



BCaD-Consulting Management

Helping SMEs to be globally competitive!

Establishment:

BCaD-Consulting Management is a consulting firm established according to the commercial code of Ethiopia in 1998 to deliver management consulting and training services.

Vision:

Grown into one of the leading management training and consulting institutes in the African Continent which serves in building the creative and innovative leadership capacities and competencies of entrepreneurs, enterprise managers and leaders of development organizations by year 2015.

Mission:

- BCaD is a management consulting firm which equips esteemed customers to create, manage and build enterprises through enhancing their creative and innovative competences through short-term training and consultancy services.
- We use high tech training equipments and analytical soft wares to deliver the services.
- Our training approach is action learning method designed for adults and delivered based on experiential learning cycle which elicits experiences through participatory, critical reflection and interactive approaches.
- We have highly qualified, full time employed and outsourced experts with reputed caliber.

Training Programs and Course Description

Entrepreneurship Development Training of Trainers (ToT) Training Modules

- **Unlocking Competencies**
- Matching Person with Project
- **Business Plan**



Duration of the training is 12 full days (84 hours) of training. Certification is by CEFE international Germany. The total cost of the training is \$650 including light lunch and refreshments.

Enterprise Formation Modular Training (EFMT)

Training Modules

- Goal setting and strategy design
- Business project identification
- Project packaging



Duration of training is 40 hours in 8-10 weeks. Certification by BCaD Consulting Management. The total cost of the training is \$200.

a^works® training and consulting packages are obtained only within BCaD-consulting Management.

Value Chain Analysis Modular Training (VCAMT) Training Coverage

- value chain concepts,
- opportunities and constraints in relation to marketing,
- role of different actors,
- sub-sector analysis,
- economic analysis,
- VC governance,
- VC finance.
- Private Public Partnership
- enabling environment
- VC Monitoring and Evaluation.

Duration of training is 5 full days. The total cost of the training is \$620 including light lunch and refreshments. Certification by BCaD Consulting Management.

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Modular Learning System on Supply Chain Management (MLS-SCM)

Training Modules

1. Understanding the Corporate Environment
2. Specifying Requirements & Planning Supply
3. Analysing Supply Markets
4. Developing Supply Strategies
5. Appraising & Short-listing Suppliers
6. Obtaining & Selecting Offers
7. Negotiating
8. Preparing the Contract
9. Managing the Contract and Supplier Relationships
10. Managing Logistics in the Supply Chain
11. Managing Inventory
12. Measuring and Evaluating Performance
13. Environmental Procurement
14. Group Purchasing
15. E-procurement
16. Customer Relationship Management
17. Operations Management
18. Managing Finance along the Supply Chain



The cost of the training per trainee for each level is \$1000 for institutionally sponsored applicants and \$720 for individual applicants. If you prefer to take a specific module, the fee per Module is \$250.00. The duration of training is 3 months per each level.

Level 1 is International certificate (module 1-6), level 2 is Advanced Certificate (module 7-12), and level 3 is International Diploma (module 13-18). Certification by International Trade Centre.

N.B. Re-sit on exams \$50 per module.

Export Competitiveness Training

Course Objective

- Define their businesses,
- Distinguish the differences between the critical tasks of a business for domestic market vis-à-vis an export market.
- Build expertise in resource decisions with careful allocation on priority tasks,
- Organize their businesses to meet the export market requirements better than competitors.



The training takes 18 hours in a duration of three days for busy managers. More detailed courses will be designed on request. The cost of the training is \$250 including light lunch and refreshment. Certification by BCaD-Consulting Management.

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Project Cycle Management Training

Contents of the Module

- Project identification,
- Project planning,
- Project implementation
- Project monitoring and
- Project evaluation.



Training duration is thirty hours spread over six days of training and total cost of the training is \$500. Certification by BCaD-Consulting Management.

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Modular Training in Business Leadership

Modules of the training

- Becoming a Leader
- Leading Others
- Leading Effectively

Duration of training is five full days and cost of the training is \$ 420. Certification by BCaD-Consulting Management.



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In addition to the above training programs , tailor made trainings could be arranged as per agreed time for interested organizations based on request.