



The advantages  
of partnering with  
**Stellenbosch**  
**Business School**

- Leverage our research, consulting services, and innovation
- Become part of a learning community
- Co-create social impact



Partner with a globally recognised business school

# Create mutual benefit

Stellenbosch Business School was the first business school from an African university to receive the three major international accreditations: AACSB, EQUIS and AMBA. The Triple Crown of accreditations is held by just over 1% of business schools in the world.

The business school aspires to be a source of value for a better world, and we believe responsible leadership can help to bring this about. That is why responsible leadership development is a key differentiator of our programmes – from our postgraduate diplomas and MPhil programmes to our MBA.

Our experience is that collaborative relationships between the business school, and private and public sector actors create mutual benefit. The robust research undertaken by the school can lead to enhanced decision-making and problem-solving by partners in practice, while funding from partners can help us to increase our research efforts and strengthen our social impact.

Collaboration takes various forms – from working together on standalone projects to long-term engagements.



# Tap into our areas of expertise

Our areas of expertise include business management, development finance, futures studies, coaching, leadership development, project management, and financial planning. All our academic programmes – as well as our research, consulting services and social impact programme – benefit from these areas of expertise. For our clients, this translates into a global perspective with unique African contextualisation in terms of the following:



**Leadership development**, which includes responsible and strategic leadership, ethics and corporate governance



**Finance**, which includes development finance, emerging-country economics, and financial planning



**Futures studies**, which is essential for strategic planners, consultants and decision makers such as CEOs to make long-range decisions, mitigate risks and sense opportunities



**Coaching**, which supports performance enhancement, relationship building and cultural transformation



**Strategic management**, which includes strategy setting, multi-criteria decision making, operations management, sustainable development and marketing management



**Women in business**, which includes a wealth of knowledge on what is helping and hindering South African women in business



**Collaboration and conflict resolution**, which include interest-based negotiation and a range of other approaches to create value and manage differences between businesses and their stakeholders



**Social impact**, which includes engagement and academic development opportunities for organisations and leaders in the social sector

## Our degrees and PGDips

Our academic programmes are designed for life-long learning, and our curricula change in response to global, political, technological, economic and social shifts. For example, we now offer a generalist MBA as well as three MBA streams, namely in health care leadership, project management, and the management of international organisations. Feeding into our MBA and MPhil programmes are a range of postgraduate diplomas designed as study-while-you-work courses. The business school's modern facilities, which include state-of-the-art ICT infrastructure and interactive classrooms, are also available to our business partners.

Our hill-top campus is in the northern area of Cape Town.

## Find out more about our academic programmes



+27 (0)21 918 4246



info@StellenboschBusiness.ac.za



www.StellenboschBusiness.ac.za/programmes

# Why engage with us?



## Gain access to research and innovation

Leverage the business school's research capacity to cost-effectively extend your research capabilities. This includes contract research by our faculty members, and joint research by our academics, postgraduate students and/or experts from your organisation. Our research will give you access to knowledge and innovation for new-generation solutions and a competitive advantage. It will also help your organisation to avoid 'inside-out' thinking and fast-track project implementation.

We welcome suggestions from industry on topics for the research assignments of our MBA and MPhil students, and for PhD research. These topics may include challenges that your organisation is grappling with. Our clients decide on the confidentiality levels of the research outcomes.



## Co-create social impact solutions with us

Work with a business school that understands its role in society. Our social impact is embedded in our vision, which is to be a source of value for a better world and to be globally recognised for this. We work with various local, African and global stakeholders in this regard.



## Gain access to top talent at the business school

Access a pipeline of graduates that may consider jobs at your organisation. You can do this by participating in career fairs at the school and posting vacancies on our online job portal, which reaches all our students (including PhD students) and alumni. Employers are invited to platforms such as our Research Meets Industry event where top students' research is showcased.



