



## FURTHER EDUCATION & TRAINING CERTIFICATE: NEW VENTURE CREATION QUALIFICATION ID 66249 - NQF LEVEL 4 – 149 CREDITS

### Fundamental Component:

The Fundamental Component consists of Unit Standards in:

- Mathematical Literacy at Level 4 to the value of 16 credits
- Communication at Level 4 in a First South African Language to the value of 20 credits
- Communication in a Second South African Language at Level 3 to the value of 20 credits

### Core Component:

The Core Component consists of Unit Standards to the value of 82 credits all of which are compulsory.

### Elective Component:

The Elective Component consists of individual unit standards from which the learner must choose unit standards totaling a minimum of 11 credits

### MODULE: ONE

LITERACY 1ST LANGUAGE				
Unit Standard Code	Unit Standard Title	Level	Credits	Unit Standard Type
119471	Use language and communication in occupational learning programs	Level 4	5	Fundamental
119462	Engage in sustained oral communication and evaluate spoken texts	Level 4	5	Fundamental
119469	Read analyze and respond to a variety of texts	Level 4	5	Fundamental
119459	Write for a wide range of contexts	Level 4	5	Fundamental
LITERACY 2ND LANGUAGE				
119472	Accommodate audience and context needs in oral communication	Level 3	5	Fundamental
119457	Interpret and use information from texts	Level 3	5	Fundamental
119465	Write texts for a range of communicative contexts	Level 3	5	Fundamental
119467	Use language and communication in occupational learning programs	Level 3	5	Fundamental

**MODULE: TWO MATHEMATICAL SKILLS**

Unit Standard Code	Unit Standard Title	Level	Credits	Unit Standard Type
7468	Use mathematics to investigate and monitor the financial aspects of personal, business, national and international issues	Level 4	6	Fundamental
9015	Apply knowledge of statistics and probability to critically interrogate and effectively communicate findings on life related problems	Level 4	6	Fundamental
9016	Represent analyze and calculate shape and motion in 2-and 3-dimensional space in different contexts	Level 4	4	Fundamental

**MODULE: THREE ENTREPRENEURIAL SKILLS**

Unit Standard Code	Unit Standard Title	Level	Credits	Unit Standard Type
114598	Demonstrate an understanding of an entrepreneurial profile	Level 4	5	Core
114596	Research the viability of new venture ideas/opportunities	Level 4	5	Core
114600	Apply innovative thinking to the development of a small business	Level 4	4	Core

**MODULE: FOUR INTERPERSONAL SKILLS**

Unit Standard Code	Unit Standard Title	Level	Credits	Unit Standard Type
242819	Motivate and Build a Team	Level 4	10	Elective
114607	Negotiate an agreement or deal in an authentic work situation	Level 4	5	Core

**MODULE: FIVE FINANCIAL AND ECONOMIC SKILLS**

Unit Standard Code	Unit Standard Title	Level	Credits	Unit Standard Type
114584	Finance a new venture	Level 4	5	Core
114595	Demonstrate an understanding of the function of the market mechanisms in a new venture	Level 4	5	Core
114591	Implement an action plan for business operations	Level 4	4	Core

**MODULE: SIX MANAGEMENT SKILLS**

Unit Standard Code	Unit Standard Title	Level	Credits	Unit Standard Type
114592	Produce business plans for a new venture	Level 4	8	Core
114585	Plan strategically to improve business performance	Level 4	4	Core
114586	Manage finances of a new venture	Level 4	5	Core
263434	Plan and manage production/operations in a new venture	Level 4	6	Core
114587	Implement and manage human resource and labour relations policies and acts	Level 5	9	Core
114805	Manage general administration	Level 4	4	Core

**MODULE: SEVEN LEADERSHIP SKILLS**

Unit Standard Code	Unit Standard Title	Level	Credits	Unit Standard Type
242819	Motivate and build a team	Level 4	10	Elective
120389	Explain and apply the concept, principles and theories of motivation in a leadership context	Level 4	6	Core
114594	Apply the principles of costing and pricing to a business venture	Level 4	6	Core
<b>ADDITIONAL ELECTIVES</b>				
13915	Demonstrate knowledge and understanding of HIV/AIDS in a workplace, and its effects on a business sub-sector, own organization and a specific workplace	Level 3	4	Elective
242655	Demonstrate knowledge and application of ethical conduct in a business environment	Level 4	4	Elective
114593	Tender to secure business for a new venture	Level 4	5	Elective

## **QUALIFICATION OUTCOME**

1. Demonstrate an ability to identify and create a new venture.
2. Demonstrate knowledge of interpersonal skills required in a business environment.
3. Demonstrate an understanding of basic economics within a market economy.
4. Manage a new venture by applying business principles and techniques.
5. Demonstrate an understanding of the role of leadership and management.

## **INTERNATIONAL COMPARABILITY**

### Best Practice:

The following countries were selected for the International Comparability due to the fact that their programmes, like the Further Education and Training Certificate: New Venture Creation, are programmes that are mostly presented by organisations responsible for new business development, new venture creation or entrepreneur development. These countries are Seychelles, Bulgaria, Slovenia, India, Thailand and Uganda.

The Further Education and Training Certificate: New Venture Creation compares favourably to the training opportunity presented by the Small and Medium Business Bureau except that the Further Education and Training Certificate: New Venture Creation offers empowerment in a lot more of the softer skills such as management and leadership. It would appear that all these programmes and courses approach is to empower persons in order to start, operate, manage and grow small to medium new business ventures.

## **ARTICULATION OPTIONS**

This Qualification lends itself to both vertical and horizontal articulation possibilities.

Horizontal articulation is possible with the following Qualifications:

- ID 48883: Further Education and Training Certificate: Small Business Advising (Information Support), NQF Level 4.
- ID 57712: Further Education and Training Certificate: Generic Management, NQF Level 4.

Vertical articulation is possible with the following qualifications:

- ID 48886: National Certificate: Business Advising, NQF Level 5.
- ID 48874: National Certificate: Business Consulting Practice (Enterprise Resource Planning), NQF Level 5.
- ID 59201: National Certificate: Generic Management, NQF Level 5.