



SKILLS PROGRAMME TITLE		NEW VENTURE			
NQF LEVEL	02	CREDITS	32	COURSE DURATION	15 Days
SKILLS PROGRAMME ID		SP-2110010			
CERTIFICATION BODY		QCTO			

SKILLS PROGRAMME DETAILS

Title	New Venture Creation
Sub Title	Entrepreneurship
NQF Level	2
Duration	15 Days
Credits	32
Quality Assuring Body	Quality Council for Trades and Occupations (QCTO)
Skills Rationale	<p>Youth for Employment Services (YES), is a business-led NPO which works in partnership with government and labour to initiate policy in the creation of jobs for youth. One of the strategies adopted by YES is the Creation of New Ventures. This skills (learning) programme supports the New Ventures being created by young people, especially in rural areas.</p> <p>The programme will help the trainee to:</p> <ul style="list-style-type: none"> • Start, manage, grow and sustain a small business. • Know him/herself • Know his/her industry • Identify market opportunities • Create business innovation • Manage finances • Price goods and services • Plan and set business goals
Related registered qualification/s	National Certificate: New Venture Creation (SMME), NQF Level 2, SAQA Qual ID: 49648
Purpose	<p>The purpose of the skills programme is to prepare candidates to operate small business.</p> <p>Learners who acquire this skills programme will be able to:</p>

	Start, manage, grow and sustain a small business.	
Content	Knowledge component Topic 1: Being an entrepreneur. Topic 2: Know yourself. Topic 3: Know your industry Topic 4: Identifying Market opportunities Topic 5: Innovation Topic 6: Customer Service Topic 7: Financial and Cash flow management Topic 8: Basic business financial statements Topic 9: Pricing of goods and services Topic 10: Marketing Topic 11: SMART goals Topic 12: Business planning	Application component Topic 1: Calculations and Pricing Topic 2: Basic book keeping Topic 3: Marketing project. Topic 3: Customer service
Minimum entry requirements	Grade 9	
Exit Level Outcomes	Learners will be able to: <ul style="list-style-type: none"> • Gather and analyse information for an industry. • Determine market requirements relevant for marketing and selling goods and services. • Determine financial, human and infrastructure requirements • Manage financial, human and infrastructure resources of a business. • Plan for the establishment of business. • Organise and conduct business activities. 	
Assessment	a) Continuous Assessment Each topic has integrated multiple-choice questions for internal formative assessments. A pass for topic formative assessment is required to move to the next	

	<p>topic. Assessment are conducted manually or through e-assessment with sufficient security.</p> <p>b) Supervised Assessment Learners will be required to construct a project plan that demonstrates understanding of all the modules taught. This will also serve as a business plan for new business venture or expansion of the micro venture already engaged in. Assessment are conducted manually or through e-assessment with sufficient security.</p>
RPL	<ul style="list-style-type: none"> • Learners will gain access to the skills programme through RPL for Access as provided for in the QCTO RPL Policy. RPL for access is conducted by an accredited institution, skills development provider or workplace accredited to offer that specific skills programme. • Learners who have already acquired competencies of modules of a skills programme will be exempted from modules through RPL. Such learners will be awarded credits towards the skills programme. • Learners who complete this skills programme will accumulate credits towards the relevant full or part qualification. The Credit Accumulation and Transfer (CAT) Policy shall apply to these learners
Work Opportunities and further learning	<p>Learners who intend to start a business and those who intend to improve, stabilise and expand existing small businesses.</p> <p>Further learning can be pursued into NC: New Venture Creation, NQF Level 2.</p>
Skills Development Provider Accreditation Requirements	<p>Facilitator: NQF Level 3 qualification in business studies.</p> <p>Assessor: NQF Level 3 qualification in business studies.</p> <p>Relevant and adequate learning material.</p> <p>Well-equipped classroom that is OHS compliant/ or on a digital platform (smart mobile phone and Zero rated data). Learners can continue do their own learning</p>

	independently. In addition, there is some facilitation done by facilitators on different modules.
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