## Become part of a learning community

We offer engagement opportunities designed to share business management and leadership know-how with a wider audience. These events – which include speaker events, panel discussions, master classes and conferences – offer your organisation access to the latest thinking on relevant topics. There are opportunities to speak at such events, and to engage with postgraduate students, faculty and other partners in order to share knowledge and build relationships. We highlight two such engagement platforms:



## Project management expertise through our connection with PMI:

The business school is associated with the globally recognised Project Management Institute (PMI) and extends this benefit to corporates partnering with us, and to students on our PGDip Project Management and MBA stream in Project Management.

## Stellenbosch Business School Consulting Club:

This student-driven club serves as a platform that connects the school's networks of alumni, faculty and businesses with the consulting industry. This puts skilled problem solvers in touch with value creators for the benefit of businesses in Africa. It also helps postgraduate students to obtain practical experience in consulting, and mentorship and guidance from industry experts. Corporate partners can provide topics for group or individual assignments, as well as research, giving you access to research by postgraduate students at a cost that is far less than regular fees for commissioned research. The club also welcomes guest speakers from the industry.

# How do we benefit from partnering with you?

## It gives us access to industry expertise

We want to be a partner of choice for organisations from the private, public and non-profit sectors. This helps us to deliver on various aspects of our strategy and to enhance our reputation as a leading research institution and as a school of choice for prospective students.

Collaborating with organisations provides us with valuable input on changing expectations from the world of work. We gain insight on what diverse stakeholders expect and need from us and our graduates. It also gives us access to industry experience, which can be incorporated into South African and African case studies. In addition, we need industry experts to co-mentor our students. This helps to ensure the relevance and sustainability of our academic programmes.

## It is important for research

The research we undertake in collaboration with organisations ensures relevance and helps to generate new knowledge. Partnerships are also an important source of funding for research. This includes funding for research chairs, often in a field that holds particular value for the funding organisation. Naming rights can be given to the funders of research chairs and research projects.

## It offers ways to share information and create a learning community

We invite industry experts to engagement events such as our Leader's Angle speaker events, conferences,

and information-sharing Round Tables. We also invite leaders from the local and international business community to serve on our Advisory Board.

## It creates value for our students

We use industry experts as speakers in our classes and arrange company visits (in-person or virtual) to expose our students to real-world experience. Opportunities include access to internships, networks and consulting work. This allows our students to gain unique insight into industry challenges and gain exposure to their management models.

We depend on financial support from the business sector, which includes alumni, to fund bursaries for students and sponsorships for masterclasses, conferences, speaker events and student competitions. Every year, corporates sponsor the prizes for the top-performing students at the business school's Top Achievers Event. Representatives from these companies are invited to this prestige event to hand over the prizes to the graduates.

## It helps us to strengthen our impact in society

We depend on partnerships to fund our social impact programme. This includes our successful Small Business Academy, which provides a nine-month course to small business owners from low-income communities.

## Leverage our research capacity

Top-rated researchers

4 research centres

Transdisciplinary expertise

Competitive fees

# Commissioned research: Use us as your research partner

## Use our research expertise to gain a competitive advantage

The business school is ideally positioned for collaborative research partnerships. Our capacity for commissioned research is underpinned by our top-rated researchers, our four research centres and other research-oriented units, and by our postdoctoral research fellows. We also leverage transdisciplinary expertise across the Stellenbosch University ecosystem.

We invite all our stakeholders to partner with us in developing research to address opportunities and challenges that really matter to you. Together we can configure an optimum team of experts, able to deliver rigorous research design and clear insights. Our research fees are market-competitive, and all research is governed by contractual arrangements that regulate the rights and responsibilities of the parties.

We can work with you in a number of ways:

- **Commissioned research:** If you have identified research that is important for you and you do not have all the expertise or sufficient resources to commit to it, commission us to conduct the research on your behalf.
- **Joint research:** We can also complement your expertise to deliver strategic research outputs.

- **Collaborative research:** This is where the business school, your organisation and other critical stakeholders work together to solve a business problem through research. (For example, through the Institute for Futures Research, we have collaborated on research for, among others, the education, retail, property, printing and higher education sectors.)

