

PROFESSIONAL SKILLS
PROGRAMMES

TECHNOPRENEUR

QUALIFICATION TYPE:
SKILLS PROGRAMME ID (SP- 220328)

TRAINING DAYS: 75

*Designed to support your
Workplace Skills Plan and
build job-ready IT capability*



Turn digital ideas into real, scalable businesses

Technology is creating new opportunities across every industry. Organisations need people who can combine business thinking with digital tools to build innovative, practical solutions.

This Technopreneurs programme equips learners with the skills to start, manage, and grow technology-enabled businesses. Learners develop the ability to identify opportunities, apply digital tools, and create solutions that respond to real market needs.

On successful completion of this skills programme and successful FISA (Final Integrated Summative Assessment), learners will be awarded:

QCTO Certificate: Technopreneur

(An accredited, credit-bearing Skills Programme certificate)

We work closely with you to understand your objectives, guide you through the requirements, and support the implementation of skills programmes that deliver real impact.

WHO SHOULD ENROL?

- Organisations supporting innovation, enterprise, or digital transformation initiatives
- Teams exploring new products, services, or technology-driven opportunities
- Individuals starting or growing a technology-based business
- Aspiring technopreneurs building innovation and digital business skills

WHAT MAKES THIS COURSE DIFFERENT?

This skills programme is designed to move you from learning to doing

- Develop practical skills to build and manage technology-enabled businesses
- Apply digital tools to design solutions and identify market opportunities
- Gain experience turning ideas into viable products or services

WHAT IS THE ENTRY CRITERIA?

- Grade 12



NQF LEVEL

4



CREDITS

60

TECHNOPRENEUR

SKILLS PROGRAMME

This accredited skills programme helps you learn how to start and run a technology-based business. You'll gain practical skills in business, innovation, and using digital tools – everything you need to succeed in today's fast-changing world.

The skills your team will build

These exit level outcomes show the skills you'll have built:

- Equip participants with the ability to start, manage, and grow technology-enabled businesses that address real-world challenges.
- Strengthen creative thinking and enable the use of digital tools to design innovative, practical solutions.
- Develop the capability to interpret and apply location-based data for identifying opportunities and making informed business decisions.
- Build entrepreneurial skills to develop, launch, and refine products or services that respond to market needs.
- Enhance interpersonal and communication skills to build and maintain strong client and community relationships.
- Foster entrepreneurial thinking that enables participants to create jobs and contribute to local economic growth.
- Empower participants to take an active, informed role in shaping the future within the Fourth Industrial Revolution (4IR)

Assessment designed to show what you can do

Learners are assessed throughout the programme using a variety of methods, which may include practical tasks, written assignments, short projects, demonstrations, and presentations. Evidence of learning is collected and recorded for monitoring, feedback, and quality assurance. Where the curriculum is delivered in modules, internal summative assessments are conducted at the end of each module and results are recorded. After completing all modules, learners must complete a Final Integrated Supervised Assessment (FISA) that integrates the key outcomes of the skills programme. The FISA is implemented through one assessment process, which may be conducted using either of the following supervised methods:

Face-to-face Assessment

The FISA is conducted in person under direct supervision, using approved assessment instruments and a rubric and/or checklist to confirm that all required competencies have been demonstrated

Virtual delivery via e-assessment

The FISA may be conducted virtually via our secure e-assessment platform (Questionmark). This assessment is conducted under supervised conditions and is further strengthened through the use of proctoring, which provides real-time monitoring and verification of learner identity and assessment conditions. Proctoring enhances the integrity, credibility, and reliability of the FISA by reducing the risk of malpractice, ensuring compliance with assessment rules, and confirming that the assessment is conducted fairly, consistently, and in line with approved assessment requirements

The FISA is supervised, with a pass mark set at 75%

Let's partner for impact!

Our approach combines a deep understanding of your objectives with expert guidance on QCTO skills programmes, ensuring smooth implementation and meaningful impact in the workplace.

We'll help you get clear on the holistic implementation process

From first conversation to final assessment, you'll be supported by a team that understands how to make QCTO programmes work in practice.

Delivered your way

- Classroom | Johannesburg
- Virtual | Instructor-led
- On-site | Nationwide

Take the next step with us!

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🌐 [impactful.co.za](https://www.impactful.co.za)

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This detailed overview outlines how the skills programme is structured to develop capability progressively, from foundational knowledge, through applied practical skills, to integrated workplace experience. Each module is aligned to the credit requirements of the nationally recognised skills programme

KNOWLEDGE COMPONENTS

Module 1:

Conceptualising the business venture and product or service

- The Technopreneur: Characteristics
- The Technopreneur: Skills
- The Technopreneur: Roles and responsibilities
- Technopreneurs of the future
- The Product or service

Module 2:

Fundamentals of Design Thinking Innovation

- Introduction to design thinking
- The human element
- Creativity
- Innovation
- Design
- Design thinking methodology
- Application of design thinking

Module 3:

Markets, Marketing and Sales

- Entity structure and governance
- Finances and budget
- Business plan

Module 4:

Business management and growth

- Markets
- Market Surveys and analysis
- Marketing and sales

Module 5:

Business management and growth

- Operations or process management
- Human resources and recruitment
- Administration and record keeping
- Run and grow the business

APPLICATION COMPONENTS

Module 1:

Conceptualise and investigate the viability of a product or service for a small business venture

- Conduct a technical analysis of the concept (product or service)
- Conduct a market need analysis
- Conduct a financial assessment for your venture

Module 2:

Participate in a Design Thinking for Innovation Workshop

- Collaborate with team members to apply innovative and problem-solving strategies
- Apply design thinking process to solve a problem creatively and innovatively

Module 3:

Develop the concept (product or service) and business concept

- Investigate and determine feasibility (which may be technical aspect)
- Investigate and determine market need
- Investigate and determine economic feasibility
- Investigate product prototype and/or service model
- Develop a strategic market plan
- Execute the business start-up

Module 4:

Manage and Grow the Business

- Establish production (applicable to learners manufacturing or processing a product) and/or service
- Manage business performance
- Monitor business performance