

SAQA ID	Qualification Title	NQF Level	Credits	Duration
SP-210401	New Venture Creation	02	32	15 days

#### A. Quality Assurance Body

Quality Council for Trades & Occupations (QCTO)

#### B. Assessment Quality Partner

Service Sector Education & Training Authority (SSETA)

#### C. Skills Programme Purpose & Overview

The purpose of the skills programme is to prepare candidates to operate small business. 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. These skills (learning) programme supports the New Ventures being created by young people, especially in rural areas. The programme will help the trainee to:

- 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 goal

#### D. Exit Level Outcomes

1. Gather and analyse information for an industry.
2. Determine market requirements relevant for marketing and selling goods and services. Determine financial, human and infrastructure requirements
3. Manage financial, human and infrastructure resources of a business.
4. Plan for the establishment of business.
5. Organise and conduct business activities.

#### E. Entry Requirements

The minimum entry requirement for this qualification is:

- Grade 9/NQF 1 with Mathematical Literacy.

#### F. Skills Programme Modules

##### 1. Knowledge Modules

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

## 2. Practical Modules

Topic 1: Calculations and Pricing

Topic 2: Basic Book Keeping

Topic 3: Marketing Project

Topic 3: Customer Service

### NB

All topics are compulsory

No requirement for workplace exposure.

### G. Delivery Methodology

- Face to face contact sessions at an approved QCTO venue
- Virtual support sessions

### H. Assessment

Assessment will comprise the following.

- Completion of formative and summative assessment tasks
- Completion of workplace logbook tasks
- Learner reporting to the QCTO
- Preparing learners for the Final Integrated Summative Assessment (FISA)
- Completion of a QCTO an approved FISA which will be conducted by VB Skills Development Institute

### I. Certification

The QCTO will issue successful candidates with.

- Statement of Results
- Certificate of Competence