



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

Analytical Perception Development for Professionals

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

Unit Standard 256155 · NQF Level 1 · 8 Credits · 5 Days

COURSE OVERVIEW

This course empowers professionals to systematically develop their analytical perception, enabling them to identify patterns, interpret data, and make informed decisions. It bridges the gap between raw information and actionable insights, fostering a mindset of critical inquiry and evidence-based reasoning.

Category	Business, Commerce and Management Studies
Subfield	Finance, Economics and Accounting
Unit Standard	256155
Accreditation	SAQA Accredited · NQF Level 1 · 8 Credits
Duration	5 days
Training Method	Online, On-Campus, In-House
Certificate	Issued via AATICD LMS – verifiable online

LEARNING OUTCOMES

- Apply systematic methods to gather and organize relevant information from multiple sources.
- Analyze patterns and relationships within data to identify trends and anomalies.
- Evaluate the validity and reliability of information using critical thinking techniques.
- Demonstrate the ability to draw logical conclusions and make evidence-based recommendations.
- Design strategies to improve personal and team analytical perception capabilities.

WHO SHOULD ATTEND

- Ideal for managers, team leaders, analysts, and any professional seeking to enhance their ability to perceive and interpret complex information in the workplace.

COURSE OUTLINE

Day 1: Foundations of Analytical Perception

- Introduction to analytical perception: concepts and importance
- The perceptual cycle: sensation, attention, interpretation
- Cognitive biases and heuristics affecting perception
- Frameworks for structured observation
- Exercises in descriptive vs. interpretive language
- Introduction to critical thinking and questioning techniques

Day 2: Data Gathering and Pattern Recognition

- Systematic observation techniques (checklists, logs, field notes)
- Pattern recognition in data: trends, anomalies, correlations
- Using matrices and mind maps for data organisation
- Qualitative vs. quantitative data analysis basics
- Practical exercises in data sorting and categorisation
- Introduction to root cause analysis tools (fishbone, 5 Whys)

Day 3: Analytical Frameworks and Problem Solving

- Overview of analytical frameworks (SWOT, PESTLE, gap analysis)
- Deductive vs. inductive reasoning in practice
- Hypothesis generation and testing
- Evidence evaluation: credibility, relevance, sufficiency
- Case studies in professional problem-solving
- Workshop: applying frameworks to real-world problems

Day 4: Advanced Analytical Techniques and Critical Thinking

- Systems thinking: interconnections and feedback loops
- Scenario analysis and future-state planning
- Assumption challenging and red teaming
- Synthesising diverse data into actionable insights
- Report writing and presentation of analytical findings
- Peer review and feedback exercises

Day 5: Integration, Application, and Assessment

- Comprehensive case study: from observation to recommendation
- Practical assessment: analytical perception exercise
- Peer and facilitator feedback on assessment
- Developing a personal analytical toolkit
- Action planning for ongoing skill development
- Course review and Q&A;

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 **8 NQF credits** at **NQF Level 1**.

PRICING (PER DELEGATE, EX-VAT)

Delegates	Training Method	Price per Delegate	Total
1	Online	R 23,000.00	R 23,000.00
1	In-House	R 29,900.00	R 29,900.00
1	On-Campus (Pretoria)	R 34,500.00	R 34,500.00

UPCOMING SESSIONS

Start	End	Method	Venue
03 Aug 2026	07 Aug 2026	On-Campus	Pretoria, South Africa
03 Aug 2026	07 Aug 2026	On-Campus	Dubai, UAE
03 Aug 2026	07 Aug 2026	On-Campus	Cape Town, South Africa
03 Aug 2026	07 Aug 2026	On-Campus	Mauritius
03 Aug 2026	07 Aug 2026	On-Campus	Johannesburg, South Africa
03 Aug 2026	07 Aug 2026	On-Campus	Lagos, Nigeria
10 Aug 2026	14 Aug 2026	On-Campus	Mauritius
10 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 256155) 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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