



MAY 2024

Boost Your Strategies! Manufacturing Academy

The Manufacturing Academy shall host the following trainings in May, to drive your competitiveness:

Training	Description	Date
<p>Effective Supervisory & People Management Strategies: Building Stronger Teams & Leadership in Manufacturing</p>	<p>This training seeks to help participants:</p> <ul style="list-style-type: none"> Enhance their understanding of their respective role and responsibility of managing people and effective supervision in a business environment. Appreciate what motivates employees and learn new techniques for motivating and fostering effective engagement among employees and teams, to achieve company objectives and milestones in a constructive manner. Shall cover LMP methodologies, how to effectively manage Lean implementation and fostering of the Lean culture within the organization. Develop proficiency in effective communication methods, enabling the establishment and maintenance of positive relationships with employees through clear and consistent interactions. <p>Participation: KSh 35,000 (+16% VAT) per participant</p> <p>For enquiries, contact suzy.nzuki@kam.co.ke.</p>	<p>22nd - 23rd May 2024, 8.30 am - 4.30 pm</p> <p>Venue: TBC</p> <p>Click Here to Register</p>
<p>In-House Training</p>	<p>This training seeks to equip your respective team (s) with the necessary skills and knowledge to improve the company's productivity, improve on operational efficiency as well as enhancing your global competitiveness</p> <p>For enquiries, contact gilbert.rutto@kam.co.ke.</p>	<p>Ongoing</p>

<p>Swedish Workplace Program (SWP) Social Dialogue Sessions – Nairobi. The final session followed by graduation.</p>	<p>This program seeks to:</p> <ul style="list-style-type: none"> • Promote decent work and sustainable business by upskilling the capacity of Human Resource and Rights managers and organizational leaders within the automotive and other manufacturing sectors • Address workplace challenges that affect employee welfare and productivity <p>Specific upskilling areas shall focus on but not limited to:</p> <ul style="list-style-type: none"> • Communication and leadership skills • Change management • Employee engagement • Human rights as a core of the business <p>Note: Graduation will be in June. The date and venue will be communicated in good time.</p> <p>For enquiries, contact suzy.nzuki@kam.co.ke</p>	<p>14th May 2024</p> <p>Venue: Virtual</p>
<p>Seamless & efficient Cross Border Trade - Unleashing the roadmap, opportunities and power for manufacturing growth within AFCFTA, including EAC & COMESA</p>	<p>Seamless & efficient cross-border trade lies in its ability to streamline and expedite trade processes across borders, thereby enabling manufacturers to leverage the roadmap, opportunities, and power within AFCFTA, encompassing the East African Community (EAC) and the Common Market for Eastern and Southern Africa (COMESA).</p> <p>By facilitating smoother trade transactions, this initiative enhances manufacturing growth, fosters regional economic integration, and unlocks the full potential of markets within these regions.</p> <p>Participation: KSh 45,000 (+16% VAT) per participant</p> <p>For enquiries, contact suzy.nzuki@kam.co.ke</p>	<p>29th - 30th May 2024</p> <p>Venue: TBC</p>

Venture into new territories!
**Business Information & Market
 Development**

KAM's Business Information and Market Development Desk shall host the following activities to strengthen and scale up trade, productivity and export market development for local industry:

Activity	Description	Date
Invoice Factoring Trade Financing Seminar	<p>This training shall cover:</p> <ul style="list-style-type: none"> • What is Trade Finance – specifically, invoice factoring? • How invoice factoring works • Benefits of invoice factoring for a manufacturer and/or exporter • Financial benefits: access to working capital for business operation and scalability, reduced risk of bad debts • Insurance benefits • Buyer benefits: accessing information and checks on buyers prior to working with them • Difference between a specialized factoring company vs a bank (in Kenya): expertise, insurance, flexibility, access to foreign currency, etc. • Case studies <p>Participation:</p> <ul style="list-style-type: none"> • This is a fully sponsored seminar by KAM & Tradewind for KAM Members from the relevant sectors • Non-Members are required to pay KSh 7540 (inclusive of VAT) <p>For enquiries, contact seminars@kam.co.ke</p>	<p>28th May 2024</p> <p>Venue: Golden Tulip Hotel, Westlands</p> <p style="text-align: right;">Click Here to Register</p>
Changamka Shopping Festival	<p>In line with its mandate and commitment to enhance market access for locally manufactured products at local, regional, and international markets, KAM is organizing the 7th Annual Kenya Manufacturing Summit and Expo (Changamka Shopping Festival) in Nairobi and Mombasa.</p> <p>This year's Expo is themed <i>Celebrating Kenya's Manufacturing Milestones</i>.</p> <p>The two expos are scheduled as follows:</p> <ul style="list-style-type: none"> • Mombasa Mini Edition: 4th - 7th July at Oshwal Center • Nairobi Main Edition: 5th - 9th November at KICC <p>For enquiries, contact manufacturingexpo@kam.co.ke.</p>	<p>Click Here to book a booth</p>

