



Influence more

CONTINUOUS PROFESSIONAL DEVELOPMENT

ONLINE SHORT COURSES

Learn to create, drive and sustain long-term business value



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Welcome to RCS Short Courses

Creating long-term business value is a process that requires a unique understanding and management of an organization, its markets, and customers. For both small and large organizations, success rests on continuous skills development of your team

For every program that we organize, we go to great lengths to ensure that it leads to behavior change. We believe that a change in perception, attitude, and behavior is the foundation to improved performance and business development.

Our ability to deliver high energy, high content and behavior change driven trainings rests with the way we approach our work. Through the CPD program, we get to deliver content in small doses and give participants time to apply key lessons.

It is this incremental learning over time that nurtures and builds in individuals a resilient fabric that transforms their thinking and way of doing things.

ENROLL ONLINE

www.rcsconsult.net

What's a short course at RCS?

A SHORT COURSE is an excellent way to gain new expertise, advance your current skills or simply follow your passion.

Our cost-effective courses have been designed to fit around busy lives. Each course is completed within ½ a day.

The language of instruction for all courses is English.

What participants say about our courses.

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The trainings have relevant examples relating to daily work routine and practices

”

“

Got to know my rights and what employers need to do to avoid liability

”

“

Through these trainings, I got to learn how to increase employee engagement through setting effective KPIs and Goals

”

Who should attend our courses?

These courses have been designed for professionals with a business development, leadership, and human resource management role. Individuals responsible for governance, service quality, resource mobilization, managing and monitoring the performance of others. Individuals aspiring to move into leadership or business development roles will also benefit from these courses.

“Collaboration, simulation and group discussions increase participant engagement during the sessions”



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Fundraising Master class

Fundraising. Imagine rising thousands or even millions of dollars for the non-profit or campaign of your choice. You can raise unlimited amounts of money, once you learn the right way of asking people

You can become the greatest **Fundraising** financial asset your organization has ever had.

This course will teach you a step-by-step process to use when asking people to donate to your favorite charity, political campaign, university or college. You can raise money for causes you believe in, if you follow basic principles. Money is usually in short supply for most non-profits. You can make the ones you support get into better financial shape.

Why let another day go by where needed funds are not flowing into your organization the way they could or should. Sign up today for this **Fundraising** class and start an immediate return on your investment.

You will know more about: Donor Mapping, contextual analysis, what donors look out for in proposals or what makes winning proposals, Donor Fund Agreement negotiations, different ways of raising funds for a cause, where to start from after this session.

Course Duration: 3 hours

Course Requirements: Laptop, stable internet, quiet environment, notebook and pen

Course Fees: Ugx 200,000 per person, or USD 150

Course Date: 17th December 2021

Blue Ocean Strategy & Shift

Blue Oceans' are a must and an almost sure shot way to success because when companies have to compete in a red ocean market space, the competition is cut throat and fierce.

