

# Programme for Management Development

Bad managers are appointed



leading to poorly managed work groups that are about

50%

less productive

44%

less profitable

than well-managed groups.



Only  
**1 in 10**

people possess the talent to manage others. Management training programmes produce effective leaders, ultimately helping companies run more profitably.

## Top 3 qualities of a good manager



**Ability to listen**

Effective communication skills are vital for good managers.



**Ability to acknowledge**

Employees who are regularly encouraged feel valued, this drives them to perform



**Ability to motivate**

Inspiring employees to give only their best influences them to fulfill high expectations of their own accord.



Being a  
**Manager**  
in Africa

Many foreign business ventures in Africa fail due to lack of insight into local culture.

The right person to manage enterprise in Africa has:

- Language flexibility
- Sensitivity and understanding of local culture

The UCT GSB Programme for Management Development provides tools and resources to make **better leaders** by helping participants to:



**Learn new ways** of managing and leading



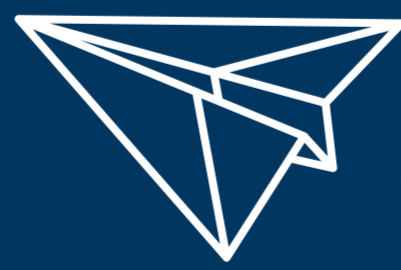
**Network and debate** with participants from the rest of Africa



**Focus on practical** and usable management principles



**Gain exposure** and practical experience with action learning activities



For more information:

Tel: 0860 UCT GSB  
Email: [execed@gsb.uct.ac.za](mailto:execed@gsb.uct.ac.za)  
Intl: +27 (0) 21 406 1922  
[www.gsb.uct.ac.za/Management-Development](http://www.gsb.uct.ac.za/Management-Development)



Graduate School  
of **BUSINESS**  
UNIVERSITY OF CAPE TOWN