



Mark Peters



Mark Peters was born and educated in Ireland – after school he became a commercial banker with Allied Irish Bank plc, Dublin in 1979.

In 1985 he obtained a grant scholarship with the Ford Foundation in the US to research the financing of small business and community development, based in South Africa. This research involved working directly with Social Investment Banks in 12 countries over 30 months.

In 1988, he joined Wits Business School's Centre for Developing Business as a Programme Manager and consultant. Between 1988 and 1996, Mark worked on over 78 Training and Developmental consultancies.

In 1996 Mark was appointed Programme Director of Educor's Graduate Institute of Management and Technology. He was appointed their Managing Director in 1997 and the Director of Henley Management College in 2000. He was a main board member of the JSE listed Educor. He was Henley Management College's Lead Tutor in Marketing from 1998 – 2001. In 2002 he was appointed Director of Marketing at Wits Business School as well as a Senior Lecturer in Marketing and Strategy.

Mark is currently the Director: Corporate Education.



Consultants, managers, senior leaders, facilitators, organisational development practitioners, change agents, human resource practitioners, and any other person involved in the development of planning for accomplishing growth objectives or for improving current processes.



The Strategic Planning Compass

Directing and Facilitating High Impact Strategic Planning Sessions

Applying the right key techniques and processes to effectively and innovatively facilitate strategic planning sessions is an extremely valuable skill for any person in a leadership position.

This workshop provides the tools that enable you to lead and direct groups or teams to discover and clarify their own shared purpose. You will also be able to develop a high-impact strategic plan that will be sure to drive teams towards successful execution.



- Building blocks of the high impact strategic plan;
- Guidelines for developing a strategic plan and evaluating its effectiveness;
- The steps in the strategic planning process;
- Tools, tips and techniques to successfully facilitate a team through the strategic planning process;
- Designing and tailoring the strategic planning process to meet specific group requirements.
- Facilitating difficult situations and identifying pitfalls to avoid.

To book or for more information, please call us on 0861 333 AOC (0861 333 262) or email info@aocsa.co.za		
City:	Johannesburg	Cape Town
Date(s):	29-30 March 2011	6-7 April 2011
Times	08h30-16h30	08h30-16h30
Cost:	R 4,950.00 + Vat	R 4,950.00 + Vat

Making Your Development Affordable...

Early Bird Discount	Register and pay at least 3-weeks before this event and enjoy an early bird discount of R250
Number Discounts	Book for 2 people and a third attends for half-price . Book for 3 people and the fourth person attends for free!
Referral Discounts	You can receive an incremental 10% off your next public workshop for each person that you refer to us! (ask us about how you can qualify)