

Frequently asked questions

How do I enter?

- 1 Log in to or register on SimplyBiz.
- 2 Complete the [entry form here](#). Entries close on 21 July 2021.
- 3 Accept the terms and conditions.

What is the prize?

You could win a seat in the unique and specially curated Open Procurement Doors programme presented live online by Henley Business School Africa. In addition to 6 bi-monthly sessions presented by leading Henley faculty, you will also receive group coaching and a certificate of completion, should you meet the course requirements.

What form will the programme take?

The course format will be as follows:

- Modular, live online sessions, followed by weekly assignments in which you apply the learning to your own business.
- Dates:
 - **Course** – 1 August to 17 October 2024, 08:30 – 17:00, every second Thursday from 07:00 to 08:30
 - **Pitch Battle** – 31 October 2024.
- Time commitment – One full-day Hybrid session, six 90-minute online classes and approximately 90 minutes of self-study per week for 3 months.
- Pitch Battle – online presentations to the panel by selected delegates, followed by a question-and-answer session and culminating in a winner ceremony.

What is the programme about?

This practical programme is aimed at business owners wishing to create a step change in their business and will cover the following topics:

Date	Focus	Content	Time
01-Aug-24	Launch	<ul style="list-style-type: none">• Full day at Henley campus with digital webinar	08:30 - 17:00
15-Aug-24	Personal Mastery	<ul style="list-style-type: none">• Learning about oneself in the context of business.	07:00 - 08:30
29-Aug-24	Financial Management	<ul style="list-style-type: none">• Budgeting and setting financial goals.• Controlling the finances of the business.• Financial collaboration.• Tax compliance.	07:00 - 08:30

12-Sep-24	Marketing	<ul style="list-style-type: none"> • The elements of effective marketing. • Marketing a small business on a limited budget. • Social-media marketing. 	07:00 - 08:30
25-Sep-24	Procurement and Tenders	<ul style="list-style-type: none"> • Pricing of products. • Understanding the needs of and selling your products to large businesses. • Negotiating basics. • Tenders. 	07:00 - 08:30
03-Oct-24	Governance, Ethics and Sustainability	<ul style="list-style-type: none"> • The right way to do business. • Honesty and integrity • Procurement compliance documentation. • Taking care of communities and the environment for long-term sustainability. 	07:00 - 08:30
17-Oct-24	The Art of Story Telling		07:00 - 08:30
31-Oct-24	Pitch Battle		08:30 - 17:00

The course is designed for you to learn, apply, and reflect without the need to be out of your business for prolonged periods.

Will I receive a certificate?

Yes, you will receive a certificate of completion from Henley Business School Africa, provided you meet their attendance and assignment criteria. A rubric will be provided to guide you on what is required.

Pitch Battle

On completion, you could be one of 10 delegates selected to battle it out and pitch before a panel consisting of SimplyBiz, Nedbank and Henley Business School Africa representatives, including procurement specialists, on 31 October 2023. This is a valuable opportunity to hone your skills and get in front of actual procurement decision-makers. Three winners of the pitch battle will receive an AVO voucher to the value of R10 000 each.

The Pitch Battle is intended to provide experience and feedback from a real panel for learning purposes only. There is no expectation that any of the competition winners will be accepted by the Nedbank procurement division.

What are the entry criteria?

You must be:

- a Nedbank small-business client with an annual turnover of between R5 million and R30 million;
- aged 18 years or older, with a valid South African identity document or card;

- a business owner or partner and have been working full-time in your business for over three years;
- available to attend the online sessions between 1 August 2024 and 17 October 2024 every second Thursday 07:00 to 08:30
- available to attend the Pitch Battle on 31 October 2024, should you be selected to take part.

What are the minimum education requirements to attend the course?

There are no formal education requirements. While every reasonable effort will be made to be inclusive of different languages and cultures, Henley Business School Africa is an English-language institution.

How are the winners selected?

The 30 winners will be selected via an electronic draw on 23 July 2024 and announced on 24 July 2024 by email. Thereafter, a Henley Business School Africa representative will contact you via email and/or cell phone to make the necessary arrangements.

Why do I forfeit prizes?

The intention of this competition is to grow your business and to become procurement-ready via this unique programme aimed at business owners. If you do not commit yourself fully to the opportunity and complete the programme successfully, you may forfeit the prize.

Does my business get any publicity if I win?

Yes. You and your business will be featured on the SimplyBiz website and social-media platforms. We will encourage the public to support your business further.

Terms and conditions apply.