



MANUFACTURING ACADEMY

TRAINING CATALOGUE 2021

*Building Excellence towards
Global Competitiveness*

FREQUENTLY ASKED QUESTIONS

What kind of training do you offer?

Management: Leadership: Productivity: Governance and Technical.
The Manufacturing Academy provides training specific to manufacturing industries to help propel the organization forward while at the same time allowing employees to improve their skills employability. The trainings help boost the manufacturer's productivity, decrease employee turnover and solve the talent gap.

Are your registered under the National Industrial Training Authority?

The Academy is registered under the National Industrial Training Authority and the trainings are NITA Reimbursable.
Our NITA Number is NITA/TRN/806.

Who delivers the training courses?

The training team is delivered by qualified trainers with proven track records and who are renowned within the Industry.

When do the training courses take place?

All our courses take place throughout the year as either Open House or In House respectively. The training is done through power-point presentations, focus group discussions, case study analysis and factory exchange visits
See our course schedule.

Where are the training courses delivered?

Venues are dependent on the type of training. Trainings can be done at simulation facilities, on factory site or as an open house. In house training can be delivered at ones facility or KAM Boardroom on 15 Mwanzi Road, opposite West Gate, whichever is more convenient for the clients.

Do I get a certificate after the training course?

Yes, you get a Certificate of Participation.

Can the course be tailored to a company's requirements?

In House training courses are customized in consultation with the company. Due to the uniqueness of need we combine elements of different workshops to create a company's own unique course. All workshops have to follow KAM's standards.

Do you only deliver this courses in the catalogue?

No, KAM works in many diverse fields. Tailor made trainings and consultancies are developed to meet unique needs of Industry if not available in this catalogue.

How many participants can be in one group?

We have a maximum of 20 in one group for Open House, and maximum of 30 for the In-House programs. This is to ensure maximum interaction with the trainer. Learning will not be restricted to the trainer but allows for engagement with the peers and participating industries.

Number of people trained to date: 3000



Negotiating Influencing and closing Sales Training.



Occupational Safety and Health Training.



Good Manufacturing Practices In House Training at Agro Chemical and Food Company.



Logistics, Inventory and Warehouse Management In House Training for Mwanainchi Bakeries, Mombasa.



Logistics In-House Training for Nyagah Engineering.



Logistics In House Training for Plast Packaging Limited.



Quality Management In-House Training for Milly Glass Mombasa.



Managing Excellence in Customer Service In House Training for Melvin Marsh International.

VALUE PROPOSITIONS FOR 2021

In order to serve you better, the Manufacturing Academy has come up with a Training Subscription Model. This will assist in the budgetary allocation for all your training needs. Please note that the trainings offered under the Manufacturing Academy are reimbursable by NITA (formerly DIT).

FIXED TRAINING RATES:

1. Open House (physical) per participant @ 30,000 + 16 % VAT.
2. Online Trainings per participant @15,000 + 16 % VAT.
3. In House (physical) per company @ 200,000 + 16 % VAT.
4. In House Virtual per company @ 150,000 + 16 % VAT.

LEVEL ONE: PLATINUM: PAY FOR 10 TRAININGS UPFRONT

1. Open House: **KES 30,000 *10 = KES 300,000**
2. Online Training: **KES 15,000 *10 = KES 150,000**

Benefits:

- 2 Free Training for 1 person in each
- 2 Learning Session for company (1 hour)

LEVEL TWO: GOLD LEVEL : PAY FOR 5 TRAININGS UPFRONT

1. Open House: **KES 30,000 *5 = KES 150,000**
2. Online Training: **KES 15,000 *5 = KES 75,000**

Benefits:

- 1 Free Training Session for 1 person
- 2 Learning sessions for company (1 hour)

LEVEL THREE: SILVER LEVEL: PAY FOR 3 TRAININGS UPFRONT

1. Open House: **KES 30,000 *3= KES 90,000**
2. Online Training: **KES 15,000 *3 = KES 45,000**

Benefits:

- 1 Learning session for company (45 minutes)

LEVEL FOUR: BRONZE LEVEL : PAY FOR 2 TRAININGS UPFRONT

1. Open House: **KES 30,000 *2 = KES 60,000**
2. Online Training: **KES 15,000 *2 = KES 30,000**

Benefits:

- 1 Learning session for company (45 minutes)

CORPORATE RATES

Rate that will be charged lower than the normal rates of the Manufacturing Academy services

1. Online Trainings: Corporate Rate has been set @**KES 11,000 + 16 % VAT.**
the rate to be effective a company will need a minimum number of 5 participants.
2. Open House (Physical Training): Corporate Rate has been set @**KES 25,000 +16 % VAT.**
For rate to be effective a company will need a minimum number of 5 participants.