### Recent examples of research collaboration

- *Fragility and Resilience in the Mano River Union Subregion: Consolidating Peace Dividends Amid Persistent Challenges*, a report and recommendations developed by the Centre on Conflict & Collaboration in cooperation with the United Nations Development Programme, the African Development Bank, the Mano River Union Secretariat, and the International Growth Centre.
- *Private Sector Development in Fragile States: A Peacebuilding Approach*, a report and recommendations developed by the Centre on Conflict & Collaboration in cooperation with the South African Mission to the United Nations, the United Nations Peacebuilding Support Office, and the Institute for Security Studies (Pretoria).
- *Women on South African Boards: Facts, fiction and forward thinking*, a report written by Prof Anita Bosch from Stellenbosch Business School along with fellow researchers.

# Our research centres

We are part of Stellenbosch University, the top research university in Africa, and we steer our research agenda to inform business and the content of our curricula.

**For more information on collaboration, commissioned research and consulting services, contact Mr Angus Bowmaker-Falconer, research associate at the business school:**

- ☎ +27 (0)21 918 4218
- ✉ [abf@StellenboschBusiness.ac.za](mailto:abf@StellenboschBusiness.ac.za)
- 🌐 [www.stellenboschbusiness.ac.za/our-expertise/responsible-leadership](http://www.stellenboschbusiness.ac.za/our-expertise/responsible-leadership)



# Centre on Conflict and Collaboration

The Centre on Conflict and Collaboration is a hub for research and reflection at the nexus of private sector development, conflict, and human security. The CCC engages with private sector actors, human rights defenders, community advocates, civil society organisations, governments, international actors, and others to reduce destructive conflict and improve collaborative potential.

The centre's research focuses on private sector development in conflict-affected contexts, including questions of management and leadership; risk assessment and risk management; international policy; accountability; and the role of neutrals.

The centre forms part of the Business & Conflict Research Initiative (BCRI), an international consortium applying the tools of data science to increase understanding of conflict dynamics and conflict risk mitigation with respect to private sector development.

The centre acts as Secretariat for the Business & Conflict Barometer, a joint venture between the United Nations and Stellenbosch University that harnesses evidence-based dialogue to advance the agenda for peace- and development-positive private sector development.

The centre is also a Qualifying Assessment Programme of the International Mediation Institute, able to qualify mediators for IMI Certification.

For more information on services related to conflict analysis, risk assessment, or conflict resolution and transformation, contact Prof Brian Ganson:



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brian.ganson@StellenboschBusiness.ac.za



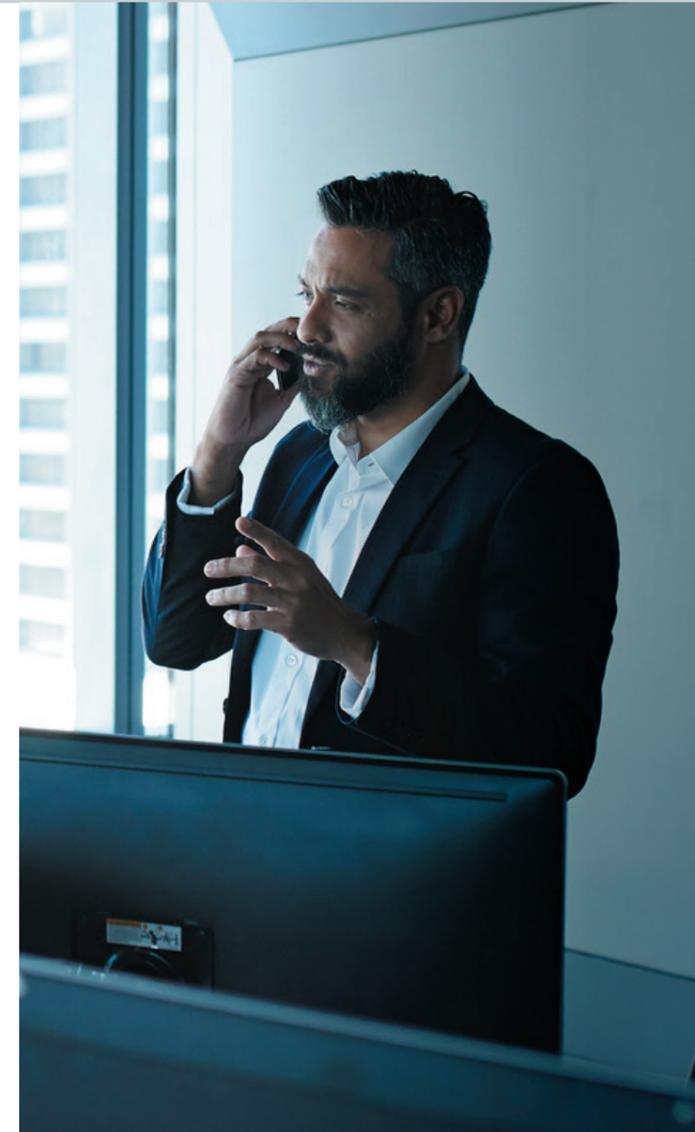
[www.stellenboschbusiness.ac.za/our-expertise/conflict-and-collaboration](http://www.stellenboschbusiness.ac.za/our-expertise/conflict-and-collaboration)

