PERFORMANCE AGREEMENT

IN TERMS OF THE:

LOCAL GOVERNMENT: MUNICIPAL SYSTEMS ACT, 2000 (32 OF 2000), AS AMENDED

AND

LOCAL GOVERNMENT: MUNICIPAL PERFORMANCE REGULATION FOR MUNICIPAL MANAGERS AND MANAGERS DIRECTLY ACCOUNTABLE TO MUNICIPAL MANAGERS, 2006

AND

LOCAL GOVERNMENT: REGULATIONS ON APPOINTMENT AND CONDITIONS
OF EMPLOYMENT OF SENIOR MANAGERS, 2014

Entered into by and between

The CITY OF MATLOSANA herein represented by

THEETSI SOLOMON ROGER NKHUMISE

in his capacity as

Municipal Manager

(hereinafter referred to as the Employer)

And

LEOPOLD LETLHOGONOLO FOURIE

As the

Director: Local Economic Development

(hereinafter referred to as the Employee)

For the Period

1 July 2019 until 30 June 2020

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PERFORMANCE AGREEMENT

ENTERED INTO BY AND BETWEEN:

The CITY OF MATLOSANA herein represented by THEETSI SOLOMON ROGER NKHUMISE (ID NR. 7212265390082) in his capacity as the MUNICIPAL MANAGER (hereinafter referred to as the Employer) and LEOPOLD LETLHOGONOLO FOURIE (ID NR. 7104025448088) in his capacity as the DIRECTOR: LOCAL ECONOMIC DEVELOPMENT of the Municipality (hereinafter referred to as the Employee).

WHEREBY IT IS AGREED AS FOLLOWS:

1. INTRODUCTION

- 1.1 The **Employer** has entered into a contract of employment with the **Employee** in terms of section 57(1)(a) of the Local Government: Municipal Systems Act 32 of 2000, as amended ("the Systems Act"). The **Employer** and the **Employee** are hereinafter referred to as "the Parties".
- 1.2 Section 57(1)(b) of the Systems Act, as amended read with the Contract of Employment concluded between the parties, requires the parties to conclude an annual performance agreement.
- 1.3 The parties wish to ensure that they are clear about the goals to be achieved, and secure the commitment of the **Employee** to a set of outcomes that will secure local government policy goals.
- 1.4 The parties wish to ensure that there is compliance with Sections 57(4a), 57(4b) and 57(5) of the Systems Act and Section 57(4c) of the Systems Amendment Act.

2. PURPOSE OF THIS AGREEMENT

The purpose of this Agreement is to -

- comply with the provisions of Section 57(1)(b), (4a), (4b) and (5) of the Systems Act, Section 57(4c) of the Systems Amendment Act, as well as the employment contract entered into between the parties;
- specify objectives and targets defined and agreed with the employee and to communicate to the employee the employer's expectations of the employee's performance and accountabilities in alignment with the Integrated Development Plan (IDP), Service Delivery and Budget Implementation Plan (SDBIP) and the Budget of the municipality;
- 2.3 specify accountabilities as set out in a performance plan, which forms an Annexure to the Performance Agreement;
- 2.4 monitor and measure performance against set targeted outputs and outcomes;
- 2.5 use the Performance Agreement as the basis for assessing whether the employee has met the performance expectations applicable to his or her job;
- 2.6 in the event of outstanding performance, to appropriately reward the employee; with Section 11 of this agreement and
- 2.7 give effect to the employer's commitment to a performance-orientated relationship with its employee in attaining equitable and improved service delivery.

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COMMENCEMENT AND DURATION

- 3.1 This Agreement will commence on the 1 JULY 2019 and will remain in force until 30 JUNE 2020 thereafter a new Performance Agreement, Performance Plan and Personal Development Plan shall be concluded between the parties for the next financial year or any portion thereof.
- 3.2 The parties will include a new performance agreement that replaces this agreement at least once a year not later than 31st of July of the succeeding financial year.
- 3.3 This Agreement will terminate on the termination of the Employee's contract of employment.
- The content of this Agreement may be revised at any time during the above-mentioned period 3.4 to determine the applicability of the matters agreed upon.
- 3.5 If at any time during the validity of this Agreement the work environment alters (whether as a result of government or council decisions or otherwise) to the extent that the contents of this Agreement are no longer appropriate, the contents shall immediately be revised.

PERFORMANCE OBJECTIVES

- 4.1 The Performance Plan (Annexure A) sets out-
 - The performance objectives and targets that must be met by the Employee; and 4.1.1
 - 4.1.2 The time frames within which those performance objectives and targets must be met.
 - The Competencies (Annexure B) definitions in terms of regulation 21 of 17 January 4.1.3 2014 are required, to operate effectively as senior manager in the Local Government environment.
- The performance objectives and targets reflected in the Performance Plan (Annexure A) are 4.2 set by the Employer in consultation with the Employee and based on the Integrated Development Plan (IDP), Service Delivery and Budget Implementation Plan (SDBIP) and the Budget of the **Employer**, and shall include:
 - Key objectives that describe the main tasks that needs to be done. 4.2.1
 - 4.2.2 Key performance indicators that provide the details of the evidence that must be provided to show that a key objective has been achieved.
 - 4.2.3 Target dates that describe the timeframe in which the work must be achieved.
 - Weightings that show the relative importance of the key objectives to each other. 4.2.4
- The Personnel Development Plan (Annexure C) sets out the employee's personnel 4.3 development requirements in line with the objectives and targets of the employer.
- 4.4 The Employee's performance will, in addition, be measured in terms of contributions to the goals and strategies set out in the Employer's Integrated Development Plan.

PERFORMANCE MANAGEMENT SYSTEM

5.1 The Employee agrees to participate in the performance management system that the Employer adopts or introduces for the Employer, management and municipal staff of the Employer.

