



## NATIONAL CERTIFICATE: NEW VENTURE CREATION QUALIFICATION ID 49648 - NQF LEVEL 2 - 138 CREDITS

### Fundamental Component:

The Fundamental Component consists of Unit Standards to the value of 36 credits all of which are compulsory.

### Core Component:

The Core Component consists of Unit Standards to the value of 70 credits all of which are compulsory.

### Elective Component:

The Elective Component consists of individual unit standards from which the learner must choose unit standards totalling a minimum of 32 credits.

## OUTLINE OF LEARNING PROGRAMME

### Module 1: Innovation and Creativity

Type	US ID	UNIT STANDARD TITLE	CREDITS
Core	119673	Identify and demonstrate entrepreneurial ideas and opportunities	7
Core	119669	Match new venture opportunity to market needs	6

### Module 2: Financing in a New Venture-financial skills

Type	US ID	UNIT STANDARD TITLE	CREDITS
Core	119666	Determine financial requirements of a new venture	8
Core	119674	Manage finances for a new venture	10
Elective	14346	Process numerical and text data in a business environment	2
Elective	13932	Prepare and process documents for financial and banking processes	5

### Module 3: Business Operations and skills

Type	US ID	UNIT STANDARD TITLE	CREDITS
Core	119667	Identify the composition of a selected new venture's industry/sector and its procurement systems	8
Core	119668	Manage business operations	8
Core	119670	Produce a business plan for a new venture	8
Elective	119671	Administer contracts for a selected new venture	10
Elective	117837	Assemble, install and dismantle exhibition stands	5

### Module 4: Marketing Management

Type	US ID	UNIT STANDARD TITLE	CREDITS
Core	119672	Manage marketing and selling processes of a new venture	7
Elective	14341	Keep informed about current affairs related to one's own industry	4
Elective	119712	Tender for business or work in a selected new venture	8

### Module 5: Business Communication

Type	US ID	UNIT STANDARD TITLE	CREDITS
Core	114974	Apply the basic skills of customer service	2
Elective	13929	Co-ordinate meetings, minor events and travel arrangements	3
Elective	13930	Monitor and control the receiving and satisfaction of visitors	4
Elective	13934	Plan and prepare meeting communications	4

### Module 6: Professional Behaviour

Type	US ID	UNIT STANDARD TITLE	CREDITS
Core	113924	Apply basic business ethics in a work environment	2
Core	114959	Behave in a professional manner in a business environment	4
Elective	13912	Apply knowledge of self and team in order to develop a plan to enhance team performance	5
Elective	13915	Demonstrate knowledge and understanding of HIV/AIDS in a workplace, and its effects on a business sub-sector, own organisation and a specific workplace	4

### Module 7: Compliance

Type	US ID	UNIT STANDARD TITLE	CREDITS
Elective	9964	Apply health and safety to a work area	3
Elective	13936	Outline the legal environment of a selected industry	2
Elective	13933	Plan, monitor and control an information system in a business environment	3

### Module 8: Fundamentals

Type	US ID	UNIT STANDARD TITLE	CREDITS
Fundamental	8963	Access and use information from texts	5
Fundamental	9009	Apply basic knowledge of statistics and probability to influence the use of data and procedures in order to investigate life related problems	3
Fundamental	7480	Demonstrate understanding of rational and irrational numbers and number systems	3
Fundamental	9008	Identify, describe, compare, classify, explore shape and motion in 2- and 3-dimensional shapes in different contexts	3
Fundamental	8962	Maintain and adapt oral communication	5
Fundamental	8967	Use language and communication in occupational learning programmes	5
Fundamental	7469	Use mathematics to investigate and monitor the financial aspects of personal and community life	2
Fundamental	9007	Work with a range of patterns and functions and solve problems	5
Fundamental	8964	Write for a defined context	5

## **QUALIFICATION OUTCOMES**

- Apply basic Communication skills in new venture creation context.
- Demonstrate an understanding of the sector/industry in which the business operates.
- Determine financial requirements and manage financial resources of a new venture
- Determine market requirements and manage the relevant marketing and selling processes.
- Manage business operations
- Use basic Mathematics in order to fulfill new venture functions effectively.

## **INTERNATIONAL COMPARABILITY**

The qualification was benchmarked against international standards and qualifications, specifically those of New Zealand, Australia, Scotland and England. New Zealand only had higher, level 4 qualifications in place for 'establishing new enterprises' and was not really comparable to our level 2 qualification. Scotland revealed no qualifications of this kind and nor did Australia, although they do have a government programme for assisting entrepreneurs, but no qualifications or standards aligned to this.

England revealed the most comparable qualification but not at level 2. The qualification relevant here is an ILM Level 3 Certificate in starting your business and the awarding body is the Institute of Leadership and Management. Some of the components it includes are:

- You and your business
- Customers quality in business
- Resources for your business
- Business regulation
- The business plan

All these elements are included in the South African national Certificate for New Venture Creation Level 2. It would also seem that our Level 2 qualification is more substantial in content than their qualification.

## **ARTICULATION OPTIONS**

### **This Qualification articulates horizontally with the following Qualifications:**

The National Certificate in Business Administration Services: Level 2

The National Certificate in Call Centre Support: Level 2

### **Vertical articulation is possible with the following Qualifications:**

The National Certificate in Business Administration Services: Level 3

The National Certificate in Management: Level 3