

TRAINING PROSPECTUS

2023

PERITUM
AGRI INSTITUTE



ABOUT US

Our Mission:

Design a sustainable future for agriculture through future-ready skills training.

Agriculture is arguably the most important sector in any economy. The remarkable men and women who labour to ensure food security and protect our natural resources face many uncertainties, most of which are out of human control. Many leave the sector, afraid that they can't remain sustainable. This puts humanity at risk.

What if who you are right now, is less important than who you are going to be? If the path you choose and stay on, matters more?

That is why we launched PERITUM AGRI INSTITUTE, a knowledge company devoted to enhancing Africa's agricultural sector to be the most exciting and rewarding industry to work in.

We do this by design; helping organisations to have a better understanding of the future challenges their people will face. Then we redesign work environments and create unique learning pathways to train people in the skills they need. We help funders of learnerships apply their budgets in such a way that people emerge more productive, more confident and ready to manage uncertainty.

The PERITUM WAY is a method of lifelong learning and improvement for people and their organisations. People enter a specific learning pathway where they continue to gain skills over the years to ensure a sustainable career in agriculture. Organisations are set on a continuous improvement pathway that helps them grow and adapt to the challenges of tomorrow.

PERITUMSPHERE is a portal to our reservoir of knowledge. It brings together everyone with an interest in agriculture, to find and share ideas.

FULLY ACCREDITED

You are assured of the highest standards in compliance and quality learning in various industries.

FUTURE CAREER-FOCUSED

Practical courses designed to master skills you can apply immediately.

APPLIED LEARNING

Obtain versatile skills with a mix of theory and practical training.

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SHORT COURSES

Through our extended network of specialists, Peritum Agri Institute offers various learning interventions on different levels in organisations.

Our facilitation includes a variety of methodologies to ensure effective transfer of learning, are built around experiences that create a high level of internalisation of principles, are highly specialised and are delivered by subject matter experts.

Many of our courses are also available as online learning solutions or as blended-learning solutions.

1. Interpersonal Skills

Course No.	Days	Course Name	NQF
101	2	Assertive Behaviour	4
102	2	Basic Self-Management	4
103	2	Emotional Intelligence	5
104	2	Interpersonal Communication	4
105	1	Listening and Feedback	4
107	2	Life Leadership	6
108	3	Life Skills	4
111	2	Stress Management	4
112	1	Personal Finances	3
113	1	Retirement Planning	3
114	2	Building Human Relations	4
115	1	HIV/AIDS Awareness	3
116	1	Anger Management	4
117	4	Effectiveness for Call Centre Agents	4
219	2	Resolving Conflict	4
204	4	Use Communication Techniques Effectively	5

Course No.	Days	Course Name	Unit Standard	Unit Standard Title	NQF	Credits
204A	4	Use Communication Techniques Effectively	12433(C)	Use communication techniques effectively	5	8
334	2	Ethics	252042	Apply the principles of ethics to improve organisational culture	5	5
336	2	Workplace Relations	252027	Devise and apply strategies to establish and maintain workplace relationships	5	6

2. Business Skills

Course No.	Days	Course Name	Unit Standard	Unit Standard Title	NQF	Credits
202	2	Business and Report Writing Skills	119459	Write/present/sign for a wide range of contexts	4	5
203	2	Business Communication			5	
238	2	Presentation Skills (Accredited – ETDP SETA)	13925 (E)	Present information in a public setting	5	5
216	2	Presentation Skills			5	
217	2	Professional English			4	
229	2	Effective Communication in Meetings			4	
205	2	Customer Service			4	
206	2	Customer Service (Accredited)	10052 (E)	Monitor handling of customers by frontline customer service	5	6
210	2	Operational Marketing			4	
215	1	Personal Branding			4	
224	1	Customer Awareness			4	
226	1	Merchandising			3	

228	2	Marketing and Selling of Products and Services			4	
234	2	Creative Selling			4	
109	1	Networking			4	
321	2	Negotiation Skills (Accredited)	243818(C)	Negotiate agreements in simple to moderately complex situations	5	4
315	5	Customer Needs and Relationships (Accredited)	10066 (E)	Establish customer needs and relationships	5	16
329	2	Strategic Marketing			5	
324	3	Project Planning	252022	Develop, implement and evaluate a project plan	5	8
325	5	Project Management (Accredited)	120373(C)	Contribute to project initiation, scope definition and scope change control	4	9
			120384(C)	Develop a simple schedule to facilitate effective project execution	4	8
			120372(C)	Explain the fundamentals of project management	4	5
			120387(C)	Monitor, evaluate and communicate simple project schedules	4	4
			120385(E)	Apply a range of project management tools and techniques	4	7
326	2	Project Management Workshop			4	
201	1	Basic Financial Understanding			3	
212	2	Problem-Solving			4	
213	3	Decision Making and Problem-Solving	252026	Apply a systems approach to decision making	5	6

