



MANAGE FINANCES FOR A NEW VENTURE

Unit Standard: 119672



Course Information



Qualification Title	National Certificate: New Venture Creation (SMME)
Course Title	Manage Marketing and Selling Processes of a New Venture
Course Level	2
Course Credits	7
Course Duration	Three days
Cost of Course	R 2 800,00 per delegate (excluding 15% VAT)

Course Overview

Learners working towards this Unit Standard will be learning towards the full qualification or will be working within an SMME (Small, Medium, Micro Enterprise) environment, specialising in New Venture Ownership and Management, where the acquisition of competence against this Unit Standard will add value to one's job.

This Unit Standard will also add value to entrepreneurs who are seeking to develop their entrepreneurial skills so that they can become more marketable for bigger contracts, including commercial and public sector contracts, for example, the Department of Public Works programmes.

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<p>Who Should Attend?</p>	<ul style="list-style-type: none"> • Anyone involved in managing marketing and sales of products and services of an organisation.
<p>Course Objectives</p>	<ul style="list-style-type: none"> • Implementing marketing plan. • Negotiating a deal with a customer. • Outlining processes and principles for completing basic quotes. • Outlining processes and principles for completing the required tender documents.
<p>Benefits</p>	<p>Benefits of this course include learning to:</p> <ul style="list-style-type: none"> • Identify and solve problems using critical and creative thinking processes to determine the best approaches for marketing and selling business products/services. • Work effectively with others as a member of a team, group, organisation or community to implement the marketing action plan. • Organise and manage oneself and one's activities responsibly and effectively so that sufficient time is set aside for marketing and selling activities. • Collect, analyse, organise and critically evaluate financial and related information to prepare for negotiations, quotations, and tenders. • Communicate effectively using visual, mathematical and/or language in the modes of oral and/or written persuasion to compile quotes, tenders, marketing and selling plans. • Use science and technology effectively and critically, showing responsibility to the environment and health of others to gather necessary data for input to negotiations, quotations and tenders. • Demonstrate an understanding of the world as a set of interrelated systems by recognising that factors influencing the marketing and sales of a new venture business operations do not exist in isolation and that wider economic issues, supplier and community issues can affect operations. • Participating as responsible citizens in the life of local, national and global communities by ensuring that sales and marketing practices are proactively approached within the context of economic, socio-political and community trends and developments to ensure greater sales success.

Course Content

<p>Course Modules</p>	<p>Course modules consist of:</p> <ol style="list-style-type: none"> 1. Implement a marketing plan. 2. Negotiate a deal with a customer. 3. Outline processes and principles for completing basic quotes. 4. Outline processes and principles for completing tender documents.
<p>Certification and Assessments</p>	<p>All delegates who complete the summative assessment will be assessed, moderated and receive the SOR (Statement of Results) then the certificate of competence from WWiSE or SETA if it's a qualification</p>

About WWiSE

Who are we?

World Wide Industrial & Systems Engineers (WWiSE) is an ISO consultancy, training, business solutions, and systems implementation firm based in Southern Africa that provides clients with effective business processes management solutions in preparation for ISO compliance. The solutions we provide and implement allow our clients to compete favourably in modern competitive business environments, both locally and internationally. We also strive to be the leading training providers in SHERQ, ISO, Engineering, Finance, Business, and Project Management.

What do we do?

Our services are aimed at the improvement of quality, efficiency, knowledge, and competitiveness of client companies. This service range includes:

- ISO and SHERQ Systems implementation services, whereby we assist clients in meeting the requirements of (but not limited to) ISO 9001, 14001, 22000, 31000, 27001, 20000-1, 50001, and ISO 45001 Standards.
- Integrated Management Systems development whereby we integrate several business systems and management solutions into a single management system to comply with standards.
- Training of all employees (Shop Floor to Executive Management) in the fields of SHERQ, Engineering, Finance, Business, and Project Management to meet job responsibilities and expertise requirements of International Standards.
- ISO and Legal Auditing which includes Gap Analysis Audits, Product, Process, Procedural, and Systems auditing by our registered SAATCA Auditors.
- Customised web-based solutions integrating current systems to be in line with ISO requirements.

We are a Level 1 BBBEE Contributor that specialises in systems development, consultancy, training, and auditing.