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- The **Employee** accepts that the purpose of the performance management system will be to provide a comprehensive system with specific performance standards to assist the **Employer**, management and municipal staff to perform to the standards required.
- 5.3 The **Employer** will consult the **Employee** about the specific performance standards and targets that will be included in the performance management system as applicable to the **Employee**.
- 5.4 The **Employee** undertakes to actively focus towards the promotion and implementation of the KPAs (including special projects relevant to the employee's responsibilities) within the local government framework.
- 5.5 The criteria upon which the performance of the **Employee** shall be assessed shall consist of two components, both of which shall be contained in the Performance Agreement.
 - 5.5.1 The **Employee** must be assessed against both components, with a weighting of 80:20 allocated to the Key Performance Areas (KPA's) and the Competencies respectively.
 - 5.5.2 Each area of assessment will be weighted and will contribute a specific part to the total score.
 - 5.5.3 KPA's covering the main areas of work will account for 80% and Competencies will account for 20% of the final assessment.
- The **Employee**'s assessment will be based on his / her performance in terms of the outputs / outcomes (performance indicators) identified as per attached Performance Plan (Annexure A), which are linked to the KPA's, and will constitute 80% of the overall assessment result as per the weightings agreed to between the **Employer** and **Employee**:

Key Performance Areas (KPA's)	Weighting
Service Delivery & Infrastructure Development	0%
Municipal Institutional Development and Transformation	13.6%
Local Economic Development (LED)	22,7%
Municipal Financial Viability and Management	31.8%
Good Governance and Public Participation	31.8%
Total	100%

- 5.7 In the case of Senior Managers directly accountable to the Municipal Manager, key performance areas related to the functional area of the relevant manager must be subject to negotiation between the municipal manager and the relevant manager.
- 5.8 The competencies will make up the other 20% of the **Employee**'s assessment score. The competencies are split into two groups, Leading competencies that drive strategic intent and direction and Core competencies which drive the execution of the leading competencies.

	LEADING COMPETENCIES									
Strategic Direction and Leadership	 Impact and Influence Institutional Performance Management Strategic Planning and Management Organisational Awareness 	8.33%								
People Management	 Human Capital Planning and Development Diversity Management Employee Relations Management Negotiation and Dispute Management 	8.33%								

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OTAL PERCENTAGE		100%						
2741 DEDOCTOR	Results and Quality Focus	8.33%						
	Communication	8.33%						
Knowledge and Information Management								
	Analysis and Innovation	8.33%						
	Planning and Organising	8.33%						
	Moral Competence	8.33%						
	CORE COMPETENCIES	WEIGHTING						
	Cooperative Governance							
Governance Leadership	Risk and Compliance Management	8.33%						
	Policy Formulation							
	Change Impact Monitoring and Evaluation							
Change Leadership	Process Design and Improvement	8.33%						
	Change Vision and Strategy							
,g	Financial Reporting and Monitoring	0.5576						
Financial Management	Financial Strategy and Delivery	8.33%						
	Budget Planning and Execution							
Management	Service Delivery ManagementProgram and Project Monitoring and Evaluation	8.33%						
Program and Project	Program and Project Planning and Implementation Santias Politican Management	0.000/						

6. EVALUATING PERFORMANCE

- The Performance Plan (Annexure A) to this Agreement sets out -
 - 6.1.1 The standards and procedures for evaluating the Employee's performance; and
 - 6.1.2 The intervals for the evaluation of the **Employee**'s performance.
- Despite the establishment of agreed intervals for evaluation, the Employer may in addition 6.2 review the Employee's performance at any stage while the contract of employment remains in
- Personal growth and development needs identified during any performance review discussion 6.3 must be documented in a Personal Development Plan (Annexure C) as well as the actions agreed to and implementation must take place within set time frames.
- 6.4 The Employee's performance will be measured in terms of contributions to the goals and strategies set out in the Employer's SDBIP as described in 6.6 below.
- 6.5 The Employee will submit quarterly performance reports (SDBIP) and a comprehensive annual performance report prior to the performance assessment meetings to the evaluation panel chairperson for distribution to the panel members for preparation purposes.
- 6.6 The annual performance appraisal will involve:

6.6.1 Assessment of the achievement of results as outlined in the Performance Plan:

- Each KPA should be assessed according to the extent to which the specified (a) standards or performance indicators have been met and with due regard to ad hoc tasks that had to be performed under the KPA.
- A rating on the five-point scale described in 6.7 below shall be provided for each (b) KPI or group of KPI's which will then be multiplied by the weighting to calculate the score.

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- (c) The Employee will submit his/her self - evaluation to the Employer prior to the final assessment.
- (d) In the instance where the employee could not perform due to reasons outside the control of the employer and employee, the KPI will not be considered during the evaluation. The **Employee** should provide sufficient evidence in such instances.
- (e) An overall score will be calculated based on the total of the individual scores calculated above.
- The applicable assessment rating calculator must be used to add the scores and (f) calculate a final KPA score.

6.6.2 Assessment of the Competencies

- (a) Each competency will be assessed in terms of the description provided in (Annexure B).
- (b) An indicative rating on the five-point scale should be provided for each competency.
- (c) This rating should be multiplied by the weighting given to each competency during the contracting process, to provide a score.
- The applicable assessment rating calculator must be used to add the scores and (d) calculate a final competency score.

6.6.3 Overall rating

An overall rating is calculated by using the applicable assessment-rating calculator. Such overall rating represents the outcome of the performance appraisal.

6.7 The assessment of the performance of the Employee will be based on the following rating scale for KPA's and Competencies:

Rating scale for KPA's

Level	Terminology	Description
5	Outstanding performance	Performance far exceeds the standard expected of an employee at this level. The appraisal indicates that the Employee has achieved above fully effective results against all performance criteria and indicators as specified in the PA and Performance Plan and maintained this in all areas of responsibility throughout the year.
4	Performance significantly above expectations	Performance is significantly higher than the standard expected in the job. The appraisal indicates that the Employee has achieved above fully effective results against more than half of the performance criteria and indicators and fully achieved all others throughout the year.
3	Fully effective	Performance fully meets the standards expected in all areas of the job. The appraisal indicates that the Employee has fully achieved effective results against all significant performance criteria and indicators as specified in the PA and Performance Plan.

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Level	Terminology	Description
2	Not fully effective	Performance is below the standard required for the job in key areas. Performance meets some of the standards expected for the job. The review/assessment indicates that the employee has achieved below fully effective results against more than half the key performance criteria and indicators as specified in the PA and Performance Plan.
1	Unacceptable performance	Performance does not meet the standard expected for the job. The review/assessment indicates that the employee has achieved below fully effective results against almost all of the performance criteria and indicators as specified in the PA and Performance Plan. The employee has failed to demonstrate the commitment or ability to bring performance up to the level expected in the job despite management efforts to encourage improvement.