SALES MANAGEMENT

SALES MANAGEMENT TRAININGS:

Revenue for any manufacturing entity is generated through product sales. Selling to different audiences in manufacturing is a challenge. It is critical to create a sales approach specific to that audience. To increase effectiveness salespeople will need to tailor their sales approach and dialogue to align with the channel model.

JOHN MAXWELL FUNDAMENTALS OF SALES TRAINING

Organizations will experience a shift in the ability to influence and empower those they lead to identify and solve problems for their clients, increase sales and leadership skills, and achieve greater results, using the Maxwell Method of Selling.

TRAINING DATES: 23rd - 24th/FEBRUARY 2021

COST: KSHS 40,000 + 16 % VAT

RETAIL AND SALES DATA ANALYTICS

Sales Analytics is aimed to equip business development personnel, especially Managers who have teams drives sales to use data in meaningful manner to deliver results. This training will enable the participants to analyze/interpret data to unearth trends, relationships. The training will also use structured approach and analytics tools to diagnose and identify Root Cause for various sales regions.

TRAINING DATES: 19th - 20th May 2021

COST: KSHS.30,000 + 16% VAT

ENHANCING DIGITAL MARKETING -ONLINE

Many business entities are acknowledging the need to augment their traditional marketing initiatives with digital marketing technologies, in order to provide a superior experience across all their customer touch points. The training Understand how to effectively use the key digital marketing channels – content marketing, search engine optimization, paid search, social media marketing, email marketing and mobile marketing.

TRAINING DATES: 16th - 17th SEPTEMBER 2021

COST: KSHS 15,000 +16 % VAT

MANAGING EXCELLENCE IN CUSTOMER SERVICE

Customer Service Excellence training is designed to provide participants with the professional communication skills and knowledge required to create a base for continuous improvement of the business. The course enables the delegates to deliver world-class customer service excellence in their organizations by implementing best practices.

TRAINING DATES: 27th - 28th OCTOBER 2021

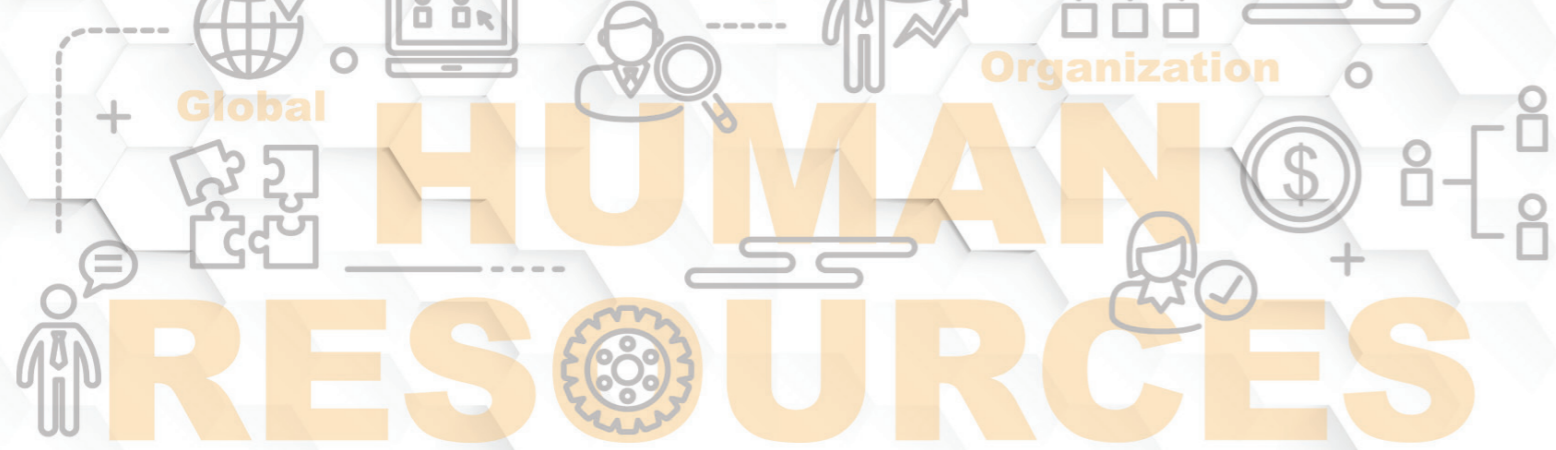
COST: KSHS.30,000 + 16 % VAT

TARGET GROUP: Sales managers, salespeople who wish to become sales managers, company executives or professionals involved in implementing, organizing and managing an effective sales organization

