

## ENERGY MARKET STRUCTURE

1. Power Pools
  1. South African Power Pool
  2. East African Power Pool
  3. West African Power Pool
2. Stakeholder Analysis:
  1. Southern Africa Energy Sector (A regional analysis of the Power and Energy Sector)
  2. East African Energy Sector (A regional analysis of the Power and Energy Sector)
3. Localisation and indigenisation Policies
  1. South African Power Pool
  2. East African Power Pool
  3. West African Power Pool
4. Local participation in the energy and power value chain (focusing on electricity and all generation technologies)
5. Power and Energy market value chain development.
6. Environment and Social Impact

## ENERGY PROJECT, PROGRAMME AND PORTFOLIO MANAGEMENT (PPPM)

1. Energy project management
2. Risk analysis and management Preventing and managing penalties
3. Health and Safety principles and strategies
4. Cross border team insurance and project insurance
5. Competencies required for efficient PPPM

## OPPORTUNITIES IN THE ENERGY SECTOR – 4IR

1. Energy Revolution
2. Fourth Industrial Revolution – Power and Energy Context
3. Opportunities in Generation, Transmission and Distribution
4. Cross border trading
5. Automation and digitalisation

## ACCESS TO FINANCE

1. Funding models and funding realities
2. Players in a funding model
3. Types of Funding Institutions
4. Credit insurance
5. Project Financial Modelling
6. Pitching for finance

## THE INTERSECTIONS OF ENERGY

1. Mining
2. Agriculture
3. Health
4. Transport and mobility
5. Telecommunications
6. Education
7. Water
8. Tourism

## PROCUREMENT AND BIDDING

1. Value Proposition articulation
2. Defining Value Add (in any partnership)
3. Competitive advantage
4. Managing a bidding process
5. Dos and Don'ts

## ENTREPRENEURSHIP

1. Business Plan Design
2. International business development
3. Partnership Model & Management
4. Building lasting networks
5. Legal Structures
6. Resource Management

## SELF LEADERSHIP

1. Branding and personal leadership
2. Building inspiring visions
3. Online branding and brand management
4. Digital Story telling for energy projects

