



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

Management Development

Custom Courses / Leadership and Management

Unit Standard AATICD-0172 · NQF Level 5 · 10 Credits · 5 Days

COURSE OVERVIEW

This course equips managers with the skills to lead teams, manage performance, and drive strategic objectives. It focuses on developing management competencies to enhance organisational effectiveness and employee engagement.

Category	Custom Courses
Subfield	Leadership and Management
Unit Standard	AATICD-0172
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 management principles to plan, organise, lead, and control team activities.
- Analyse team performance data to identify areas for improvement and implement corrective actions.
- Evaluate different leadership styles and select appropriate approaches for diverse situations.
- Design performance management systems that align with organisational goals.
- Implement strategies for effective communication, conflict resolution, and team motivation.
- Demonstrate ethical decision-making and accountability in a management context.

WHO SHOULD ATTEND

- Aspiring and current managers, team leaders, and supervisors seeking to strengthen their management and leadership capabilities.

COURSE OUTLINE

Day 1: Foundations of Management

- Definition and importance of management
- Functions of management: planning, organising, leading, controlling
- Management levels: top, middle, first-line
- Managerial skills: conceptual, human, technical
- Evolution of management theories
- Ethics and corporate governance in South Africa

Day 2: Planning and Decision Making

- Types of plans: strategic, tactical, operational
- Goal setting and SMART criteria
- Decision-making process and models
- SWOT analysis and PESTLE analysis
- Forecasting and scenario planning
- Budgeting and resource allocation basics

Day 3: Organising and Leading

- Organisational structure: functional, divisional, matrix
- Delegation, authority, and responsibility
- Leadership theories: trait, behavioural, contingency
- Motivation theories: Maslow, Herzberg, Expectancy
- Communication channels and barriers
- Team building and conflict management

Day 4: Controlling and Performance Management

- Control process: standards, measurement, correction
- Financial controls: budgets, audits, variance analysis
- Non-financial controls: quality, customer satisfaction
- Performance management systems
- Balanced scorecard approach
- Change management models (Kotter, Lewin)

Day 5: Strategic Management and Integration

- Strategic management process
- Competitive analysis and strategy formulation
- Implementation and execution of strategy
- Innovation and managing change
- Project management basics: scope, time, cost
- Personal development planning for managers

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-0172) 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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