



# APSO NATIONAL STAFFING CONFERENCE 2010

9 & 10 SEPTEMBER 2010

BIRCHWOOD CONFERENCE CENTRE, BOKSBURG, GAUTENG

## PROGRAMME – RECRUITMENT MANAGER INDABA – 9 SEPTEMBER 2010

07:00 – 08:30	Registration	
08:45 – 09:15	Opening Address	Mr. Suraj Maharaj APSO President
09:15 – 10:15	<p><b>Key Note: Zumanomics</b></p> <p>Just a year into his presidency, Jacob Zuma is already being spoken of as a lame duck leader and a goner by 2014. Is he, really? Crucially, what does it mean for business? What about the macro-economic policy uncertainty that has dogged Zuma's rise to power and his tenure as president? Several urgent questions have arisen since Zuma's rise to power in Polokwane in 2007 and these questions need to be understood fully for business to operate with confidence into the future. Topics include: Economic policy, succession, nationalization, the Malema factor and service delivery protests</p>	Mr. Justice Malala Financial & Political journalist
10:15 – 11:00	Morning tea	
11:00 – 12:00	<p><b>Positioning our value to Procurement departments.</b></p> <p>Procurement increasingly holds the purse strings of our clients and this means that to sell effectively, and counter the "cheapest price" argument you need to understand the procurement professional, their goals and how to sell the Total Cost of Ownership model as it applies to recruitment. Create a win-win by selling value and not just price.</p>	Ms. Antonia Macrides International speaker
12:00 – 13:00	<p><b>After Shock! What happens after what comes next?</b></p> <p>Prepare for the upturn, and take advantage of the turbulent years that lie ahead. The recession has been more than just an economic downturn - it has changed the world of work – forever. It is now more necessary than ever to have some means of anticipating – and responding to - what an uncertain future holds. This guaranteed paradigm shaker and conversation starter will help you develop your strategies for the next 3-5 years!</p>	Mr. Barrie Bramley TomorrowToday.biz
13:00 – 14:00	Lunch	
14:00 – 15:00	<p><b>From Organisations to Organisms – Making the shift happen</b></p> <p>Managing staff effectively in turbulent times is an ongoing challenge for company management. During this powerful presentation, Mark will take you through a brief history of organisational structures and then outline a dramatic new way forward for sustainable growth. Mark will highlight new ways for Leaders and Managers to create significant, sustainable change in their organisations. He will show you how to move beyond Motivation to TRANSFORMATION, which creates lasting and sustainable behavioural change. As a result, the pressure on managers is significantly reduced, freeing them up to focus on growing the company's bottom line.</p>	Mr. Mark Berger Mark Berger Training
15:00 – 15:30	Afternoon tea	
15:30 – 16:30	Speaker & Topic to be confirmed	To be confirmed
16:30 – 18:00	<p><b>Industry Round Table Discussions</b></p> <p>This session provides delegates with the opportunity to directly engage with speakers, subject-matter experts and industry suppliers on a range of topics. These sessions, designed to be flexible and "round robin", have proved especially popular at International recruitment conferences and allow for a deeper level of engagement on specific topics.</p>	Various subject-matter experts including: Speakers, APSO committee members, subject-matter experts and industry suppliers.

APSO reserves the right to amend the programme.