214	2	Professional Conduct for Secretaries and Admin Staff			4	
218	1	Plan and Conduct Effective Meetings			4	
223	1	Telephone Skills			4	
227	2	Warehouse Management			4	
232	2	Efficient Time Management (Accredited)	15234(E)	Apply efficient time management to the work of a department/ division/section	5	4
233	2	Professional Conduct and Ethics in the Workplace			4	
235	2	Basic Cleaning and Maintenance			2	
331	2	PFMA			5	
306	3	Financial Skills for the Non-Financial Manager			5	

3. Computer Skills

Peritum Agri Institute offers computer training from basic to advanced levels both accredited and non-accredited. A mobile computer centre with 15 laptops makes training possible at any venue suitable to the client.

Course No.	Days	Course Name	Unit Standard	Unit Standard Title	NQF	Credits
701	1	MS Windows Level 1 (Accredited)	258883(E)	Use generic functions in a Graphical User Interface (GUI)-environment	1	4
702	1	Internet Explorer Level 2 and 4 (Accredited)	115391(C)	Demonstrate an understanding of the principles of the internet and the world wide web	4	3
			116931(C)	Use a Graphical User Interface (GUI)-based web browser to search the internet	2	4
703	1	MS Outlook 2	116945(C)	Use electronic mail to send	2	2

		(Accredited)		and receive messages		
			116935(C)	Enhance, edit and organise electronic messages using a Graphical User Interface (GUI)-based messaging application	2	2
705	2	MS Word Level I&II (Accredited)	117924(C)	Use a Graphical User Interface (GUI)-based word processor to format documents	2	5
706	2	MS Excel Level 1 (Accredited)	116937(C)	Use a Graphical User Interface (GUI)-based spreadsheet application to create and edit spreadsheets	2	4
707	2	MS Excel Proficient (Accredited)	116943(C)	Use a Graphical User Interface (GUI)-based spreadsheet application, enhance the functionality and apply graphs/charts to a spreadsheet	4	3
709	1	MS PowerPoint Level I&II (Accredited)	116930(C)	Use a Graphical User Interface (GUI)-based presentation application to enhance presentation appearance	3	5
710	2	MS Access	116936	Use a Graphical User Interface (GUI)-based database application to work with simple databases	3	3
			117927	Use a Graphical User Interface (GUI)-based database application to solve a given problem	4	6
711	3	MS Projects	120385	Apply a range of project management tools and techniques	4	7

713	5	Computer Literacy	MS Windows	1
			MS Word	1
			MS Excel	1
			MS Internet Explorer	1
			MS Outlook	1



4. Human Resource Management

Peritum Agri Institute has extensive experience in the fields of human resource management and staff development. Our training courses offer a practical hands-on approach to various processes in the fields of human resource management and staff development and are supplemented by templates and checklists to enhance applicability.

Course No.	Days	Course Name	Unit Standard	Unit Standard Title	NQF	Credits
501	2	Job Profiling			4	
502	2	Target Selection (Interviewing)			5	
503	1	Incapacity and Poor Performance			4	
504	1	Sexual Harassment			4	
208	1	Disciplinary Hearings			4	
312	2	Instituting Discipline and Facilitate Grievance			5	
313	3	Discipline and Grievances	246744	Administer disciplinary and grievance policy and procedure	5	8
601	5 + 1	Facilitate Learning (Accredited)	117871(C)	Facilitate learning using a variety of methodologies	5	10
602	4	Conduct Outcomes-Based Assessments (Accredited)	115753(C)	Conduct outcome-based assessments	5	15
603	4	Conduct Moderation (Accredited)	115759(E)	Conduct moderation of outcomes-based assessments	6	10
606	5	Skills Development Facilitator (Accredited)	15217(C)	Develop an organisational training and development plan	5	6
			15218(C)	Analyse to determine outcomes of learning for skills development and other purposes	6	4
			15227(C)	Conduct skills development	4	4

			administration in an organisation		
			15228(E) Advice on the establishment and implementation of a quality management system for skills development practices in an organisation	5	10
			15232(C) Coordinate planned skills development interventions in an organisation	5	6
604	2	Understanding Workplace Forums		4	
605	3	Curriculum Development		5	
302	2	Coaching Learners on the Job		4	
110	1	Process Facilitation Skills		4	
230	3	Diversity Workshop		4	
916	2	Group Dynamics		2	3

5. Equipment Training

Peritum Agri Institute has extensive experience in the field of equipment training. Equipment training solutions benefit the entire business by sharing optimization techniques and teaching new skills to create a more knowledgeable workforce.

It introduces the concepts of proper operation, maintenance and service provision of types of machinery, equipment and tools. It explains the main principles of use and maintenance/care of agricultural power sources.

