

Impact Business Model Sprint

Designing & Stress Testing Sustainable Impact Ventures | A quick, practical 2-day workshop for individuals who want to build social ventures that are both mission-driven and financially sustainable. You'll work with tools like the Business Model Canvas and lean methods to shape and stress test your idea for the South African context. You leave with a clear business model and a simple strategy on how to test your value proposition.

Core Topics: What You Will Learn

Blend social mission with viable business models to achieve both impact and financial sustainability

Identify opportunities in South African markets, including bottom-of-pyramid and underserved communities

Address local challenges such as inequality, unemployment, service gaps and others with innovative, realistic solutions

Build and refine value propositions for these contexts

Use the Business Model Canvas and lean startup methods to iterate and test your social enterprise idea



format

2-Day In-person Workshop (Stellenbosch)



date

**23 -24 Feb 2026
09:00 - 16:00**



book

R3 000 pp
capewinelands@
impacthub.net



certificate

Digital certificate of attendance



Who Should Attend?

Individuals interested in mission-driven ventures such as

- Early-stage social entrepreneurs or entrepreneurs with a social and/or environmental mission
- Startup founders, and
- NGO leaders looking to create financially sustainable social ventures.

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Your Facilitator

Danie Jacobs is a serial social entrepreneur and educator, best known as the founder of Young Entrepreneurs (Pty) Ltd, which equips kids and teens with entrepreneurial, financial literacy, and self-employment skills.

He launched the Young Entrepreneurs Foundation in 2016 to broaden access and the Young Entrepreneurs Virtual Academy in 2018 to scale digitally.

Earlier, he founded and directed the Centre for Business Dynamics, a self-sustaining unit of the UFS Business School (2004). Danie holds three master's degrees—Medical Sociology, Higher Education, and an MBA. His passion is to inspire dreams, unlock potential, and instill an entrepreneurial mindset in individuals.

Programme Structure

Day 1

- South Africa's social entrepreneurship context (local and global examples)
- Identifying social problems and turning them into opportunities
- Mission-driven business modelling foundations
- Map your Problem, Solution & Business Model

Day 2

- Define target customers/beneficiaries
- Refine revenue streams and basic sustainability logic
- Choose practical impact indicators
- Peer/mentor feedback and model stress testing
- Present a lean business model
- Closing & Reflection

Practical Application

- A draft business model and Impact Statement.
- A clearer pathway to validate a new idea or pivot an existing initiative towards sustainability.
- A practical next-step plan to help build a financially resilient social venture in South Africa.

