



Accredited Provider
The Skills College for Development and Training (Pty)Ltd.

National Certificate: New Venture Creation (SMME)

Qualification ID 49648– NQF 2; 128 Credits

INTRODUCTION

The purpose of the NQF level 2 New Venture Creation qualification is to provide a qualification that can form the basis for structured programmes for potential and existing entrepreneurs to capitalise on opportunities to start and grow sustainable businesses that form part of the mainstream economy, enabling the learners to tender for business opportunities within both the public and private sectors. This qualification is designed for learners who intend to set up or have already set up own ventures. Assessment of the competencies and knowledge in the qualification needs to be done in the context of the learner's own new venture.

Research has indicated that people working with their own new ventures at this level need the following competencies:

- Acquisition of an entrepreneurial profile which includes an innovation orientation
- An understanding of the industry/sector in which they wish to establish a new venture
- An ability to match new venture opportunities to market needs within a chosen industry/sector
- An ability to determine and manage the financial requirements of a new venture
- An ability to match new venture opportunities to market needs
- An ability to compile and utilise a business plan to manage a new venture and also where relevant, to seek funding for a new venture

Rationale of the qualification:

The future of South Africa's economy does not just lie in the formal sector, but within the informal SMME sector too. This is a growing part of South Africa's economy and requires substantial focus from a developmental perspective. Following the success of the implementation of the National Certificate: New Venture Creation (NVC): Level 4 and upon doing further research, it has been established that there is a great demand to equip entrepreneurial learners with knowledge and skills at NQF level 2 so that they can become part of the mainstream economy as they set up and manage new ventures. Whilst the complexity of learning will be simpler at this level, the main outputs, requirements and competences of such entrepreneurs are broadly the same.

The small business sector is growing and it is in light of this that various stakeholders have taken the initiative to provide mentorship programmes that will assist budding entrepreneurs to become a more integral part of the mainstream economy, serving both the public and private sectors. Apart from the formative development that can take place via these programmes, it also provides more importantly for sustainable development.

Thus the design and establishment of an entrepreneurship qualification aims to:

- Develop appropriate skills and knowledge for the establishment and development of an enterprise.

- Address the economic/administrative and behavioural barriers that contribute to failures in starting and sustaining an enterprise.
- Create long-term solutions for job creation and SMME development via the building blocks and structure of a qualification that practically addresses the learning requirements of budding entrepreneurs.

LEARNING ASSUMED TO BE IN PLACE

It is assumed that learners are competent in Communication and Mathematical Literacy at NQF Level 1.

Recognition of prior learning

The structure of this Unit Standard based Qualification makes the Recognition of Prior Learning possible. Learner and Assessor will jointly decide on methods to determine prior learning and competence in the knowledge, skills, values and attitudes implicit in the Qualification and the associated Unit Standards. Recognition of Prior Learning will be done by means of an Integrated Assessment.

This Recognition of Prior Learning may allow for:

- Accelerated access to further learning at this or higher levels on the NQF
- Gaining of credits for Unit Standards in this Qualification
- Obtaining this Qualification in whole or in part.

All recognition of Prior Learning is subject to quality assurance by the relevant ETQA or an ETQA that has a Memorandum of Understanding with the relevant ETQA.

EXIT LEVEL OUTCOMES

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

TIME PERIOD

This Learnership can be presented over a period of 12 months.

THE FOLLOWING UNIT STANDARDS WILL BE COMPLETED:

UNIT STANDARDS:

	ID	UNIT STANDARD TITLE	PRE-2009 NQF LEVEL	NQF LEVEL	CREDITS
Core	113924	Apply basic business ethics in a work environment	Level 2	NQF Level 02	2
Core	114974	Apply the basic skills of customer service	Level 2	NQF Level 02	2
Core	114959	Behave in a professional manner in a business environment	Level 2	NQF Level 02	4
Core	119666	Determine financial requirements of a new venture	Level 2	NQF Level 02	8
Core	119673	Identify and demonstrate entrepreneurial ideas and opportunities	Level 2	NQF Level 02	7
Core	119667	Identify the composition of a selected new venture's industry/sector and its procurement systems	Level 2	NQF Level 02	8
Core	119668	Manage business operations	Level 2	NQF Level 02	8
Core	119674	Manage finances for a new venture	Level 2	NQF Level 02	10
Core	119672	Manage marketing and selling processes of a new venture	Level 2	NQF Level 02	7
Core	119669	Match new venture opportunity to market needs	Level 2	NQF Level 02	6
Core	119670	Produce a business plan for a new venture	Level 2	NQF Level 02	8
Fundamental	8963	Access and use information from texts	Level 2	NQF Level 02	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	Level 2	NQF Level 02	3
Fundamental	7480	Demonstrate understanding of rational and irrational numbers and number systems	Level 2	NQF Level 02	3
Fundamental	9008	Identify, describe, compare, classify, explore shape and motion in 2-and 3-dimensional shapes in different contexts	Level 2	NQF Level 02	3
Fundamental	8962	Maintain and adapt oral communication	Level 2	NQF Level 02	5
Fundamental	8967	Use language and communication in occupational learning programmes	Level 2	NQF Level 02	5

Fundamental	7469	Use mathematics to investigate and monitor the financial aspects of personal and community life	Level 2	NQF Level 02	2
Fundamental	8964	Write for a defined context	Level 2	NQF Level 02	5
Elective	119671	Administer contracts for a selected new venture	Level 3	NQF Level 03	10
Elective	13930	Monitor and control the receiving and satisfaction of visitors	Level 3	NQF Level 03	4
Elective	13934	Plan and prepare meeting communications	Level 3	NQF Level 03	4
Elective	13932	Prepare and process documents for financial and banking processes	Level 3	NQF Level 03	5