Course No.	Days	Course Name	Unit Standard	Unit Standard Title	NQF	Credits
61100	4 Hours	Golf Cart Operations and Maintenance				
6800	3	Advanced Equipment Operator Training Operate Next-Generation Tractors, Combine Operations, Self-propelled Sprayers, Planter	116820 (Accredited)	Operate a Tractor	2	10

MANAGEMENT DEVELOPMENT PROGRAMMES

The Peritum Agri Institute's Sustainable Management Leadership Development Journey has been designed to shape and sharpen the inherent qualities of managers in your organisation, revealing, in the end, a holistically developed individual that is:

- able to optimise quality of life and work,
- being established as a leader in the workplace, home and community,
- being true to his/her personal belief system, while discovering the abundance of diverse cohesion, acting as an ambassador of your organisation's preferred leadership culture.

Various programmes are available and can be customised to meet the specific leadership and management needs and/or profiles of your organisation.

The Leadership Development Programme is a 9 to 12-month programme, designed to develop leadership skills according to the organizational-specific preferred leadership culture. This programme can be offered on three levels:

The Leadership Journey empowers high-performing managers with best-practice leadership skills.

The Management Journey equips supervisors with essential skills to effectively manage tasks and people demands in the workplace.

The Accelerated Management Development Journey aims at developing high-potential operational staff towards the supervisory level.

6. The Leadership Journey (Senior Management)

Course No.	Days	Course Name	NQF	Credits
107	2	Life Leadership	6	
311	2	Leadership Communication	4	
111	2	Stress Management	4	
330	2	Visionary and Creative Thinking Skills	5	
310	2	Inspirational Leadership	5	
328	2	Strategic Planning	5	
329	2	Strategic Marketing	5	
109	1	Networking	4	
314	2	Manage Customer Service	5	
316	2	Manage Change and Transformation	5	
307	3	Financial Skills for Heads of Departments	5	
326	2	Project Management (not US aligned)	4	

Course No.	Days	Course Name	Unit Standard	Unit Standard Title	NQF	Credits
305	3	Manage Diversity (Accredited)	252043(C)	Manage a diverse workforce to add value	5	6
308	3	Financial Management	252040	Manage the finances of a unit	5	8
222	2	Build Effective Teams (Accredited – Services SETA)	252037(C)	Build teams to achieve goals and objectives	5	6
337	3	Risk Management (Accredited)	252025(C)	Monitor, assess and manage risk	5	8
339	3	Knowledge Management and Innovation	252020(C)	Create and manage an environment that promotes	5	6

		(Accredited)		innovation		
			252044(C)	Apply the principles of knowledge management	5	6

7. The Management Journey (Management)

Course No.	Days	Course Name	Unit Standard	Unit Standard Title	NQF	Credits
103	2	Emotional Intelligence			5	
203	2	Business Communication			5	
111	2	Stress Management			4	
323	4	Operational Planning (Accredited)	252032(C)	Develop, implement and evaluate an operational plan	5	8
			15219(E)	Develop and implement a strategy and action plans for a team, department or division	5	4
301	5	Coaching and People Development	252035	Select and coach first-line managers	5	8
			252029	Lead people development and talent management	5	8
333	2	Coaching and Mentoring			5	
231	1	Time Management			4	
335	3	Manage Performance (Accredited – Service SETA)	252034(C)	Monitor and evaluate team members against performance standards	5	8
310A	4	Coaching (Accredited)	252035(C)	Select and coach first-line managers	5	8
222	2	Build Effective Teams (Accredited - Service SETA)	252037(C)	Build teams to achieve goals and objectives	5	6

101	2	Assertive Behaviour			4	
105	1	Listening and Feedback			4	
216	2	Presentation Skills			5	
218	1	Plan and Conduct Effective Meetings			4	
219	2	Resolving Conflict			4	
236	2	Motivate a Team			4	
306	2	Financial Skills for the Non-financial Manager			5	
309	3	Generic Management and Leadership			4	
312	2	Instituting Discipline and Facilitate Grievance			5	
314	2	Manage Customer Service			5	
316	2	Manage Change and Transformation			5	
318	1	Manage HIV/AIDS			5	
319	2	Managing People			4	
320	2	Negotiating and Influencing			4	
322	2	Planning and Organising			4	
326	2	Project Management			4	
106	3	Leadership	120300	Analyse leadership and related theories in a work context	5	8
317	3	Change Management (Accredited)	252021(C)	Formulate recommendations for a change process	5	8
338	5	Risk and Financial Management	252040(F)	Manage the finances of a unit	5	8
			252036(F)	Apply mathematical analysis to economic and financial information	5	6
			252025(C)	Monitor, assess and	5	8

				manage risk		
340	2	Effectiveness in Teams	242819(E)	Motivate and build a team	4	10

