

## NZTE Management Capability Development Voucher Scheme

### BUSINESS PLANNING

#### Pricing and Course Content

All service rates exclude GST

#### COURSE

Title	<b>Business Planning – Back to Basics</b>
Content Description	An introduction to the theory of business planning; incorporating goal setting (business & personal), the stages of a business' development to achieve growth, SWOT Analysis including the analysis of a business' competitive advantage, setting targets and Key Performance Indicators and the development of action plans to achieve a business' vision/goals. Attendees will be provided templates to then implement, outside of the workshop, what they have learnt. We will also touch on how effective HR strategy also ties into Business Planning.
Duration (sessions/hours)	2.5 hours
Cost per person (NZD\$)	Public course - \$190 per person Private course (1 firm only) - \$900 (maximum 5 people)

#### WORKSHOPS

Title	<b>Strategic Planning</b>
Content Description	The business owner will be coached/facilitated through a strategic planning workshop. Short & long term goals will be set and the stages of a business' development will be identified. SWOT Analysis, including the analysis of a business' competitive advantage will be conducted. Targets and Key Performance Indicators will be set and action plans will be developed to achieve a business' vision/goals.
Duration (sessions/hours)	2 half-day sessions, of 3-4 hours each
Cost per person (NZD\$)	\$2,800

\*\* refer to follow-up rates

Title	<b>Strategic Planning – A 12 Month Exercise</b>
Content Description	Strategic Planning workshop as detailed in Service Two is conducted. The business owner is then followed up six times over the next 12 months to ensure they are held accountable for the tasks/actions they have committed to. Financials and KPIs are also reviewed in these meetings to ensure the business is performing as planned to achieve its' strategic goals and business growth. <b>The content and templates provided will enable the owner to conduct business planning annually to enable business growth.</b>
Duration (sessions/hours)	Workshop: 2 half-day sessions, of 3-4 hours each Follow up: 3x meetings, monthly after initial workshop, and three quarterly meetings thereafter. All meetings 90 minutes duration.
Cost per person (NZD\$)	\$6,500 for 12 month program

To book one of our business planning courses please contact  
Staples Rodway Taranaki on 06 757 3155 or email [newp@staplestaranaki.co.nz](mailto:newp@staplestaranaki.co.nz)

\*\* Follow-up activity will be provided at:

- \$225 per hour for participants in a private course or workshop, including one-to-one delivery, or;
- \$75 per hour per person attending based on a minimum attendance of 10 persons per session.