



# **GREAT NORTH BUSINESS INCUBATOR**

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**COMPANY PROFILE  
192-515 NPO  
REG 2013/158285/08  
PBO 930056433**



# WHO ARE WE?

## COMPANY PHILOSOPHY & PROGRAMMES

We believe that the rich learning experiences our programs offer can affect powerful and positive transformation individuals, in their communities, institutions and countries. We work with our partners globally to design and implement programs in which participants reach across – and live across – boundaries and borders. And we do this in an atmosphere of mutual respect, organized collaboration, and fun.

## PROGRAMMING

We conduct 50-70 short-term programs each year for groups that range in size from 1 to 40 participants, and participants who are 16 to 60 years age group. Programs last anytime from one week to four weeks, after which time participants return to their communities, provinces and home countries. We tailor each program's content to its respective participant profiles, its thematic concentration, and its country or countries.

## PROGRAM COMPONENTS AND METHODOLOGY

GNBI recognizes that the adult participants who take part in our project's are experts in their fields, and that youth entrepreneurs also bring a great deal of knowledge, innovation and creativity. We see our role as exposing them not only to new knowledge but also to widely different ideas, situations, emerging markets, developed markets and world-renowned entrepreneurs, leaders and advocates of economic empowerment. GNBI sessions stimulate thought and discussion, so that participants may build on their own knowledge and understanding. Conversely, we call on our foreign participants to help inform the South Africans they encounter about their cultures and expertise.



## **WHY WORK WITH US?**

### **OUR PARTNERS APPRECIATE AND RELY ON GNBI'S STRENGTHS:**

#### **EXPERIENCE**

GNBI staff has more than twenty years of experience providing training, business consultancy, specialist advice, exchange, and projects for countries worldwide.

#### **DELIVERY OF EXPERTISE**

GNBI has access to some of the top minds in South Africa and the continent. Our far-reaching network of professionals includes university professors, international and regional consultants, national and local government offices, and nongovernmental organizations.

#### **ADAPTABILITY & SUSTAINABILITY**

GNBI has developed an extensive array of courses and programs that can be adapted to suit the particular needs of our delegates, entrepreneurs, young leaders and trainers. GNBI provides follow-on components for our projects to maximize the scope and depth of the training provided.

#### **EVALUATION**

GNBI projects include a thorough evaluation component which extends from participant input and feedback during the country side programs to impact evaluations as each project concludes.

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#### **GIVING BACK TO THE COMMUNITY**

Giving back to the historically marginalised communities in the developing countries and South Africa specifically, our work with a wide range of delegates and partners has led to profound intercultural learning experiences.





# Course Overview

## Business Incubation Management and SMME Development Program Overview

The Business Incubation Management Training Program was created for business incubator managers and stakeholders in developing countries and emerging markets. Through its network of certified facilitators, GNBI has helped more than 100 people increase their understanding of business incubator models, how to finance an incubator, monitoring and evaluation, mentoring programs, and more.





# Course Overview

## Business Incubation Management and SMME Development Program Overview

The Business Incubation Management Program (BIM) has been providing practitioners with the foundational knowledge and resources they need to run successful programs for more than 3 years. The content has gone through many iterations as the industry has shifted to include new concepts and approaches and will continue to keep up with the latest trends and best practices.





# HOW TO REGISTER

## Follow instructions below to register

- Online Registration Form to be completed - Click Link **[www.great north business incubator.org.za](http://www.greatnorthbusinessincubator.org.za)**, our admin is notified immediately and then you need to pay the registration fee of **ZAR1000.00** (*Please use your name and surname as reference to enable the matching of your deposit with your registration*)
- You pay online on our website or do a direct deposit or via EFT
- Email your Proof of Payment to [info@gnbi.org.za](mailto:info@gnbi.org.za)
- Once GNBI receives both registration form and POP we will contact you regarding the next steps