8. The Accelerated Management Development Journey (Supervisors)

Course No.	Days	Course Name	Unit Standard	Unit Standard Title	NQF	Credits
102	2	Basic Self-management			4	
104	2	Interpersonal Communication			4	
205	2	Customer Service			4	
201	1	Basic Financial Understanding			3	
713	5	Computer Literacy	MS Windows		1	
			MS Word		1	
			MS Excel		1	
			MS Internet Explorer		1	
			MS Outlook		1	
212	2	Problem-solving			4	
231	1	Time Management			4	
236	2	Motivate a Team			4	
303	2	Decision Making			4	
304	1	Delegating			4	
401	2	Introduction to Supervision			4	
402	4	Supervisory Essentials			4	
403	3	Supervising Workplace Performance			4	
404	3	Supervisory Administration			4	
405	5	Supervisory Development			4	

MANAGEMENT QUALIFICATIONS

9. Further Education and Training Certificate: Generic Management

NQF 4 (150 credits) SAQA ID: 57712 LP: 58345 (Accredited) | FOODBEBV SETA

Course No.	Days	Course Name	Unit Standard	Unit Standard Title	NQF	Credits
10100	6	Module 1: Effective Communication in the Workplace (Not accredited as a single skills programme)	119457(F)	Interpret and use information from content	3	5
			119469(F)	Read/view, analyse and respond to a variety of content	4	5
			12153(F)	Use the writing process to compose content required in the business environment	4	5
			119472(F)	Accommodate audience and context needs in verbal/written communication	3	5
			119462(F)	Engage in sustained verbal/written communication and evaluate verbal/written content	4	5
			119459(F)	Write/present/sign for a wide range of contexts	4	5
			119465(F)	Write/present/sign content for a range of communication contexts	3	5
			119467(F)	Use language and communication in occupational learning programmes	3	5

10200	7	Module 2: Lead Teams	242824(C)	Apply leadership concepts in a work context	4	12
			242819(C)	Motivate and build a team	4	10
			242815(C)	Apply the organisation's code of conduct in a work environment	4	5
10300	4	Module 3: Achieve Organisational Performance Standards	242821(C)	Identify the responsibilities of a team leader in ensuring that organisational standards are met	4	6
			242822(C)	Employ a systematic approach to achieving objectives	4	10
			242829(C)	Monitor the level of service to a range of customers	4	5
10400	4	Module 4: Effective Management Skills	242816(C)	Conduct a structured meeting	4	5
			242811(C)	Prioritise time and work for self and team	4	5
			242817(C)	Solve problems, make decisions and implement solutions	4	8
10500	4	Module 5: Manage a Budget	242810(C)	Manage expenditure against a budget	4	6
			9015(F)	Apply knowledge of statistics and probability to critically interrogate and effectively communicate findings on life-related problems	4	6
			7468(F)	Use mathematics to investigate and monitor the financial aspects of personal, business, national and international issues	4	6

10600	8	Module 6: Enhance Effectiveness in a Food Production Environment	119802(E)	Perform quality control practices in a food or sensitive customer product operation	3	6
			119796(E)	Monitor and control quality assurance procedures in a food or sensitive customer product environment	4	8
			8025(E)	Controlling and locating stock	3	8
			9016(F)	Represent, analyse and calculate shape and motion in 2 and 3-dimensional space in different contexts	4	4
			119467(F)	Use language and communication in the occupational learning programme	3	5

10. Further Education and Training Certificate: Generic Management

NQF 4 (154 credits) SAQA ID: 57712 LP: 58344 (Accredited) | SERVICE SETA

Course No.	Days	Course Name	Unit Standard	Unit Standard Title	NQF	Credits
13100	6	Module 1: Effective Communication in the Workplace (SP – not Accredited)	119457(F)	Interpret and use information from content	3	5
			119469(F)	Read/view, analyse and respond to a variety of content	4	5
			12153(F)	Use the writing process to compose content required in the business environment	4	5
			119472(F)	Accommodate audience and context needs in verbal/written communication	3	5
			119462(F)	Engage in sustained verbal/written communication and evaluate verbal/written content	4	5
			119459(F)	Write/present/sign for a wide range of contexts	4	5
			119465(F)	Write/present/sign content for a range of communication contexts	3	5
			119467(F)	Use language and communication in occupational learning programmes	3	5

13200	5	Module 2: Personal Effectiveness (SP – Accredited)	242816(C)	Conduct a structured meeting	4	5
			242811(C)	Prioritise time and work for self and team	4	5
			242817(C)	Solve problems, make decisions and implement solutions	4	8
			15234(E)	Apply efficient time management to the work of a department/ division	5	4
13300	5	Module 3: Effectiveness in Teams (SP – Accredited)	242824(C)	Apply leadership concepts in a work context	4	12
			242819(C)	Motivate and build a team	4	10
			242815(C)	Apply the organisation’s code of conduct in a work environment	4	5
13400	4	Module 4: Achieve Organisational Performance Standards (SP Accredited)	242829(C)	Monitor the level of service to a range of customers	4	5
			242822(C)	Employ a systematic approach to achieving objectives	4	10
			242821(C)	Identify the responsibilities of a team leader in ensuring that organisational standards are met	4	6
13500	5	Module 5: Calculations and Statistics (SP Accredited)	242810(C)	Manage expenditure against a budget	4	6
			9015(F)	Apply knowledge of statistics and probability to critically interrogate and effectively communicate findings on life-related problems	4	6

