

SPECIALISED TRAINING FOR

# BUSINESS MANAGEMENT AND LEADERSHIP





## **CONTENT**

---

About Enterprises University of Pretoria (Enterprises UP)	2
Training Solutions At A Glance	3
About Customised Solutions	4
Customised Solutions	5
Course Leader Bio	6
Business Management	6
Effective Risk Management	7
Effective Stakeholder Management	7
Outcomes-based Monitoring and Evaluation Implementation	8
Total Quality Management	8
Compliance Management	9
Decision and Risk Management	9
Leadership for Technical Women	10



## ABOUT

# ENTERPRISES UNIVERSITY OF PRETORIA (ENTERPRISES UP)

**Enterprises University of Pretoria (Enterprises UP)** is a private company wholly owned by the University of Pretoria. Enterprises UP was established in 2000 in the form of two separate entities; Business Enterprises at the University of Pretoria (Pty) Ltd (BE at UP) focussing on advisory services and commercial research and Continuing Education at the University of Pretoria Trust (CE at UP) offering short courses. In 2016, the various entities were consolidated into one company Enterprises University of Pretoria (Pty) Ltd (Enterprises UP).

We are a proudly Southern-African business entity that since 2016 has conducted work in 117 countries around the world. Closer to home, on an annual basis, we conduct work in Eswatini, Lesotho, Mozambique, Namibia and other countries in Africa. Annually we also receive between 400-500 international delegates that attend our training programmes in South Africa.

Nothing brings us more excitement and joy than living out our vision of being a Business Solutions partner of choice. When engaging our clients and delegates in a classroom and/or workgroup setting, our main purpose is simply to transfer knowledge in an applied manner. We believe that a key outcome of following this approach is that we can infuse decision-making about many issues pertaining to our country's socioeconomic needs.

Annually we deliver in excess of 1000 projects to our diverse client base and in this process, we have become a trusted partner of choice for many private sector companies and public institutions in South Africa, Southern Africa and abroad.

# TRAINING SOLUTIONS AT A GLANCE

Our Training Solutions division promote lifelong learning through a variety of short courses for individuals, organisations, and communities. Our expert-led courses offer flexible, practical, and tailored learning, ranging from public courses to custom corporate and government training helping delegates to enhance skills, advance careers, and meet evolving professional demands. Academic and support staff with marketable expertise are invited to contribute to course development and delivery, ensuring both academic rigor and real-world relevance.



## TRAINING OPTIONS

- **Continuing Professional Development (CPD)**
  - Selected short courses designed to enhance professional skills, update knowledge, and support career growth across various disciplines.
- **Credit-Bearing Courses Towards a formal qualification from UP)**
  - Selected courses that carry academic credit and may contribute towards a formal qualification from the University of Pretoria (UP), subject to approval and requirements.
- **In-house (company-specific) or public audiences**
  - Our training can be delivered exclusively for your organisation, addressing your unique challenges, or offered to public participants, creating opportunities for networking and broader learning.
- **Tailor-made training solutions**
  - We design courses to meet the goals and needs of your team or organisation, ensuring the content is relevant, practical, and immediately applicable.
- **Modular programmes, seminars and workshops**
  - Learning can be structured in flexible modules for progressive skill-building, focused seminars for deep dives into specific topics, or interactive workshops that emphasise hands-on practice and engagement.

## MODES OF PRESENTATION



### → Online (Synchronous & Asynchronous)

- Synchronous: Live online sessions where delegates and lecturers meet in real time for lectures, discussions, and activities.
- Asynchronous: Self-paced online learning that allows delegates to access training around the clock and complete it at your own pace.



### → Blended

- A mix of online learning and contact sessions, combining the flexibility of online study with the engagement and interaction of in-person learning.



### → Contact Sessions

- In-person learning opportunities that encourage interaction, networking, and collaboration, allowing delegates to engage, share experiences, and mingle with peers and experts.



### → Distance Education

- Flexible learning approach that allows delegates to study remotely. Depending on the course, distance education may include self-paced learning, scheduled online sessions, or limited contact sessions



## CERTIFICATION

Earn a certificate by a world-class, top-ranked\* university. Receive a certificate of either successful completion or attendance issued by the University of Pretoria

## ABOUT

# CUSTOMISED SOLUTIONS

Enterprises University of Pretoria (Enterprises UP) empowers organisations with flexible, custom-designed training solutions across all industries. Drawing on the expertise of all faculties at the University of Pretoria, we deliver skills development programmes that are relevant, practical, and impactful.

