

New Business Venture Management

1. Overview

This programme is designed to provide participants with the essential management skills required to successfully start, operate, and grow a new business. It covers key business functions, including production and operations management, strategic planning, leadership motivation, and negotiation techniques. Participants will gain practical knowledge to optimize processes, improve performance, and drive sustainable business growth.

2. Programme Outcome

- Coordinate and oversee production and operational processes in a new business venture
- Utilize strategic planning methods to drive improved business performance
- Apply motivational and leadership principles to inspire and guide teams
- Effectively negotiate contracts, agreements, and business transactions
- Track, assess, and optimize business performance to ensure sustainable growth

Qualification:

Certificate of Completion

Duration:

4-Months

Programme Type:

Category B – Workplace-Based Learning Programme

Programme ID:

PA0603

SAQA US:

263434, 263456, 120389, 13948

NQF Level:

4

Credits:

21

Entry Requirements:

Communication & Mathematical Literacy at NQF 3

Training Options:

Online - Each participant will receive training resources, which contains all programme materials and resources. Training is delivered fully online, and participants will join scheduled Microsoft Teams sessions facilitated by a trainer. This mode provides flexibility and allows learners to participate from any location.

Face-to-Face - Each participant will receive training resources, which contains all programme materials and resources. Training is delivered through onsite contact sessions, either at the client's premises or providers campus, where a facilitator conducts the sessions in a classroom environment.

Minimum Participants Required:

(1) Online & (1) Face-to-face

3. Programme Content

- **(263434 US):** Plan and manage production/operations in a new venture
- **(263456 US):** Plan strategically to improve new venture performance
- **(120389 US):** Monitor, report and make recommendations on the requirements applicable to permit to work systems in a working environment
- **(13948 US):** Negotiate an agreement or deal in an authentic work situation

**A choice of leveraged programmes for any person,
At any level, in any department, of any company, in any industry.**

4. Topics

- Managing Production and Operations in New Ventures
- Strategic Planning to Enhance Business Performance
- Leadership and Team Motivation in Business
- Negotiation Skills and Business Dealings
- Monitoring, Assessing, and Improving Business Performance

5. Assessments

This programme includes a Portfolio of Evidence (POE) that must be submitted at the end of the programme. The POE include:

- **Knowledge Assessments:** To evaluate theoretical understanding
- **Practical Assignments:** Hands-on tasks related to course topics
- **Workplace Assignments and Logbook:** Application of skills in real-world settings

Successful participants will receive a certificate of completion.

6. Workplace-Based Learning Programme

This WLP is a fusion of academic learning and practical work. The learning is directly applied to the workplace by using client-based mentors and extensive workplace-based portfolio work and assignments. Apart from the obvious benefits of a workplace directed qualification, each WLP qualifies for recognition as a Category B Skills Programme in the Learning Matrix of the Amended BEE codes, which allows for the salaries of participants to be recognized as part of the Skills Development Expenditure.

We trust that the above is in order and look forward to hearing from you for Implementation