

**ENTWISE TRAINING AND CONSULTING**  
**SKILLS PROGRAMMES**  
**Long Term Insurance NQF4**  
**YEAR JUNE 2017/2018**

Unit Standard	ID	Credits	Type
<b>WORK ENVIROMENT, LEGISLATION &amp; INTRODUCTION TO INSURANCE</b>			
<b>Theme Ethics and Compliance Issues</b>			
Demonstrate knowledge and application of ethical conduct in a business environment	13940	4	Core
Describe issues of compliance or non-activity that could results in civil or criminal liability in term of business law	14979	2	Core
<b>Theme: Customer Care</b>			
Apply the skills of customer care in a specific work environment	119676	4	Core
Demonstrate skills and techniques required to build a relation with a client in a financial services environment	113903	3	Elective
<b>Theme: Risk &amp; Time Management in Workplace</b>			
Manage time effectively to enhance productivity and enable a balanced lifestyle	117171	2	Elective
Manage risk in own work environment	119265	2	Elective
<b>Theme: Introduction to Insurance</b>			
Apply the law of contract to insurance	14991	2	Core
Demonstrate knowledge and understanding of insurable risk	14994	2	core
<b>Theme: Legislation - FAIS Act Introduction</b>			
Demonstrate knowledge and insight of the Financial Advisory and Intermediary Services Act (FAIS) (Act 37 of 2002)	12164	2	Elective
Apply the regulations for disclosure that are required as part of the financial sales process	117129	2	Elective
<b>Theme: Legislation 2 -FICA &amp; Long Term Insurance Act</b>			
Explain the finance intelligence Centre Act 38 of 2001 and its implications for client relations	14506	3	Elective
Apply knowledge and insight into aspects of the Long Term Insurance Act, Act 52 of 1998	117126	2	Elective
<b>Theme: Reported Events</b>			
Analyse new developments reported in the media that could impact on long-term insurance	118011	10	Core
<b>TOTAL CREDITS</b>		<b>40</b>	
<b>LONGTERM PRODUCTS &amp; FRAUD CONTROL</b>			
<b>Theme: Products 1 - Introduction to Healthcare Cover</b>			
Describe healthcare cover in South Africa	17141	2	Core
<b>Theme: Products 2 -Life Insurance Products</b>			
Describe life insurance	114983	3	Core
Indicate the scope of life insurance in South Africa	117146	4	Core
Analyse the different products available in the Long-term insurance industry and the benefit of each	119478	5	Core
<b>Theme: Products 3 -Disability &amp; Dread Disease</b>			
Describe disability insurance solutions in the context of financial planning	113910	4	Core
Investigate dread disease product and their place in wealth management	113913	2	Core
<b>Theme: Products 4 -Funeral &amp; Credit Life Insurance</b>			
Describe funeral insurance	114956	2	Elective
Explain credits life insurance	119260	2	Elective
<b>Theme: Products 5 - Retirement Planning &amp; Group Benefits Introduction</b>			
Investigate the need to provide financially for own retirement	114960	3	Core
Describe group insured benefits	117137	2	Core
<b>Theme: Fraud Control in the sector</b>			
Describe the control of fraud in Long-term insurance	119261	3	Core
<b>TOTAL CREDITS</b>		<b>32</b>	

<b>FINANCIAL LITERACY</b>			
<b>Theme: Basic Financial statements</b>			
Interpret Basic Financial Statements	117156	4	Fundamental
<b>Theme: Income Tax principles and application</b>			
Describe and apply the principle of personal income tax	117127	3	Fundamental
<b>Theme: Managing Risk in own Life</b>			
Investigate ways of managing financial risks in own lives	117158	5	Fundamental
<b>Total Credits</b>		<b>12</b>	
<b>MATHS LITERACY</b>			
<b>Theme: Introduction to Statistics</b>			
Apply knowledge of statistics and probability to critically interrogate and effectively communicate findings on life related problems	9015	6	Fundamental
<b>Theme: Shapes and Motion</b>			
Represent, analyse and calculate shape and motion in 2 and 3 dimensional space in different contexts	9016	4	Fundamental
<b>Theme: Financial Aspects</b>			
Use mathematics to investigate and monitor the financial aspects of personal, business, national and international issues	7468	6	Fundamental
<b>Total Credits</b>		<b>16</b>	
<b>FIRST LANGUAGE</b>			
<b>Communication First Language Language</b>			
Engage in sustained oral communication and evaluate spoken texts	8974	5	Fundamental
Read, analyse and respond to variety of texts	8975	5	Fundamental
write for a wide range of contexts	8976	5	Fundamental
use languages and communication in occupational learning programmes	8979	5	Fundamental
<b>Total Credits</b>		<b>20</b>	
<b>SECOND LANGUAGE</b>			
<b>Communication Additional Language</b>			
Accommodate audience context needs in oral communication	8968	5	Fundamental
Interpret and use information from texts	8969	5	Fundamental
write text for a range of communicative contexts	8970	5	Fundamental
use languages and communication in occupational learning programmes	8973	5	Fundamental
<b>Total Credits</b>		<b>20</b>	
<b>Total Credits</b>		<b>140</b>	