

COURSE OUTLINE



BCONSULT

Further Education and Training Certificate: Wholesale & Retail - Generic Management Level 5

SAQA ID: 63334

Course Purpose

This qualification prepares the learner with the knowledge, insight and skills needed to be employed as a Trainee Manager in a retail or wholesale business and to develop into a successful manager of an operation within a retail or wholesale business.

Why study Wholesale & Retail - Generic Management level 5?

A person acquiring this qualification will be able to manage first line managers in an organisational entity. First line managers may include team leaders, supervisors, junior managers, section heads and foremen. The focus of this qualification is to enable learners to develop competence in a range of knowledge, skills, attitudes, and values including:

A Qualifying Learner will be able to:

- Improve knowledge and understanding of the Information Technology industry
- Leading a team of first line managers, by capitalising on the talents of team members and promoting synergistic interaction between individuals and teams, to enhance individual, team, and unit effectiveness in order to achieve the goals of the entity.
- Applying the principles of risk, financial and knowledge management, and business ethics within internal and external regulatory frameworks in order to ensure the effectiveness and sustainability of the unit.
- Enhancing the development of teams and team members through facilitating the acquisition of skills, coaching, providing career direction, and capitalising on diversity in the unit.
- Initiating, developing, implementing, and evaluating operational strategies, projects, and action plans, and where appropriate, recommending change within teams and/or the unit so as to improve the effectiveness of the unit.

Who should study Wholesale & Retail - Generic Management level 5?

This qualification is designed for individuals involved in an organisation's wholesale and retail function operating at a management level who have other junior managers or team leaders reporting to them and wish to upskill themselves.

Wholesale & Retail - Generic Management level 5 potential careers

- Director of Operations
- Warehouse Manager
- Stock Replenisher
- Packaging Manager
- Purchasing Director
- Wholesale Supervisor

Duration

This qualification is run over 12 months.



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Wholesale and Retail - Generic Management Level 5

Unit Standards

US	Name of Unit Standard
252044	Apply the principles of knowledge management
252037	Build teams to achieve goals and objectives
252020	Create and manage an environment that promotes innovation
252032	Develop, implement, and evaluate an operational plan
252027	Devise and apply strategies to establish and maintain workplace relationships
252021	Formulate recommendations for a change process
252029	Lead people development and talent management
252034	Monitor and evaluate team members against performance standards
252043	Manage a diverse work force to add value
252025	Monitor, assess and manage risk
252035	Select and coach first line managers
120300	Analyse leadership and related theories in a work context
252026	Apply a systems approach to decision making
252036	Apply mathematical analysis to economic and financial information.
252042	Apply the principles of ethics to improve organisational culture
252022	Develop, implement, and evaluate a project plan
252040	Manage the finances of a unit
12433	Use communication techniques effectively
255500	Manage procedures that increase the nett income of a wholesale and retail unit
255499	Manage shrinkage and losses in a wholesale and retail unit
255497	Manage stock holding procedures in a wholesale and retail unit
255494	Schedule staff

Wholesale and Retail - Generic Management Level 5

We aim to boost your competitiveness in the marketplace and outrank your competitors

An employee contributes the following to company's b-bbee score

- B-BBEE Points
- Employment Equity Points and Compliance
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