OUR NITA NUMBER: NITA/TRN/806 (The Programs are NITA reimbursable)

DISCOUNTS: For Every 2 nominees 5%, 3 nominees 10%, 4 nominees 20%, More than 5 = Corporate Rate

For Bookings: manufacturingacademy@kam.co.ke



HUMAN RESOURCES TRAININGS:

Many small - mid-size manufacturing companies have become increasingly aware of how an effective human resource leader can contribute to the success of the business's bottom line. An effective HR leader and HR function can help a manufacturing company's bottom line through developing a positive and engaging work environment for their companies.

COMMERCIAL CONTRACTS & FORCE MAJEURE IN COVID-19 CRISIS - ONLINE

This program will help the organization to reduce exposure, avoid litigation and implement dispute management by being fully conversant with the knowledge, skills and strategies in ensuring that the contracts are well negotiated, properly drafted and managed. In this program we will discuss on cross-border agreements and on identification and mitigation of contractual risks and dispute resolution clause.

TRAINING DATES: 10th - 11th MARCH 2021

COST KSHS 15,000 + 16% VAT

HR LABOR LAWS AND MANAGING TRADE UNIONS - ONLINE

The training seeks to equip you with the rights and obligations of employers and employees, the requirements of drawing and terminating employment contracts and emerging issues in employee relations. The training will cover the sources of Labour Law (The Constitution of Kenya, NSSF Act, NHIF Act, NITA Act, and Labour Relations Act)

TRAINING DATES: 23rd - 24th JUNE 2021

COST: KSHS 15,000 + 16 % VAT

HR AND ORGANIZATION RISK MANAGEMENT.

Human Resources can play a role in creating and reinforcing a corporate culture that reflects a proactive stance toward risk and risk management by including a risk management perspective in all HR activities: recruitment, onboarding, performance management and the rewards systems. HR can also include the risk management aspects in the leadership development programs and in the leadership pipeline.

TRAINING DATES: 21st - 22nd OCTOBER 2021

COST: KSHS.30,000 + 16 % VAT

TARGET GROUP: HR Managers/Directors, Human Resources Assistants, Line Managers, Unit Heads, Managing Directors **OUR NITA NUMBER:** NITA/TRN/806 (The Programs are NITA reimbursable)

DISCOUNTS: For Every 2 nominees 5%, 3 nominees 10%, 4 nominees 20%, More than 5 = Corporate Rate

For Bookings: manufacturingacademy@kam.co.ke



PRODUCTION AND QUALITY ASSURANCE TRAININGS:

The core of manufacturing is production. Every production system should have a systematic way to gain its goal of production. Production system is basically concerned with taking inputs of capital, labor, order, materials and using them innovatively to satisfy orders and attain success of the planned work.

OCCUPATIONAL SAFETY AND HEALTH

In accordance with DOSHS curriculum, the two-day training seeks to broaden the knowledge base of Occupational Safety and Health (OSH) Committee Members with new aspects of Occupational Safety and Health Act 2007, and the WIBA Act 2007. The training also seeks to impart practical skills towards practical practices on effective OSH.

TRAINING DATES: 30th - 31st March 2021

COST: KSHS.30,000 + 16 % VAT

LEAN MANUFACTURING TRAINING

The administrative process that takes place within a manufacturing business and which involves making sure that sufficient raw materials, staff and other necessary items are procured and ready to create finished products are aligned to the manufacturing capacity to create production and procurement schedules for finished products and component materials. It tracks and makes a record of the manufacturing process flows, for example, the planned and actual costs and also movement of goods. Also, goods movements from the conversion of raw material to semi-finished goods.

TRAINING DATES: 28th - 29th APRIL 2021

COST: KSHS.30,000 + 16 % VAT

TOTAL PRODUCTIVE MAINTENANCE/ AUTONOMOUS MAINTENANCE TRAINING

Autonomous maintenance includes tasks such as lubricating and tightening machine parts. Autonomous Maintenance (AM) is one of TPM pillars. Based upon operator's skills and knowledge development, AM seeks to empower them to take over the daily care and easy maintenance tasks of their equipment's.