			7468(F)	Use mathematics to investigate and monitor the financial aspects of personal, business, national and international issues	4	6
			9016(F)	Represent, analyse and calculate shape and motion in 2 and 3-dimensional space in different contexts	4	4
13600	4	Module 6: Administrative Effectiveness (SP Accredited)	110003(E)	Develop administrative procedures in a selected organisation	4	8
			110026(E)	Describe and assist in the control of fraud in an office environment	4	4
			110009(E)	Manage administration records	4	4
			242820(E)	Maintain records for a team	3	4
			242840(E)	Make oral presentations	4	2

11. National Certificate: Generic Management

NQF 5 (164 credits) SAQA ID: 59201 LP: 60273 (Accredited) | SERVICE SETA

Course No.	Days	Course Name	Unit Standard	Unit Standard Title	NQF	Credits
11100	5	Module 1: Making an Impact: Inter-personal Intelligence (SP Accredited)	252037(C)	Build teams to achieve goals and objectives	5	6
			252027(C)	Devise and apply strategies to establish and maintain workplace relations	5	6
			252043(C)	Manage a diverse workforce to add value	5	6
			12433(F)	Use communication techniques effectively	5	8
11200	8	Module 2: Leadership (SP Accredited)	120300(F)	Analyse leadership and related theories in a work context	5	8
			252042(F)	Apply the principles of ethics to improve organisational culture	5	5
			252021(C)	Formulate recommendations for a change process	5	8
			252026(F)	Apply a systems approach to decision making	5	6
11300	8	Module 3: Mobilize and Manage Performance (SP Accredited)	252029(C)	Lead people development and talent management	5	8
			252034(C)	Monitor and evaluate team members against performance standards	5	8
			252035(C)	Select and coach first-line managers	5	8
11400	8	Module 4: Manage Operations (SP Accredited)	252032(C)	Develop, implement and evaluate an operational plan	5	8

		Accredited)	252022(F)	Develop, implement and evaluate a project plan	5	8
			252020(C)	Create and manage an environment that promotes innovation	5	6
			252044(C)	Apply the principles of knowledge management	5	6
			15219(E)	Develop and implement a strategy and action plans for a team, department or division	5	4
11500	7	Module 5: Finance and Risk Management	252025 (C)	Monitor, assess and manage risk	5	8
			252036(F)	Apply mathematical analysis to economic and financial information	5	6
			252040 (F)	Manage the finances of a unit	5	8
11600	7	Module 6: Customer Service (SP Accredited)	10066 (E)	Establish customer needs and relationships	5	16
			10052 (E)	Monitor handling of the customer by frontline customer service	5	6
			10047 (E)	Close a deal with a customer	5	5
			10054(E)	Identify and manage areas of customer service impact	5	6

PROGRAMMES FOR PRIMARY

AGRICULTURE

Peritum Agri Institute has twenty years of experience in training and development in formal and informal, as well as private and public agricultural sectors. Our Programmes are designed to integrate three elements:

Knowledge component: The knowledge required to develop a fundamental understanding of the specific farming component. This knowledge is transferred through highly interactive facilitated workshops, supplemented by visual and interactive learning resources.

Practical integration: The application of knowledge in a practical manner and the ability to apply the learning to one's farming situation. Practical application is facilitated through exhibitions and demonstrations by suppliers and experts, e.g. a fertilizer company doing an exhibition and practical demonstration when the soil preparation module is demonstrated.

Best practice experience: The integration of knowledge, skill and application is facilitated through best practice farm visits. This allows farmers to witness theory being put into practice and to ask the mentoring farmer practical questions about the application.

12. Agricultural Production Short Courses (Primary Agriculture)

Practical, experiential courses teaching best practices for a range of crop and animal farm production systems including:

- Poultry
- Livestock
- Grain
- Various other crops

Course No.	Days	Course Name	Unit Standard	Unit Standard Title	NQF	Credits
901	5	Basic Pig Rearing (accredited)	116191(C)	Apply standard animal feeding procedures	1	6
			116153(E)	Apply basic pig husbandry practices	1	5