# The Africa Centre for Development Finance

This centre conducts policy-orientated research in all fields of development finance and capacity building in Africa. The centre's research also feeds into the business school's internationally accredited cluster of Development Finance programmes to produce the next generation of researchers and policy makers in development finance in Africa. The research and other outputs of the centre are driven by:

The Africa Centre for Development Finance (ACDF) is a research, educational and service institution of Stellenbosch University, under Stellenbosch Business School. The centre is aligned with the business school's Development Finance Programmes, which are dedicated to developing Africa where it matters and helping the continent achieve sustainability.

- **Discovering, facilitating and disseminating knowledge:** This knowledge must contribute to integrated, inclusive and sustainable financial development solutions in Africa's emerging, developing and transitional economies.
- **Conducting applied research to improve policy implementation:** This policy implementation must be beneficial to development finance in the African context.
- **Undertaking joint research:** Joint research is undertaken with foremost African capacity-building and developmental institutions.



For more information on consulting and research services in the fields of development finance, policy implementation and capacity building in Africa, contact Dr Elizabeth Nanziri:



+27 (0)21 918 4255



elizabethn@StellenboschBusiness.ac.za



[www.stellenboschbusiness.ac.za/research/african-centre-development-finance](http://www.stellenboschbusiness.ac.za/research/african-centre-development-finance)

# The Centre for Responsible Leadership Studies (Africa)

The centre is rooted in Africa, with a service offering that has practical relevance and stature in both African and global contexts.

The qualifying term *responsible* attached to *leadership* describes a generic quality of all leadership forms and styles. Responsible leadership is about doing what is good and right, always. It is not only for oneself and one's own organisation, board and shareholders; it is for all stakeholders, including employees, local communities, bigger society, the socio-economic world and the natural environment. Responsible leadership is responsive to all stakeholders' concerns, and in a morally accountable manner. Overall, the aim of responsible leadership is to create a better world for all and to ensure long-term sustainability.

Research has demonstrated that the benefits of responsible leadership include increased organisational effectiveness and performance. This includes improved motivation, commitment and citizenship behaviour inside the organisation, improved external stakeholder trust and business reputation, and the enhanced ability to address social, environmental and ethical challenges.

The Centre for Responsible Leadership Studies (Africa) promotes knowledge and application of responsible leadership enhance leadership for sustainable organisational and institutional effectiveness, especially in Africa. This includes:

- Generating knowledge in the field of leadership, especially leadership responsibility
- Developing and delivering need-specific leadership offerings
- Developing responsible leaders and responsible leadership
- Expanding networks and disseminating knowledge about responsible leadership.