TRAINING DATES: 21st- 22nd JULY 2021

COST: 30,000 + 16 % VAT

QUALITY MANAGEMENT IN MANUFACTURING

Good Manufacturing Practices (GMP) is a system that ensures products are consistently produced and controlled as per quality standards. It is designed to minimize the risks involved in any production that cannot be eliminated through testing the final product. GMP covers all aspects of production from the starting materials, premises and equipment to the training and personal hygiene of staff.

TRAINING DATES: 24th- 25th NOVEMBER 2021

COST: KSHS.30,000 + 16 % VAT

TARGET GROUP: Project Leaders, Production Managers, Plant Managers, Manufacturing Managers, Supervisors, Manufacturing Engineers, Quality Engineers, and others responsible for delivering manufactured goods **OUR NITA NUMBER:** NITA/TRN/806 (The Programs are NITA reimbursable)

DISCOUNTS: For Every 2 nominees 5%, 3 nominees 10%, 4 nominees 20%, More than 5 = Corporate Rate

For Bookings: manufacturingacademy@kam.co.ke

FINANCE TRAININGS:

Finance and its proper management is the backbone of any business. The main functions of finance are: to raise capital to operate a business; to make the best use of resources to reach objectives and expect returns; to manage the cash flow of the company between its liabilities and assets; to perform good financial management

DEBT AND CREDIT MANAGEMENT FOR MANUFACTURING TRAINING – ERNST AND YOUNG. ONLINE

It will assist on how to deal effectively with this problem, while maintaining positive customer relations, demonstrates the best collection techniques & shows you how to be firm and effective in your approach with the aim of retaining the customer in a profitable manner while protecting company's assets. This program is designed for people who wish to gain an understanding of principles and practice of controlling credit and managing debt in commercial organizations.

TRAINING DATES: 18th – 19th FEBRUARY 2021

COST: KSHS 15,000 + 16 % VAT

TAX TRAINING: CORPORATE TAX - INCOME TAX – DEFERRED TAX – ONLINE

Compliance with the tax legislation is critical in determination of an Organization's risk profile. Human Resource Managers, Payroll Administrators, Payroll Accountants, Finance & Administration Managers and Other Decision-Makers must acquire an understanding of the compliance requirements in as far as Taxation is concerned as a first step in mitigating organization risks. This workshop provides a detailed review of the significant technical requirements of International Financial Reporting Standards (IFRSs) and Tax Laws relevant to a business.

TRAINING DATES: 21st – 22nd APRIL 2021

COST: KSHS 15,000 +16% VAT

PROCUREMENT FRAUD RISK DETECTION

The training will examine the nature of procurement fraud and its typologies including the areas of the procurement lifecycle where fraud and corruption can occur. By the end of the course you will have an understanding of the complexities of procurement fraud and how it can occur and be able to create a procurement fraud risk matrix that you can use to profile organization procurement fraud risk and as a briefing tool for senior management.

TRAINING DATE: 18th -19th AUGUST 2021

COST: KSHS 30,000 + 16 % VAT

CASHFLOW MANAGEMENT AND COST REDUCTION IN MANUFACTURING

Whether it is a new business or an existing one, cash flow management will always be a significant component contributing to the success of an enterprise's operation. Therefore, this course is designed to discuss the main features of cash flow statement, the techniques and methods to develop cash flow budgeting, and interpret the performance of an organization using the cash flow statements.

TRAINING DATES: 8th - 9th DECEMBER 2021

COST: KSHS 30,000 +16% VAT

TARGET GROUP: Finance Managers, General Managers, Managing Directors, Accountants, Functional heads, Directors, HR Managers, Business Heads, Enterprise/Functional/Group Managers, Brand Managers, Production Managers. OUR NITA NUMBER: NITA/TRN/806 (The Programs are NITA reimbursable)

**DISCOUNTS: For Every 2 nominees 5%, 3 nominees 10%, 4 nominees 20%, More than 5 = Corporate Rate
For Bookings: manufacturingacademy@kam.co.ke**

BUSINESS ETHICS

BUSINESS ETHICS AND INTEGRITY:

Help strengthen and align your company policies and practices to the relevant laws, enable employees, agents and third parties deliver results while building your brands reputation for doing business with integrity

ANTI CORRUPTION COMPLIANCE - ONLINE

This training will help provide road maps and institutionalize Anti-Corruption strategies in Companies.

