

## National Certificate: Banking



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SAQA ID: 61589 | NQF level: 5 | Credits: 120 | Accrediting body:



#### **Purpose of the qualification**

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.

#### **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. In addition, we ensure that the content of the qualification does not conflict with the values and standard operating procedures prescribed by your company.

#### **Support**

Although the programme is scheduled to include the specified contact 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 students who are not progressing at the same pace as the rest of the class or miss a session. We also have experienced facilitators who can manage projects involving learners with disabilities.

### **Delivery methodology**

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.

### **Administration**

Chartall Business College will assist with SETA contracting, learnership preparation [if required], briefing of workplace coaches and the SETA reporting.

### **Other requirements**

If students want to access online resources they will need access to a computer or tablet with video and sound capability, have their own email address and have reliable internet access (minimum 2 Mbps).

### **Programme curriculum**

#### **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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