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#### MODULE 2

## Building a Strategy for Growth



### Nomalanga Sitole

Lioness Enterprise Ambassador & Host/Moderator





#### Melanie Hawken

founder & ceo Lionesses of Africa





#### The Accelerator Modules



Module 1 - Developing a business plan

Module 2 - Building a strategy for growth

Module 3 - Building business resilience and entrepreneur EQ

Module 4 - Developing a marketing plan

Module 5 - Developing an e-commerce strategy

Module 6 - Developing sales skills to achieve results

Module 7 - Understanding legal best practice in business (inc. contracting)

Module 8 - Social media and digital marketing skills for business

Module 9 - Managing your cashflow and finances

Module 10 - Developing project management skills

Module 11 - Developing a people management plan

Module 12 - Developing strong leadership skills

Module 13 - Business negotiation and pitching skills - how to close a sale

#### **The Accelerator Dates**



Week 1 - Thursday 16 September

Week 2 - Thursday 23 September

Week 3 - Thursday 30 September

Week 4 - Thursday 7 October

Week 5 - Thursday 14 October

Week 6 - Thursday 21 October

Week 7 - Thursday 28 October

Week 8 - Thursday 4 November

Week 9 - Thursday 11 November

Week 10 - Thursday 18 November

Week 11 - Thursday 25 November

Week 12 - Thursday 2 December

Week 13 - Thursday 9 December

# MODULE 2 a Strategy for Growth

TRAINER
S'ongoba Vuba

founder, Perpetu8





Q&A





### Next Steps