TRAINING DATE: MAY 2021

COST: KSHS 20,000 + 16 % VAT

Target

CEO'S, Managing Directors, Procurement Teams, Finance Directors

ISO 37001 RISK COMPLIANCE TRAININGS

Risk Management Process to fully understand gaps and opportunities for development and standardization of risk management practices

TRAINING DATE: MAY 2021

COST: KSHS 20,000 + 16 % VAT

Target

CEO's, Functional Heads, Project Leaders, Corporate Planners, Sales and Marketing Teams.

MEDIATION TRAININGS: LEADERSHIP AND CONFLICT INTELLIGENCE IN ORGANIZATIONS

This training is geared towards strengthening the capacity of leadership teams on managing conflict in the organization. The participants will gain insights on how to handle difficult situations constructively, which is critical to business success, skills and required competence to determine matters that qualify to be resolved through Mediation and also learn the legal information, business and financial considerations relevant to Mediation Practice

TRAINING DATE: JUNE / AUGUST/ OCTOBER 2021

COST: KSHS 20,000 + 16 % VAT

Target

CEO'S, Managing Directors, Procurement Teams, Finance Directors, Human Resource Managers.

BUSINESS GROWTH PROGRAM

TO BE OFFERED AS MODULES/LEVELS CONSISTING OF FIVE TWO DAY MODULES,

Sign up for all the modules upfront and get a discounted rate of 20% off the total cost.

The Whole Program will cost KES 100,000

What could you gain from BGP?

- Faster and more managed growth with improved profitability
- A more valuable business
- More effective leadership and improved management skills
- Greater clarity of your personal goals and drivers
- More confidence, more focus, more energy
- Less stress, more time off and more fun!

MODULE	TOPICS	DATES/DURATION
MODULE 1 Business Growth Strategy	<ul style="list-style-type: none"> • Business Diagnosis • Business Environment Analysis • Industry Analysis • Review of Market trends, and • Action Plan (firm level template) on implementation of lessons learnt). 	April 13 - 14
MODULE 2 Product Management and Diversification Strategies	<ul style="list-style-type: none"> • Product Design • Quality Management • Packaging • Technologies for processing efficiencies • Patenting, Branding, Marks of Quality • Diversification 	May 12 - 13

MODULE 3	Market Development and Implementation Strategies	<ul style="list-style-type: none"> • Mapping Marketing Opportunities • Seizing and converting the enterprise competitive advantage, into revenue • Growing Your Sales • Market entry strategies • New revenue streams • Export Market Characteristics. 	June 9 -10
MODULE 4	Strategic Supply Chain Management	<ul style="list-style-type: none"> • Elements of the Supply Chain • Demand Management • Capacity Management • Inventory • Purchasing • Logistics Efficiency • Route to Market • Distribution Efficiencies 	July 14 - 15
MODULE 5	Manufacturing Financial Management	<ul style="list-style-type: none"> • Evaluating the firms working capital position • Interpreting and Creating Standard financial statements • Forecasting in Financial Management • Managing Working Capital • Evaluating Risk in the Capital Budgeting Process • Evaluating Investment Choices 	August 11 - 12
MODULE 6	Human Resource Management	<ul style="list-style-type: none"> • Leadership Development • Talent Management • Labour Laws • Employment Policies • Occupational Health 	September 14-15

