



## UNIX Trainers & Consultants

Head Office: Wema Twins Annex, Plot No. 181,  
Boko-Bagamoyo Road, P.O. Box 33826, Dar es salaam.  
Mob: +255-715-361-880/+255-754-361-880  
Email: [info@unixtrainers.com](mailto:info@unixtrainers.com); [training@unixtrainers.com](mailto:training@unixtrainers.com)  
Website: [www.unixtrainers.com](http://www.unixtrainers.com)

---

## Strategic Change Management Program for Effective Transformation of the Public Sector Organizations

### Course Overview

The "African Public Sector Strategic Change Management Program" is a high-level intervention designed to equip leaders with the methodologies to lead successful transformations. Whether the goal is digital migration, departmental restructuring, or culture change, this course provides a structured roadmap. It addresses the unique "Resistance Landscape" in African bureaucracies—such as patronage networks, digital divides, and institutional inertia—and replaces them with a culture of innovation and agility.

### Program Objectives

By the end of this program, participants will be able to:

- **Diagnose** the need for change using strategic tools like Gap Analysis and Force-Field Analysis.
- **Apply** global change models (e.g., Kotter's 8-Steps, ADKAR) adapted to the African administrative context.
- **Overcome** resistance by identifying and engaging "Reform Champions" and "Change Blockers."
- **Communicate** the "Change Vision" effectively to diverse stakeholders, from frontline staff to political leaders.
- **Institutionalize** new behaviors to ensure that reforms are sustainable and not dependent on a single individual.

### Course Coverage (Modules)

#### Day 1: The Case for Change in Africa

- **Why Reforms Fail:** Analyzing the "Implementation Gap" in African public sectors.
- **The Strategic Need:** Aligning institutional change with AU Agenda 2063 and national priorities.
- **Readiness Assessment:** Evaluating organizational capacity and culture before launching transformation.

## Day 2: Leading the Transition (The Human Factor)

- **Understanding Resistance:** Psychological and systemic reasons why public servants resist reform.
- **The ADKAR Model:** Managing individual transitions (Awareness, Desire, Knowledge, Ability, Reinforcement).
- **Leadership Styles for Change:** Moving from transactional to transformational leadership.

## Day 3: The Change Roadmap (Strategic Execution)

- **Kotter's 8-Step Process:** A step-by-step guide to creating urgency, building coalitions, and anchoring change.
- **The Change Management Office (CMO):** Structuring a dedicated team to drive the transformation.
- **Quick Wins:** Designing short-term successes to build momentum and public trust.

## Day 4: Communication & Stakeholder Engagement

- **The Change Narrative:** Moving beyond technical jargon to create a compelling "Story of Progress."
- **Engagement Strategies:** Managing the "Political-Administrative Interface" during times of upheaval.
- **Digital Tools for Change:** Using internal platforms to foster transparency and real-time feedback.

## Day 5: Sustaining the Transformation

- **Reinforcement Mechanisms:** Linking performance management and incentives to new behaviors.
- **Continuous Improvement:** Building a "Learning Organization" that survives leadership transitions.
- **Action Planning:** Developing a "Change Canvas" for the participant's specific department.

## Target Participants

- **Change Management Leads** and Reform Coordinators.
- **Permanent Secretaries** and Directors of Human Resources.
- **Heads of ICT and Digital Transformation** (leading e-Government shifts).
- **Strategy and Planning Directors.**
- **Regional and Local Government Executives** undergoing decentralization reforms.

## Expected Outputs

Participants will graduate with a "**Change Leader's Toolkit**" containing:

- **A Change Readiness Audit:** A diagnostic report on their institution's current ability to undergo reform.
- **The Change Communication Matrix:** A plan detailing how to message the transformation to different internal and external audiences.
- **A Stakeholder Management Plan:** Identifying key allies and strategies to mitigate resistance from influential "blockers."
- **A 12-Month Transformation Roadmap:** A phased implementation plan for a specific institutional reform (e.g., moving to a paperless office or implementing a new service charter)