

**ENTWISE TRAINING AND CONSULTING**  
**QUALIFICATION: FETC- RETAIL INSURANCE NQF4**  
**YEAR 2017/2018**

UNIT STANDARD TITLE	US-ID	CREDITS		TYPE
<b>ETHICS &amp; LEGISLATION</b>				
UNIT STANDARD TITLE	US-ID	CREDITS		TYPE
<b>Theme: Ethics and Compliance Issues</b>				
Demonstrate knowledge and application of ethical conduct in a business environment	13940	4		Core
Demonstrate knowledge and understanding of issues of compliance or non activity that could result in civil or criminal liability in terms of business law	14979	2		Core
<b>Theme: Fais &amp; Fica Introduction</b>				
Demonstrate knowledge and insight of the Financial Advisory and Intermediary Services Act (FAIS) (Act 37 of 2002)	12164	2		Core
Apply the regulations for disclosure that are required as part of the financial sales process	117129	2		Core
Explain the Finance Intelligence Centre Act, Act 38 of 2001 and its implications for client relations	14506	3		Core
<b>Theme: Credit Agreements</b>				
Demonstrate knowledge and understanding of aspects of the regulatory framework relating to consumer credit agreements in Retail Insurance in South Africa	120017	2		Core
<b>Theme: Introduction to Insurance Law</b>				
Apply the law of contract to insurance	14991	2		Core
<b>Theme: Basic Economics</b>				
Explain basic economics	117132	3		Core
<b>Total Credits</b>		<b>20</b>		

THE WORK PLACE				
UNIT STANDARD TITLE	US-ID	CREDITS		TYPE
<b>Theme: Workplace relationships</b>				
Manage own work performance in relation to an organisation's performance management system	117133	2		Core
Manage time effectively to enhance productivity and enable a balance	117171	2		Core
Manage risk in own work environment	119265	2		Core
Describe how to manage workplace relationships	114943	2		Elective
<b>Theme: Operate a Computer</b>				
Operate a computer workstation in a business environment	114979	2		core
<b>Theme: Customer Care and Electronics systems</b>				
Apply the skills of customer care in specific work environment	119676	4		Core
Demonstrate skills and techniques required to build a relationship with a client in a financial services environment	113903	3		Core
<b>Theme: Developments in the Short term Insurance Industry</b>				
Analyse new developments reported in the media that could impact on Short Term Insurance	120019	10		Core
<b>Total Credits</b>		<b>27</b>		
INSURANCE PRODUCTS				
UNIT STANDARD TITLE	US-ID	CREDITS		TYPE
<b>Theme : Short Term insurance</b>				
Describe short term insurance	114964	3		Core
Indicate the scope of short term insurance in South Africa	117134	3		Core
Demonstrate knowledge and understanding of personal motor insurance	120005	4		Elective
<b>Theme : Long Term insurance</b>				
Describe life insurance	114983	3		Core
Indicate the scope of life insurance in South Africa	117146	4		Core
<b>Theme : Credit Life Insurance &amp; Finance Agreements</b>				
Explain credit life insurance	119260	2		Elective
Apply financial knowledge and skill to compile a finance agreement	120027	2		Elective
<b>Theme : Introduction to SASRIA</b>				
Describe standard insurance cover in terms of SASRIA	117117	4		Elective
<b>Total Credits</b>		<b>25</b>		
FINANCIAL LITERACY				
UNIT STANDARD TITLE	US-ID	CREDITS		TYPE
<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>		
MATHS				
<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>		
FIRST LANGUAGE				
UNIT STANDARD TITLE	US-ID	CREDITS		TYPE
<b>Theme: Communication 1</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 communicate in occupational learning programmes	8979	5		Fundamental
<b>Total Credits</b>		<b>20</b>		

FIRST LANGUAGE part 2				
UNIT STANDARD TITLE	US-ID	CREDITS		TYPE
<b>Theme: Communication Additional Language</b>				
Accommodate audience context needs in oral communication	8968	5	Fundamental	Fundamental
Interpreteand useinformation from texts	8969	5	Fundamental	Fundamental
write text for a range of communicative contexts	8970	5	Fundamental	Fundamental
use languages and communicatin in occupational learning programmes	8973	5	Fundamental	Fundamental
<b>Total Credits</b>		<b>20</b>		
<b>Total Credits</b>		<b>140</b>		