CEEC - ENERGY TRAININGS

Course	Target Group	Town	Date	Objectives	Cost
Pneumatic Conveying and Compressed Air Duration: 3 Days	<ul style="list-style-type: none"> Engineers from Industry Technicians from the industry Managers from industry Consultants Government 	Nairobi	February 17 th -19 th 2021	To equip the technical personnel with detailed knowledge on energy efficiency opportunities on pneumatic and compressed air systems	Kes. 40,000 + VAT (per person)
Certified Energy Manager Duration: 6 Days	<ul style="list-style-type: none"> Energy Professionals Sustainability Managers Utility managers 	Virtual	February 22 nd -27 th 2021	To enable industry professionals to become more aware of and effective at identifying and implementing the best energy management strategies.	USD 1400 or Kes. 154,000 + VAT (per person; inclusive of certification exam)
Leading Circular Economy Duration: 2 Days	<ul style="list-style-type: none"> CEOs Company Directors C-Suite Executives 	Nairobi	March 10 th -11 th 2021	To equip top leadership with knowledge on green growth and circular economy concepts in preparation for the future of manufacturing	Kes. 200,000 + VAT (per person)
Energy Auditing Duration: 5 Days	<ul style="list-style-type: none"> Engineers from Industry Hotel technical managers Energy consultants 	Nairobi	March 22 nd -26 th 2021	To equip the participants with skills needed to study a facility and determine energy saving opportunities.	Kes. 50,000 + VAT (per person)
Performance Improvement of Boilers and Steam Systems Duration: 3 Days	<ul style="list-style-type: none"> Engineers from industry Technicians Consultants Developers Government Industry associations 	Nairobi	April 14 th -16 th 2021	Understand the types, operating principles, modes of efficient operation and identify energy saving opportunities in boilers and steam systems	30,000+VAT (per person)
Solar T3 Duration: 5 Days	<ul style="list-style-type: none"> Technicians Consultants 	Nairobi	April 26 th - 30 th	To equip technicians with knowledge on solar design, sizing and installation	55,000 + VAT (per person)
Carbon Footprint Analyst Course (An Institute of Environmental Management & Assessment, IEMA certification) Duration: 5 Days	<ul style="list-style-type: none"> Environmental professionals Sustainability Managers Climate Change Advisors 	Nairobi	May 25 th -28 th 2021	To equip participants with the skills and knowledge of how to carry out a carbon footprint assessment in accordance with the Greenhouse Gas Protocol and ISO 14064. The course is approved by IEMA.	Kes. 120000 (including exam)
Energy auditors refresher Duration: 1 Day	<ul style="list-style-type: none"> Energy auditors CEMs 	Nairobi	May 19 th 2021	To equip the auditors with knowledge on latest trends and technologies on energy efficiency and renewable energy	Fully sponsored
Sustainable Financing Duration: 2 Days	<ul style="list-style-type: none"> Financial Institutions 	Nairobi	June 9 th -10 th 2021	To equip financial institutions with knowledge in evaluating and identifying viable, bankable projects to finance,	Kes. 110,000 + VAT (per person)
UNIDO Fans Systems Optimization Duration: 3 Days	<ul style="list-style-type: none"> Engineers from industry Technicians Consultants Developers Government Industry associations 	Virtual	June	To equip participants with knowledge and skills to understand the types, operating principles, identify opportunities for optimal operation of fans	Kes. 25,000 + VAT (per person)

Certified Measurement and Verification Professional (CMVP) Duration: 3 days	<ul style="list-style-type: none"> Energy professionals Energy Service Companies Energy Project Managers 	Nairobi	August 3 rd -5 th 2021	To equip participants with knowledge and skills to measure energy usage in their facilities, verify energy savings achieved through implementation of projects, evaluate and prioritize to prioritize energy saving and renewable energy projects	*USD 2000 +VAT (including exam)
Sustainable Energy Week (Clean Energy & Expo and EMA Gala Dinner)	<ul style="list-style-type: none"> CEO's Engineers from financial sectors Managers from the financial sectors Energy consultants concentrating on the financial sector Energy Project developers Media EE and RE vendors 	Nairobi	August 25 th – 27 th 2021	EE and RE Conference EE and RE Expo CEO's Forum Energy Management Award	Tickets-5,000 each Table-50,000 Exhibition stand: 3m*3m -50,000 6m*6m-100,000
Environmental Compliance Duration: 2 days	<ul style="list-style-type: none"> EHS Managers Sustainability Managers 	Nairobi	September 9 th -10 th 2021	To equip participants with knowledge on the laws applicable to environment, guidance on compliance procedures and the business case for compliance	Kes. 80,000 + VAT (per person)
UNIDO Motor Systems Optimization Duration: 3 Days	<ul style="list-style-type: none"> Motor operators Technicians Engineers Technical Managers 	Virtual	September	To equip participants with knowledge and skills to understand the types, operating principles, identify opportunities for optimal operation of motors	Kes. 25,000 +VAT (per person)
Resource Management Duration	<ul style="list-style-type: none"> EHS Managers Sustainability Managers 		October 14 th – 15 th	To equip industry professions with skills and knowledge in circular economy concepts and on management water, energy, raw material and waste to ensure efficient industrial processes	Kes. 75,000 + VAT (per person)
Clean Energy Awareness Forums (Climate Change)	<ul style="list-style-type: none"> County Energy Executives Engineers from industry Technicians Consultants Developers 	Eldoret Kisumu/ Kericho Nanyuki/ Meru/ Nyeri	September/ October/ November 2021	To equip the participants with knowledge on clean energy	Fully sponsored
EMA 2022 Assessment tool Awareness Forums	<ul style="list-style-type: none"> Engineers from Industry 	Nairobi Nakuru Mombasa	October 15,2021 October 22,2021 October 29,2021	To equip the participants with knowledge on: record keeping for energy management, energy regulations	Fully sponsored

