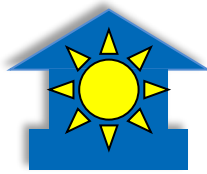


anton@stratexconsult.com  
www.stratexconsult.com  
Tel +264 61 255040  
Fax 088610412  
Cell 0812627991  
PO Box 40744,  
Windhoek



**EOH consulting**  
BUILDING BETTER BUSINESSES

carol.bogale@eoh.co.bw  
chidzani.smarts@eoh.co.bw  
www.eoh.co.bw  
Tel +264 81 781 0945  
PO Box 30  
Windhoek

*Dear Manager,*

## **CREATE REAL VALUE THROUGH SUCCESSFUL STRATEGY EXECUTION**

**Strategy Execution** is widely regarded as much more challenging than strategy planning. Strategic objectives can only be achieved through effective *Strategy Execution* which is done through initiatives or projects. For this we need managers equipped to manage strategy and projects in an integrated way to achieve the intended benefits. Policy is best implemented through strategies that are focussed, balanced, logical, integrated, realistic, dynamic and detailed to allow clearly linked projects and programmes to be implemented through portfolio management.

The innovative and practical course we offer is brought and delivered by Stratex Consulting and EOH Consulting Namibia. Each is profiled below.

Since April 2004 **Stratex Consulting** has established itself as a leading local consultancy specialising in strategy planning & execution, and project management. **EOH Consulting** has been in existence since 2001 and is a leading strategy and management consulting firm domiciled in Namibia and Botswana who provide focused and internationally accredited strategy training and solutions designed to enhance organisational performance.

You are herewith invited to attend a **three (3) day Practical Strategic Management Course**, specifically designed in Namibia for the Namibian context using regional and international material and experience. This practical course takes your strategic plan forwards to successful execution to achieve your intended benefits – to create real value for your organisation and its stakeholders in a complex and dynamic environment. The course outline is as follows and includes a combination of theory and application:

### **Day 1: Strategic Management**

- Strategic Management in the Namibian context, incl. Planning & Execution
- Strategic thinking
- Defining strategy and its importance
- Characteristics of good strategic plans
- Evaluation of own strategic plan
- Considering differences in the public and private sector contexts

### **Day 2: Strategy Planning**

- Overview of different strategic planning methodologies – comparing the BSC and Logical Framework Approach
- Strategic Planning process – step by step
- Principles of an effective strategy articulation framework

- Principles of cascading and organisational alignment
- Integrating risk management with strategic management

### **Day 3: Strategy Execution**

- The Strategy Focused Organisation
- The role of the Portfolio Management Office and/or Office of Strategic Management
- Principles of strategy execution
- The MERIL-DE Conceptual Model for improving Strategy Execution
- Assessing your Total Strategy Execution Capacity (TSEC)
- Developing your STRATEX CAR (practical proposals to improve your organisation's chances for successfully executing your strategy) - based on the MERIL-DE Model and TSEC
- The role of technology to support regular strategy monitoring and reporting (including a software demonstration)

### ***What benefits can you expect from this course?***

At the end of this course the participants should understand the basic principles, processes, techniques and requirements for successful strategic management to enable them to plan and successfully execute their strategies. Participants will be able to:

- ✓ Understand the theory behind Strategy Planning and Execution;
- ✓ Understand the link between strategy and projects;
- ✓ Know how to execute strategy by means of initiatives (activities, projects and programmes);
- ✓ Manage strategic performance by means of regular measurement, evaluation, reporting, improvement and learning;
- ✓ Know the strength of your own strategic plan and how to improve it;
- ✓ Know your current capacity to successfully execute your strategy and how to improve this capacity.

### ***Who should attend?***

Anyone involved in strategy planning and execution – from the CEO/top management to staff members; from experienced managers to new managers, also individuals interested in improving their own strategic management skills. This is a practical Strategic Management course applicable for all levels in an organisation, laying a good foundation for follow-up strategic management specialisation.

### ***What approach is followed?***

A highly interactive and participatory approach is followed. Practical relevant exercises (from your own strategic plans; with projects in your organisation) will be done throughout the course to apply the theory. Practical work will include questionnaires, assessments and group discussions.