902A	3	Bee Farming (Accredited)	116198(C)	Harvest animal products	1	5
902	3	Bee Farming	116123	Consider plant botany during the placement of beehives	2	2
			116198	Harvest animal products	1	5
903	3	Farm Finance and Administration (Accredited)	116159(C)	Identify the need for capital and understand the need for the recording of the income and different costs in an agri-business	1	2
			116165(C)	Define production and understand the basic activities of production/conversion in the agri-business environment	1	2
904A	2	Farm Management (Accredited)	116115 (C)	Define and understand production systems and production management	2	2
904	2	Farm Management	116115	Define and understand production systems and production management	2	2
			116172	Apply elementary farm layout and infrastructure	1	2
905A	2	Farm Products Marketing (Accredited)	116126(C)	Apply marketing principles in agriculture	2	2
905	2	Farm Products Marketing	116164	Demonstrate an understanding of the importance of marketing	1	2
			116126	Apply marketing principles in agriculture	2	2
906A	5	Fattening Unit (Accredited)	116173(C)	Evaluate basic external animal anatomy and morphology	1	5
906	5	Fattening Unit	116173	Evaluate basic external animal anatomy and morphology	1	5

			12593	Feed farm animals per a planned diet	1	6
907	2	HR Management for the New Farmer (Accredited)	116113(C)	Explain principles of human resources management and practices in agriculture	2	2
908A	3	Vegetable Production (Accredited)	116204(C)	Recognise pests, diseases and weeds on crops	1	5
908	6	Vegetable Production	12556	Apply fertilizer manually	1	2
			116204	Recognise pests, diseases and weeds on crops	1	5
909	3	Erect and Maintain a Wire Fence (Accredited)	12561	Erect and maintain wire fencing	1	4
913	3	Extensive Farm Veld Management (Accredited)	116157(F)	Demonstrate an understanding of the basic concepts of sustainable farming systems	1	4
			116172(C)	Apply elementary farm layout and infrastructure	1	2
917	3	Fire Fighting	117082(E) (Accredited)	Contribute to the suppression of wildfires at the basic fire-fighting level	1	2
			14897 (Additional – not Accredited)	Adhere to health and safety requirements	1	3
918A	3	Farm Implements and Equipment (Accredited)	116060(C)	Utilise and perform minor repair and maintenance tasks on implements, equipment and infrastructure	2	5

918	3	Farm Implements and Equipment	116167	Select, use and care for hand tools and basic equipment and infrastructure	2	4
			116060(C)	Utilise and perform minor repair and maintenance tasks on implements, equipment and infrastructure	2	5
919	2	Irrigation Systems (Accredited)	116066(C)	Operate and maintain specific irrigation systems	2	3
925	10	Poultry Farming (Accredited)	119430(C)	Demonstrate an understanding of poultry nutrition	3	10
			119409(C)	Manage the brooding of poultry chicks	3	10
			119396(E)	Manage post-brooding broiler production activities	3	15
926	6	Animal Husbandry (Accredited)	12591(E)	Administer husbandry practices to farm animals	1	20
927A	4	Animal Nutrition (Accredited)	116055(C)	Understand animal nutrition	2	7
927	4	Animal Nutrition	116055	Understand animal nutrition	2	7
			116191	Animal feeding procedures	1	6
928A	5	Artificial Insemination (Accredited)	116215(E)	Apply basic artificial insemination practices	3	5
928	5	Artificial Insemination	116107	Identify basic breeding practices for farm animals	2	5
			116215	Apply basic artificial insemination practices	3	5
929	5	Exposure to Computers			1	
930	6	Food Processing and Preserving (Accredited)	242970(E)	Implement good manufacturing practices in food processing	4	10

932A	8	Fruit Production Management (Accredited)	116124(C)	Pest, disease and weed management	2	2
			116070(C)	Operate and support food safety and quality management system in the agricultural supply chain	2	2
932	8	Fruit Production Management	116124	Pest, disease and weed management	2	2
			116201	Harvest crops	1	5
			116070	Operate and support food safety and quality management system in the agricultural supply chain	2	2
			14356	Demonstrate an understanding of fruit cultivars	1	5
			14334	Fertilize deciduous fruit tree orchards	1	1
933A	9	Growing Asparagus (Accredited)	116204(C)	Recognise pests, diseases and weeds on crops	1	5
933	9	Growing Asparagus	12556	Apply fertilizer manually	1	2
			116204	Recognise pests, diseases and weeds on crops	1	5
			117965	Demonstrate an understanding of vegetable crop harvesting	1	4
934	2	Introduction to Value Adding in Farming (Accredited)	12631(E)	Apply basic entrepreneurial principles to farming	3	7
935	1	Tractor Operator (Accredited)	116820	Drive a tractor	2	10
936	10	Ostrich Farming (Accredited)	116173(C)	Evaluate basic external animal anatomy and morphology	1	5