***Please note:**

Changes are at KAM discretion. For booking contact: Ceecteam@kam.co.ke and Ceectrainings@kam.co.ke
KAM also offers inhouse trainings tailored to suit specific company needs.

BUILDING CAPACITY FOR ADVOCACY

ADVOCACY



The Manufacturing Academy with support from the Business Advocacy Fund will deliver Advocacy Programs to build the capacity of BMOs for dialogue & advocacy. These will be carried out as In House Trainings.

Below is a list of all our courses:

- I. INTRODUCTION TO ADVOCACY & DIALOGUE
- II. UNDERSTANDING POLICY AND REGULATION
- III. POLICY ANALYSIS
- IV. THE PROCESS OF FORMULATING AND REFORMING POLICY
- V. IDENTIFYING, UNDERSTANDING & FRAMING ISSUES
- VI. PREPARING POLICY POSITIONS
- VII. COMMUNICATIONS & PUBLIC RELATIONS
- VIII. MEDIA RELATIONS & USE OF SOCIAL MEDIA
- IX. INTERVIEW SKILLS
- X. BRANDING & HOUSE STYLES
- XI. WRITING PRESS RELEASES
- XII. PREPARING WRITTEN DOCUMENTS
- XIII. PLANNING AN ADVOCACY PROJECT
- XIV. BUDGETING & FINANCIAL MANAGEMENT
- XV. EVALUATION OF ADVOCACY
- XVI. LEADERSHIP, STRATEGY & BUSINESS PLANNING
- XVII. GOVERNANCE AND ETHICS
- XVIII. MEMBERS AND MEMBER SERVICES
- XIX. RESEARCH METHODS

SDG TOOLS TRAININGS

SUSTAINABLE DEVELOPMENT GOALS

KAM and the Confederation of Danish Industry look forward to facilitating these workshops at your company and discuss how the SDG agenda will be relevant for your company - throughout your value chain, today and tomorrow.

These sessions will help you determine what you need to consider ensuring a thriving business 5 years from now. And how can the SDGs provide a framework for generating brand new business ideas.

By the end of this workshop, participants will be able to:

- Identify how your company's current business model contributes to/hinders the SDG
- Select which SDGs provide the best business opportunity
- Consensus among all departments – what are the goals and how does our company play a role in reaching them for the benefit of the company and our customers.

SDG BOOTCAMP



The SDG Bootcamp is a first-of-its-kind business bootcamp, for companies/businesses working towards the achievement of SDGs from across Kenya.

During the course of 4 days, participants are taken through a series of hands on targeted sessions led by mentors on topics including Marketing & Branding, Financial Modeling, Pitching, Impact Assessment and Adaptive leadership to amplify the impact of SDGs in their businesses.

CONSULTANCIES AVAILABLE:

Team Building
Salary Surveys
HR and Policy Manual Development
HR Manual Reviews
Employee Satisfaction Surveys
Performance Appraisals
Selection and Recruitment
Job Evaluation
Implementing Risk Mitigation Procedures
Organizational Re-engineering
Customer Satisfaction Surveys
Implementation of Lean Management
***Proposals and available on request)**

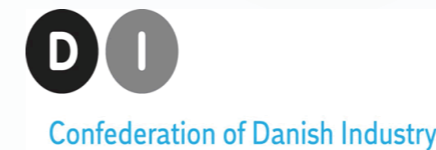
OTHER COURSES AVAILABLE ON REQUEST:

- Manufacturing Finance
- Change Management, Leadership & Innovation
- HR and Industrial Relations
- Due Diligence, Risk Management & Mitigation
- Project and Project Cycle Management
- Impact Monitoring and Evaluation for Improvement
- Business Franchising
- Blue Ocean Strategy
- Business Modeling and SME Strategy Development
- Family Business Manufacturing
- Media Management

WE PARTNER WITH:



In partnership with:





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