



H&H Consultancy Newsletter

March 2016

When it comes to service ... It matters

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About H&H

H&H Consultancy (H&H) is a Khartoum based consulting firm focused on serving the comprehensive needs of businesses in the full range of the business cycle and development. With a core staff of experienced professionals and a team approach to most consulting projects, H&H will be able to offer a more balanced quality service than many of its competitors. H&H is committed to providing expert and objective advice.

H&H's expertise stems from its staff, its research foundations, and the quality and extent of the firm's databases and analytical support. To provide the highest service standards, H&H's staff is a blend of experienced professionals from all segments of the industry, as well as from financial institutions, government and the academic community, both from Sudan and the international community.

Our services

Our business planning and development services include: assisting organizations with the research and structuring of comprehensive, written strategic business and marketing plans; providing a written business plan package, which delivers a complete, detailed business plan to the

client, specifically designed to meet their needs, that is, bank loans, restructuring, new product development, market expansion, privatization, alliances, etc.

Our training offers

H&H offers training services that cover the full range of our consulting services to the entire business community. Our delivery channels include learning solutions, workshops, and seminars in convenient locations or in-house, on such topics as: Strategic management, Projects Management, Human resources development, Operations management, Marketing management, Sales and marketing personnel, Receptionists and secretaries.

Why H&H

We are currently in a highly lucrative market and a rapidly growing economy. Our services are extremely high quality, relevant, timely and accurate, tailored to the clients' needs so as to enable them to make the right decisions, in turn, leading towards growth of their companies and benefiting the overall economy.



YOUR CHANCE OF ENROLLING TO THE HIGHEST PROFESSIONAL AWARD AVAILABLE TO BANKERS!

The Chartered Banker Master of Business Administration (CBMBA) is a ground-breaking new qualification that allows you to gain the dual award of top MBA in

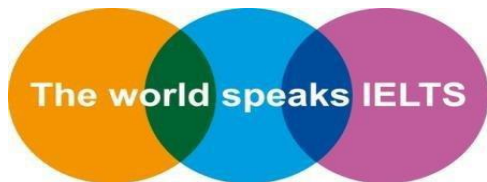
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THE TEST THAT SETS THE STANDARD!

Join H&H IELTS preparation course now!

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The International English Language Testing System, better known as the IELTS. Is a standardized English language proficiency test.

The IELTS is split into four parts: Listening, Speaking, Reading, and Writing. The total test time for the IELTS is 2 hours and 45 minutes. The Listening, Reading, and Writing portions of the test must be completed in one sitting. The Speaking portion can be done on the same day or up to seven days before or after the rest of the test.

There are two versions of the IELTS: *Academic* and *General Training*. The Academic IELTS is designed for individuals who want to study at the postsecondary level. The General Training IELTS is designed for individuals who want to work in an English-speaking environment or study at the secondary level. Both versions incorporate the same Listening and Speaking test but have different Reading and Writing tests.

H&H IELTS preparation course is a course for intermediate to advanced learners, which



develops skills and strategies for both English language and for IELTS success. The course aims to prepare students with the skills and strategies needed to undertake the IELTS test with confidence and succeed in achieving the score you require. The course will give you intensive practice in each module, making sure you know exactly how to make best use of your time. You will do practice tests in each skill under exam conditions and specialist teachers who will give you feedback on your performance to help in improving your skills.

IELTS is fast becoming the leading standardized English language test globally.

UNLOCK THE WORLD WITH IELTS!

- There are four choices:
- Intensive Preparation Seminar for IELTS
 - IELTS Preparation One to One
 - IELTS Top Tips
 - IELTS for Lower to Pre Intermediate

FOR MORE DETAILS CONTACT US

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ICDL programs are for anyone who wishes to become fully competent in the use of a computer and common applications.



The International Computers Driving License (ICDL)

ICDL curriculum is the most comprehensive, user friendly software program for the development of Computer Literacy.

The content is based on the ICDL International Standard for Computer Literacy that is presently accepted in over 150 countries by employers, educational institutions and government agencies. An optional certification is available for all courses.

ICDL consists of 7 instructional courses covering over 120 topics with over 1200 hands-on activities. The curriculum offers over 35 hours of intensive step-by-step instruction in both visual and audio format. Companion workbooks are available.

The software is so flexible that it can be offered on just about any platform; CD, single or multiple computers, LAN, Intranet, and Internet. It is also available with or without a management system.

ICDL uses the latest in learning technology by employing realistic contextual instruction, sequential instructions, and definitions for all technical words.

ICDL is a step-by-step computer based training system that provides over 35 hours of interactive instruction and testing in 7 courses. Optional companion workbook and nationally recognized certification are available.

BANGOR UNIVERSITY



Motto “The Best Gift is Knowledge”

Founded in 1884, Bangor University has a long tradition of excellence and exceeds expectations, both for academic standards and student experience.



Today...

Today, they have over 12,000 students and 2,000 members of staff. Bangor University is committed to providing teaching of the highest quality, conducting research of the highest quality, taking good care of its students and playing a full role in the wider community of Wales.

