



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

Leading a Team of Champions

Custom Courses / Leadership and Management

Unit Standard AATICD-0083 · NQF Level 5 · 10 Credits · 5 Days

COURSE OVERVIEW

This course equips team leaders and aspiring managers with the skills to build, motivate, and sustain high-performing teams. Participants will learn to foster a culture of accountability, leverage individual strengths, and drive collective results in a South African corporate context.

Category	Custom Courses
Subfield	Leadership and Management
Unit Standard	AATICD-0083
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 leadership styles and techniques to inspire team members and foster a high-performance culture.
- Analyze team dynamics and individual strengths to allocate tasks effectively and maximize productivity.
- Evaluate team performance using key metrics and provide constructive feedback to drive continuous improvement.
- Design a team development plan that addresses skill gaps and promotes professional growth.
- Implement strategies for effective communication, conflict resolution, and collaborative decision-making.
- Demonstrate the ability to motivate and empower team members to achieve shared goals.

WHO SHOULD ATTEND

- Designed for current or aspiring team leaders, supervisors, and managers who want to elevate their leadership impact and transform their teams into champions.

COURSE OUTLINE

Day 1: Foundations of Leadership and Team Dynamics

- Defining leadership vs management
- Leadership styles: autocratic, democratic, transformational, servant
- Tuckman's stages of team development: forming, storming, norming, performing, adjourning
- Characteristics of a 'Champion' team
- Self-assessment: leadership strengths and areas for growth

Day 2: Communication and Emotional Intelligence for Leaders

- Emotional intelligence: self-awareness, self-regulation, empathy, social skills
- Communication models: sender-receiver, transactional analysis
- Active listening techniques
- Feedback frameworks: SBI (Situation-Behavior-Impact)
- Handling conflict and difficult conversations
- Building trust: vulnerability, reliability, and accountability

Day 3: Motivating and Empowering Your Team

- Motivation theories: Maslow, Herzberg, McClelland, Self-Determination Theory
- Intrinsic vs extrinsic motivation
- Delegation: the art of letting go
- Empowerment: autonomy, mastery, purpose
- Recognition and reward systems
- Setting clear expectations and accountability

Day 4: Coaching, Mentoring, and Developing Talent

- Coaching vs mentoring vs managing
- The GROW model: Goal, Reality, Options, Will
- Active coaching techniques: powerful questions, listening, reflection
- Creating development plans
- Growth mindset: embracing challenges and learning from failure
- Performance conversations: addressing gaps and celebrating wins

Day 5: Leading Through Change and Driving Performance

- Change management models: Kotter's 8 steps, ADKAR
- Communicating change and managing resistance
- Goal setting: SMART goals and OKRs
- Performance metrics and dashboards
- Celebrating successes and learning from setbacks
- Creating a leadership development plan

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 17,700.00	R 17,700.00
1	In-House	R 23,100.00	R 23,100.00
1	On-Campus (Pretoria)	R 26,700.00	R 26,700.00

UPCOMING SESSIONS

Start	End	Method	Venue
24 Aug 2026	28 Aug 2026	On-Campus	Victoria Falls, Zimbabwe
24 Aug 2026	28 Aug 2026	On-Campus	Bangkok, Thailand
31 Aug 2026	04 Sep 2026	On-Campus	Lusaka, Zambia
31 Aug 2026	04 Sep 2026	On-Campus	London, UK
07 Sep 2026	11 Sep 2026	On-Campus	Mauritius
07 Sep 2026	11 Sep 2026	On-Campus	Pretoria, South Africa
07 Sep 2026	11 Sep 2026	On-Campus	Abu Dhabi, UAE
07 Sep 2026	11 Sep 2026	On-Campus	Harare, 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-0083) 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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