**For more information on consulting and contract research services in the field of leadership, contact Prof Mias de Klerk:**



+27 (0)21 918 4381 (Prof De Klerk) | +27 (0)21 918 4474 (Mrs Samantha Diedericks)



mias@StellenboschBusiness.ac.za, or Mrs Samantha Diedericks



[www.stellenboschbusiness.ac.za/research/centre-responsible-leadership-studies-africa](http://www.stellenboschbusiness.ac.za/research/centre-responsible-leadership-studies-africa)

# The Institute for Futures Research

Futures Studies is not about predicting the future, but rather about understanding how and why alternative futures could unfold. It analyses the interaction between a wide range of driving forces, and distils from these forces those issues that could affect the future of a country, government, industry, or entity. It explores the world of economics, politics, technology, demography, social values and other subject fields, both locally and globally. It equips decision makers with ways to deal with change and to make appropriate decisions to survive but preferably thrive in a changing world.

The institute's services are therefore aimed at helping clients acquire strategic foresight to make long-range decisions, to identify opportunities and mitigate risks, and to develop organisational strategies geared towards creating a desired future.

The services of the Institute for Futures Research include:

- **CORE service:** This subscription service, which consists of various publications and workshops, provides clients with the most recent thinking on the future(s) of South Africa and Africa.
- **Presentations:** These presentations cover curated collections of emerging shifts and trends, or relevant principles of futures thinking.
- **Futures thinking partner services:** We partner with organisations to foster strategic foresight through various services offered on a consulting basis.
- **Futures research:** These commissioned research activities seek to contribute toward a better understanding of a topic or issue of concern, and its potential future development.

**For more information on services in the field of futures studies and strategic foresight, contact Doris Viljoen:**



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[www.stellenboschbusiness.ac.za/futures-studies-and-foresight](http://www.stellenboschbusiness.ac.za/futures-studies-and-foresight)

# Co-create social impact

## It's about social responsibility

Business schools can no longer advocate for shareholder value and profit maximisation over responsible corporate management in the context of corruption, conflict, uncertainty, inequality and climate change. The business school has always endorsed the importance of responsible business and management education. We also ensure ethics, responsibility and sustainability (ERS) integration in our academic life, institutional practices and stakeholder interactions.

There is a strong stakeholder emphasis in the way we operationalise our social impact. The following stakeholder outcomes guide our work in this regard:

- Our students are responsible leaders and stewards of society
- Our social sector beneficiaries create outstanding public value
- Our research and thought leadership impact public opinion and policy formulation
- Our stakeholders co-create social impact solutions.

For more information on how to become part of the business school's value-creation story and social impact programme with its various projects, contact Dr Armand Bam, Head of Social Impact:

-  +27 (0)21 918 4252
-  armandb@StellenboschBusiness.ac.za
-  [www.stellenboschbusiness.ac.za/social-impact](http://www.stellenboschbusiness.ac.za/social-impact)

# Small Business Academy

## Helping small-business owners grow their businesses

Through its Small Business Academy (SBA) – launched in 2012 – the business school gives life to its vision of having a meaningful impact in society. The aim of the SBA is to make a difference to the lives and businesses of small-business owners in low-income communities. The activities of the SBA are made possible through private and public sector partnerships/sponsorships. Representatives of stakeholder groups sit on the SBA Steering Committee, the governing body of the SBA. The SBA's activities include:

- **Small Business Academy Development Programme:** This nine-month programme helps small-business owners to grow their businesses. The programme is presented in the Western Cape and

Eastern Cape. A key feature of the programme is the mentorship component made possible by pro bono one-on-one mentorship by alumni of the school. **SBA Growth Initiative:** Continuous development opportunities are offered to SBA alumni and pre-programme start-up businesses in the form of workshops, masterclasses, advanced training, mentorship sessions and networking events.

- **Student engagement:** Business school students and visiting international students assist SBA small-business owners with various aspects of their businesses. This forms part the business school students' academic programmes.
- **SBA Research Unit:** Research is done on the impact of the SBA programme, small-business mentorship, and small-business development in Southern Africa.