Whether it is executive workshops, short courses, or full programmes, we adapt to your needs. Training can be delivered through face-to-face sessions at your offices or a venue of your choice, as well as online via synchronised (live) or unsynchronised (self-paced) formats; locally and internationally.

### Why entities choose our customised training:

- Customised solutions tailored to your industry and needs
- Multidisciplinary faculty from the University of Pretoria
- Global reach in over 117 countries
- Multi-location delivery across formats
- Return on Learning (ROL) approach to measure impact



# CUSTOMISED SOLUTIONS



Research & Consulting

Providing commercial, analytical and consulting services since **2000**



Provided customised training to over **410** clients



Offers short courses in over **140** disciplines across **9** faculties at UP



Offering CPD courses



We have been at the forefront of training and skills development since **2000**



Global coverage solutions

# E

**BOOK A MEETING:** Tel: +27 (0) 12 434 2500 | Email: [solutions@enterprises.up.ac.za](mailto:solutions@enterprises.up.ac.za)

*Business solutions. Academic credibility.*





The following courses are led by

## Prof Eresia-Eke (PhD)

Department of Business Management

Prof. Eresia-Eke (PhD) is a leading developer and facilitator of management courses. For over a decade, he has trained hundreds of delegates in different management development fields with excellent results. Testimony to his mettle, he has also provided expert consultancy support to several large establishments in the private and public sectors which have catalysed the delivery of results in these entities. Emboldened by his natural bent for the acquisition and transfer of knowledge, he has also lectured a wide variety of courses in Universities in South Africa. Eresia-Eke is endowed with a unique cross-country blend of hands-on practical industry experience and academic insight, which avails him with a veritable arsenal of notions, materials and approaches that enhance knowledge/skills transfer. A methodical and innovative thinker, his research interest lies in the space of performance improvement and this has led him to present in many international conferences, publish widely in accredited journals and author books.

## COURSES

Book a meeting here: [solutions@enterprises.up.ac.za](mailto:solutions@enterprises.up.ac.za)

Hybrid

## Business Management

Department of Business Management



The Business Management short course will introduce you to the fundamentals of managing a business, including the techniques, processes and procedures so as to empower you with a sound business acumen. The course is an avenue to gain theoretical and practical knowledge of basic managerial competencies while acquiring the requisite skills for more effective workplace performance in order to boost organisational productivity. The course also aids the development of competencies in marketing, evaluation of organisational performance with financial ratios, optimisation of value-adding activities, as well as the formulation of strategies based on the results of micro/ macro-environmental analyses.

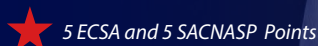
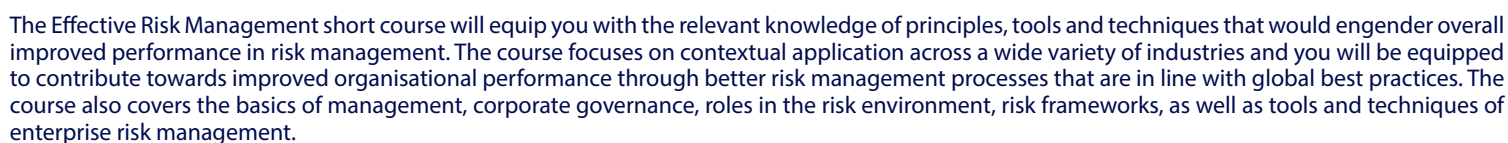
### Learning outcomes

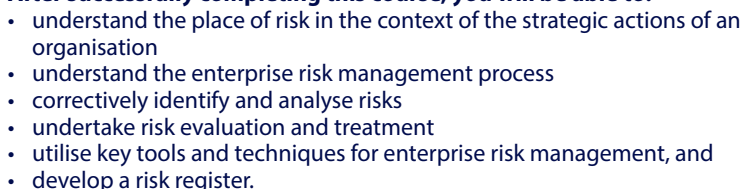
After successfully completing this course, you will be able to:

- undertake meaningful SWOT analyses with a thorough understanding of the dynamic environment in which organisations operate
- strategise on the basis of results of micro and macro-environmental analysis
- develop a business model • identify and optimise value-adding activities in an organisation's operating system
- deploy different approaches for motivation and leadership so as to generate better staff performance, and
- effectively manage primary and secondary activities of an organisation.

