



TENDER FOR BUSINESS OR WORK IN A SELECTED NEW VENTURE

Unit Standard: 119712



Course Information



Qualification Title	National Certificate: New Venture Creation
Course Title	Tender for Business or Work in a Selected New Venture
Course Level	3
Course Credits	3
Course Duration	Three days
Cost of Course	Refer to Training Schedule

Course Overview

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.

National Certificate: New Venture Creation

Who Should Attend?	This qualification is ideal for training potential or existing entrepreneurs who plan to run formal and informal Small, Micro and Medium Enterprises
Course Objectives	- Organise and manage oneself and one's activities responsibly and effectively in order to prepare and submit tender documents timeously - Communicate effectively using visual, mathematical and/or language in the modes of oral and/or written persuasion to prepare tender documents - Collect, analyse, organise and critically evaluate tender document information to ensure that opportunity is viable and that all conditions are complied with in completing tender bid. - Complying with relevant Supply Chain regulations.
Benefits	Benefits of this course include: - An ability to align business objectives to tendering requirements and vice and versa. - An ability to determine viability of tenders. - A basic understanding of risk analysis in relation to tendering from a new venture perspective.

Course Content

Course Modules	Course modules consist of: 1. The process of procuring a tender document 2. A tender work prospecting system is identified and set up within the context of the business plan. 3. Understanding of tendering processes and principles. 4. Understanding of the Public Sector procurement policies. 5. A basic ability to implement procedures to complete forms and bidding documents. 6. A basic understanding of pricing and costing principles and financial calculations.
Certification and Assessments	All delegates who complete the summative assessment will be assessed, moderated, and receive a SOR (Statement of Results). Thereafter a Certificate of Competence from WWiSE (or SETA for qualifications) will be issued.

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.