

TABLE OF CONTENTS

1. KSS STRATEGIC PLANNING WORKSHOP REPORT NARRATIVE	1
--	----------

2. TRAINING MATERIALS	6
------------------------------	----------

- Corporate Restructuring**
- The Restructuring Process**
- Planning and Control**
- Some Behavioral Aspects of the Management Process**
- Mission Statement**
- Strategic Planning**
- Steps in Strategic Planning**
- Basic Rules of Strategy**
- Elements to Guide Action Plans**
- Understanding the Dynamics of Change**
- Twelve Principles of Organizational Change**
- KSS Swot**
- The 3 C's**
- Business Objectives**
- Development of a Non-Manufacturing Profit Plan**

3. TRAINING OUTPUTS	31
----------------------------	-----------

- Kenya Soil Survey Mission Statement**
- KSS Organizational Changes**
- Skills Analysis**
- KSS Products**
- Suggested Team Planning Model**
- Marketing Strategies**
- KSS strategic Plan Issues**
- KSS Planned Revenue Budget**
- KSS Strategic Plan Outline**

4. BACKGROUND MATERIALS	68
--------------------------------	-----------

- KSS Staff List**
- Summary of KSS Costing of Services, Equipment and Overheads**
- KSS Mandate**
- KARI Charges**
- KSS Organogram**
- List of Participants**
- KSS Strategic Planning Workshop Topics**