Rating scale for Competencies

Level	Terminology	Description
1	Basic	Applies basic concepts, methods, and understanding of local government operations, but requires supervision and development intervention.
2	Competent	Develops and applies more progressive concepts, methods and understanding. Plans and guides the work of others and executes progressive analysis.
3	Advanced	Develops and applies complex concepts, methods and understanding. Effectively directs and leads a group and executes in-depth analysis.
4	Superior	Has a comprehensive understanding of local government operations, critical in strategic shaping direction and change, develops and applies comprehensive concepts and methods.

- 6.8 For purposes of evaluating the annual performance of the Municipal Manager, an evaluation panel constituted of the following persons must be established:
 - 6.8.1 Executive Mayor;
 - 6.8.2 Chairperson of the performance audit committee or the audit committee in the absence of a performance audit committee;
 - 6.8.3 Member of the Mayoral Committee;
 - 6.8.4 Mayor and/or Municipal Manager from another municipality; and
 - 6.8.5 Member of a ward committee as nominated by the Executive Mayor.
- 6.9 For purposes of evaluating the annual Performance of Senior Managers directly accountable to the Municipal Manager, an evaluation panel constituted of the following persons must be established:
 - 6.9.1 Municipal Manager;
 - 6.9.2 Chairperson of the performance audit committee or the audit committee in the absence of a performance audit committee;
 - 6.9.3 Municipal Manager from another municipality.
- 6.10 The Performance Management Unit of the municipality must provide secretariat services to the evaluation panels referred to in paragraphs 6.8 and 6.9.

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7. SCHEDULE FOR PERFORMANCE REVIEWS

7.1 The performance of each **Employee** in relation to his / her performance agreement shall be reviewed on the following dates with the understanding that reviews in the first and third quarter may be verbal if performance is satisfactory:

First quarter : July – September 2019
Second quarter : October – December 2019
Third quarter : January – March 2020
Fourth quarter : April – June 2020

- 7.2 The **Employer** shall keep a record of the mid-year review and annual assessment meetings.
- 7.3 Performance feedback shall be based on the **Employer**'s assessment of the **Employee**'s performance.
- 7.4 The **Employer** will be entitled to review and make reasonable changes to the provisions of (Annexure A) from time to time for operational reasons. The **Employee** will be fully consulted before any such change is made.
- 7.5 The **Employer** may amend the provisions of (Annexure A) whenever the performance management system is adopted, implemented and / or amended as the case may be. In that case the **Employee** will be fully consulted before any such change is made.

8. DEVELOPMENTAL REQUIREMENTS

The Personal Development Plan (PDP) for addressing developmental gaps is attached as (Annexure C). Such plan may be implemented and/or amended as the case may be after each assessment.

9. OBLIGATIONS OF THE EMPLOYER

- 9.1 The **Employer** shall
 - 9.1.1 Create an enabling environment to facilitate effective performance by the employee;
 - 9.1.2 Provide access to skills development and capacity building opportunities;
 - 9.1.3 Work collaboratively with the **Employee** to solve problems and generate solutions to common problems that may impact on the performance of the **Employee**;
 - 9.1.4 On the request of the **Employee** delegate such powers reasonably required by the **Employee** to enable him / her to meet the performance objectives and targets established in terms of this Agreement; and
 - 9.1.5 Make available to the **Employee** such resources as the **Employee** may reasonably require from time to time to assist him / her to meet the performance objectives and targets established in terms of this Agreement.

10. CONSULTATION

- 10.1 The **Employer** agrees to consult the **Employee** timeously where the exercising of the powers will have amongst others
 - 10.1.1 A direct effect on the performance of any of the **Employee**'s functions;
 - 10.1.2 Commit the **Employee** to implement or to give effect to a decision made by the **Employer**; and

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- 10.1.3 A substantial financial effect on the Employer.
- 10.2 The **Employer** agrees to inform the **Employee** of the outcome of any decisions taken pursuant to the exercise of powers contemplated in 10.1 as soon as is practicable to enable the **Employee** to take any necessary action without delay.

11. MANAGEMENT OF EVALUATION OUTCOMES

- 11.1 The evaluation of the **Employee**'s performance will form the basis for rewarding outstanding performance or correcting unacceptable performance.
- 11.2 A performance bonus of between 5% to 14% of the all-inclusive annual remuneration package may be paid to the **Employee** in recognition of outstanding performance to be constituted as follows:

Performa	nce Score	Deufermanes Benus Bereauteur
From	То	Performance Bonus Percentage
130%	133%	5%
134%	137%	6%
138%	141%	7%
142%	145%	8%
146%	149%	9%
150%	153%	10%
154%	157%	11%
158%	161%	12%
162%	165%	13%
166%	169%	14%

- 11.3 In the case of unacceptable performance, the **Employer** shall
 - 11.3.1 Provide systematic remedial or developmental support to assist the **Employee** to improve his or her performance; and
 - 11.3.2 After appropriate performance counselling and having provided the necessary guidance and/ or support as well as reasonable time for improvement in performance, the **Employer** may consider steps to terminate the contract of employment of the **Employee** on grounds of unfitness or incapacity to carry out his or her duties.

12. DISPUTE RESOLUTION

- 12.1 Any disputes about the nature of the **Employee**'s performance agreement, whether it relates to key responsibilities, priorities, methods of assessment and/ or any other matter provided for, shall be mediated by
 - 12.1.1 The MEC for local government in the province within thirty (30) days of receipt of a formal dispute from the **Employee**; or
 - 12.1.2 Any other person appointed by the MEC.
 - 12.1.3 In the case of Senior Managers directly accountable to the Municipal Manager, a member of the municipal council, provided that such member was not part of the evaluation panel provided for in sub-regulation 27(4)(e) of the Municipal Performance Regulations, 2006, within thirty (30) days of receipt of a formal dispute from the employee;

whose decision shall be final and binding on both parties.

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12.2 In the event that the mediation process contemplated above fails, clause relevant of the Contract of Employment shall apply.

13. GENERAL

- 13.1 The contents of this agreement and the outcome of any review conducted in terms of (Annexure A) may be made available to the public by the **Employer**.
- Nothing in this agreement diminishes the obligations, duties or accountabilities of the **Employee** in terms of his/ her contract of employment, or the effects of existing or new regulations, circulars, policies, directives or other instruments.
- 13.3 The performance assessment results of the **Employee** must be submitted to the municipal council by the **Employer** within fourteen (14) days after the conclusion of the assessment for information purposes.

