



Business Rescue Decision Making

Presented by the Department of Business Management, University of Pretoria

The **Business Rescue Decision Making** short course aims to expose participants to “rescue situations” and decision making to drive the turnaround process. Extensive coverage is given to operations, marketing, sales, human resources, strategy and management during a “rescue”. The course focuses on decision making and reflecting on the results of the decisions made. Through simulation and group work, two to three facilitators support and enable experiential learning. The course focuses on teaching delegates the ability to deduce the causes of decline in the venture by applying models in practice for decision strategies, and to take key decisions for an appropriate rescue plan.

Course content

Day 1

Based on the preparatory work given to you before the course begins, you will be faced with background data of a distressed company. You are appointed as the rescue team with one Business Rescue Practitioner (BRP) and have to submit decisions and receive new statements for the next period including, income and cash flow statements, balance sheets, management statements for operations, HR, marketing and sales as well as a scorecard.

Application: Situation analysis, negotiation (role plays). Applying strategies, Chapter 6, creditor meeting. 1st decision.

“THE WAY OF TEA LIES IN STUDYING THE CEREMONY, IN UNDERSTANDING THE PRINCIPLES AND GRASPING THE REALITY OF THINGS”
– HOSAKAWA TADAOKA

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Shifting knowledge to insight



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Day 2

Debriefs of first decision. Key issue discussion. Business Rescue (BR) plans, the outcomes of decisions, liabilities.

Application: Strategising, reporting, board presentation. 2nd period decision.

Day 3

Final rescue activities after 3rd period decision, results debrief, strategy debrief. Substantial implementation of plan. Business rescue scorecard design, latest research.

Application: Identification of “disproportionate influencers” of rescue situations, reflections on “what could be done different”, tracking all decisions.

Learning outcomes

After completion of the training the delegate will be able to

- know the tasks, activities and competencies of the BRP
- understand the venture rescue situations and finance
- identify quantitative and qualitative signs of distress
- read and interpret basic financial statements
- deduct the causes of decline in the venture by applying models in practice for decision strategies
- execute an opportunity analysis, intervention decision
- take key decisions for an appropriate rescue plan
- evaluate the decisions taken based on its results
- develop awareness about key issues to consider
- understand key business principles and skills
- apply strategies chosen to implement
- create a network team and negotiate
- execute negotiation in practice, and
- do problem-solving associated with rescue situations.

Who should enrol?

This workshop serves as the introductory course to managers who are faced with rescue situations, strategic and leadership issues for the process of executing a business rescue or who want to master the principles surrounding practical rescue. Future BRP, potential creditors, liquidators, bankers, managers from private (and public) sector, small business owners facing potential rescue can benefit, lawyers and accountants who want to improve business skills, young consultants.

Course fees

R10 685.00 per delegate (VAT incl.)

Course fees include all course material, meals and refreshments are included during contact days.

Course fees must be paid in full 14 days prior to course start dates. Proof of payment can be submitted to enrolments@enterprises.up.ac.za.

Admission requirements

Prospective delegates should at least have Grade 12 certificate. Participants must also read and prepare preparatory work based on case info, financial and management reports and other information supplied before starting the course.

Accreditation and certification

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Registration and enquiries

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