

FETC: NEW VENTURE CREATION (NLRD 66249)

Duration:	1 Year
Certification:	Further Education and Training Certificate
NQF Level:	Level 4
Minimum Credits:	149
SAQA ID:	66249
Sub-field:	Generic Management

that contribute to success in starting and sustaining the venture.

EXIT LEVEL OUTCOMES

On achieving this Qualification, the learner will:

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

ENTRY LEVEL REQUIREMENTS:

It is assumed that the person who is registered for this qualification has the following:

- Competency in Communication and
- Mathematical Literacy at NQF Level 3

TARGET GROUP

This qualification is intended for persons who wish to start, operate, manage and grow a new small to medium business venture. Learners attempting this qualification will be equipped with a variety of technical, business managerial and personal skills and strategies to help them succeed in the creation and sustenance of a business. The successful learner will develop a sound foundation for the application of these skills and knowledge to explore a diverse range of entrepreneurial opportunities.

METHODOLOGY

Training Programme Duration: Minimum 1490 hours

Qualification: Minimum 149 credits

PURPOSE AND RATIONALE

The purpose of the Qualification is to develop the appropriate skills and knowledge required by a person for the establishment and development of a small to medium business venture, and address the economic, administrative and behavioural (psycho-social) barriers



1. Communication Skills

ID	UNIT STANDARD TITLE	LEVEL	CREDITS
119462	Engage in sustained oral/signed communication and evaluate spoken/signed texts	4	5
119471	Use language and communication in occupational learning programmes	4	5
119459	Write/present/sign for a wide range of contexts	4	5
119469	Read/view, analyse and respond to a variety of texts	4	5
119472	Accommodate audience and context needs in oral/signed communication	3	5
119457	Interpret and use information from texts	3	5
119467	Use language and communication in occupational learning programmes	3	5
119465	Write/present/sign texts for a range of communicative contexts	3	5
TOTAL			40

2. Numerical Skills

ID	UNIT STANDARD TITLE	LEVEL	CREDITS
9015	Apply knowledge of statistics and probability to critically interrogate and effectively communicate findings on life related problems	4	6
9016	Represent analyse and calculate shape and motion in 2-and 3-dimensional space in different contexts	4	4
7468	Use mathematics to investigate and monitor the financial aspects of personal, business, national and international issues	4	6
TOTAL			16

3. Identify and Creating a New Venture

ID	UNIT STANDARD TITLE	LEVEL	CREDITS
114596	Research the viability of new venture ideas/opportunities	4	5
114600	Apply innovative thinking to the development of a small business	4	4
13948	Negotiate an agreement or deal in an authentic work situation	4	5
263356	Demonstrate an understanding of an entrepreneurial profile	4	5
TOTAL			19



4. The Market Economy

ID	UNIT STANDARD TITLE	LEVEL	CREDITS
263455	Apply the principles of costing and pricing to a business venture	4	6
263514	Demonstrate an understanding of the function of the market mechanisms in a new venture	4	5
263534	Implement an action plan for a new venture	4	4
114584	Finance a new venture	4	5
TOTAL			20

5. New Venture Management

ID	UNIT STANDARD TITLE	LEVEL	CREDITS
114592	Produce business plans for a new venture	4	8
263456	Plan strategically to improve new venture performance	4	4
263474	Manage finances of a new venture	4	6
263434	Plan and manage production/operations in a new venture	4	6
116394	Implement and manage human resource and labour relations policies and acts	5	9
114805	Manage general administration	4	4
120389	Explain and apply the concept, principles and theories of motivation in a leadership context	4	6
TOTAL			43

6. Relationship Skills

ID	UNIT STANDARD TITLE	LEVEL	CREDITS
13912	Apply knowledge of self and team in order to develop a plan to enhance team performance	3	5
242819	Motivate and Build a Team	4	10
123258	Foster and maintain customer relations	3	10
TOTAL			25

7. General Management

ID	UNIT STANDARD TITLE	LEVEL	CREDITS
119671	Administer contracts for a selected new venture	3	10
13952	Demonstrate basic understanding of the Primary labour legislation that impacts on a business unit	4	8
242655	Demonstrate knowledge and application of ethical conduct in a business environment	4	4
13945	Describe and apply the management of stock and fixed assets in a business unit	4	2
117156	Interpret basic financial statements	4	4
TOTAL			28



8. Marketing

ID	UNIT STANDARD TITLE	LEVEL	CREDITS
114593	Tender to secure business for a new venture	4	5
115857	Explain marketing for SMMEs	5	6
	TOTAL		11