14. PERFORMANCE APPRAISALS

14.1 The **Employee** will be responsible for developing annual performance work plans and conducting performance appraisals with all staff in the Directorate as stipulated in Section 27 of the 2017 Performance Management System Framework document.

Performance Plan

DIRECTOR: LOCAL ECONOMIC DEVELOPMENT LL FOURIE

CITY OF MATLOSANA Period 1 July 2019 until 30 June 2020

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DIRECTORATE LOCAL ECOMONIC DEVELOPMENT

DIRECTOR LOCAL ECONOMIC DEVELOPMENT MR LL FOURIE

TOTAL WEIGHTING PER KEY PERFORMANCE AREA (KPA) = 100% Service Delivery & Infrastructure Development (II)
Municipal institutional Development and Transformation (3)
Local Economic Development (5)
Municipal Financial Viability & Management (7)
Good Governance and Public Participation (8)

0.0% 13.1% 21.7% 30.4% 34.8% 100%	Portfolio of Evidence	Tracking document. Execution letters / notes	Resolution (Resolution register, Copy of resolutions. Execution letters / notes (susporting documents)	Director's risk register. Execution letters / notes	Signed-off AR template and narritve	Signed-off IPD needs and priority list	Signed-off SDBIP planning template. Attendance Register	Notices. Agenda. Attendance register. Minutes
	Comments							
0,00	Planned Remedial Action							
structure Development (0) structure Development (0) bevelopment and Transformation (3) pment (5) billy & Management (7) Public Participation (8)	Reason for Deviation							
sstructure Development and Train or poment (5) billity & Management I Public Participation (1)	Actual Expenditure							
Service Delivery & Infrastructure Development (0) Municipal Institutional Development and Transformation (3) Municipal Institutional Development (3) Municipal Financial Viability & Management (7) Good Governance and Public Participation (8)	Quarterly Actual Achievement							
	Rating							
	Quarterly Projected Target	100% Nr. received / Nr answered 100% Nr. received / Nr answered	87% Nr received / Nr miplemented / Nr medived / Nr mreceived / Nr mreceived / Nr mreceived / Nr medived / Nr me	miperimented (10% Nr received / Nr miligated (10% Nr received / Nr miligated (10% Nr received / Nr miligated (10% Mr received / Nr miligated (10% Nr received / Nr miligated (10% Nr received / Nr miligated (10% Nr received / Nr Mr received / Nr Nr received / Nr	mitigated Draft information Submitted Credible 2018/19 Annual Report input provided			3 Meetings attended 2 Meetings attended 3 Meetings attended 3 Meetings attended
	Quarter		4 - 0 6 4	- 2 & 4		4 - 0 6 4	1 2 8 4	1 3N 2 2N 3N 4 3N 4
	Revised Target / Base Line Budget							
	Budget							
	Annual Performance Target	Answering 100% of all audit R0 queries (exception report) received from the Auditor-freedward within the aquired time frame by November 2019	Implementing 87% of the R0 directorates Municipal Manager / Executive Mayor / Executions by June 2020	Miligating 50% of the directorate's identified high / maximum / cartemer fake by maximum / cartemer fake by implementing corrective measures by June 2020	Providing the directorate's R 0 2018/19 Annual Report input before the draft annual report is tabled by October 2019	Providing the directorate's R 0 I IDP inputs before the 2020/21 IDP is tabled by 30 May 2020	Providing the directorate's R0 SDBIP inputs before the draft 2020/21 SDBIP is submitted by 25 May 2020	Attending 11 LLF meetings R 0 by June 2020
	Key Performance Indicators (KPI)	% Of external audit // queries answered within required time r frame	% of Resolutions in implementation within of required fimelframe M. h.	6 of all identified high maximum / extreme sks mitigated by nplementing orrective measures	Directorate's 2018/19 P Annual Report input 21 provided before b tabling of the draft is annual report	Directorate's IDP inputs provided before ID the 2020/21 IDP is Matabled		Number of LLF At meetings attended by
	Objectives	To ensure an effective external audit process (Exception report)	To ensure good governance by executing the mandate of council	To reduce risk areas and 9 protect the municipality / against legal actions if	To ensure the that the quality of the information is on an acceptable standard	To ensure that the programmes and projects of the directorate are incorporated	the state of the s	To attend to all LLF meetings to ensure industrial harmony
	Weighting	4.35%	4.35%	4.35%	4.35%	4.35% T	4.35% d	7.35%
	Back to Basics	Financial Management	Боод Сочетапсе	Соод Солетапсе	Соод Сочетапсе	Good Governance	Good Governance	Institutional Capacity
	Key Performance Area (KPA)	Municipal Institutional Development and Transformation	Good Governance and Public Participation	Good Governance and Public Participation	Good Governance and Public Participation	Good Governance and Public Participation	Good Governance and Public Participation	Municipal Institutional Development and Transformation
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Implementing 90% of all R 0							Committee meetings by June				Conducting 12 SDBIP R 0		d by June 2020	000			development initiatives including capital projects by	June 2020- Urban Area	rt Creating 30 permanent / R 0	sustainable jobs which	Municipality's local economic	development initiatives	Including capital projects by June 2020 - Rural Area	4 Cooperatives and 16 R 185 000	SMME's in the Mattosana		by June 2020		Conducting 12 LED R 0				Conducting 4 SMME R177 190 workshops to capacitate (R175 000 -	SMME's and cooperatives by	June 2020 190 - event promo)			Spending on marketing R 1 600 000 activities according to	Marketing Plan by June 2020				Compiling and distributing 6 R 0	external newsletter regarding Council affairs to the	community by June 2020		
To ensure that the % of Resolutions of mandate of Audit	cuted						mandate of Adjudication Adjudication	ecuted	in terms of SCM attended		goals of council are meetings with senior		directorate conducted			development activities months - Urban Area			To create jobs to reduce Number of permanent					_	between LED strategies cooperatives and VTSD to syneroize (SMME's) established		spheres of government		To conduct Number of LED		relevant stakeholders stakeholders		To conduct workshops Number of SMME to capacitate SMME's workshops conducted		and cooperatives			To promote the city and R value spent on communicate marketing activities	_	well informed community			e city and	programmes to ensure a and distributed	well informed community regarding Council	affairs to the community	
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external newsletters to	ensure transparency	With Council affairs		To promote the fresh	produce market to	ensure a well informed	community		To collect income to	ensure inancial	Sustainability			To collect income to	sustainability	6		To collect income to	ensure financial	sustainability			To collect income to	ensure mancial	Sustainability			
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Local Government: Competency Framework in Senior Managers

DIRECTOR: LOCAL ECONOMIC DEVELOPMENT LL FOURIE

CITY OF MATLOSANA Period 1 July 2019 until 30 June 2020

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LOCAL GOVERNMENT: COMPETENCY FRAMEWORK FOR SENIOR MANAGERS

1. Definitions

In this framework -

"core competencies" are competencies that cut across all levels of work in a municipality and enhance contextualised leadership that guarantees service delivery impact; and

"leading competencies" means competencies that are required to develop clear institutional strategy, initiate, drive and implement programs to achieve long-term sustainable and measurable service delivery performance results.