			116191(C)	Apply standard animal feeding procedures	1	6
			116174(C)	Recognise the basic breeding behaviour of farm animals	1	6
			116198(C)	Harvest animal products	1	5
937	5	Pecan Nut Production	116200	Plant crops under supervision	1	4
			116206	Fertilize soil and attend to basic plant nutrition	1	5
			116204	Recognise pests, diseases and weeds	1	5
938	10	Poultry Abattoir Management	119386	Demonstrate a basic understanding of the poultry processing industry	2	1
			119422	Utilise health and safety principles in poultry processing	2	12
			119428	Apply cold chain management in poultry processing	1	3
			119388	Apply health and safety practices in poultry processing	1	12
942	5	Indigenous Goat Production (Accredited)	116191	Apply standard animal feeding procedures	1	6
			116197	Observe and handle animals	1	5
			116174	Recognise basic breeding behaviour of farm animals	1	6
939	3	Pasture Establishment			4	
940	4	Fish Breeding			4	
941	4	Fish Farming			4	
6001	10	Maize Production			4	
6002	10	Wheat Production			4	
6003	10	Cotton Production			4	

6004	10	Cassava Production	4	
6005	10	Rice Production	4	
6006	10	Sugar Cane Production	4	
6007	10	Sunflower Production	4	
6008	10	Vegetable Production	4	

13. Farmer Development Programmes

Highly practical programmes of experiential nature aimed at equipping new farmers with the competence required for sustainable farming and the management of a farming business. The programme normally consists of a management component and a production component that include 6-8 of the following modules based on the specific needs of the group of farmers trained.

Farmer Development Programmes are available on the basic and advanced levels.

Course No.	Days	Course Name	Unit Standard	Unit Standard Title	NQF	Credits
801	4	Farm Business Management	116274	Assist in farm planning and layout for conservation and rainwater harvesting	3	3
			116288	Execute sustainable resource use and quality control	4	3
			116126	Apply marketing principles in agriculture	2	2
			116291	Participate in the development and management of an Agribusiness plan	4	3
802	3	Manage Farm Finance	116159	Identify the need for capital and understand the need for the recording of the income and different costs in an agri-business	1	2

804	4	Managing Staff	116257	Explain human resource policies and procedure	3	3
			13952	Demonstrate a basic understanding of the primary labour legislation that impacts a business unit	4	8
			14636	Follow grievance procedure	3	2
805	5	Management Principles for Emerging Farmers	116218	Explain the planning and scheduling of tasks in a production environment	3	3
			242817	Solve problems, make decisions and implement solutions	4	8
			120394	Apply communication principles, strategies and processes in a leadership role	4	6
806	1	Efficient Application of Electricity			3	
807	5	Part 1: Animal Nutrition and Breeding Practice	116055	Understand animal nutrition	2	7
			116191	Apply standard animal feeding procedures	1	6
		Part 2: Animal Health and Harvesting Products	116074	Observe and inspect animal health	2	5
			116144	Apply animal products harvesting procedures	2	5
809	5	Farming Practice: Grain	13355	Demonstrate an understanding of the physical and biological environment and its relationship to sustainable crop production	1	4
			116053	Understand basic soil fertility and plant nutrition	2	5

			116079	Monitor the establishment of a crop	2	4
			116124	Control pests, diseases and weeds on all crops effectively and responsibly	2	2
			116111	Harvest agricultural crops: procedures	2	4
810	2	New Business Owner Workshop			3	

14. Advanced Farmer Development Programmes

Course No	Days	Course Name	NQF
1001	3	Business Management	5
1002	3	Entrepreneurial Farming Skills	5
1003	3	Leadership	5
1004	3	Advanced Farming Finance	5
1005	3	Financial Survival	5
1006	5	Computer Literacy	3

15. Advanced Livestock Production Programmes

Course No	Days	Course Name	NQF
800a1	3	Farm Infrastructure Layout and Planning	5
800a2	3	Advanced Livestock Nutrition	5
800a3	2	Advanced Fattening Unit	5
800a4	3	Advanced Livestock Health	5
800a5	4	Advanced Livestock Reproduction	5
800a6	5	Advanced Animal Husbandry	5

QUALIFICATIONS IN PRIMARY

AGRICULTURE

LEARNERSHIPS

16. National Certificate NQF 2: Mixed Farming Systems

SAQA ID: 48977 (Accredited)

Course No.	Days	Course Name	Unit Standard	Unit Standard Title	NQF	Credits
7001	10	Farm Management (27 credits)	116115(C)	Define and understand production systems and production management	2	2
			119454(F)	Maintain and adapt verbal communication	2	5
			1194569(F)	Write for a defined context	2	5
			116126(C)	Apply marketing principles in agriculture	2	2
			116113(C)	Explain principles of HR management and practices in agriculture	2	2
			116122(C)	Control inputs and stock in agribusiness	2	2
			116080(F)	Monitor, collect and collate agricultural data	2	2
			12444(F)	Measure, estimate and calculate physical quantities and explore, describe and represent geometrical relationships in 2 dimensions in different life or workplace contexts	2	3
			7469(F)	Use mathematics to investigate and monitor the financial aspects of personal and community life	2	2

