignty of the State
Unit Standard	119921
Accreditation	SAQA Accredited · NQF Level 6 · 7 Credits
Duration	4 days
Training Method	Online, On-Campus, In-House
Certificate	Issued via AATICD LMS – verifiable online

LEARNING OUTCOMES

- Analyse the strategic direction process and its application at departmental, divisional, or team level.
- Evaluate the alignment of unit objectives with the organisation's overall strategy and vision.
- Design an implementation plan for achieving strategic goals within a specific unit.
- Apply techniques to monitor and review progress against strategic objectives.
- Demonstrate the ability to communicate strategic goals and motivate team members towards achieving them.

WHO SHOULD ATTEND

- This course is designed for middle managers, departmental heads, team leaders, and supervisors who are responsible for implementing strategy within their units.
- It is also suitable for professionals aspiring to move into strategic management roles.

COURSE OUTLINE

Day 1: Foundations of Strategic Direction

- Overview of strategic management and the strategic direction process
- Levels of strategy: corporate, divisional, team
- Elements of a strategic plan: vision, mission, values, objectives
- Environmental scanning: PESTLE analysis
- Internal analysis: SWOT and core competencies
- Stakeholder identification and analysis

Day 2: Formulating Departmental Strategy

- Strategy formulation tools: Ansoff matrix, Porter's generic strategies
- Setting SMART objectives for departments and teams
- Resource allocation and budgeting basics
- Strategic option evaluation: feasibility, acceptability, suitability
- Developing a departmental strategic plan template
- Defining KPIs and balanced scorecard approach

Day 3: Implementation and Execution

- Implementation planning: action plans, milestones, owners
- Communication strategies for cascading strategic goals
- Change management principles (Kotter's 8-step model)
- Performance management alignment: individual and team goals
- Monitoring tools: dashboards, scorecards, progress reviews
- Addressing barriers to execution

Day 4: Evaluation, Review, and Continuous Improvement

- Strategic evaluation methods: balanced scorecard, variance analysis
- Conducting a strategic review session with stakeholders
- Adaptive strategy: pivoting and contingency planning
- Continuous improvement frameworks (PDCA, Kaizen)
- Reporting and presenting strategic review findings
- Action planning for next strategic cycle

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 **7 NQF credits** at **NQF Level 6**.

PRICING (PER DELEGATE, EX-VAT)

Delegates	Training Method	Price per Delegate	Total
1	Online	R 22,600.00	R 22,600.00
1	In-House	R 29,300.00	R 29,300.00
1	On-Campus (Pretoria)	R 33,900.00	R 33,900.00

UPCOMING SESSIONS

Start	End	Method	Venue
03 Aug 2026	06 Aug 2026	On-Campus	Pretoria, South Africa
03 Aug 2026	06 Aug 2026	On-Campus	Dubai, UAE
03 Aug 2026	06 Aug 2026	On-Campus	Cape Town, South Africa
03 Aug 2026	06 Aug 2026	On-Campus	Mauritius
03 Aug 2026	06 Aug 2026	On-Campus	Johannesburg, South Africa
03 Aug 2026	06 Aug 2026	On-Campus	Lagos, Nigeria
11 Aug 2026	14 Aug 2026	On-Campus	Mauritius
11 Aug 2026	14 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 119921) 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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