2. Competency Framework

- 2.1 This competency framework replaces regulation 26(8) of the Local Government: Municipal Performance Regulations for Municipal Managers and Managers directly accountable to Municipal Managers, (Government Notice No. 805) as published in *Government Gazette No.* 29089 of 1 August 2006.
- 2.2 A person appointed as a senior manager must have the competencies as set out in this framework. Focus must also be placed on the following key factors:
 - (a) Critical leading competencies that drive the strategic intent and direction of local government;
 - (b) Core competencies which senior managers are expected to possess, and which drive the execution of the leading competencies; and
 - (c) The eight Batho Pele principles.
- 2.3 The competency framework consists of six leading competencies which comprise of twenty (20) driving competencies that communicate what is expected for effective performance in local government.
- 2.4 The competency framework further involves six (6) core competencies that act as drivers to ensure that the leading competencies are executed at an optimal level.
- 2.5 There is no hierarchical connotation to the structure and all competencies are essential to the role of a senior manager to influence high performance. All competencies must therefore be considered as measurable and critical in assessing the level of a senior manager's performance.
- 2.6 The competency framework is underscored by four (5) achievement levels that act as benchmark and minimum requirements for other human capital interventions, which are, recruitment and selection, learning and development, succession planning, and promotion.

3. Competency Framework Structure

The competencies that appear in the competency framework are detailed below.

	LEADING COMPETENCIES
Strategic Direction and Leadership	 Impact and Influence Institutional Performance Management Strategic Planning and Management Organisational Awareness
People Management	 Human Capital Planning and Development Diversity Management Employee Relations Management Negotiation and Dispute Management

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Program and Project Management Program and Project Delivery Management Program and Project Monitoring and Evaluation Budget Planning and Execution Financial Management Financial Strategy and Delivery Financial Reporting and Monitoring Change Leadership Change Vision and Strategy Process Design and Improvement Change Impact Monitoring and Evaluation Policy Formulation Risk and Compliance Management Cooperative Governance CORE COMPETENCIES Moral Competence Planning and Organising Analysis and Innovation Knowledge and Information Management Communication Results and Quality Focus					
Budget Planning and Execution Financial Management Financial Strategy and Delivery Financial Reporting and Monitoring Change Leadership Change Vision and Strategy Process Design and Improvement Change Impact Monitoring and Evaluation Policy Formulation Risk and Compliance Management Cooperative Governance CORE COMPETENCIES Moral Competence Planning and Organising Analysis and Innovation Knowledge and Information Management Communication	Management Service Delivery Management				
Change Leadership Process Design and Improvement Change Impact Monitoring and Evaluation Policy Formulation Risk and Compliance Management Cooperative Governance CORE COMPETENCIES Moral Competence Planning and Organising Analysis and Innovation Knowledge and Information Management Communication	Financial Management	Budget Planning and ExecutionFinancial Strategy and Delivery			
Governance Leadership Risk and Compliance Management Cooperative Governance CORE COMPETENCIES Moral Competence Planning and Organising Analysis and Innovation Knowledge and Information Management Communication	Change Leadership	Process Design and Improvement			
Moral Competence Planning and Organising Analysis and Innovation Knowledge and Information Management Communication	Governance Leadership	Risk and Compliance Management			
Planning and Organising Analysis and Innovation Knowledge and Information Management Communication		CORE COMPETENCIES			
Analysis and Innovation Knowledge and Information Management Communication		Moral Competence			
Knowledge and Information Management Communication		Planning and Organising			
Communication		Analysis and Innovation			
	Kno	owledge and Information Management			
Results and Quality Focus		Communication			
		Results and Quality Focus			

4. Minimum Requirements

The minimum requirements that accompany the competency framework, but do not govern the selected competencies, as set out in annexure B of the minimum competency requirements for Senior Managers, refer to the level of higher education qualification, work experience and knowledge that are needed to operate effectively in the local government environment.

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5. Competency Descriptions

Cluster	Leading Competenci	es	
Competency Name	Strategic Direction ar	nd Leadership	
Competency Definition		vision for the institution, and i ic institutional mandate	nspire and deploy others to
D.4.010		ENT LEVELS	
BASIC Understand institutional and departmental strategic objectives, but lacks the ability to inspire others to achieve set mandate Describe how specific tasks link to institutional strategies but has limited influence in directing strategy Has a basic understanding of institutional performance management, but lacks the ability to integrate systems into a collective whole Demonstrate a basic understanding of key decision- makers	COMPETENT Give direction to a team in realising the institution's strategic mandate and set objectives Has a positive impact and influence on the morale, engagement and participation of team members Develop actions plans to execute and guide strategy implementation Assist in defining performance measures to monitor the progress and effectiveness of the institution Displays an awareness of institutional structures and political factors Effectively communicate barriers to execution to relevant parties Provide guidance to all stakeholders in the achievement of the strategic mandate Understand the aim and objectives of the institution and relate it to own work	ADVANCED Evaluate all activities to determine value and alignment to strategic intent Display in-depth knowledge and understanding of strategic planning Align strategy and goals across all functional areas Actively define performance measures to monitor the progress and effectiveness of the institution Consistently challenge strategic plans to ensure relevance Understand institutional structures and political factors, and the consequences of actions Empower others to follow strategic direction and deal with complex situations Guide the institution through complex and ambiguous concern Use understanding of power relationships and dynamic tensions among key	SUPERIOR Structure and position the institution to local government priorities Actively use in-depth knowledge and understanding to develop and implement a comprehensive institutional framework Hold self accountable for strategy execution and results Provide impact and influence through building and maintaining strategic relationships Create an environmental that facilitates loyalty and innovation Display a superior level of self-discipline and integrity in actions Integrate various systems into a collective whole to optimise institutional performance management Uses understanding of competing interests to manoeuvre successfully to a win/win outcome

