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16 Kirkby Road, Bedfordview, Germiston

Total Value Proposition-Strategy Workshop: Structure

Session 1. Welcome and Workshop Introduction

Session 2. Group Session A: *Each Group proposes 5 x Key Suggestions/Ideas*

(Group A): The Total Value Proposition: Employees. Managing Internal Stakeholders and how to create a “Meeting of the Minds”. Sell it to them first.

(Group B): The Total Value Proposition: Services/Products. Are We Offering what the Market Want? Where is the Market Heading and how are we Placed? What are the Urgent and Important Intervention Strategies Required?

Session 3. Report Back: Selecting the Top 5 suggestions for each topic with Motivations

Session 4. Group Session B: Each Group proposes 5 x Key Suggestions/Ideas

(Group A): The Total Value Proposition: Customers: How do manage our External Stakeholders and where are we placed on the Customer Satisfaction Index? Self-Rating Exercise.

(Group B): The Value Proposition: Competitiveness. Are We Really Competing and if not, how could we outwit our competitors?

Session 5. Report Back: Selecting the Top 5 suggestions for each topic with motivations.

Session 6. Strategic Planning: Implementing the Suggestions. Appointing the Teams, Roles, Responsibilities and Time-lines.

Session 7. Group Session C: Each Group proposes 5 x Key Suggestions/Ideas

(Group A): The Total Value Proposition: Sustainability. Can We Manage the Business with our current resources? What is required to sustain the longevity of the business?

(Group B): The Total Value Proposition: Digital and Social Media: How could we design and implement a successful Digital/Social media strategy to keep up with market trends and retain or increase our market share?

Session 8. Strategic Planning: Implementing the Suggestions. Appointing the Teams, Roles, Responsibilities, Time-lines and Monitoring.

Session 9. Review and Close

Seven Reasons why you and your team should host your own In-House Total Value Proposition Strategy-Workshop?

- Find strategic and creative ways of unearthing a common and sustainable vision for the future of the business.
- The suggestions are coming from the bottom-up and its value lies in the experiences of employees who are the key drivers of your Total Value Proposition.
- The Workshop will create an equal footing for all participants to feel valued and to give their input without fearing that their ideas might be shot down in other circumstances.
- It creates a “meeting of the minds” where everyone’s “expectations” are considered and it makes them feel part of a bigger team.
- People tend to generate a renewal of their own contribution when their ideas are considered for inclusion in any strategic planning process.
- It is reported that where people are allowed to give input, the employee satisfaction levels are normally greater than the industry average.
- The Workshop will deliver a TVP Charter for adoption, which could become the company’s mantra for future sustainability based on the key pillars discussed in the group sessions.

Price per Workshop: (excludes all venue, travel and accommodation expenses). Kindly enquire for actual rates per group.

For further details. Contact: Gerrit Davids: Lead Advisor: Cell. 082 496 1657

| In-House Workshop: Request for Quotation Form | | | |
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| Company Details: | | | |
| Name of Company: | | | |
| Address: | | | |
| Office Tel: | | Office Fax No: | |
| Name of Person Completing this Form | | | |
| Direct Tel: | | Cell phone No: | |
| E-Mail: | | | |
| Name of Person Authorising this Booking: | | | |
| Signature of Authorised Person: | | Date: | |
| NB: Terms and Conditions. | | | |

Booking Enquiries: Call Gerrit on 082 496 1657 or 011-026 4891
E-mail Booking Form to: info@taranisadvisory.co.za / info@gerommedia.co.za
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