<p>19th Annual Kaizen East Africa Congress</p>	<p>This training is brought to you by KAM, in partnership with KAIZEN Institute.</p> <p>Target Group:</p> <ul style="list-style-type: none">• C-Suite Level Executives• CXOs• CEO• MDs,• Presidents• Vice Presidents, Directors• Country Heads• General Managers• Plant and Factory Heads• Department Heads• Senior Managers & Executives <p>Participation:</p> <ul style="list-style-type: none">• KSh 60,000 (+16% VAT) for Members <p>For enquiries, contact kaizen@kam.co.ke</p>	<p>13th - 14th August 2024</p> <p>Venue: TBC</p> <p>Click Here to Register</p>
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Take your business to the next level!
KAM SME Hub

The KAM SME Hub shall carry out the following activities to take your business to the next level:

Activity	Description	Date
<p>Manufacturing Finance Management Workshop</p>	<p>This module is a continuation of the KAM - Unilever Business Growth Program.</p> <p>The primary objective of this module is to equip Growth Oriented Enterprise (GOE`s) with the pre- requisite skills in:</p> <ul style="list-style-type: none"> • Budgeting • Ensuring adequate working capital and cash flows for sustainable business operations • Interpretation of management accounts and financial statements • Making sound business valuation and investment choices <p>For enquiries, contact samuel.ndoria@kam.co.ke.</p>	<p>21st - 23rd May 2024</p>
<p>Digital Trade (E- Commerce) Capacity Building Workshop for SMEs</p>	<p>KAM has partnered with GIZ to empower SMEs in Kenya to excel in export trade, regionally and globally.</p> <p>This workshop seeks to:</p> <ul style="list-style-type: none"> • Equip participating SMEs with the necessary strategies, skills, knowledge, and capacity for successful Digital Trade (E-commerce) onboarding. • Empower SMEs to conduct all their business operations effectively within the digital trade ecosystem. • Enable participating SMEs to grow exports, sales revenues and markets. <p>For enquiries, contact samuel.ndoria@kam.co.ke.</p>	<p>29th - 31st May 2024</p> <p>Venue: Machakos</p> <p>Click Here to Register</p>

Optimize your processes

Centre for Green Growth and Climate Change (CGGCC)

Activity	Description	Date
Process Optimization Audits	To help you achieve cost saving by optimizing your end-to-end process flow Contact ceetrainings@kam.co.ke to register.	Ongoing
Circular Economy Resource Mapping	To help you reduce wastage in your facility while identifying areas of productive use of the generated waste. For enquiries, contact ceecteam@kam.co.ke	Ongoing
Carbon Footprint Assessment	To help you identify ways of reducing your current carbon footprint. For enquiries, contact ceecteam@kam.co.ke	Ongoing
In-House Environmental Compliance Training	To ensure that your organization complies with NEMA regulations and benchmark with global set standards on waste management and carbon emissions. To sign up, contact ceetrainings@kam.co.ke	Ongoing

Centre for Energy Efficiency and Conservation (CEEC)

Activity	Description	Date
Solar T3 Training	<p>This 5-day training seeks to equip technicians with knowledge on solar design, sizing, and installation.</p> <p>Participation: KSh 60,000 + 16% VAT per person</p> <p>Contact cectrainings@kam.co.ke for enquiries.</p>	<p>27th – 31st May 2024, 8.30 am - 5.00 pm</p> <p>Venue: Strathmore University</p> <p>Click Here to Register</p>
Energy Audits	<p>Through the audits, we identify areas of energy use, possible areas of energy wastage and offer recommendations to reduce the energy wastage and to achieve cost saving.</p> <p>Contact ceecteam@kam.co.ke for enquiries on energy audits for your plant.</p>	Ongoing
In-House Energy Management Training	<p>To equip your energy committee with the required skills for achievement of energy savings.</p> <p>Contact cectrainings@kam.co.ke to sign up.</p>	Ongoing
20th Annual Energy Management Awards (EMA) Gala Dinner	<p>EMA seeks to raise awareness on energy management, renewable energy, and water efficiency, as well as recognize and celebrate excellence among industrial, commercial, and public institutions and organizations in Kenya.</p> <p>Participation:</p> <ul style="list-style-type: none"> • Corporate table (8 pax): KSh 75,000 + VAT • Individual ticket: KSh 10,000 + VAT <p>Contact ema@kam.co.ke for enquiries.</p>	<p>20th May 2024</p> <p>Click Here to Register</p>
10th Clean Energy Expo and Conference	<p>The event brings together energy and water stakeholders to discuss various topics affecting sustainability and industrial green growth.</p> <p>Participation: KSh 105,000 (+16% VAT) per booth</p> <p>Contact ema@kam.co.ke for enquiries.</p>	<p>20th - 21st May 2024</p> <p>Click Here to Register</p>