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Cluster	Leading Compet	Leading Competencies		
Competency Name	People Managen	People Management		
Competency Definiti	on diversity, optimis	Effectively manage, inspire and encourage people, respec diversity, optimise talent and build and nurture relationship order to achieve institutional objectives		
DACIC		MENT LEVELS	CURERIOR	
BASIC Participate in team goal-setting and problem solving Interact and collaborate with people of diverse backgrounds Aware of guidelines for employee development, but requires support in implementing development initiatives	COMPETENT Seek opportunities to increase team contribution and responsibility Respect and support the diverse nature of others and be aware of the benefits of a diverse approach Effectively delegate tasks and empower others to increase contribution and execute functions optimally Apply relevant employee legislation fairly and consistently Facilitate team goal-setting and problem-solving Effectively identify capacity requirements to fulfill the strategic mandate	others in order to increase personal effectiveness Identify development and learning needs within the team Build a work environment conducive to sharing, innovation, ethical behaviour and professionalism Inspire a culture of performance excellence by giving positive and	Develop and incorporate best practice people management processes, approaches and tools across the institution Foster a culture of discipline, responsibility and accountability Understand the impact of diversity in performance and actively incorporate a diversity strategy in the institution Develop comprehensive integrated strategies and approaches to human capital development and management Actively identify trends and predict capacity requirements to facilitate unified transition and performance management	

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Cluster	Leading Comp	etencies		
Competency Name	Program and F	roject Management		
Competency Definition	plan, manage, deliver on set	Able to understand program and project management method plan, manage, monitor and evaluate specific activities in order deliver on set objectives		
BASIC		EMENT LEVELS	SUPERIOR	
Initiate projects after approval from higher authorities Understand procedures of program and project management methodology, implications and stakeholder involvement Understand the rational of projects in relation to the institution's strategic objectives Document and communicate factors and risk associated with own work Use results and approaches of successful project implementation as guide	COMPETENT Establish broad stakeholder involvement an communicate the project status a key milestones Define the roles and responsibilities the project team and create clarifications Find a balance between project deadline and the quality of deliverables Identify appropriate progressources to facilitate the effective completion of the deliverables Comply with statutory requirements an apply policies in consistent manual make needed adjustments to timelines, steps and resource allocation	and conflicts according to institutional goals Apply effective risk management strategies through impact assessment and resource requirements Modify project scope and budget when required without compromising the quality and objectives of the project Involve top-level authorities and relevant stakeholders in seeking project buy-in Identify and apply contemporary project management methodology Influence and motivate project team to deliver exceptional results	Understand and conceptualise the long-term implications of desired project outcomes Direct a comprehensive strategic macro and micro analysis and scope projects accordingly to realise institutional objectives Consider and initiate projects that focus on achievement of the long-term objectives Influence people in positions of authority to implement outcomes of projects Lead and direct translation of policy into workable actions plans Ensures that programs are monitored to track progress and optimal resource utilisation, and that adjustments are made as needed	

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Cluster	Leading Competencies			
Competency Name	Financial Managen	<i>l</i> lanagement		
Competency Definition	financial risk mana accordance with re all financial transac	ontrol cash flow, institute ocurement processes in es. Further to ensure that thical manner		
BASIC	ACHIEVEME COMPETENT	ENT LEVELS ADVANCED	SUPERIOR	
 Understand basic financial concepts and methods as they relate to institutional processes and activities Display awareness into the various sources of financial data, reporting mechanisms, financial governance, processes and systems Understand the importance of financial accountability Understand the importance of asset 	 Exhibit knowledge of general financial concepts, planning, budgeting, and forecasting and how they interrelate Assess, identify and manage financial risks Assume a cost-saving approach to financial management Prepare financial reports based on specified formats Consider and understand the financial implications of 	 Take active ownership of planning, budgeting, and forecast processes and provides credible answers to queries within own responsibility Prepare budgets that are aligned to the strategic objectives of the institution Address complex budgeting and financial management concerns Put systems and processes in place to enhance the 	 Develop planning tools to assist in evaluating and monitoring future expenditure trends Set budget frameworks for the institution Set strategic direction for the institution on expenditure and other financial processes Build and nurture partnerships to improve financial management and achieve financial savings Actively identify and implement new 	
control	decisions and suggestions Ensure that delegation and instructions as required by National Treasury guidelines are reviewed and updated Identify and implement proper monitoring and evaluation practices to ensure appropriate spending against budget	quality and integrity of financial management practices Advise on policies and procedures regarding asset control Promote National Treasury's regulatory framework for Financial Management	methods to improve asset control Display professionalism in dealing with financial data and processes	

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Cluster	Leading Competer	ncies	
Competency Name	Change Leadershi	р	
Competency Definitio	n order to successfu	Able to direct and initiate institutional transformation on all order to successfully drive and implement new initiatives are professional and quality services to the community	
	ACHIEVEM	ENT LEVELS	
BASIC	COMPETENT	ADVANCED	SUPERIOR
Display an awareness of change interventions, and the benefits of transformation initiatives Able to identify basic needs for change	 Perform an analysis of the change impact on the social, political and economic environment Maintain calm and focus during change Able to assist team members during change and keep them focused on the deliverables Volunteer to lead change efforts outside of own work team Able to gain buy-in and approval for change from relevant stakeholders Identify change readiness levels and assist in resolving resistance to change factors Design change interventions that are aligned with the institution's strategic objectives and goals 	 Actively monitor change impact and results and convey progress to relevant stakeholders Secure buy-in and sponsorship for change initiatives Continuously evaluate change strategy and design and introduce new approaches to enhance the institution's effectiveness Build and nurture relationships with various stakeholders to establish strategic alliance in facilitating change Take the lead in impactful change programs Benchmark change interventions against best change practices Understand the impact and psychology of change, and put remedial interventions in place to facilitate effective transformation Take calculated risk and seek new ideas from best practice scenarios, and identify the potential for implementation 	Sponsor change agents and create a network of change leaders who support the interventions Actively adapt current structures and processes to incorporate the change interventions Mentor and guide team members on the effects of change, resistance factors and how to integrate change Motivate and inspire others around change initiatives