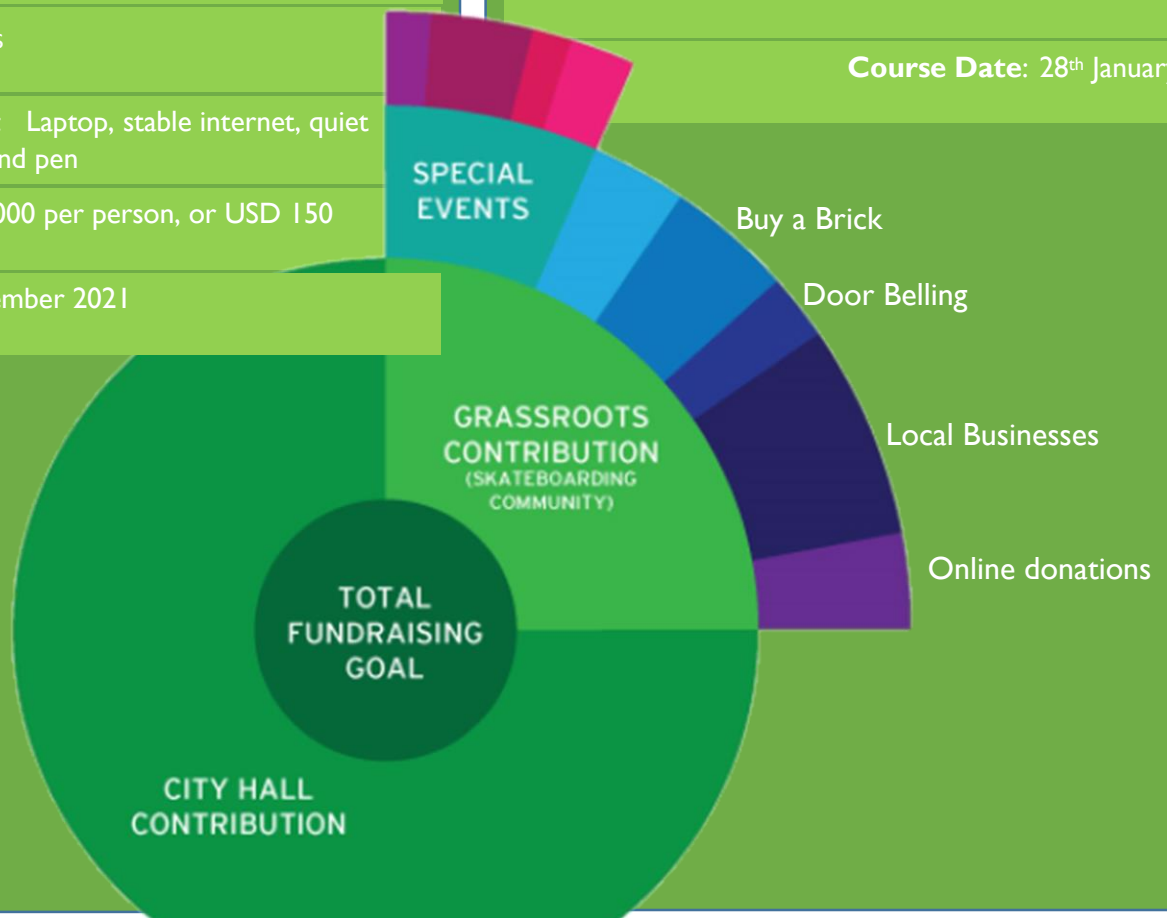
By the end of the course you will be able to: Know Who developed the Blue Ocean Strategy, Understand What is a Business Universe, Differentiate between Blue Ocean and Red Ocean, Describe Ways to Create Blue Oceans, Understand Key Terms Related to Blue Ocean Strategy, Learn the Steps to Create a Blue Ocean Strategy, List the Blue Ocean Strategy Tools, Learn What is Meant by Value Innovation, Explain What is Tipping Point Leadership, Explain the concepts of ERRC Grid, Explain the Use of the Buyer Utility Map, Explain Steps for Strategy Reorientation & Execution and Describe How to Choose Right Strategic Approach.

Course Duration: 3 hours

Course Requirements: Laptop, stable internet, quiet environment, notebook and pen

Course Fees: Ugx 200,000 per person, or USD 150

Course Date: 28th January 2021



Strategy Implementation using the Balanced Scorecard

A balanced scorecard (BSC) is a visual tool used to measure the effectiveness of an activity against the strategic plans of a company. Balanced scorecards are often used during strategic planning to make sure the company's efforts are aligned with overall strategy and vision.

It was created to help businesses evaluate their activities with more than just a straight financial eye using revenues, costs, and profits. This diagram presents a balanced view that also takes into account other perspectives of success.

A traditional balanced scorecard examines the initiatives of a company from four different perspectives: Financial, Learning & Growth, Business Processes, and Customer.

These activities are noted in the appropriate buckets with stated measures, targets, and objectives for data collection and analyzing. The activities then can be evaluated and assessed properly. A balanced scorecard (BSC) is a visual tool used to measure the effectiveness of an activity against the strategic plans of a company. Balanced scorecards are often used during strategic planning to make sure the company's efforts are aligned with overall strategy and vision.