**[www.gnbi.org.za](http://www.gnbi.org.za)**



# Course Price list - Shared upon request

COURSE NAME		DURATION	DATES	COSTS
Course 1: Introduction to Business Incubation (BIM)		10 Days	06-17/01/2025 05-16/01/2026	TBA
Coaching, Mentoring and Business Consultancy services (CMBCS)		5 Days	20-24/01/2025 19-23/01/2026	TBA
Course 3: Advanced Incubator Management (AIM)		5 Days	27/01-31/02/2025 26-30/01/2026	TBA
<b>UPON COMPLETION OF THE 3 COURSES, YOU GET A CERTIFICATE FOR BUSINESS INCUBATION MANAGEMENT</b>				
AEP	Agribusiness Entrepreneurship Program (AEP)	7 Days	03-11/02/2025 02-10/02/2026	TBA
WEP	Women Entrepreneurship Program (WEP)	5 Days	17-21/02/2025 16-20/02/2026	TBA
DEP	Digital Entrepreneurship Program DEP	5 Days	24-28/02/2025 23-27/02/2026	TBA
BPSD	Business Planning and strategy development BPSD	5 Days	03-07/03/2025 02-06/03/2026	TBA
IES	Innovation, Entrepreneurship and Sustainability IES	5 Days	10-14/03/2025 09-13/03/2026	TBA
DOM	Direct and Online Marketing: Building Direct Customer Relationships DOM	5 Days	17-21/03/2025 16-20/03/2026	TBA
DBISM	Digital Business Innovation and social media DBISM	5 Days	24-28/03/2025 23-27/03/2026	TBA
GE	Global Entrepreneurship	5 Days	31/03-04/04/2025 13-17/04/2026	TBA





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COURSE NAME		DURATION	DATES	COSTS
BGI	Business Growth and Innovation	5 Days	07-11/04/2025 20-24/04/2026	TBA
BMS	Business Marketing Strategy	4 Days	14-17/04/2025 30/03-02/04/2026	TBA
BECG	Business Ethics and Corporate Governance	4 Days	22-25/04/2025 07-10/04/2026	TBA
LMSBE	Leadership, Management, Strategy and Business Ethics	5 Days	28/04-02/05/2025 27/04-01/05/2026	TBA
GBP	Business Planning and strategy development	10 Days	05-16/05/2025 04-15/05/2026	TBA
MANEC	Managerial Economics	5 Days	19-23/05/2025 18-22/05/2026	TBA
FM	Financial and cash Management for SMMEs	10 Days	26/05-06/06/2025 25/05-05/06/2026	TBA
TBM	Team Building and management	5 Days	09-13/06/2025 08-12/06/2026	TBA
STM	Strategic Talent Management	5 Days	16-20/06/2025 15-19/06/2026	TBA
SMME CG	SMME Corporate governance	5 Days	23-27/06/2025 22-26/06/2026	TBA
IMC	Integrated marketing and communications	5 Days	30/06-04/07/2025 29/06-03/07/2026	TBA
NLS	Negotiations and Leadership skills	5 Days	07-11/07/2025 06-10/07/2026	TBA
RKMA	Records Keeping, Management and Archiving	5 Days	14-18/07/2025 13-17/07/2026	TBA





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COURSE NAME		DURATION	DATES	COSTS
OPM	Operations Management	5 Days	21-25/07/2025 20-24/07/2026	TBA
CMR	Conflict management and Resolution	5 Days	28/07-01/08/2025 27-31/07/2026	TBA
ERM	Enterprise Risk Management	5 Days	04-08/08/2025 03-07/08/2026	TBA
BDCM	Business Disaster and Continuity management	5 Days	11-15/08/2025 10-14/08/2026	TBA
ECMW	Effective Coaching and Mentoring at the workplace	5 Days	18-22/08/2025 17-21/08/2026	TBA
21CM	21St Century Management	5 Days	01-05/09/2025 24-28/08/2026	TBA
DMPSS	Decision Making and Problem-Solving Strategies	5 Days	08-12/09/2025 31/08-04/09/2026	TBA
HUBF	How to understand Business Finance	10 Days	15-26/09/2025 07-18/09/2026	TBA
DLS	Develop your Leadership Skills	5 days	29/09-03/10/2025 21-25/09/2026	TBA
PBP	Persuasive Business Proposal for Funding	5 Days	06-10/10/2025 28/09-02/10/2026	TBA
DCDMS CV	Designing a Customer-Driven Marketing Strategy-Creating value for target customers	5 Days	13-17/10/2025 24-28/08/2026	TBA
PSSP	Personal Selling and Sales Promotion	8 Days	20-29/10/2025 05-14/10/2026	TBA



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COURSE NAME		DURATION	DATES	COSTS
GMS	Guerrilla Marketing strategies	5 Days	03-07/11/2025 19-23/10/2026	TBA
APR	Advertising and Public Relations	5 Days	10-14/11/2025 26-30/10/2026	TBA
SCSPEO	Supply Chain: Strategy and Planning for Effective operations	7 Days	17-25/11/2025 02-10/11/2026	TBA
KIM	Knowledge and Information Management	8 Days	26/11-05/12/2025 11-20/11/2026	TBA
ST	Sales Techniques- 75 Ways to master Cold calling, sharpen your Unique, Selling Proposition	5 Days	08-12/12/2025 23-27/11/2026	TBA
DE	Disciplined entrepreneurship training	5 Days	15-19/12/2025 30/11-04/12/2026	TBA




# **GREAT NORTH BUSINESS INCUBATOR**

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