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Cluster	Leading Competer	ncies		
Competency Name	Governance Leade	ership		
Competency Definition	and compliance regovernance practic conceptualisation of	Able to promote, direct and apply professionalism in managing risk and compliance requirements and apply a thorough understanding governance practices and obligations. Further, able to direct the conceptualisation of relevant policies and enhance cooperative governance relationships		
		ENT LEVELS		
BASIC	COMPETENT	ADVANCED	SUPERIOR	
Display a basic awareness of risk, compliance and governance factors but require guidance and development in implementing such requirements Understand the structure of cooperative government but requires guidance on fostering workable relationships between stakeholders Provide input into policy formulation	Display a thorough understanding of governance and risk and compliance factors and implement plans to address these Demonstrate understanding of the techniques and processes for optimising risk taking decisions within the institution Actively drive policy formulation within the institution to ensure the achievement of objectives	 Able to link risk initiatives into key institutional objectives and drivers Identify, analyse and measure risk, create valid risk forecasts, and map risk profiles Apply risk control methodology and approaches to prevent and reduce risk that impede on the achievement of institutional objectives Demonstrate a thorough understanding of risk retention plans Identify and implement comprehensive risk management systems and processes Implement and monitor the formulation of policies, identify and challenges with implementation and provide recommendations for improvement 	 Demonstrate a high level of commitment in complying with governance requirements Implement governance and compliance strategy to ensure achievement of institutional objectives within the legislative framework Able to advise Local Government on risk management strategies, best practice interventions and compliance management Able to forge positive relationships on cooperative governance level to enhance the effectiveness of local government Able to shape, direct and drive the formulation of policies on a macro level 	

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Cluster	Core Competenci	es	
Competency Name	Moral Competence	e	
Competency Definition		oral triggers, apply reasonin consistently display behavio	
		IENT LEVELS	
BASIC	COMPETENT	ADVANCED	SUPERIOR
 Realise the impact of acting with integrity, but requires guidance and development in implementing principles Follow the basic rules and regulations of the institution Able to identify basic moral situations, but requires guidance and development in understanding and reasoning with moral intent 	 Conduct self in alignment with the values of Local Government and the institution Able to openly admit own mistakes and weaknesses and seek assistance from others when unable to deliver Actively report fraudulent activity and corruption within local government Understand and honour the confidential nature of matters without seeking personal gain Able to deal with situations of conflict of interest promptly and in the best interest of local government 	with the institution's rules and regulations Takes an active stance against corruption and dishonesty when	Create an environment conducive of moral practices Actively develop and implement measures to combat fraud and corruption Set integrity standards and shared accountability measures across the institution to support the objectives of local government Take responsibility for own actions and decisions, even if the consequences are unfavourable

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Cluster	Core Competencie	s		
Competency Name	Planning and Orga	nising		
Competency Definition	effectively to ensur	Able to plan, prioritise and organise information and resources effectively to ensure the quality of service delivery and build eff contingency plans to manage risk		
		ENT LEVELS		
BASIC	COMPETENT	ADVANCED	SUPERIOR	
 Able to follow basic plans and organise tasks around set objectives Understand the process of planning and organising but requires guidance and development in providing detailed and comprehensive plans Able to follow existing plans and ensure that objectives are met Focus on short-term objectives in developing plans and actions Arrange information and resources required for a task, but require further structure and organisation 	 Actively and appropriately organise information and resources required for a task Recognise the urgency and importance of tasks Balance short and long-term plans and goals and incorporate into the team's performance objectives Schedule tasks to ensure they are performed within budget and with efficient use of time and resources Measures progress and monitor performance results 	 Able to define institutional objectives, develop comprehensive plans, integrate and coordinate activities, and assign appropriate resources for successful implementation Identify in advance required stages and actions to complete tasks and projects Schedule realistic timelines, objectives and milestones for tasks and projects Produce clear, detailed and comprehensive plans to achieve institutional objectives Identify possible risk factors and design and implement appropriate contingency plans Adapt plans in light of changing circumstances Prioritise tasks and projects according to their relevant urgency and importance 	 Focus on broad strategies and initiatives when developing plans and actions Able to project and forecast short, medium and long term requirements of the institution and local government Translate policy into relevant projects to facilitate the achievement of institutional objectives 	

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Cluster	Core Competencie			
Competency Name	Analysis and Innov	Analysis and Innovation		
Competency Definition	establish and imple	improve institutional processes in order to achieve		
BASIC		ENT LEVELS		
 Understand the 	COMPETENT Demonstrate	ADVANCED Coaches team	• Demonstrate	
basic operation problem solving of analysis, but lack detail and thoroughness Able to balance independent analysis with requesting assistance from others Recommend new ways to perform tasks within own function Propose simple remedial interventions that marginally challenges the status quo Listen to the ideas and perspectives of others and explore opportunities to enhance such innovative thinking	Logical techniques and approaches and provide rationale for recommendations Demonstrate objectivity, insight, and thoroughness when analysing problems Able to break down complex problems into manageable parts and identify solutions Consult internal and external stakeholders on opportunities to improve processes and service delivery Clearly communicate the benefits of new opportunities and innovative solutions to stakeholders Continuously identify opportunities to enhance internal processes Identify and analyse opportunities conducive to innovative approaches and propose remedial intervention	members on analytical and innovative approaches and techniques Engage with appropriate individuals in analysing and resolving complex problems Identify solutions on various areas in the institution Formulate and implement new ideas throughout the institution Able to gain approval and buy- in for proposed interventions from relevant stakeholders Identify trends and best practices in process and service delivery and propose institutional application Continuously engage in research to identify client needs	complex analytical and problem solving approaches and techniques Create an environment conducive to analytical and fact-based problem-solving Analyse, recommend solutions and monitor trends in key challenges to prevent and manage occurrence Create an environment that fosters innovative thinking and follows a learning organisation approach Be a thought leader on innovative customer service delivery, and process optimisation Play an active role in sharing best practice solutions and engage in national and international local government seminars and conferences	

