



DSI
DEVELOPMENT
SOLUTIONS
INSTITUTE

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EXECUTIVE TRAINING

FOR PUBLIC AND PRIVATE DECISION MAKERS

ABIDJAN CATALOGUE 2026

F1 Project Management	July 20-24, 2026
F2 Results Measurement Framework (RMF)	July 27-31, 2026
F3 Negotiation Techniques	August 03-07, 2026
F4 Maximizing Business Profitability	August 10-14, 2026
F5 Internal Audit According to ISO	August 17-21, 2026



**Available
in-person or
online**

The fee includes a tablet
Trainings held at Gohou Hotel, Abidjan
Visa assistance & hotel booking (upon request)

Training 1: PROJECT MANAGEMENT Abidjan, 25-29 May 2026

Plan, manage and secure your projects with a modern methodology and operational tools.

Objectives: Master modern project and risk management methods applicable to public and private projects.

By the end of the training, you will be able to structure the project cycle, develop a logical framework, organize monitoring & evaluation (M&E), and control major risks

Content

- Theory of Change
- Project Cycle
- Logical Framework
- Results Measurement
- Monitoring & Evaluation (M&E)
- Risk Management

Cost

US \$1,500
(FCFA 795 000)

Includes tablet, lunch, and
coffee breaks

Training 2 : RESULTS MEASUREMENT FRAMEWORK (RMF) Abidjan 01-05 June 2026

Measure and manage performance: shift from an activity-based approach to a results-based approach.

Objectives: Planning and performance measurement through achieved results.

By the end of the training, you will be able to define results and indicators, measure progress, visualize performance, and implement a clear data collection and reporting protocol.

Content

- Definition of indicators and results
- Definition of RMF
- Measuring progress
- Measuring project performance

Cost

US \$1,500
(FCFA 795 000)

Includes tablet, lunch, and
coffee breaks

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Registration

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Training 3 : NEGOTIATION TECHNIQUES Abidjan 06-10 July 2026

Negotiate methodically and reach solid agreements, including with multilateral agencies.

Objectives: Develop preparation, execution, and conclusion techniques for negotiations with ministries and international institutions (World Bank, AfDB, IMF, etc.) for resource mobilization.

By the end of the training, you will be able to structure objectives, scenarios, and concessions, conduct complex exchanges, and conclude solid agreements.

Content

- Fundamentals of negotiation
- Stages of negotiation
- Negotiation outcomes
- Presentation of multilateral agencies (WB, AfDB, IMF...)
- Practical negotiation cases

Cost

US \$1,500
(FCFA 795 000)

Includes tablet, lunch, and
coffee breaks

Training 4 : MAXIMIZING BUSINESS PROFITABILITY Abidjan 13-17 July 2026

Activate the levers of margin and growth: leadership, financial management and operational excellence.

Objectives: Unlock your company's profitability levers: leadership, financial management (KFI), SMART objectives, emerging technologies, and a culture of excellence (KBI).

By the end of the training, you will leave with a clear vision, performance indicators, and a method to mobilize a winning team and lead sustainable transformation.

Content

- Strategic leadership transformation
- Performance and financial management
- Mastery of future technologies
- Corporate culture of excellence
- Sustainable growth
- Building a winning team

Cost

US \$1,500
(FCFA 795 000)

Includes tablet, lunch, and
coffee breaks

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Training 5 : INTERNAL AUDIT ACCORDING TO ISO

Abidjan 20-24 July 2026

Prepare and conduct rigorous internal ISO audits: findings, reports and continuous improvement.

Objectives: Learn how to prepare and conduct internal audits: planning, checklists, interviews, findings, reporting, and follow-up actions.

By the end of the training, you will be able to conduct first- and second-party audits according to ISO (ISO 9001, ISO 22000, FSSC 22000).

Prerequisite: Knowledge of the relevant standards.

Content

- Overview of standards
- Theoretical exercises and case simulations
- Preparation techniques
- Conducting audits
- Follow-up and continuous improvement

Cost

US \$1,500
(FCFA 795 000)

Includes tablet, lunch, and
coffee breaks

Corporate & Institutional Offers

- Preferential rate for group registrations
- Customized programs adapted to institutional needs
- Payment in multiple installments possible
- Payment in local currency (FCFA) accepted

Registration & Information

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Registration

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Key speakers



Dr. Gaston GOHOU, ISE., PhD., ASMC. President of DS Institute.

An international expert and strategist in project management, strategic negotiation, and institutional performance.

Specializing in complex project development, fundraising, donor negotiations, and results-based management (RBM). With over 35 years of experience in more than 60 countries, he has assisted governments in portfolio restructuring, improving public performance mechanisms, and securing investments. Co-author of a seminal work on development project management, he is recognized for his ability to translate international standards (World Bank, AfDB, IMF, UN) into directly applicable methods, tools, and case studies. His training programs, designed for decision-makers and managers, aim to strengthen institutional credibility, improve project implementation, and maximize the impact of public and private funding.



M. Frédéric COUTTET. Expert in strategic project structuring and performance governance

Mr. Couttet is a specialist in complex institutional environments, with over 30 years of experience providing strategic support to governments and international organizations in Africa and Asia. Recognized for his ability to operate in sensitive contexts, he combines analytical rigor, strategic diplomacy, and operational leadership to help decision-makers strengthen institutional performance and produce measurable results in highly complex environments.



Mme Aimée USANASE, LL.M., M.Sc. Project Management, Procurement, and Contract Management Expert

Ms. USANASE is an expert who offers practical and operational training covering the entire project lifecycle, from planning to closure, including execution and monitoring. A specialist in public procurement, she strengthens the capacity of teams in preparing tender documents, evaluating bids, negotiating, and ensuring compliance with donor standards (World Bank, African Development Bank, EU).

In contract management, she develops skills in contract drafting, risk management, performance monitoring, and dispute prevention through a clear, structured, and results-oriented pedagogical approach to improve governance, performance, and investment security.

Key speakers



Dr. Léa SALMON-MARCHAT, PhD., - LSM Consulting. Expert in Transformational Leadership and Sustainable Financial Performance

A specialist in executive leadership, financial management, and emerging technologies, she works with executives to strengthen margins and operational performance, deploy advanced performance indicators, structure a culture of excellence, and drive sustainable transformation. She combines strategic analysis, organizational intelligence, and advanced financial tools to generate a measurable and lasting impact, serving CEOs, managing directors, and senior executives operating in demanding economic environments.



M. Simon BANCOULI. Certified IRCA Auditor – International Expert in ISO Systems and Industrial Excellence

With over 15 years of experience, Mr. Bancouli assists companies and institutions in achieving compliance and certification of management systems (ISO 9001, ISO 22000, FSSC 22000), as well as in the design and commissioning of industrial units in Africa. A specialist in internal auditing, internal control, and continuous improvement, he employs an approach that combines rigorous standards, structured training, and practical case studies drawn from real-world industrial contexts.