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Course Duration: 3 hours

Course Requirements: Laptop, internet, quiet environment

Course Fees: UGX 200,000/= or USD 150 per participant

Course Date: 25th February 2022

The Effective Board

Corporate events in the last decade have made it clear that boards can fail. Failure has come in various disguises: failure to manage risks, to proactively contribute to firm strategy, to identify the 'right' team, and in some cases, to deal with integrity issues and possibly outright fraud. It is also clear that we need better governance at all levels. The latter calls for increasing board effectiveness. In this course, we aim at distilling the different factors that contribute to board effectiveness. Demystify the roles of the Board, Corporate Governance, Hallmarks for effective boards, Board assessment, identifying the big picture in an institution, effective Board meetings, Board membership readiness, finding the root cause of a problem, Benchmarks for determining Board functions.

“

*You can only earn to the extent of
your skills & knowledge*

”

Course Duration: 3 hours

Course Requirements: Laptop, internet, quiet environment

Course Fees: UGX 200,000/= or USD 150 per participant

Course Date: 25th March 2022

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Service Quality Excellence

In an increasingly competitive global environment, quality is no longer considered a nice-to-have luxury. It's a requirement for successfully competing and surviving in the marketplace. While the concepts, tools, and procedures for quality and process improvement are now universally recognized and firmly placed in a large number of high-performing organizations around the world, it was not always so. The importance of quality in organizations has gone through a complete evolutionary cycle.

In this course, you will develop measures and standards of service quality, devise practices that improve employee learning and outcomes, and evaluate different approaches to process improvement, all based on the research and expertise.

Course Duration: 3 hours

Course Requirements: Laptop, internet, quiet environment

Course Fees: UGX 200,000/= or USD 150 per participant

Course Date: 29th April 2022

Finance for non-Finance Managers

In any organization the finance function plays a key role in developing business and determining service or product costs. Proper financial management assists the organization to effectively and efficiently utilize its limited resources to achieve its objectives. Non-financial managers are also involved in managing finance for their business functions, hence the need for them to acquire the requisite financial skills.

This course aims to equip the non-financial managers with knowledge in core financial principles and improve their financial decision making in this ever changing business environment. This course will help managers understand how the decisions they make will affect the financial performance of their organization.

Course Duration: 3 hours

Course Requirements: Laptop, internet, quiet environment

Course Fees: UGX 200,000/= or USD 150 per participant

Course Date: 27th May 2022

"Improving operational efficiency for teams"

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Communication for Effective Organizations

This course is intended to help participants hone their knowledge, skills and linkages in communication for effective teams and organizations. It is delivered to help participants understand how effective communication in organizations can be achieved. It purposes to clarify what effective communication is; organizational structure and stakeholder relationships or linkages (donors, the board, management, staff, communities, partners among others), clarify what information should be communicated by what party and why, evaluate common obstacles to effective communication; communication and effective decision making, better communication flow, increased staff motivation and engagement. Participants get to explore key skills in communication, get to unravel complex situations in daily work that put team cohesion to test and how such scenarios can be managed or dealt with.

Course Duration: 3 hours

Course Requirements: Laptop, internet, quiet environment

Course Fees: UGX 200,000/= or USD 150 per participant

Course Date: 24th June 2022

The Effective Supervisor's Toolkit

This training course provides participants with strategies for effective supervision, and the skills and knowledge required to lead a team or work group in a business environment.

The course includes developing plans, providing leadership, motivating teams, work-place conflict management, decision making and supervising the performance of a work team. Through the trainer's expertise and practical knowledge, you will be able to define the key concepts associated with supervisory skills.

Course Duration: 3 hours

Course Requirements: Laptop, internet, quiet environment

Course Fees: UGX 200,000/= or USD 150 per participant

Course Date: 29th July 2022

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rcs--leaderchat+subscribe@googlegroups.com

RCS Online Community



Human Resource Metrics and Analytics

Today most organizations are becoming data driven. Human Resources compiles a lot of data about employees from the time they join, through their tenure with an organization. The course is designed to help managers use data to make informed decisions, improve performance management, increase employee engagement, and strengthen strategic conversations among HR managers.

In this training course, you will have the opportunity to be equipped with the necessary thinking and what organizations need to deal with the challenges of sustaining an evidence-based approach. It will provide you with the confidence and enable you to learn techniques in the way you look at information, interpret human capital analytics, solve problems and evaluate solutions using HR metrics.

