



## Shared value training prospectus

**Incite** academy offers customised seminars and coaching programmes in understanding and delivering sustainability and shared value.

Working with Boards, ExcOs, senior managers and corporate teams, our sessions are highly engaging, practical and delivered by facilitators with over twenty years of experience in sustainability strategy, reporting and international standards.

**We have** delivered training courses in Africa, Australia, Europe, Asia and the Middle East for companies, academic institutions and international agencies.

We are actively involved in the development of global standards and initiatives on shared value, social responsibility, integrated reporting and sustainability reporting.

**SV 101**  
Rethinking value

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**SV 201**  
Shared value strategy

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**SV 202**  
Integrated and sustainability reporting

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**SV 203**  
Stakeholder relationship management

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**SV 301**  
Micro-skills for shared value leadership

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All Incite seminars are customised to a specific company or sector. Topics are typically presented over a full day or as half-day intensives.

In addition to formal courses, we offer action-oriented, team coaching sessions. Popular action coaching topics include performance metrics, internal communications, stakeholder infrastructure, non-financial auditing, branding, and organisational development – all in relation to building an innovation-focused, shared value culture.

We will work with you to design a programme that meets your needs.

### **Rethinking Value SV 101**

This programme introduces the thinking behind a new era of business strategy and reporting. Geared to the challenges of highly volatile markets, it shares emerging perspectives on how competitive advantage is being reframed by social and environmental pressures. Delegates will review recent best practice developments in the corporate response to societal challenges, and will learn the eight competencies needed to deliver a winning combination of social and commercial value in a changing world.

### **Shared Value Strategy SV 201**

This programme presents a systematic process for catalysing shared value – the interface between social innovation and business strategy – that enables organisations to meet and exceed emerging sustainability expectations. Analysing strategic options and key material issues, it shows how companies are using their response to social and environmental challenges to become more resilient and to differentiate themselves in the marketplace.

### **Integrated and Sustainability Reporting SV 202**

This programme aims to equip delegates with the motivation, requirements and implications of integrated reporting (<IR>) for their companies. It includes a comprehensive perspective on best practice, providing a step-by-step guide to implementation and ways to avoid common hurdles. The programme includes a practical section on stand-alone sustainability reporting and investor engagement.

### **Stakeholder Relationship Management SV 203**

This programme provides a clear perspective on how to work skilfully with a complex range of stakeholder interests. Informed by complexity theory and the dynamics of power, it shares practical insights and guidance on stakeholder mapping and characterisation, messaging, turning data into business intelligence and responding to 'hot topics'.

### **Micro-skills for Shared Value Leadership SV 301**

This programme sheds a personal and practical light on what it takes to lead an organisation in a volatile and uncertain world. Informed by African and Western approaches, it introduces delegates to a powerful mix of leadership micro-skills, the 'hidden forces' impacting social systems and how to work skillfully with them. It uses experiential process and cases to show how executives of today's top brands inspire the passion and creativity that informs their performance.

## **CONTACT**

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