



COMPLETED TRAINING

Enza Construction

BSSA offered practical pricing and costing training to SMME owners as part of Enza Construction's skills training programme to assist SMMEs to grow their businesses.

The two-day training session was held at the offices of Enza Construction in Bryanston, Johannesburg.

It covered understanding and calculating profit, pricing in perspective, the different approaches towards pricing, and understanding the relationship between costing and pricing.



Belgotex SMME training

As part of Belgotex's enterprise and supplier development programme, BSSA offered business skills training to the small business owners who are mentees of the programme.

The training took place over four sessions at the Belgotex offices in Rosebank, Johannesburg.

During the first session, BSSA's Business Orientation module was offered to the learners. Subsequent sessions included marketing, pricing and costing, tendering and basic bookkeeping.

Learners also had to conduct market research for their own businesses and develop a complete business plan.



Success story:

BSSA helps to empower crèche owners

"I didn't know that there was something called 'customer needs' until BSSA taught us about marketing. I do know now – and I'm always communicating with customers."

These are the words of Magret Mbaso, who owns a crèche in Cosmo City, Roodepoort. In her case, her customers are the parents of the pre-school children she teaches.

Magret was one of 18 crèche owners in the Cosmo City area who were enrolled in a 16-week training programme run by Matoyana, an entrepreneurship development consulting agency located in Johannesburg, in partnership with the National Children and Violence Trust (NCVT). BSSA was contracted to provide part of the training.

The Matoyana and NCVT training programme aims to empower township women who own Early Childhood Development (ECD) centres. It aims to improve the sustainability of women-run businesses in townships, as well as the quality of early childhood education in poorer communities.

The NCVT is a non-profit organisation providing psycho-social services in underserved communities in and around Johannesburg.

BSSA trained the group in marketing, sales and customer service. Other service providers offered training on topics such as applying for funds, understanding business models, risk management and compliance issues.



"I changed a few things in my business, and I realised we can build three extra classes and employ more staff."

Monica Lebetsa
Crèche owner, Cosmo City

COMPLETED COURSES

Women in Water

Funama Productions runs a mentorship programme for the Women in Water project of the Department of Water and Sanitation. Funama in turn contracted BSSA to train a group of these women in basic business skills.

The learners were women with existing businesses, as well as some who have only registered a business.

They were offered training based on a selection of topics from BSSA's Business Orientation module, as well as its Core programme, which is aligned to the unit standards of the New Venture Creation qualification (NQF4).



ONGOING TRAINING

Palabora Foundation

BSSA has been contracted by the Palabora Foundation to build and enhance the capacity of its staff members in business consultancy.

BSSA has a business advising training programme called PROCESS, which was developed with support from a German aid agency. It consists of seven modules, each offered over five days.

The Palabora Foundation learners have completed five of the seven modules since February 2017 and are now doing practical work linked to the fifth module, Business Appraisal.



(Picture courtesy of sowetourban.co.za)

Completed training:

Stokvel members learn business skills

BSSA was requested by BKS Marketing & Associates to offer business skills training to members of its Ariel Stokvel Academy. A total of 258 stokvel members were trained in Soweto (two groups), Durban (four groups) and the East Rand (two groups) from February to May this year.

The Ariel Stokvel Academy was established by BKS Marketing to assist women between the ages of 25 and 55 who are stokvel members to start and grow businesses, and to spend additional income not only on consumer items.

BSSA's Business Orientation training course was used for the training. The topics covered included selections from practical marketing, the difference between being employed and starting your own business, generating business ideas, an overview of the market, understanding customer needs, and the importance of customer care.

BSSA courses:

Do you need training?

Are you a small business owner-manager or a business adviser in need of business skills training?

BSSA offers a wide range of courses, which can be accessed in various ways. Find out more [here](#).



Completed training:

Spaza shop owners assisted in growing their businesses

BSSA recently trained a group of 30 Gauteng spaza shop owners in basic business skills, on contract for Beehive Capital, an organisation which designs and evaluates enterprise and supplier development programmes.

The training forms part of the Mondelez Spaza Shop Development Programme, intended to develop knowledge and skills among participants to enable them to access opportunities and grow their businesses.

BSSA trained the shop owners on business management, competitive bulk buying and how to price stock, marketing, how to manage cash flow, and customer service. Training of a second group started recently.

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