



APPLICATION FORM MANAGEMENT DEVELOPMENT AND CAPACITY BUILDING

Sector concerned: Tourism & Leisure
Target: Africa entrepreneurs and organisations

Thank you for your interest in the management development and capacity building programs of GreenDreamCompany.

Although not all the below application fields are mandatory, we kindly request you to fill it comprehensively. This will allow us to get a good understanding of your situation and to work on valuable matchmaking with our Professionals. The mandatory questions are marked by (*) sign.

Next to this form, you can send relevant business information (company folder, presentation etc) to: saskia@northsouthconsulting.nl

IDENTIFICATION (*)

1. Full Company Address:

In case of multiple locations to be trained, please mention them all:

Website: _____

Legal status:

- Ldt / Plc,
- NGO,
- Association,
- Co-operation,
- Other: _____



2. Contact person*:

Mr Mrs. Name: _____ Surname: _____

Position: _____

Telephone number: _____ Fax number: _____

Email address: _____

3. What is your activity within the tourism and leisure sector?*

- Accommodations: delivering overnight services like hotels, resorts, lodges, parks, including catering and MICE services (Meeting, Incentives, Conferences and Event)
- Tour Operator, Travel agencies and guides: inbound and outbound tourism activities
- Attractions: like parks, recreational, cultural and adventure services
- Local governments, regional offices, Tourist offices
- Educational and vocational training centres
- Branch organisations
- Associations in hotel and catering, ecotourism

4. What is the size of your organisation? (Permanent and temporary employees)*

- 0 - 9 employees
- 10 - 29 employees
- 30 - 49 employees
- 50 + employees

5. How long have you been active in this organisation?*

- 0 - 2 years
- 3 - 4 years
- 5 - 10 years
- 10 + years

6. What is last year turn over? _____



7. What is the level of dependency of your organisation?

- Self supporting,
- Relies on funds & subvention driven,
- Relies loans & microfinance

8. Please describe shortly your organisation, background, and current situation and/or problem to solve. Please send separately any relevant information (folders, annual and financial report etc)

9. What is the social impact of the organisation?*

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REQUEST

10. What kind of intervention from GreenDreamCompany are you looking for?*

○ **Management and Business Development**

Development of existing or new services and products, but also assistance in administration, financial and office organisation issues, and staff and/or general management training on specific areas.

Provided by Dutch professionals from different background in the cadre of their leadership program.

○ **Labour intensive and specific operational areas**

The program focuses on generic or specific staff training in front-office operations, catering, or technical support services like for instance improvement of the restaurant menu, organisation and training of staff on housekeeping, general customer services training, English speaking skills for personnel.

Provided by Dutch Professionals from different background in the cadre of their leadership program.

11. What is your assignment (e.g. business case, problem to solve)?*



12. What is the expected required expertise (max 2)?*

- Marketing, communication & sales
- Management organisation & finance
- Information System Technology
- Operations
- Customer Service
- Catering, event management, leisure
- Languages
- Environmental consultancy
- Sustainability / eco-tourism
- Supply chain
- Construction and maintenance and other technical
- Education, training
- Other: _____

13. What are the expected deliverables of the assignment (max 2)?*

- Business and marketing development plan
- Organisational improvement plan
- Improvement of general management skills
 - o which one? _____
- Assistance in administrative, financial and human resources issues
- Efficiency improvement analysis in hospitality and customer relation
- Efficiency improvement analysis in maintenance and building
- Improvement of catering services
- Improvement of customer service skills
- Improvement of languages skills
- Other: _____



14. Do you consider attending training yourself?

- Yes No

If 'yes': What is the highest level of education that you have completed?

15. Do you consider letting your employees attend the training?

- Yes No

If 'yes': What is the highest level of education completed by your employees?

If 'yes': How many employees are expected to participate?

16. Are your employees involved in the programs able to interact easily in English with the Dutch professionals and experts?*

- Yes No

17. What is the expected duration of the assignment?*

- 2 weeks
 3 weeks
 4 weeks
 more than 4 weeks: how many? _____

18. What is your preferred period to start with this assignment/the training and why?*

19. Is your organisation prepared and committed to offer full hospitality (accommodation and food), local transportation and to act as contact relation for the Dutch professionals and experts?*

- Yes No



20. Would you like to add something to this application form?

21. How did you learn about GreenDreamCompany development and capacity building programs?

Many thanks for your time and interest. Based on your information we will come back to you to discuss options and opportunities.

Corinne Constant & Leontine van Hooft
GreenDreamCompany