



Executive Summary

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|--------------------|---|
| Qualification | FETC: New Venture Creation |
| Qualification ID | 66249 |
| NQF Level | 4 |
| Minimum Credits | 149 |
| Duration | 12 months |
| Field | Business, Commerce and Management Studies |
| Subfield | Generic Management |
| ETQA | Services SETA |
| Purpose | 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 that contribute to success in starting and sustaining the venture |
| Entry Requirements | <ul style="list-style-type: none">▪ Communication at NQF Level 3▪ Mathematical Literacy at NQF Level 3 |



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Exit Level Outcomes

- 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.

The KLM Empowered X-Perience



X-Ploration

For each of the SIX integrated learning blocks, learners explore content on their own before engaging with others. Guided by self-study plans and diagnostic self-assessment, they formulate their own insights to share.



X-Tension

Workplace application assignments allow learners to put their new learning to use on the job. Under the guidance of mentors, and with access to performance and wellness support, learners hone their skills and add value.



X-Citement

Learners receive a welcome letter and an X-Perience Map detailing the flow of their qualification. An orientation session helps them to understand the benefits and career options linked to the qualification.



X-Change

Learners attend facilitator-led sessions, either in class or online, to share their learning and refine their skills in a safe environment. Collaborative activities and peer feedback build learning synergy and allow learners to master specific skills.



X-Cellence

Each learner's progress is measured against learning outcomes through formative and summative assessment. Final examinations and presentations are used to obtain an accurate picture of overall understanding and mastery of the content.

Learning Blocks

1

Identifying and Creating a New Venture

| ID | Unit Standard Title | Level | Credits |
|--------|---|-------|---------|
| 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 |
| 114596 | Research the viability of new venture ideas/opportunities | 4 | 5 |
| 263514 | Demonstrate an understanding of the function of the market mechanisms in a new venture | 4 | 5 |
| 9015 | Apply knowledge of statistics and probability to critically interrogate and effectively communicate findings on life related problems | 4 | 6 |
| Total | | | 30 |

2

New Venture Administration

| ID | Unit Standard Title | Level | Credits |
|--------|--|-------|---------|
| 114805 | Manage general administration | 4 | 4 |
| 263534 | Implement an action plan for a new venture | 4 | 4 |
| 119457 | Interpret and use information from texts | 3 | 5 |
| 119459 | Write/present/sign for a wide range of contexts | 4 | 5 |
| 119462 | Engage in sustained oral/signed communication and evaluate spoken/signed texts | 4 | 5 |
| Total | | | 23 |

3

Financing A New Venture

| ID | Unit Standard Title | Level | Credits |
|--------|---|-------|---------|
| 7468 | Use mathematics to investigate and monitor the financial aspects of personal, business, national and international issues | 4 | 6 |
| 9016 | Represent analyse and calculate shape and motion in 2-and 3-dimensional space in different contexts | 4 | 4 |
| 114584 | Finance a new venture | 4 | 5 |
| 263474 | Manage finances of a new venture | 4 | 6 |
| 263455 | Apply the principles of costing and pricing to a business venture | 4 | 6 |
| Total | | | 27 |

4

New Venture Management

| ID | Unit Standard Title | Level | Credits |
|--------|--|-------|---------|
| 114592 | Produce business plans for a new venture | 4 | 8 |
| 119469 | Read/view, analyse and respond to a variety of texts | 4 | 5 |
| 263456 | Plan strategically to improve new venture performance | 4 | 4 |
| 116394 | Implement and manage human resource and labour relations policies and acts | 5 | 9 |
| Total | | | 26 |

5

Motivation and Leadership

| ID | Unit Standard Title | Level | Credits |
|--------|--|-------|---------|
| 119465 | Write/present/sign texts for a range of communicative contexts | 3 | 5 |
| 119472 | Accommodate audience and context needs in oral/signed communication | 3 | 5 |
| 119467 | Use language and communication in occupational learning programmes | 3 | 5 |
| 119471 | Use language and communication in occupational learning programmes | 4 | 5 |
| 120389 | Explain and apply the concept, principles and theories of motivation in a leadership context | 4 | 6 |
| 263434 | Plan and manage production/operations in a new venture | 4 | 6 |
| Total | | | 32 |

Interpersonal 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 |

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 |

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 |

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The Greatness Effect