FAST FACTS



The University is rated amongst the top 55 universities in the UK, according to The Times and The Sunday Times Good University Guide 2016.



Bangor has been described as “one of the cheapest places in Britain” to be a student (The A-Z of Universities and Higher Education Colleges) and is consistently ranked as one of the most economical places to study in the UK in various cost-of-living surveys.



H&H is the only agent in Sudan providing the Chartered Banker MBA!

CHARTERED BANKER MBA

The Chartered Banker Master of Business Administration (CBMBA) is a ground breaking new qualification that allows you to gain the dual award of top MBA in Banking and Finance and ‘Chartered Banker’ status. ‘Chartered Banker’ is only awarded by the Chartered Institute of Bankers in Scotland.

The CBMBA experience brings together high level skills and knowledge from an internationally recognized university and center of research excellence with professional and managerial competencies of a world leading professional institute dedicated to the profession of banking. In short, the CBMBA provides a qualification that combines everything demanded of current and future leaders in the new, post-crisis banking environment.

It delivers practical and contemporary content to aid executives and managers to make sense of the holistic nature of bank management, and it responds directly to the increasing global demand to develop and sustain responsible professionalism in global banking.

When undertaking the CBMBA you study eight *Compulsory Modules* to gain the 180 credits needed for the full degree and dual award of ‘Chartered Banker MBA’ (CBMBA). Which includes subject like: Risk Management, Credit and Lending, Corporate Finance, Corporate Finance, Human Resource/Organizational Behavior, etc...

You can choose any four of the Part 2 *Elective Modules*. Each of these modules is wholly assessed by means of a chosen research assignment, which is effectively a ‘consultancy project’.

The minimum qualifications for entry to CBMBA:

Either:

➤ A good first degree and at least three years relevant management experience.

Or:

➤ An approved professional qualification and at least three years relevant management experience.

Or:

➤ Candidates who do not have a formal degree and/or professional qualification, but who have several years of approved management experience will also be considered.

Whether you are a banker, finance professional, or even thinking of joining the interesting Banking industry, H&H is here to offer you the chance or enrolling to the highest professional award available to bankers across the world, presented to you as an innovative dual accreditation from Bangor Business School and the Chartered Institute of Bankers in Scotland.

H&H will provide you with all the course materials, books, additional

reading, and online tutorials access. Additionally, we also provide access to the Bangor University online library and communication with your professor, to help you prepare and pass the examinations and obtain your certificate from Bangor University, UK.



H&H doesn't run public courses, rather we are ready to provide in house training programs. In this section, we highlight in each issue some of our courses.

H&H 10 Soft Skills You Need Workshop

The meaning of Soft Skills can sometimes be difficult to describe. It can be that unique attribute or characteristic that facilitates great communication. It can be the special way that you show confidence in a challenging situation. These and other events can become more easily managed with this great workshop.

With H&H's 10 Soft Skills You Need workshop your participants will begin to see how important it is to develop a core set of soft skills. By managing and looking at the way people interact and seeing things in a new light, your participants will improve on almost every aspect of their career.

Who should attend?

This workshop is suitable for all staff and those who want to master themselves more effectively and maximise their impact, productivity and develop professional talent.

At Course Completion:

Upon successful completion of this course, students will be able to:

- Discuss how soft skills are important to success in the workplace
- Understand the 10 key soft skills everyone should have
- Use soft skills to relate more effectively to others in the workplace
- Understand how to use soft skills to communicate, problem-solve, and resolve conflict
- Apply soft skills to specific situations

Duration

Two days (16 Hours)



With these soft skills you can excel as a leader. Problem solving, delegating, motivating, and team building are all much easier if you have good soft skills. Knowing how to get along with people – and displaying a positive attitude – are crucial for success.

From our other courses

The Teamwork and Team Building Workshop

For most of us, teamwork is a part of everyday life. Whether it's at home, in the community, or at work, we are often expected to be a functional part of a performing team. Having a strong team will benefit any organization and will lead to more successes than not.

Workshop Content:

- Defining Success.
- Types of Teams.
- The First Stage of Team Development – Forming.
- The Second Stage of Team Development – Storming.
- The Third Stage of team Development – Norming.



- The Forth Stage of Team Development – Performing.
- Team Building Activities.
- Making the Most of Team Meeting.
- Solving Problems as a Team.
- Encouraging Teamwork.

Risk Assessment Workshop

It is not possible to control or manage 100% of risk, but knowing what to do before, during, and after an event will mitigate the damage and harm. Identifying potential hazards and risks and making it part of the day to day business is important. Safety should be the first priority as every business must face the reality of risks and hazards.

Workshop Content:

- Identifying Hazards and Risks.
- Seeking Out Problems Before They Happen (I).
- Seeking Out Problems Before They Happen (II).
- Everyone's Responsibility.



- Tracking and Updating Control Measures.
- Risk Management Techniques.
- General Office Safety and Reporting.
- Business Impact Analysis.
- Disaster Recovery Plan.
- Summary of Risk Assessment.

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For more upcoming events and announcements, visit our website:

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Leading financial professionalism



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Our Programs are Accredited By:



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