



# BCONSULT

Occupational Certificate

**NEW VENTURE CREATION**

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NQF Level 2 | SAQA ID SP-210401 | 32 Points | 6 Months

Occupational Certificate:

## New Venture Creation – NQF Level 2

SAQA ID: SP-210401 | Credits: 32 | Duration: 6-month | QCTO Learnership

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### 1. Course Overview

The National Certificate: New Venture Creation (SMME) at NQF Level 2 is designed to equip aspiring and existing entrepreneurs with the foundational knowledge, skills, and competencies required to establish, manage, and grow sustainable small businesses within the South African economy.

This qualification focuses on developing entrepreneurial capability through practical application in real or simulated business environments. Learners are guided to identify market opportunities, align business ideas with market needs, manage finances, and implement business plans effectively.

The programme contributes to economic development by supporting SMME growth, job creation, and participation in both the formal and informal sectors.

### 2. Learning Outcomes

Upon successful completion of this qualification, learners will be able to:

- Apply basic mathematical principles to support business operations and financial decision-making
- Communicate effectively in business contexts using appropriate written and verbal methods
- Conduct basic market research and apply marketing and selling techniques
- Demonstrate an understanding of industry dynamics and sector-specific requirements
- Manage financial resources, including budgeting, pricing, and record-keeping
- Operate and manage a new venture using structured business planning approaches

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### 3. A Qualified Learner Will Be Able To:

- Use mathematical calculations to support costing, pricing, and financial planning
- Interpret and apply communication in customer, supplier, and regulatory contexts
- Identify market opportunities and align business offerings with customer needs
- Apply marketing and sales processes to promote products or services
- Understand and operate within the legal and regulatory framework of a chosen industry
- Manage procurement, contracts, and operational processes
- Develop and implement a business plan to guide business activities
- Monitor business performance and implement corrective actions where necessary
- Maintain accurate financial records and interpret financial statements
- Continuously improve business productivity and sustainability

#### Entry Requirements

- Communication skills at **NQF Level 1**
- Mathematical Literacy at **NQF Level 1**

Recognition of Prior Learning (RPL) is available, allowing learners to gain access or credits based on prior knowledge, skills, and work experience.

### 4. International Comparability

This qualification has been benchmarked against international entrepreneurship qualifications and programmes from countries such as New Zealand, Australia, Scotland, and England.

While limited direct equivalents exist at this level internationally, the closest comparable qualification is the **ILM Level 3 Certificate in Starting Your Business (England)**. The South African qualification is considered more comprehensive at its level, covering key areas such as:

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- Business planning
- Customer relations
- Resource management
- Business regulations

The qualification aligns well with global entrepreneurship education trends and frameworks, ensuring relevance in both local and international contexts.

### 5. Occupational Trainer – NQF Level 5 Certification

- **Qualification Title:** National Certificate: New Venture Creation (SMME)
- **SAQA ID:** 49648
- **NQF Level:** Level 2
- **Minimum Credits:** 138
- **Qualification Type:** National Certificate (Unit Standards Based)

This qualification is registered on the **Occupational Qualifications Sub-framework (OQSF)** and quality assured by the relevant SETA.

### 6. Potential Career Opportunities

Learners who complete this qualification may pursue opportunities such as:

- Small Business Owner / Entrepreneur
- Informal Sector Trader
- Start-up Founder
- Business Development Assistant
- Sales and Marketing Assistant
- Administrative Assistant within SMMEs
- Cooperative Member or Micro-enterprise Operator

This qualification also serves as a foundation for further studies in business management and entrepreneurship.

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### 7. Learning Options

This programme can be delivered through flexible learning approaches, including:

- **Classroom-based training** (facilitator-led sessions)
- **Workplace-based learning** (practical application in a business environment)
- **Blended learning** (combination of classroom and digital learning)
- **E-learning / Online learning** (interactive modules, videos, and assessments)
- **Simulated business environments** (case studies, role-plays, and practical exercises)

Assessment is conducted through an **integrated approach**, combining theoretical knowledge and practical application, ensuring learners demonstrate real-world entrepreneurial competence.

### Contact Details

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