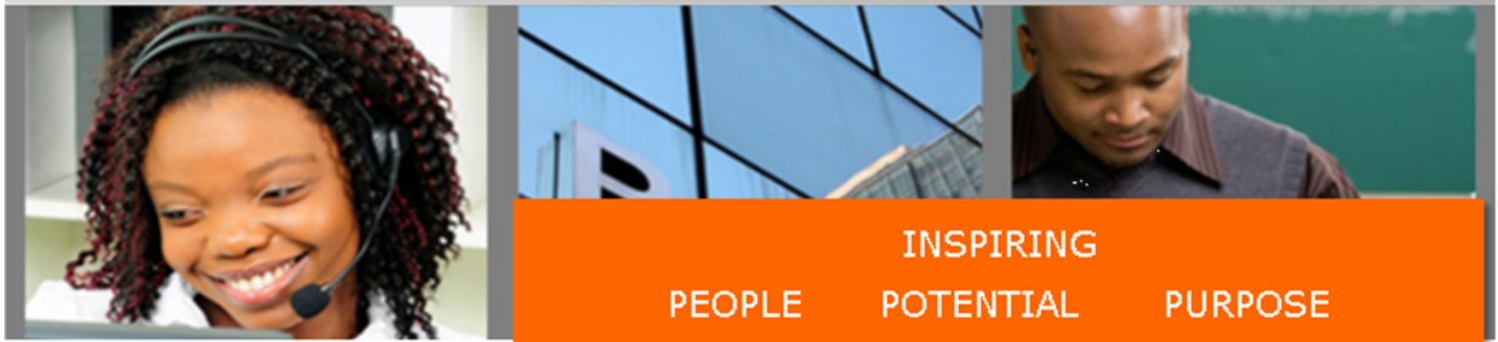


NC: Banking NQF 5



Purpose of the National Certificate: Banking (NQF 5)

The unique elective offering of this qualification has been approved by the Financial Services Board to fulfill the FAIS Fit & Proper generic requirements for Categories I and IV. It follows a logical progression from the NQF level 4 banking, although it is not a prerequisite for learners to have completed the NQF 4 to access the level 5. The qualification explores general banking concepts, including the banking regulatory environment, sales and marketing strategies, financial management and investment products. This qualification has been designed to add value to the qualifying learner and further promote their competence, marketability and employability.

Delivery methodology

Training is best suited for new entrants to the sector. Chartall Business College can either deliver this qualification as a learnership, which will qualify the sponsoring employer for an additional tax deduction, or it can be offered as a training programme without the learnership requirements. The duration of the training will be approximately 18 full days, all of which can be scheduled to suit the employers' schedule. Alternatively, the qualification can be acquired by experienced candidates through Recognition of Prior Learning (RPL). RPL is an assessment process that captures a candidate's existing knowledge and skill and matches it to the qualification requirements. With RPL there is no formal training, although our RPL advisers will schedule time with learners to help them mediate their workplace knowledge and match it to the unit standard requirements.

Flexibility

Chartall Business College believes in flexibility. We have an in-house team of professionals who are able to customise the training curriculum to the needs of your organisation. This may include the addition of job specific unit standards, the selection of particular elective unit standards or even the inclusion of non-unit standard based content (for example your company's processes or product information). In addition, we ensure that the content of the qualification does not conflict with the training, values and procedures prescribed by your company. This ensures complete alignment of standard operating procedures and learning content.

Support

Although the training is scheduled to be delivered over 18 (or 15, if learners are more experienced) full days, it does not mean that the learners will not have access to additional support. Each learner will have access to assistance via email, as well as access to a tutor who is able to provide extra assistance should the need arise. This tutor support can be used to assist learners who are not progressing at the same pace as the rest of the class or it could be used to catch up staff who miss sessions due to illness or annual holidays.

Note that this qualification is also available as an e-learning programme.

Administration

Chartall Business College will assist you to manage the administration associated with a nationally registered learnership. We will assist with SETA contracting, learnership preparation, briefing of workplace coaches and the SETA reporting.

Banking: (NQF 5) - Unit standards

| The financial sector | |
|----------------------|---|
| 10049 | Identify financial implications for making decisions |
| 115821 | Apply business financial practices |
| 117781 | Explain legislative and regulatory requirements and their impacts |

| Sales techniques | |
|------------------|---|
| 7356 | Provide sales related services within the banking sector |
| 7359 | Apply banking-related direct selling techniques |
| 7345 | Determine the banking-related financial needs of a business |
| 7361 | Implement personal selling strategies to achieve banking-related targeted results |
| 7334 | Perform external sales process for a bank product |
| 7357 | Produce and present banking-related sales solutions |

| Marketing | |
|-----------|--|
| 10045 | Identify product features, advantages and benefits to the customer |
| 117778 | Explain Client requirements and products that satisfy them |

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Chartall Business College (Reg no. 2003/015217/07) is provisionally registered by the Department of Higher Education and Training until 31 December 2018 (Reg no. 2012/FE07/044)