



**NATIONAL  
CERTIFICATE:  
NEW VENTURE  
CREATION SMME**



**IMPACTFUL**  
Powered by LRMG



**IMPACTFUL**  
Powered by LRMG

## NATIONAL CERTIFICATE: NEW VENTURE CREATION SMME

### COURSE INFORMATION

SAQA ID: 49648  
NQF Level: 2  
Learnership Duration: 12 months  
Credits: 138  
Contact Sessions: Minimum Contact Session, including remediation (if required), and POE Building for this Qualification is 60 Days  
Accrediting SETA: Services Sector Education & Training Authority

### ENTRY CRITERIA

- Grade 12
- Communication at NQF Level 3.
- Mathematical Literacy at NQF Level 3.
- Computer Literacy at NQF Level 3.

### QUALIFICATION RULES

The qualification consists of a minimum of 138 credits and has been designed in accordance with the SAQA regulations and  
Fundamental: 36 credits: 27%  
Core: 70 credits: 50%  
Electives: 32 credits: 23%

### PREREQUISITES

- Entrepreneur
- Current or potential business owner.

### EQUIPMENT REQUIRED

- Hardware: Access to a computer, display monitor/keyboard/mouse/printer.
- Software: Windows 7 OS system | MS Office 2010 | Printer Driver (Where applicable)

### CANDIDATE PROFILE & DEPLOYMENT

#### Target Market:

- Community Development worker
- Project Co-Ordinator
- Supervisor
- Manager

### PURPOSE

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 their own ventures.

### SKILL LEVEL OUTCOME

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



#### Learning Programme 1: Occupational Learning

Outcome	SAQA ID	Name of Unit Standard	Credits	Training days
Fundamental	8967	Use language and communication in occupational learning programmes	5	5
Fundamental	8962	Maintain and adapt oral communication	5	

#### Learning Programme 2: Entrepreneurship

Outcome	SAQA ID	Name of Unit Standard	Credits	Training days
Core	119673	Identify and demonstrate entrepreneurial ideas and opportunities	3	5

#### Learning Programme 3: Numeracy Skills

Outcome	SAQA ID	Name of Unit Standard	Credits	Training days
Fundamental	7480	Demonstrate understanding of rational and irrational numbers and number systems	3	5
Fundamental	9008	Identify, describe, compare, classify, explore shape and motion in 2-and 3-dimensional shapes in different contexts	3	
Fundamental	9007	Work with a range of patterns and functions and solve problems	3	

#### Learning Programme 4: Business Writing

Outcome	SAQA ID	Name of Unit Standard	Credits	Training days
Fundamental	8963	Access and use information from texts	5	5
Fundamental	8964	Write for a defined context	5	

#### Learning Programme 5: New Venture Financial and Industry Aspects

Outcome	SAQA ID	Name of Unit Standard	Credits	Training days
Fundamental	7469	Use mathematics to investigate and monitor the financial aspects of personal and community life	2	5
Core	119667	Identify the composition of a selected new venture's industry/sector and its procurement systems	8	
Fundamental	14341	Keep informed about current affairs related to one's own industry	4	

#### Learning Programme 6: Marketing Customer Interaction

##### Learning Programme 6: Produce a Business Plan

Outcome	SAQA ID	Name of Unit Standard	Credits	Training days
Core	119666	Determine the financial requirements of a new venture	8	5
Core	119669	Match new venture opportunities to market needs	8	
Core	14341	Produce a business plan for a new venture	8	



IMPACTFUL

Powered by LRMG

#### Learning Programme 7: Manage Marketing and Sales

Outcome	SAQA ID	Name of Unit Standard	Credits	Training days
Core	119672	Manage marketing and selling processes of a new venture	7	5
Elective	119712	Tender for business or work in a selected new venture	8	

#### Learning Programme 8: Manage Customer Service

Outcome	SAQA ID	Name of Unit Standard	Credits	Training days
Core	114974	Apply the basic skills of customer service	2	5
Elective	13930	Monitor and control the receiving and satisfaction of visitors	4	
Core	114959	Behave in a professional manner in a business environment	4	

#### Learning Programme 9: Manage Finances

Outcome	SAQA ID	Name of Unit Standard	Credits	Training days
Core	119674	Manage finances for a new venture	8	5
Elective	13932	Prepare and process documents for financial and banking processes	2	

#### Learning Programme 10: Manage Operations

Outcome	SAQA ID	Name of Unit Standard	Credits	Training days
Core	119668	Manage business operations	8	5
Core	113924	Apply basic business ethics in a work environment	2	

#### Learning Programme 11: Manage People

Outcome	SAQA ID	Name of Unit Standard	Credits	Training days
Elective	119713	Apply basic HR principles in a new venture	8	5
Elective	13912	Apply knowledge of self and team in order to develop a plan to enhance team performance	2	

#### Learning Programme 12: Deal with HIV/AIDS

Outcome	SAQA ID	Name of Unit Standard	Credits	Training days
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	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	