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Cluster	Core Competencies					
Competency Name		Knowledge and Inf	orma	ation Management		
Competency Definition	n	Able to promote the generation and sharing of knowledge and information through various processes and media, in order to enh the collective knowledge base of local government			, in order to enhance	
BASIC		ACHIEVEME COMPETENT	ENT	LEVELS ADVANCED		SUPERIOR
 Collect, categorise and track relevant information required for specific tasks and projects Analyse and interpret information to draw conclusions Seek new sources of information to increase the knowledge base Regularly share information and knowledge with internal 	iii ss to n iii k iii ss e E iir e iir	Use appropriate information systems and sechnology to manage institutional knowledge and information sharing Evaluate data from various sources and use information effectively to influence decisions and	•	Effectively predict future information and knowledge management requirements and systems Develop standards and processes to meet future knowledge management needs Share and promote best- practice knowledge management	•	Create and support a vision and culture where team members are empowered to seek, gain and share knowledge and information Establish partnerships across local government to facilitate knowledge management Demonstrate a
stakeholders and team members	• A nn ss ir to ir to p aa k ee ir ee	crovide solutions Actively create mechanisms and structures for sharing of information Use external and internal resources to research and provide relevant and cutting-edge knowledge to enhance institutional effectiveness and efficiency	•	across various institutions Establish accurate measures and monitoring systems for knowledge and information management Create a culture conducive of learning and knowledge sharing Hold regular knowledge and information sharing sessions to elicit new ideas and share best practice approaches	•	mature approach to knowledge and information sharing with an abundance and assistance approach Recognise and exploit knowledge points in interactions with internal and external stakeholders

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Cluster	Core Competencie	s		
Competency Name	Communication			
Competency Definition	and concise manner effectively convey, the desired outcome	Able to share information, knowledge and ideas in a clear, focus and concise manner appropriate for the audience in order to effectively convey, persuade and influence stakeholders to achie the desired outcome		
		ENT LEVELS		
BASIC	COMPETENT	ADVANCED	SUPERIOR	
 Demonstrate an understanding for communication levers and tools appropriate for the audience, but requires guidance in utilising such tools Express ideas in a clear and focused manner, but does not always take the needs of the audience into consideration Disseminate and convey information and knowledge adequately 	 Express ideas to individuals and groups in formal and informal settings in an manner that is interesting and motivating Able to understand, tolerate and appreciate diverse perspectives, attitudes and beliefs Adapt communication content and style to suit the audience and facilitate optimal information transfer Deliver content in a manner that gains support, commitment and agreement from relevant stakeholders Compile clear focused, concise and well-structured written documents 	 Effectively communicate highrisk and sensitive matters to relevant stakeholders Develop a well-defined communication strategy Balance political perspectives with institutional needs when communicating viewpoints on complex issues Able to effectively direct negotiations around complex matters and arrive at a win-win situation that promotes Batho Pele principles Market and promote the institution to external stakeholders and seek to enhance a positive image of the institution Able to communicate with the media with high levels of moral competence and discipline 	 Regarded as a specialist in negotiations and representing the institution Able to inspire and motivate others through positive communication that is impactful and relevant Creates an environment conducive to transparent and productive communication and critical and appreciative conversations Able to coordinate negotiations at different levels within local government and externally 	

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Cluster		Core Competencies					
Competency Name			Results and Quality Focus				
	Competency Definitio	Able to maintain high quality standards, focus on achieving results and objectives while consistently striving to exceed expectations and encourage others to meet quality standards. Further, to actively monitor and measure results and quality against identified objectives					
	BASIC		ACHIEVEMENT LEVELS				
•	Understand quality of work but requires	•	Focus on high- priority actions	•	ADVANCED Consistently verify own standards and	•	SUPERIOR Coach and guide others to exceed
	guidance in attending to important matters		and does not become distracted by lower-priority		outcomes to ensure quality output		quality standards and results Develop
•	Show a basic commitment to achieving the	•	activities Display firm commitment and	•	Focus on the end result and avoids being distracted		challenging, client- focused goals and sets high standards
•	correct results Produce the minimum level of	•	pride in achieving the correct results Set quality	•	Demonstrate a determined and committed		for personal performance Commit to exceed
	results required in the role Produce outcomes		standards and design processes and tasks around		approach to achieving results and quality		the results and quality standards, monitor own
	that is of a good standard Focus on the	•	achieving set standards Produce output of	•	standards Follow task and projects through to		performance and implement remedial
	quantity of output but requires development in	•	high quality Able to balance the quantity and	•	completion Set challenging goals and	•	interventions when required Work with team to
•	incorporating the quality of work Produce quality		quality of results in order to achieve objectives		objectives to self and team and display		set ambitious and challenging team goals,
	work in general circumstances, but fails to meet	•	Monitors progress, quality of work, and use of		commitment to achieving expectations		communicating long-and short- term expectations
	expectation when under pressure		resources; provide status updates, and make	•	Maintain a focus on quality outputs when placed under	•	Take appropriate risks to accomplish goals
			adjustments as needed	•	pressure Establishing institutional	•	Overcome setbacks and adjust action plans
					systems for managing and assigning work, defining	•	to realise goals Focus people on critical activities that yield a high
					responsibilities, tracking, monitoring and measuring		impact
					success, evaluating and valuing the work of		
					the institution		

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6. Achievement Levels

The achievement levels indicated in the table below serve as a benchmark for appointments, succession planning and development interventions.

- 6.1 Individuals falling within the Basic range are deemed unsuitable for the role of senior manager, and caution should be applied in promoting and appointing such persons.
- 6.2 Individuals that operate in the Superior range are deemed highly competent and demonstrate an exceptional level of practical knowledge, attitude and quality. These individuals should be considered for higher positions, and should be earmarked for leadership programs and succession planning.

Level	Terminology	Description
1	Basic	Applies basic concepts, methods, and understanding of local government operations, but requires supervision and development intervention.
2	Competent	Develops and applies more progressive concepts, methods and understanding. Plans and guides the work of others and executes progressive analysis.
3	Advanced	Develops and applies complex concepts, methods and understanding. Effectively directs and leads a group and executes in-depth analysis.
4	Superior	Has a comprehensive understanding of local government operations, critical in strategic shaping direction and change, develops and applies comprehensive concepts and methods.

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Personal Development Plan (PDP)

DIRECTOR: LOCAL ECONOMIC DEVELOPMENT LL FOURIE

CITY OF MATLOSANA Period 1 July 2019 until 30 June 2020

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Personal Development Plan of: Mr LL Fourie

Compiled on: 1 July 2019

7. Support Person					
6. Work opportunity created to practice skill / development area					
5. Suggested Time Frames					
4. Suggested mode of delivery					
3. Suggested training and / or development activity					
2. Outcomes Expected (measurable indicators: quantity, quality and time frames)					
1. Skills / Performance Gap (in order of priority)		2.	წ	4.	

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Municipal Manager's signature:
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Director's signature:

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