

Theme: Strengthening The Managerial Competencies Of Water And Sanitation Utilities' Executives

Venue: Conakry, Guinea

Date: from 15 to 18 October 2018

Day 1 : Introduction to the profession of Manager

Profession of Manager – Leadership – manager's tools

Mr. Mamadou Dia

08:30 – 09 :00	Registration / Welcome trainers and trainee
09:00 – 09 :05	AfWA Remarks
09 :10 – 09:20	Local committee remarks (MD of SEG)
9 :20 – 10 : 00	Family photo and coffee break
10:00 – 12:20	Management of Water / Sanitation utility (Role and Responsibility of the Manager, Notion of Leadership, Managing Change)
12:20 - 1:30pm	Lunch
Afternoon	Strategic objectives and planning
1:30pm – 3:20pm	<ul style="list-style-type: none">- Strategic management (Strategy objectives formulation, strategic planning)- Différents matrix (SWOT, Mc Kinsey, ADL, BCG, etc.)
3:20pm - 3:40pm	Coffee break
3:40pm – 4:30pm	<ul style="list-style-type: none">- Strategic planning case study and Experience sharing
5:30 pm – 6:30pm	<ul style="list-style-type: none">- Cocktail diner

Day 2 : Management tools

Dr. William Muhairwe

8:30-09:00	Welcome trainers and trainee
9:00 – 10:00	<ul style="list-style-type: none">- Presentation of the main management strategy (Market life cycle applied to water and wastewater companies, experience curve, Porter's strategies, Bowman's clock, Ansoff matrix)
10:00 – 10:30	Coffee break
10:30: - 12:00	<ul style="list-style-type: none">- Tools of the manager (Implementation and follow-up of a roadmap, management dashboard)
12:00 - 1:00pm	Lunch
1:00pm – 2:30	<ul style="list-style-type: none">- Cas study
2:30 – 5:00	<ul style="list-style-type: none">- Communication from the manager,- Knowing how to delegate,

JOUR 3 : Finances/ Accounting/ Planning
M. Mamadou Diouldé

9:00 – 11:00	- Budget preparation, Budget tracking, Analysis and understanding
11:00 - 11:30	Pause-café
11:30 – 1:00pm	- - The administrator facing the different investment vehicles (the PPP, the BOT, the bond) [Better understanding the functioning of the financial markets; Be able to ask the right questions to the investment managers; Being able to evaluate offers from providers of investment products.]
1:00pm - 2:00pm	Lunch
2:00 pm– 3:00 pm	Case study
3:00 pm– 3:20 pm	Coffee break
3:20 – 4:30 pm	Enterprise Risk Management