For more information on how to become involved with the SBA, contact Dr Armand Bam:

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-  [www.stellenboschbusiness.ac.za/small-business-academy](http://www.stellenboschbusiness.ac.za/small-business-academy)

# Other ways to engage with us

## Sponsor a research chair

The sponsorship of research chairs allows the business school to appoint professors to expand South African business knowledge in specialist fields. Research chairs are the hallmark of academic research in a niche area and enhance an academic institution's ability to provide evidence-based insight towards improved business practice. By sponsoring a research chair, organisations enable South Africa to take its rightful place in global knowledge generation, bringing the voice of African business to the world stage.

The school has a self-funded research chair devoted to the study of Women at Work. We have also identified the need for research chairs in financial planning and the digital transformation of business. Naming rights for these research chairs are possible.

## Sponsor student bursaries

We have a particular need for the funding of bursaries, specifically for deserving black females. Naming rights for such bursaries can be considered. Such sponsorships hold tax benefits for organisations. Organisations can also achieve Black Economic Empowerment (BEE) points by sponsoring previously disadvantaged students, and create a bond with those students as future employees.

### For more information on the funding of research chairs and student bursaries, contact Stellenbosch Business School:

-  +27 (0)21 918 4242
-  [info@stellenboschbusiness.ac.za](mailto:info@stellenboschbusiness.ac.za)

### For more information on the Women at Work Research Chair, contact Prof Anita Bosch:

-  +27 (0)21 918 4242
-  [anita.bosch@stellenboschbusiness.ac.za](mailto:anita.bosch@stellenboschbusiness.ac.za)

## Stellenbosch Business School Management Review – new knowledge made accessible

This online publication features narrative articles extracted from the research undertaken at Stellenbosch Business School, aimed at making our research more accessible. This includes articles and videos based on journal articles, research assignments, PhD theses and reports. The topics cover Leadership, Finance, Futures Studies, Coaching and Strategic Management. See [www.stellenboschbusiness.ac.za/management-review/](http://www.stellenboschbusiness.ac.za/management-review/)



## Stellenbosch Business School Executive Development: Develop your high-potential leaders with our management and leadership short courses

USB Executive Development (Pty) Ltd – now known as Stellenbosch Business School Executive Development (SBS-ED) – was founded in 2001 as the short course arm of the business school. SBS-ED co-creates people development solutions, enabling clients to operationalise their strategies and ensure their sustainability.

SBS-ED's courses are Stellenbosch University-certified and offer flexible learning modalities and formats:

**Off-the-shelf courses:** These solutions (also known as open or ready-made courses) are available to individuals and companies for enrolment via the website and can also be presented as closed intakes for companies. The 2023 off-the-shelf programme categories available for enrolment via our website include:

- Organisational Effectiveness
- Management and Leadership Effectiveness
- Project Management
- Graduate and Intern Development
- School Leavers' Development

**Bespoke courses:** These customised solutions (closed intakes, bespoke to an organisation) are tailored to an organisation's strategic needs, timeline, and budget, and are designed via a high-touch process of scoping and co-creation with our Proposal and Design specialists.

**Online courses:** These pre-recorded asynchronous courses for individuals and companies enable participants to acquire need-specific skills at their own convenience and within given time period. These online courses can be presented as closed intakes for companies, and can also be integrated into bespoke solutions as required (hybrid approach).

## Bespoke / Custom Solutions for companies: Marié van Wyk

-  +27 (0)21 918 4180
-  [marie.vanwyk@sbs-ed.com](mailto:marie.vanwyk@sbs-ed.com)
-  [www.sbs-ed.com](http://www.sbs-ed.com)

## Off-the-Shelf Courses for companies and/or individuals: Charmaine Mitchell

-  +27 (0)21 918 4488
-  [info@sbs-ed.com](mailto:info@sbs-ed.com)
-  [www.sbs-ed.com](http://www.sbs-ed.com)

### Employer engagement with our International Affairs Office

Our International Affairs Office annually hosts international business school partners and organisations for customised academic programmes. Companies and entrepreneurs have an opportunity to host these incoming Executive MBA and MBA students for company visits. This provides an opportunity to share best business practice and challenges. Furthermore, these Executive MBA and MBA students work on consulting projects for companies and entrepreneurs, and will provide solutions to business challenges.