### ***Deliverables:***

You will receive:

- An electronic file with course material
- Exercise material and appropriate handouts
- Attendance certificates within a week after the course

### ***Dates, Time & Venue:***

Date: 13 – 15 November 2017

Time: daily from 8:30 – 16:30

Venue: Arebbusch Travel Lodge (tel 061 252255)

**Cost:**

The total all-inclusive cost is only **N\$9,000** per person for the 3 days. The total fee is payable before the training. Discounts apply as follows: 5-9 people: 10%; 10 or more people: 15%

This fee includes the course materials, tuition, training venue, lunches, refreshments/tea/coffee and an attendance certificate. All travel and accommodation should be arranged and paid for by participants.

**Enrolment & payment:**

Interested persons should:

1. Enrol by completing the Enrolment Form and faxing it to 088610412;
2. You will then receive a tax invoice;
3. You will then make payment (before the course).

Note that the group size is limited for effective training and personal attention. We are looking forward to seeing you at the course.

Yours faithfully,

**Anton Olivier & Asad Petkar**

## WHY STRATEX CONSULTING & EOH CONSULTING NAMIBIA?

### *Dr. Anton Olivier, Stratex Consulting:*

- ✓ **Qualifications:** PhD in Public Leadership & Strategy Execution, School of Public Leadership, University of Stellenbosch; Two Master Degrees in Management; Two Engineering Degrees
- ✓ **Certifications:** Project Management Professional (PMP), Project Management Institute (PMI), USA, since 2000.
- ✓ **Best Strategy Methodology:** Training is based on world best strategic management methodologies.
- ✓ **Experience in Strategy Planning & Execution:** Anton facilitated and developed 40 strategic plans for various national and local governments, SOEs and NGOs and private sector companies over the last 13 years.
- ✓ **Training Experience:** Anton provided Strategic and Project Management training to more than 1,200 people in Namibia the last 13 years.
- ✓ **Knowledge of the Namibian context:** As local consultant, Anton mostly served in the Namibian public sector in the areas of strategy management, corporate performance management and project management.
- ✓ **International experience:** exposure in 10 countries in Africa, S-E Asia and the South Pacific.
- ✓ **Author and presenter:** Presenter at various local, regional and international conferences; author of book: "Closing the Strategy Execution Gap in the Public Sector – a Conceptual Model", 2017.

### *Mr. Asad Petkar, EOH Consulting:*

- ✓ **Qualifications:** B Com (Economics and Information Systems, B Com (Hons) in Information Systems and M Com (Information Systems – all from the University of Cape Town.
- ✓ **Certifications:** International accreditation as a strategy practitioner from Palladium (USA) and Fellow of the Advanced Performance Institute (UK); graduate of the Lean Kanban University.
- ✓ **Strategy Methodology:** fully competent in the Balanced Scorecard and relate principles (design, development and implementation).
- ✓ **Working experience:** Possesses a total of 17 years' experience in strategy and performance management in the SADC region and internationally and is currently consulting with the Namibian Ministry of Finance.
- ✓ **Training experience:** Asad has trained many organisations in the public, parastatal and private sectors in Botswana, Namibia, Tanzania and other SADC countries.
- ✓ **Knowledge of Namibia:** Asad is a Director of EOH Consulting Namibia and has been involved with the Ministry of Finance since 2008 and therefore possesses in depth knowledge of the Namibian market and its unique requirements.
- ✓ **International experience:** participated in strategic conferences in the United Kingdom, Dubai, Turkey and Malta.

## 3 DAY STRATEGIC MANAGEMENT COURSE

PRESENTED BY STRATEX CONSULTING & EOH CONSULTING

Venue: **Arebbusch Travel Lodge**, Windhoek

Dates: **13-15 November 2017**

Times: **8:30 – 16:30** daily

*Please submit a completed form for each participant*

Name:
Position:
Organisation:
Address:
Telephone:
Cell phone:
Fax:
e-mail:

Enrolment Fee per participant = N\$7,826.09 plus 15% VAT = **N\$9,000.00**

Enrolment must be accompanied by payment.

Means of payment:	<b>Electronic transfer to:</b>
	Account name: Stratex Consulting
	Account number: 8003083248
	Bank Name: Bank Windhoek
	Branch: Maerua Mall 483-872
	City: Windhoek

With electronic transfer, please fax proof of payment to **088610412**, quoting the invoice number.

Authorised representative name (if applicable):
Authorised representative signature (if applicable):
Order number (if applicable):
Date authorised (if applicable):
Name tax invoice should be made out to (if required):