



CONTINUED e-LEARNING SUCCESS

Following on from the success of the South African Association of Consulting Engineers' (SAACE's) first broadcast via DSTV's Engineering and Construction Channel (ECTV) in February this year, three further programmes have been successfully broadcast. The programmes are aired at 20h30 on the first Wednesday of every month with an aim to keep engineers up to date and fully accredited, enabling them to earn the necessary CPD points, without impacting on productivity levels.

The second module broadcast at the beginning of March titled 'Extreme Project Management' focused on the Cradle of Humankind Project and included sections on project challenges; success stories; lessons learnt and interviews with specialists. The elements that made this project 'extreme' included the fact that it was a Public Private Partnership (PPP) and included a number of role players including: the government; the contractor, who for the most part also acted as the client; architects; quantity surveyors;

was that the project brief had to be written by the team themselves and then checked against the deliverables prescribed by the government. The new facility also had to be benchmarked against overseas facilities. Len Pretorius from Astidian Systems was the expert project manager tasked with evaluating the project material for the module ensuring that a well rounded viewpoint was obtained with all the role players' comments included. Considering the extended client base, the fit to purpose aspect of the project, the number of role players involved, the milestones set, and the tight time frame, congratulations go to all involved in achieving the project deadline.

Len Pretorius concluded the programme with the following comments, "Consulting engineering is a business and not a charity, we are out there to make money for ourselves and our partners, we are well trained, highly qualified professional consulting engineers and should be rewarded accordingly. In this booming economic climate engineers must learn hard selling techniques in order to revitalise discounted fees and improve their margins so that when this boom cycle ends we are earning fees which will see us through future downturns."

Following on from the comments made in the last broadcast, 'Psychology of Sales' was the title of the third module aired at the beginning of April.

This module dealt with the importance of consulting engineering firms selling their services to clients in a professional manner. Motivational speaker and sales training expert, Jacques de Villiers, ran the module. The programme proved to be entertaining and very enlightening and further to the success of the programme, SAACE has retained

the services of Jacques de Villiers to run a series of seminars in Johannesburg, Cape Town and Durban over the next few months culminating with a full day workshop, with expanded content, in Johannesburg.

Subscription to the e-Learning programme is steadily increasing with just over 700 subscribers at present. Johan van Schalkwyk, manager of the SCE comments, "Although



it is pleasing to see subscriptions steadily increasing, in order to create a sustainable product and keep costs to a minimum we require at least 1 000 subscribers by the end of this year."

To learn more about the programmes contact Johan van Schalkwyk at SAACE or log onto www.saace.co.za or www.lfs.co.za.

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TRANSFORMATION FOR MEANINGFUL PARTNERSHIP



consulting engineers; international input; as well as input from scientists. What added to the extreme nature of this project was that everyone involved in the project had to fund the operational costs with their own money invested in the project going forward for the next 10 years, thus transferring the risk to the private sector. Another factor

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