You acquire the skills to properly review, define, measure, and track HR metrics that are aligned to business strategies. For most HR professionals, the evidence-based approach represents a fundamental shift in their business roles but it provides them with an opportunity to become strategic partners in business decision-making.

Course Duration: 3 hours

Course Requirements: Laptop, internet, quiet environment

Course Fees: UGX 200,000/= or USD 150 per participant

Course Date: 26th August 2022

Setting Effective Goals & KPIs

Managing employee performance and the daily operations of a business is hard work. A business will often use metrics to evaluate employee performance measure progress towards specific goals. Employee performance goals should be clear and aligned with the business strategy, and should specify what measure will be used to evaluate and improve business outcomes. Individual employee Key Performance Indicators (KPIs) are metrics that can assist in tracking the ability of your employees to meet your expectations as well as their impact on the business objectives.

Well-drafted KPIs are not goals, they are a means to express what you want to achieve and when in order to reach the goal, and to assess and manage employee performance. They are a tool to meet business outcomes, review business health and growth, and a way of identifying new opportunities for the business.

This course will help participants understand how to design KPIs for their respective job roles along with goals.

Course Duration: 3 hours

Course Requirements: Laptop, internet, quiet environment

Course Fees: UGX 200,000/= or USD 150 per participant

Course Date: 30th September 2022

Coaching for Performance

To equip managers, team leaders and internal coaches with the skills, knowledge and confidence to coach individual team members to improve their own performance and confidence.

Our coaching skills training gives participants the opportunity to practice the GROW model and session tools – designed to enable beginners manage coaching sessions with ease. In addition, participants will also explore principles of coaching, success factors for effective coaching, a step by step approach to starting and sustaining a coaching culture.

It is designed for all individuals with a supervisory role and those intending to take up such roles in the near future.

Course Duration: 3 hours

Course Requirements: Laptop, internet, quiet environment

Course Fees: UGX 200,000/= or USD 150 per participant

Course Date: 28th October 2022

Leading people through change

Leading People Through Change teaches leaders how to identify and address the typical questions that employees raise during a change, as well as how to use the appropriate change strategy and corresponding behaviours to resolve concerns.

These change strategies are used to address the most common causes of failure in an organisation and to adapt to the predictable stages of concern.

The model that is presented in this programme can be applied to all types of change efforts, including mergers and acquisitions, business process re-engineering, sales force expansion, and technology implementations.

Course Duration: 3 hours

Course Requirements: Laptop, internet, quiet environment

Course Fees: UGX 200,000/= or USD 150 per participant

Course Date: 25th November 2022

RECRUITMENT AND
SELECTION

SALARY & BENEFIT
SURVEYS

ORGANIZATIONAL
DEVELOPMENT

Customer Service Excellence

Key to business success is excellence in customer and client service. By completing this customer service excellence training course, you will gain the knowledge and skills to ensure customers' expectations are met in the selling of products and provision of services.

For those of you who are in frontline service and sales roles, this customer service course will provide you with learning opportunities on the essentials for dealing with complaints and difficult situations, whilst maintaining a strong focus on customer satisfaction and the total customer experience.

This course will enhance your ability to handle customer and client interactions with confidence by implementing best practice customer service techniques, delivering customer satisfaction and developing customer loyalty.

Course Duration: 3 hours

Course Requirements: Laptop, internet, quiet environment

Course Fees: UGX 200,000/= or USD 150 per participant

Course Date: 16th December 2022



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Further Information

Are there any entry requirements?

We do not ask for qualifications or experience to enrol on our courses, only an enthusiasm for learning and a genuine interest in the subject area.

Are the short Courses accredited?

There is no formal assessment and no qualification is issued at the end of the course but you are given an official RCS Consult short courses certificate on completion of the course.

How do I enroll?

Enrolling on a short course couldn't be easier – simply register and pay online via the course page. We take all course bookings on a first-come, first-served basis. Popular courses fill up quickly, so we advise booking early to secure your place.

What happens when there is limited enrollment?

The information contained in this leaflet is correct at the time of publication. However, RCS Consult reserves the right to cancel or reschedule a course should enrolments prove insufficient.

ENROLL TODAY

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