



JUANITA  
VORSTER

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STRATEGY FACILITATOR

A good strategy  
recognises the nature  
of the challenge  
and offers a way of  
surmounting it.

It often looks  
simple and obvious but  
it never just pops out  
by using a fancy  
strategic management tool.

*Richard Rumelt, author of Good Strategy, Bad Strategy*

# WHY

A well-facilitated strategy session helps an organisation to gain clarity, alignment, and momentum through true consensus, shared understanding and ownership.

# WHO

The choice of a facilitator for the strategy formulation process must allow an organisation to consider its aspirational vision, purpose or mandate, current and future scenarios realistically available resources, and multiple stakeholder needs.

# WHAT

A strategic plan illustrates an organisation's view on what success means, what priorities matter most, and how progress will be measured over the next three to five years.

# HOW

*customisable according to client requirements*

## PREPARE

- Perform desktop review of organisation, external environment, and legislative/regulatory framework with applicable prescripts
- Design surveys targeted at key stakeholder groups to gather insights on:
  - Internal challenges
  - External conditions
  - Issues that may not be known to participants of session
- Meet with key contact to finalise proposed structure, planned content and agenda for the session

## FACILITATE

- Guide group to formulate the focus
  - Ideal outcome, Scenario scanning, Vision, Mission, Values etc
- Guide group to analyse the situation
  - External environmental, Internal environment, Stakeholders, Gaps, Obstacles etc
- Guide group to co-create the plan
  - Outputs, Outcomes, Impact, Resource allocation, Performance targets and indicators etc

## SUPPORT

- Document
  - Consolidate outcomes from session into agreed documentation
- Consult / Coach
  - 1-month implementation check-in
  - 3-month implementation check-in
  - 6-month implementation check-in



**"I've been to more strategy discussions/workshops etc than most people, and I'd recommend you highly to anyone."**

Philip Nottingham, entrepreneur and former CFO



JUANITA  
VORSTER blends her practical insight with  
up-to-date theoretical approaches to  
facilitate sessions that lead to clear outcomes.

Using her unique combination of skills,  
she designs and facilitates neutral,  
outcome-focused strategy sessions that are filled with  
meaningful discussion and challenged assumptions.

## EXPERIENCE

executive director		14 years
technical session facilitator		12 years
non-executive director		5 years
strategy session facilitator		5 years



