The Graduate Institute of Management and Technology (GIMT)

Since 1993, The Graduate Institute of Management and Technology (GIMT) has distinguished itself as a business school where theory and practice converge in the development of tomorrow’s leaders. In an environment traditionally dominated by business schools aligned to state-owned universities, GIMT swiftly established itself both within the business and academic community, as a centre of excellence in business education and management development.

The GIMT is registered with the Department of Education as a Private Higher Education Institution under the Higher Education Act, and offers qualifications that are accredited with the Council of Higher Education and are registered with the South African Qualification Authority.

History and BEE Credentials

The history of the school is characterised by key milestones that have defined its evolution. These milestones are:

- GIMT introduced Outcomes Based Action Learning into the SA market and originally offered the Henley MBA until new legislation prevented providers from running programmes that were not their own.
- In 1996 GIMT was taken over by Educor, owned by the Naspers Group and became part of a listed company.
- Due to the success of the Henley model worldwide, GIMT developed its own registered and accredited management and leadership programmes based on the Henley system.
- In 2007 GIMT was acquired by ExecuPrime Investments, a black-owned investment company resulting in GIMT becoming a wholly black-owned business school in SA.
FastTrac® helps entrepreneurs hone the skills needed to create, manage, and grow successful businesses. Interact with entrepreneurs and experts as you discover the benefits of FastTrac’s own brand of business coaching, tap into the community resources available, and become part of a network of entrepreneurs who share your drive to succeed. FastTrac® is supported by the Ewing Marion Kauffman Foundation, fostering entrepreneurship across the Globe.

This 3 Month Programme is suited for aspiring or early stage entrepreneurs who want to:

- Test the feasibility of the business concept.
- Assess opportunities and identify those with the greatest potential.
- Develop a successful start-up strategy.
- Develop a Business Plan
- Fine-tune the processes of an early stage business.

**KEY OUTCOMES**

- Gain invaluable knowledge and business skills.
- Create a plan for the business.
- Develop a competitive advantage.
- Adapt to an ever-changing entrepreneurial role.
- Create a marketing plan to successfully position products and services.
- Identify sources of cash flow.
- Align their business to meet their own personal goals.

**Workshops can be customized to meet the particular learning and business objectives of your organisation**

**Contact GIMT:**
0861 GIMT 00 (0861 4468 00) info@gimt.co.za

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FastTrac® GrowthVenture™ Programme

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This 3 Month Programme is suited for SMME’s who want to:

- Assess the business’s readiness for growth.
- Evaluate their business strategy and develop a plan for growth.
- Align all aspects of their business.
- Change their role in managing the business.
- Maximize cash flow for future profitability.

**KEY OUTCOMES**

- Sharpen their strategic thinking and decision-making skills.
- Create a future business strategy and vision.
- Develop a business plan.
- Identify and strengthen their competitive advantage.
- Adapt to an ever-changing entrepreneurial role.
- Build growth and profitability.
- Align all aspects of the business.

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- This 3 Month Programme is suited for Entrepreneurs who need to advance their technology venture to the next stage of business
- This entrepreneur is in the field of technology or life sciences and is:
  - Developing and marketing technology,
  - Developing technology that enables a non-technology business, or
  - Developing biotechnology and life sciences products or services.

**KEY OUTCOMES**

- Evaluate and improve business concept.
- Develop and effectively communicate—via elevator pitches, business plans, and investor presentations—their:
  - Market opportunities.
  - Business strategies.
  - Value propositions.
  - Financial models.
- Build a valuable network of entrepreneurial peers and important mentor relationships

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FastTrac® Listening to Your Business™

Created for entrepreneurs just like you, Listening to Your Business™ makes the most of the knowledge you have about your business—and the limited time you have to make it better. This one day workshop will help you evaluate and measure your personal as well as business strategies. Specifically designed for entrepreneurs, this workshop will help you answer the question “What do I really want from my business and how do I get it?”

Become Your Own Business Consultant
No one knows your business better than you. Listening to Your Business™ gives you the tools you need to take a closer look at where your business is today, what you want it to look like in three years, and the steps to get there.

Hands on Learning
In this workshop you learn by doing. Workshop leaders are experienced entrepreneurs and talented facilitators. They guide you through a process of reflection, vision, and planning. They also help you put your plan in motion right away. Leave Listening to Your Business™ motivated and confident about the future of your business. Know your three year vision and take steps to achieve your personal and professional goals.

Key Outcomes

Three-Year Vision
- Envision where you want your business to be three years from today
- Discover where your business is today
- Determine necessary transitions to reach your vision

Business Life cycle and Transitions
- Verify the stage of growth of your business
- Decide at what stage of growth you want your business to be three years from today
- Ascertain the challenges of transitioning from one stage to another

Planning Tools and Competencies
- Evaluate current planning tools you now use
- Identify the way plans will be used for analysis, communication, strategic direction and control

Transition Tactics
- Establish action steps to get your business from today to your three-year vision
- Identify immediate actions needed

Workshops can be customized to meet the particular learning and business objectives of your organisation

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