



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

Enhanced Leadership and Management Skills

Custom Courses / Leadership and Management

Unit Standard AATICD-0081 · NQF Level 5 · 10 Credits · 5 Days

COURSE OVERVIEW

This course equips learners with enhanced leadership and management skills to effectively lead teams and manage resources in a corporate environment. Participants will develop strategic thinking, decision-making, and communication abilities to drive organisational success.

Category	Custom Courses
Subfield	Leadership and Management
Unit Standard	AATICD-0081
Accreditation	SAQA Accredited · NQF Level 5 · 10 Credits
Duration	5 days
Training Method	Online, On-Campus, In-House
Certificate	Issued via AATICD LMS – verifiable online

LEARNING OUTCOMES

- Apply advanced leadership theories to real-world workplace scenarios.
- Analyze organisational challenges and develop strategic solutions.
- Evaluate team dynamics and implement effective performance management strategies.
- Design a personal leadership development plan aligned with organisational goals.
- Demonstrate effective communication and conflict resolution techniques in a team setting.

WHO SHOULD ATTEND

- This course is designed for middle to senior managers, team leaders, and aspiring leaders who seek to refine their leadership style and improve team performance.

COURSE OUTLINE

Day 1: Foundations of Leadership and Management

- Defining leadership and management
- Historical leadership theories (trait, behavioural, contingency)
- Situational leadership model
- Managerial roles (Mintzberg)
- Ethical leadership and values
- Self-assessment: leadership style inventory

Day 2: Strategic Thinking and Decision Making

- Strategic planning process
- SWOT and PESTLE analysis
- Decision-making models (rational, intuitive, creative)
- Problem-solving techniques (root cause, brainstorming)
- Goal setting and cascading objectives
- Case study: strategic decision scenario

Day 3: Communication and Team Dynamics

- Communication models and barriers
- Active listening and feedback
- Conflict resolution styles (Thomas-Kilmann)
- Team development stages (Tuckman)
- Delegation and empowerment
- Meeting facilitation techniques

Day 4: Performance Management and Coaching

- Performance management cycle
- Setting KPIs and performance standards
- Giving constructive feedback
- Coaching models (GROW)
- Handling difficult conversations
- Employee development planning

Day 5: Change Management and Personal Leadership

- Change management models (Kotter, ADKAR)
- Emotional intelligence in leadership
- Resilience and stress management
- Personal leadership development plan
- Course review and action planning

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 24,200.00	R 24,200.00
1	In-House	R 31,400.00	R 31,400.00
1	On-Campus (Pretoria)	R 36,200.00	R 36,200.00

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
10 Aug 2026	14 Aug 2026	On-Campus	Durban, South Africa
10 Aug 2026	14 Aug 2026	On-Campus	Abu Dhabi, UAE
17 Aug 2026	21 Aug 2026	On-Campus	Harare, Zimbabwe
17 Aug 2026	21 Aug 2026	On-Campus	Shenzhen, China
24 Aug 2026	28 Aug 2026	On-Campus	Bangkok, Thailand
24 Aug 2026	28 Aug 2026	On-Campus	Victoria Falls, Zimbabwe

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 AATICD-0081) 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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