INSTITUTE OF  
DIRECTORS  
SOUTH AFRICA

Certified Director

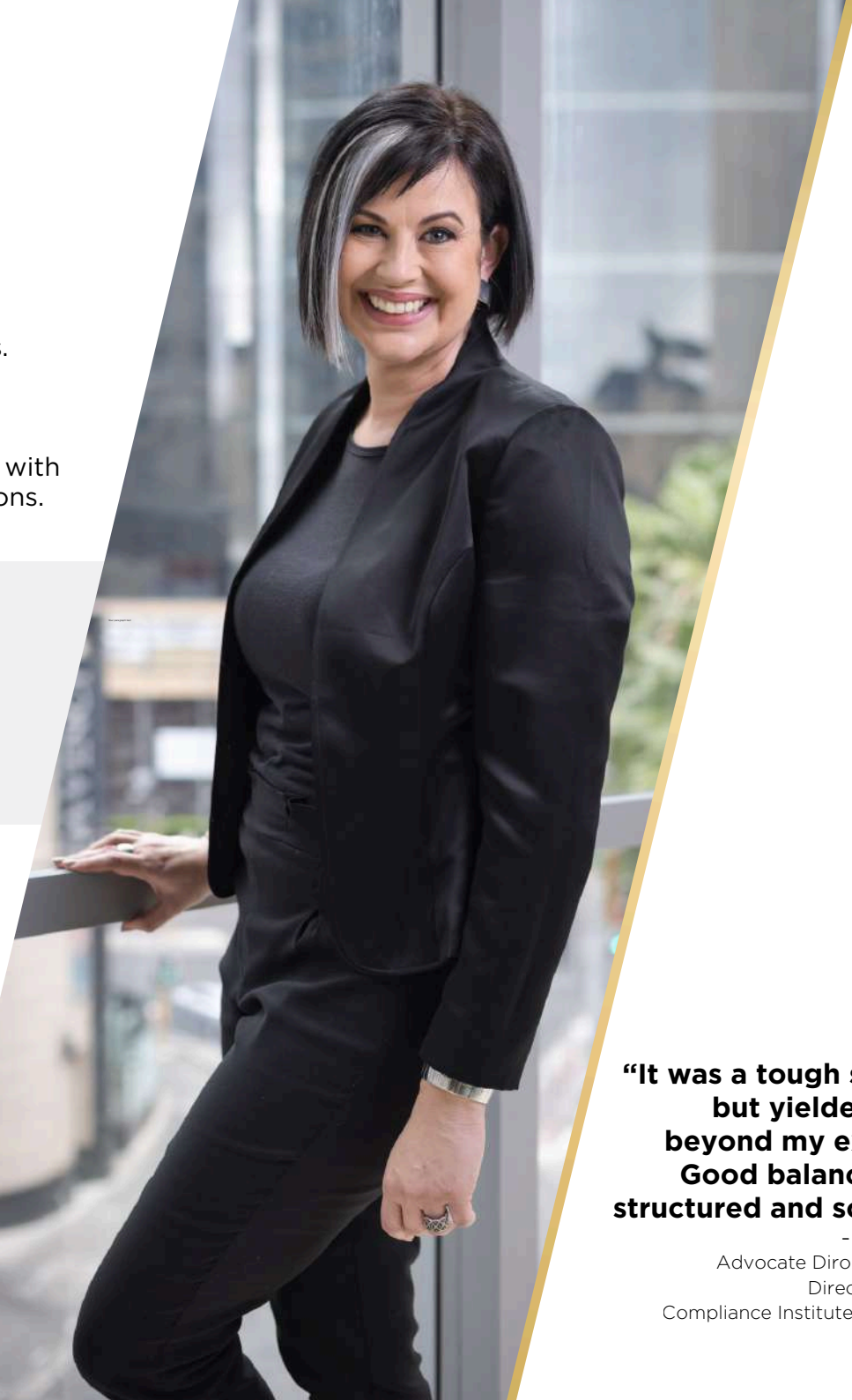


USB Executive  
Development  
University of Stellenbosch Business School

Certified Ethics Officer



N.Dip PRO



**“It was a tough session indeed,  
but yielded results  
beyond my expectations.  
Good balance between  
structured and socially flexible.”**

Advocate Dirontsho Mohale  
Director  
Compliance Institute of Southern Africa

# BUSINESS SPEAKER AND ADVISOR

## CONNECTING THE DOTS OF THE BIG PICTURE

- Unlock sustained profitable growth
- Win in the new game of business

## COLOURING OUTSIDE THE LINES

- Rewire leadership
- Speed up creativity and change
- Solve the people puzzle
- Spark sales in tough times

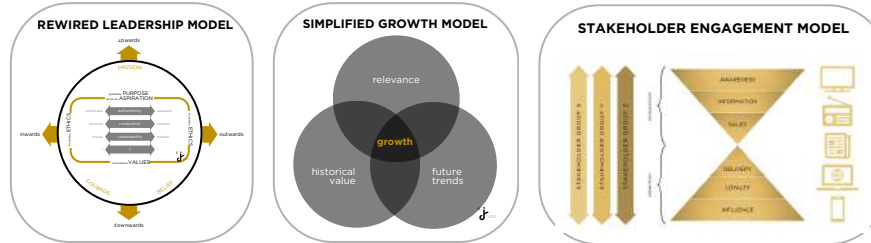
## AUTHOR



**"A universal blueprint and methodology to navigate the increasingly complex business environment, with each concept clearly illustrated through practical real world examples."**

Jason Hamilton, Director, First River

## GUEST LECTURER



**"Our students are privileged to share in your knowledge and experience."**

Michele O'Hara, Brand Strategist and Educator

## MEDIA CONTRIBUTOR

**"Of all the business advisors we've had on the show Juanita's sessions were the most practical and useful."**

Janine van Niekerk, Radio Show Host

