The Business Development Toolkit for Organisational Success

Sales and Marketing

Course Overview

The Business Development Toolkit for Organisational Success: a 5-day professional training course from LTC Consultants, delivered in-classroom across Africa...

What You Will Achieve

- Explain the core principles and current good practice in Business Development Toolkit for Organisational Success
- Apply practical tools and techniques for Business Development Toolkit for Organisational Success in your own organisation
- Analyse real-world scenarios and select the right approach with confidence
- Avoid the common pitfalls that undermine Business Development Toolkit for Organisational Success in practice
- Build a personal action plan to implement what you have learned

Who Should Attend

IT professionals, analysts, digital transformation leads and managers seeking to apply modern technology in their organisations.

Course Outline

1. Foundations of Business Development Toolkit for Organisational Success: principles, terminology and context
2. The business case: why Business Development Toolkit for Organisational Success matters to performance
3. Core tools, frameworks and methods
4. Applying the tools: guided case study and exercises
5. Common pitfalls and how experienced practitioners avoid them
6. Working with stakeholders: communication and influence
7. Measuring results and continuous improvement
8. Personal action planning and course review

Upcoming Dates and Fees

DATES	VENUE	FEE (PER DELEGATE)
16 to 20 Nov 2026	Lagos	**$1,395**
23 to 27 Nov 2026	Online	**$750**
30 Nov to 4 Dec 2026	Pretoria	**$1,650**

7 to 11 Dec 2026	Harare	**$1,550**

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Every delegate receives a Certificate of Attendance. Group and in-house rates available on request.