

The INSETA Middle Management Programme – Cape Town

The INSETA Middle Management Programme is part of a transformation knowledge drive within the insurance sector. It is a NQF Level 6 UCT Accredited learning opportunity. The programme is envisioned to run over a total of no more than 10 days with a cohort of about 35 delegates, the GSB UCT.

Management development is an active process **in which** managers make sense of their world by constructing meaning out of sensory input. The implication is that learning is an active process in which the delegates **need** to “do” and in turn deliver something. Learning is not merely the passive acceptance of information handed out by an authority **or a lecturer**. Delegates need to engage the world.

The primary purpose of the Middle Management Programme is to enable delegates to grow in confidence as managers and leaders, with a strong emphasis on personal mastery and a collaborative management process. Core business skills in strategy, finance and marketing are developed, along with the basics of good business communication.

The Middle Management Programme is aimed at highly motivated managers and individuals with management potential and experienced entry level managers needing a boost. Very often first time managers are promoted into management roles without sufficient training. Key challenges faced by new managers include learning how to develop, manage and motivate a team and learning how to engage effectively with other managers in the organisation. Delegates leave the course with crucial new survival skills and a new appreciation their own potential and are able to add value back to their organisation.

The topics include:

- Strategy, marketing, finance and operations
- Managing complex projects
- Good business communication
- How to motivate a team

The programme will commence with Discovery Insights. **The Insights Discovery model** is a simple and accessible four colour model which, accompanied by an Insights Discovery Personal Profile, helps people to understand more about themselves and others.

Dates:

There are two opportunities to attend this programme in Cape Town in 2019:

Middle Managers Cohort 2	20 – 31 May 2019
Middle Managers Cohort 3	2 – 13 Sept 2019

Attached please find a link to the University of Cape Town's Graduate School of Business (GSB). The form will indicate admission requirements which you will need to provide to be considered for this certified programme. The admission requirements include 3 – 5 years management experience.

Please select the cohort you wish to attend, click on the link below and follow the admission and registration process, thank you

Cohort 2: <http://www.gsb.uct.ac.za/executive-education-apply?UPGRN=868&intCourseID=356>

Cohort 3: <http://www.gsb.uct.ac.za/executive-education-apply?UPGRN=869&intCourseID=357>

All enquiries to be sent to Shireen Brown shireen.brown@gsb.uct.ac.za

Closing date for all applications: **31 March 2019**