### Employer engagement with our Career Leadership Office

The Career Leadership Office empowers the business school's students and alumni to lead themselves and their careers towards making their best possible contribution. By creating reciprocal and sustainable partnerships with industry, the business school ensures an academic offering aligned with the ever-changing needs of the world of work, ensuring that our talent gains a global perspective with unique African contextualisation.

Employers and industry role players can partner with the Career Leadership Office on the following:

- **Employer presentations and learning events:** These events are available to employers who wish to advertise career opportunities and meet our talented students and alumni. The presenting company will gain brand exposure while our talent will gain insight into potential employers' offerings. Career development professionals and business experts may also be invited to present on areas of interest.
- **Talent sourcing:** We have partnered with local and international talent-matching platforms that offer employers access to our qualified, experienced hires as well as a wider talent pool. This can help employers to save valuable resources during the recruitment process.
- **Meet our talent:** Sponsor a networking and engagement event to meet our talent in person or virtually, and communicate your employer value proposition in an authentic way.

### For more information on the services of our International Affairs Office, contact Samantha Walbrugh-Parsadh, Head of International Affairs:

-  +27 (0)21 918 4200
-  SW2@StellenboschBusiness.ac.za
-  [www.stellenboschbusiness.ac.za/international-office](http://www.stellenboschbusiness.ac.za/international-office)

### Recruiters and companies who would like to partner with us for career opportunities should contact Danielle Radloff, Senior Career Officer: Career Leadership Services:

-  +27 (0)21 918 4148
-  [danieller@StellenboschBusiness.ac.za](mailto:danieller@StellenboschBusiness.ac.za)
-  [www.stellenboschbusiness.ac.za/international-office](http://www.stellenboschbusiness.ac.za/international-office)

### Partnership and rate-card requests:

-  [careers@stellenboschbusiness.ac.za](mailto:careers@stellenboschbusiness.ac.za)
-  [www.stellenboschbusiness.ac.za/career-leadership](http://www.stellenboschbusiness.ac.za/career-leadership)

### Engagement via the alumni platform

The Stellenbosch Alumni Association has over 30 000 graduates who have achieved success in managerial and leadership positions in the private, public, social and academic sectors across the globe.

Alumni contribute to business and society by sharing their knowledge on discussion platforms, participating in policy development, mentoring students, facilitating the development of the university and the business school through their stewardship, and serving as ambassadors of the business school.

To enable continuous learning, the Alumni Association partners with stakeholders to share academic and industry expertise through masterclasses, workshops, academic programmes, speaker events and other knowledge-sharing events. Business, as a primary stakeholder of the business school, benefits by leveraging alumni as a resource of innovation.

These partnerships strengthen our academic-industry collaboration. Partnerships also build the reputation of the business school as preferred academic partner, showing the impact that alumni are making in business and society.

Stakeholders of Stellenbosch Business School find great value in supporting research and introducing research topics and business challenges to students and alumni. Research needs in your organisation may be offered as a research topic to MBA, MPhil or PhD students, or as commissioned research through one of our research centres.

If you, as an alumnus, would like to mentor students, fund research or alumni projects, introduce research topics, and/or make yourself available to guest-lecture or host student groups, the Alumni Office would like to hear from you.

### The Alumni Office:

-  [alumni@stellenboschbusiness.ac.za](mailto:alumni@stellenboschbusiness.ac.za)
-  [www.stellenboschbusiness.ac.za/alumni](http://www.stellenboschbusiness.ac.za/alumni)

### Christ lle Cronj , Manager: Alumni and Stakeholder Relations

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### Lizelle Kannemeyer, Alumni and Stakeholder Relations Officer

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### Connect with the business school's Alumni Network:

- StellenboschBusinessConnect:
-  <https://stellenboschbusinessconnect.com/>

# Engage with us

We invite you to come and talk to us about collaboration – including contract research and industry scans to give your company a competitive advantage. We also invite you to support our well-established social impact programme. Together, we can become a source of value for a better world.



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