 Hybrid

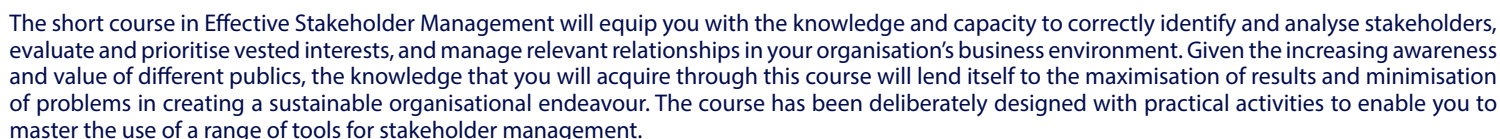
# Effective Risk Management

 Department of Business Management ★ 5 ECSA and 5 SACNASP Points [CLICK HERE TO REGISTER](#) The Effective Risk Management short course will equip you with the relevant knowledge of principles, tools and techniques that would engender overall improved performance in risk management. The course focuses on contextual application across a wide variety of industries and you will be equipped to contribute towards improved organisational performance through better risk management processes that are in line with global best practices. The course also covers the basics of management, corporate governance, roles in the risk environment, risk frameworks, as well as tools and techniques of enterprise risk management. **Learning outcomes** **After successfully completing this course, you will be able to:**

- 
- understand the place of risk in the context of the strategic actions of an organisation
  - understand the enterprise risk management process
  - correctively identify and analyse risks
  - undertake risk evaluation and treatment
  - utilise key tools and techniques for enterprise risk management, and
  - develop a risk register.

 Hybrid

# Effective Stakeholder Management

 Department of Business Management [CLICK HERE TO REGISTER](#) The short course in Effective Stakeholder Management will equip you with the knowledge and capacity to correctly identify and analyse stakeholders, evaluate and prioritise vested interests, and manage relevant relationships in your organisation's business environment. Given the increasing awareness and value of different publics, the knowledge that you will acquire through this course will lend itself to the maximisation of results and minimisation of problems in creating a sustainable organisational endeavour. The course has been deliberately designed with practical activities to enable you to master the use of a range of tools for stakeholder management. **Learning outcomes** **After successfully completing the course, you will be able to:**

- 
- identify stakeholders relevant to an endeavour
  - undertake stakeholder analysis
  - determine stakeholder relevance on the basis of their relative levels of importance and influence
  - forecast and determine meaningful levels of participation for key stakeholders
  - create win-win outcomes in negotiations, and
  - engage stakeholders for optimal results

 Hybrid

# Outcomes-based Monitoring and Evaluation Implementation

**Department of Business Management** **CLICK HERE TO REGISTER**

The Outcomes-based Monitoring and Evaluation Implementation short course will provide you with a practical and theoretical framework for understanding and implementing Monitoring and Evaluation (M&E) efforts in the work environment. While it may be biased towards developmental work, it nevertheless provides delegates with relevant tools and skills especially suited to the aim of monitoring and evaluation of the performance of policies, programmes and projects in a bid to generate desired results for the organisation and its material stakeholders.

**Learning outcomes****After successfully completing the course, you will be able to:**

- understand the concepts of M&E
- undertake a problem analysis
- determine relevant indicators and data necessary for M&E

- design an M&E process
- establish baselines and targets
- develop a results measurement matrix
- develop a data-indicators grid
- appreciate evaluation in the context of developmental work
- understand the framework of analytical categories of evaluation

 Hybrid

# Total Quality Management

**Department of Business Management** **CLICK HERE TO REGISTER**

In today's world, customer satisfaction and competitiveness are a function of quality levels, and individuals with the capacity to successfully implement Total Quality Management (TQM) are becoming indispensable assets to any organisation. The Total Quality Management short course will expose you to contemporary knowledge and techniques that will enable you to articulate and implement quality improvement processes in the workplace that are in line with the TQM philosophy.

**Learning outcomes****After successfully completing the course, you will be able to:**

- appreciate the basics of TQM
- understand the essentials of customer satisfaction
- create successful systems for employee involvement
- develop strategies for continuous process improvement
- undertake benchmarking, and
- utilise basic tools for quality improvement.

