

# Business Conversations

## Series of lectures

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Due to the huge success of the presentations we have done with **Randal Godden** at our monthly Business Forums over the last four years and the ongoing need amongst his clients and mine, for conversations and input around business concepts and practices we have finally launched our **Business Conversations** series.

Each of us have areas of business that we are more comfortable in than others, concepts we need clarification on, areas where we don't even understand the theory let alone the practical implementation. It is hard to avail yourself of the learnings while managing the day to day activities of your portfolio, especially when you don't always even know what the concept you are trying to understand truly is. The truth is also, that even when you do know, you often need reminders and new ways of hearing things to make them relevant to your business in that moment.

**Thus the introduction of Business Conversations:** a hands-on dialogue amongst a small group of portfolio managers and owners on a range of business topics. Delving into the why's and wherefores of the concept in an environment that makes you feel safe to ask the question.

People who should attend

- Anyone in a management or leadership position in your company
- Anyone that manages people or portfolios

The group will meet monthly.

## Commitment

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Membership is on a monthly basis with an annual commitment upfront – payable by all members regardless of attendance. Contact me for current fees.

Membership is transferable to anyone on a suitable management level in your organization.

## Topics

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- Strategic Alignment
- Business Planning
- Key Performance Management
- Good to Great

- Responsibility Management.
- Business Plan Components x 2.
- Customer Service.
- Cash Management.
- Professional Services Management.
- HR .
- Information v/s knowledge.
- Competitive Advantage.
- Vital Stats of E.
- Right People Right Job.
- Skillful Leadership.
- Distribution Management.
- Exit Strategies.
- Budgets and Planning.
- Managing the Labour Force.
- Forex management.
- Customer Relationships – B 2 B.
- Adapting Culture to Life Cycle.
- Leadership Styles.
- Effective Meetings.
- Work Life Balance.
- Culture / Values.
- Stakeholder Management.
- CAPI.
- Life Cycle.
- Performance Management.
- Excellence in Staff Management.
- Managing the Balance Sheet.
- Accounting for Non Financials.

## Dates and Venue

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Check out our calendar for Business Conversation dates.

Venue: The Andros Boutique Hotel, Cnr Phyllis and Newlands Roads, Claremont.

Time: 0800 for Coffee and Snack. 0830 commence. 1030 finish.

## How to proceed:

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Email me at [Kathy@kathyeb.co.za](mailto:Kathy@kathyeb.co.za) to confirm your membership. And we will do the rest.

Welcome on board.