

Capacity building, training and skills transfer are integral and important elements of the socio-economic advancement of developing and emerging economies. Small and Medium Enterprises are increasingly considered as one of the most viable means to create growth, employment and well-being in developing country economies. Whereas some of the training and capacity needs are similar to those of international or multinational companies, others are very different.

At **CSI+** we tailor training to meet the exact needs and expectations of the client whether they are a dynamic entrepreneurs or well-established international development agencies. Our main concern is to enable organizations and their staff to reach their full potential, to flourish and prosper.

Areas of Expertise

Coxswain Social Investment plus (CSI+) is dedicated to providing high quality consulting services to private sector, civil society and international organizations that benefit development and economic growth of developing country economies. The company is a leader in developing, implementing, and managing innovative projects and represents high-quality consulting services across the globe.

CSI+ is dedicated to developing and enhancing the skills and capacity of our clients through delivery of pertinent and tailored training solutions. Over the years we have developed a strong reputation for delivering professional, entertaining and engaging training courses tailored to our audiences. Each of our trainers are highly qualified and considered as leading experts in their field. Many represent developing economy talent. Our training and work-shops focus on:

- Coaching (individual and group)
- Women in Business Training
- Leadership Development
- Business Development Training
- Negotiation Skills Training
- Presentation Skills Training
- Proposal and Technical Writing
- Project Design and Management
- Cross-Cultural Training
- Results-Based Management and Financing
- Sales, Marketing and Customer care
- Major gifts and high-level donor solicitations

In addition, we specialize in tailor made training solutions meeting the exact focus, budget, language, geographic and participant requirements of our clients.



Sample testimonies from participants:

“Excellent and useful workshop that definitely will improve and impact the way Aid Harmonization and Alignment are implemented at the country level”

“Make this training mandatory for UN professional staff”

“Enjoyed to hear from actual people who move the gears”



Examples of Our Work

Our client base constitutes a range of leading global institutions including SMEs, international and multinational companies as well as governments, multi-lateral agencies, nonprofit organizations, and inter-national donors contributing to international development through economic growth initiatives. Below are some examples of training and capacity building efforts that our experienced trainers have been involved with:

FIFA/Streetfootballworld:

Designed and delivered 2 x 1 business development training sessions at the Football for Hope Forum held in conjunction with the Federations Cup in June 2009 in South Africa. The participants were representatives from small and medium size organizations in developing countries in Africa whose work and businesses were associated with the upcoming World Cup 2010.

World Health Organization (WHO) Regional Office for Africa (AFRO):

Designed and delivered a comprehensive training course on Alignment, Harmonization and Resource Development for WHO Senior Management and Country Office staff from more than 20 African countries. Emphasis was on UN Reform process, country based financing, collaboration, positioning, partnering and negotiation.

Royal Danish Ministry of Industry and Commerce:

Designed and delivered various training sessions associated with a government funded initiative to facilitate the start-up phase of Small and Medium size Enterprises (SME) in Denmark. Training sessions included business plan development, budgeting, client acquisition, development of marketing and communication skills and human resource management.

African Wildlife Foundation:

With support from the private sector, designed training specifically for Kenyan farmer's cooperatives to enhance agricultural productivity. Training was coordinated and offered with both University and Ministerial input and participation to ensure farmers received comprehensive overview covering latest scientific research, learn about best practices, import and export rules and regulations, and earn a mini-diploma through the University after 'graduating' from the training.

Presidency of Nigeria

Office of the Millennium Development Goals (MDG):

Organized workshop focusing on securing partner and stake-holder buy-in and consensus building across various line ministries and involving enterprise representatives and NGOs.

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