## RELATED COURSES



# Compliance Management

Department of Procedural Law

Presented by: Prof R Baboolal-Frank

 CLICK HERE TO REGISTER

The Compliance Management Course will equip you with tools and skills relating to compliance risk officer positions. This course provides you with an in-depth understanding of the role of corporate governance as well as the context of compliance governance. The course provides you with a practical outlook on compliance management in the workplace.

### Learning outcomes

**After successfully completing this course, you will be able to**

- To understand the role of corporate governance
- To understand the context of compliance management
- To be able to do compliance and due diligence reporting
- To identify the different regulators
- To be aware of the different forms of cybercrimes and financial crimes
- To identify online compliance measures in view of COVID-19.

Online



# Decision and Risk Management

Graduate School of Technology Management

Presented by: Prof Schalk Grobbelaar

 2 ECSA CPD Points

 CLICK HERE TO REGISTER

The actions taken by its decision-makers influence the performance of any organisation. Being able to predict the expected outcome of a specific set of actions may significantly effect the performance of an organisation. Thus, decision makers must be able to identify risks and opportunities, effectively analyse the potential outcomes and choose between alternatives. The Decision and Risk Management course will illustrate the importance of systematic decision making in managing risks and opportunities. Different decision-making techniques will be presented, and the student will apply these techniques to practical scenarios.

### Learning outcomes

**After successful completion of the course, you will be able to:**

- Comprehend techniques that will assist with identifying risks
- Differentiate between intuitive and analytical decision making and which is best to apply
- Use mathematical modelling to analyse decision parameters
- Construct a decision framework for a decision problem
- Prioritise actions based on the expected outcome
- Categorise data-driven decision-making techniques



# Leadership for Technical Women

Graduate School of Technology Management

Presented by: Prof Hannelie Nel

★ 2 ECSA CPD Points and 2 SACNASP CPD Points

Leadership for Technical Women is a transformative two-day leadership development programme designed specifically for women professionals in engineering, science, technology, and the built environment. The course equips delegates with the tools and frameworks to define their unique leadership identity, develop personal and professional vision, and lead with authenticity in the technical and science sectors. Structured in three dynamic parts—Defining Leadership, Developing a Personal and Professional Leadership Plan, and Exploring Leadership Philosophy—the course draws on global best practices, leadership theory, and the lived experiences of women leaders. Delegates explore key concepts such as the difference between leadership and management, self-discovery, values-based leadership, and the power of vision and purpose. The programme is deeply interactive and reflective, integrating Dr. Myles Munroe's ten leadership principles and the Five Practices of Exemplary Leadership® by Kouzes and Posner. Delegates engage in structured activities to articulate their purpose, passion, and legacy, culminating in a dynamic Personal and Professional Leadership Action Plan tailored to both their personal lives and their careers.

## Learning outcomes

Upon successful completion of the course, delegates will be able to:

- Define leadership in a personal and professional context
- Demonstrate an understanding of the principles and characteristics of effective leadership, and articulate what leadership means in their own technical environments
- Differentiate between leadership and management
- Understand and apply the key differences between leadership and management roles, with a focus on values-based, visionary leadership
- Construct a Personal and Professional Leadership Plan (PPLP) using Dr Myles Munroe's 10 principles, aligning their purpose, vision, passion, and values to guide career progression
- Apply leadership strategies to overcome industry challenges
- Gain practical strategies for navigating gender bias, managing conflict, enhancing influence, and promoting diversity in technical and science sectors
- Communicate and lead with authenticity and confidence
- Cultivate self-awareness, emotional intelligence, and assertive communication skills to lead diverse teams and projects with impact
- Mentor, inspire and empower peers
- Demonstrate the ability to empower future leaders, and contribute to a more inclusive, collaborative, and ethical work environment
- Reflect on global research and trends in gender and leadership
- Engage critically with leadership research, gender parity data, and real-world case studies to contextualise their leadership journey within broader global industry dynamics



# **E** | ENTERPRISES University of Pretoria

 [www.enterprises.up.ac.za](http://www.enterprises.up.ac.za)

 +27 (0)12 434 2500  [info@enterprises.up.ac.za](mailto:info@enterprises.up.ac.za)

 Enterprise Building, 140 Lunnon Raod, Hillcrest

