



Core Entrepreneurial Skills

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PURPOSE

This skills programme aims to address the unemployment rate in South Africa, while equipping driven individuals or SMMEs with the core skills to make a success of any new venture. The below 25-day skills programme is an extract from the FETC: New Venture Creation NQF Level 4 (ID66249) learnership qualification where unit standards achieved are credited to the learner should they wish to pursue the complete qualification.

TOPICS COVERED

- Research and innovate a New Venture
- Finance and set up a New Venture
- Understanding Marketing
- Negotiation and Administration
- Contracts and Production

ENTRY CRITERIA

- SMMEs
- Unemployed youth
- Driven entrepreneurs in need of the core skills to start a New Venture

DELIVERY METHODOLOGY

Our high-contact programme has flexible delivery options:

- In-person classroom training at the Impactful training rooms
 - Locations: Randburg or Cape Town
- Online
- Can be delivered as an accredited or aligned programme (no assessments)

Learning Programme: Research the Viability of New Venture Ideas.

Outcome	SAQA ID	Name of Unit Standard	Credits	Training days
Core	114596	Research the viability of new venture ideas/opportunities	5	5
Core	114600	Apply innovative thinking to the development of a small business	4	

Learning Programme: Finance and Set up a New Venture.

Outcome	SAQA ID	Name of Unit Standard	Credits	Training days
Core	114584	Finance a new venture	5	5
Core	263534	Implement an action plan for a new venture	4	

Learning Programme: Understand Marketing.

Outcome	SAQA ID	Name of Unit Standard	Credits	Training days
Elective	115857	Explain marketing for SMMEs	6	5
Core	263514	Demonstrate an understanding of the function of the market mechanisms in a new venture	5	

Learning Programme: Manage administration and negotiate an agreement.

Outcome	SAQA ID	Name of Unit Standard	Credits	Training days
Core	114805	Manage general administration	4	5
Core	13948	Negotiate an agreement or deal in an authentic work situation	5	

Learning Programme: Administer Contracts and Manage Production.

Outcome	SAQA ID	Name of Unit Standard	Credits	Training days
Elective	119671	Administer contracts for a selected new venture	10	5
Core	263434	Plan and manage production/operations in a new venture	6	