

# GREEN Solar Academy

Africa's Premier Training Institute for Solar Power



## Solar Business Management

### Start your PV business the right way

#### 2-DAY MANAGEMENT COURSE

This course is a crash course on business management, especially for small and medium sized solar company owners.

We are going through the basics, like the necessary registration processes with CIPC, SARS, the Bargaining Council and the DoEL, give practical guidance and together go through the tasks and challenges that will await you when your business grows.

You will learn how to take investment decisions for your business, manage internal processes and find your unique selling point. You will also learn how to quote for projects and how to make sure your margin doesn't get eaten up by inefficient project management or too-high costs.

#### Avoid the pitfalls

The goal of the course is to avoid careless and costly mistakes by knowing all the pitfalls and implement clever management from the start.



## Our trainers

Our trainers are founders, CEOs and managers of successful PV businesses who are sharing hands-on tips and experience from their own active businesses. All trainers participate in our training of trainer programme before they are accredited and the courses are frequently quality checked and updated.



## Accreditation

This course is accredited by the German Solar Energy Society (DGS). You receive an internationally-recognised certificate of participation issued jointly by GREEN Solar Academy and DGS. GREEN Solar Academy is a QCTO-accredited Skills Development Provider.



Learn to quote accurately and professionally

#### LEARN HOW TO



Register with all relevant bodies (CIPC, SARS, OHSA)

Take investment decisions



Manage internal processes to be efficient and legally safe



Find your USP



Quote with confidence

Manage projects to meet deadlines



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## Target Audience

- New solar entrepreneurs and founders
- Young solar companies starting out
- Company owners and managers who want to optimise their operations

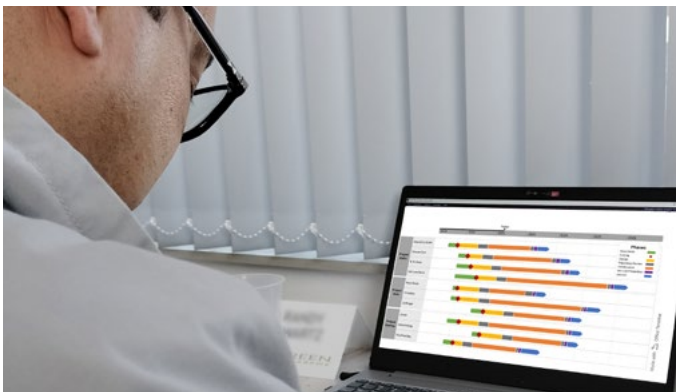
## Prerequisites?

Basic solar knowledge is a prerequisite for this course; we recommend having done at least our Solar 101, or the SuperSolarSchool if you are technically inclined. Pre-knowledge in the field of business management and accounting will be an advantage.

## Pricing

- The course costs ZAR R6,900 (excl. VAT)
- 10% discount for Alumni
- 12% early bird discount for bookings 8 weeks before
- Payment must be made 2 weeks before the start of the course
- Including lunch, coffee breaks, exercise handouts, certificate fees

[Book online at solar-training.org](http://solar-training.org)



Embrace the right tools to achieve your goals



Join our course and meet fellow entrepreneurs



## Main Topics

- Business registration processes from CIPC to DoEL
- OSH Act compliance
- Internal business management: Decision making for business owners and organisation and record keeping
- Marketing and Sales strategies, especially feasibility calculations for PV systems
- Project Management: Quoting and Site Management for solar projects
- Exercise: Case Study on project management
- PV GreenCard benefits and registration

**Interested in this Course? Contact us!**

Tsakani Mashila | Team Leader Sales

+27 (0) 10 312 6724 | [info@solar-training.org](mailto:info@solar-training.org) | [www.solar-training.org](http://www.solar-training.org)