			116083(C)	Illustrate and understand the basic layout of financial statements	2	2
7002	10	Sustainable Farming Practices (32 credits)	116121(C)	Apply sustainable farming practices to conserve the ecological environment	2	5
			116127(C)	Apply layout principles for conservation and infrastructure	2	5
			116070(C)	Operate and support food safety and quality management system in the agricultural supply chain	2	2
			116077(C)	Monitor water quality	2	3
			116060(C)	Utilise and perform minor repair and maintenance tasks on implements, equipment and infrastructure	2	5
			116064(F)	Recognise and identify the basic functions of the ecological environment	2	4
			9007(F)	Work with a range of patterns and functions and solve problems	2	5
			9009(F)	Apply basic knowledge of statistics and probability to influence the use of data and procedures to investigate life-related problems	2	3

7003	10	Crop Farming (26 credits)	116053(C)	Understand basic soil fertility and plant nutrition	2	5
			116124(C)	Control pests, diseases and weeds on all crops effectively and responsibly	2	2
			116125(C)	Apply crop protection and animal health products effectively and responsibly	2	4
			116079(C)	Monitor the establishment of a crop	2	4
			116128(C)	Apply plant manipulation methods	2	4
			119463(F)	Access and use information from content	2	5
			116081(C)	Identify and recognise factors influencing agricultural enterprise selection	2	2
7004	10	Livestock Farming (44 credits)	116055(C)	Understand animal nutrition	2	7
			116063(C)	Respond correctly to control defensive behaviour in animals	2	4
			7480(F)	Demonstrate understanding of rational and irrational numbers and number systems	2	3
			8347(E)	Control problem animals	2	4
			116643(E)	Administer livestock processing treatments	2	8
			116637(E)	Determine livestock mass	3	2
			116638(E)	Mix and deliver feedlot to bunker	2	4
			116645(E)	Control feed bunker and water through quality	3	6

			116653(E)	Demonstrate an understanding of feedlot feed ingredients and blends	3	6
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17. National Certificate NQF 2: Plant Production

SAQA ID: 48975 (Accredited)

Course No.	Days	Course Name	Unit Standard	Unit Standard Title	NQF	Credits
7101	8	Farm Management	119460(F)	Use language and communication in occupational learning programmes	2	5
			116115(C)	Define and understand production systems and production management	2	2
			119454(F)	Maintain and adapt verbal communication	2	5
			119456(F)	Write for a defined context	2	5
			116126(C)	Apply marketing principles in agriculture	2	2
			116113(C)	Explain principles of HR management and practices in agriculture	2	2
			7469(F)	Use mathematics to investigate and monitor the financial aspects of personal and community life	2	2
			116083(C)	Illustrate and understand the basic layout of financial statements	2	2
7102	10	Natural Resource Management and Sustainability	116121(C)	Apply sustainable farming practices to conserve the ecological environment	2	5
			116066(C)	Operate and maintain specific irrigation systems	2	3
			13356(C)	Assess the influence of the environment on sustainable livestock production	1	4
			116077(C)	Monitor water quality	2	3

			116109(E)	Interpret and illustrate permaculture principles	2	5
			116064(F)	Recognise and identify the basic functions of the ecological environment	2	4
			9007(F)	Work with a range of patterns and functions and solve problems	2	5
			9009(F)	Apply basic knowledge of statistics and probability to influence the use of data and procedures to investigate life-related problems	2	3
7103	10	Crop Farming (36 credits)	116124(C)	Control pests, diseases and weeds on all crops effectively and responsibly	2	2
			116053(C)	Understand basic soil fertility and plant nutrition	2	5
			116125(C)	Apply crop protection and animal health products effectively and responsibly	2	4
			116079(C)	Monitor the establishment of a crop	2	4
			116128(C)	Apply plant manipulation methods	2	4
			116057(C)	Understand the structure and functions of a plant	2	5
			116111(C)	Harvest crops: procedures	2	4
			116119(C)	Demonstrate an understanding of plant propagation	2	3
			119463(F)	Access and use information from content	2	5

7104	8	Practical Production Management (28 credits)	7480(F)	Demonstrate understanding of rational and irrational numbers and number systems	2	3
			12444(F)	Measure, estimate and calculate physical quantities and explore, describe and represent geometrical relationships in 2 dimensions in different life or workplace contexts	2	3
			116080	Monitor, collect and collate agricultural data	2	2
			116127(C)	Apply layout principles for conservation and infrastructure	2	5
			116070(C)	Operate and support food safety and quality management system in the agricultural supply chain	2	2
			116060(C)	Utilise and perform minor repair and maintenance tasks on implements, equipment and infrastructure	2	5
			116081(C)	Identify and recognise factors influencing agricultural enterprise selection	2	2
			116065(E)	Store and control agrochemical products effectively and responsibly	2	4
			116122(C)	Control inputs and stock in agribusiness	2	2

18. National Certificate NQF 3: Animal Production

SAQA ID: 49048 (Accredited)

Course No.	Days	Course Name	Unit Standard	Unit Standard Title	NQF	Credits
14100	8	Farm Management (27 credits)	116214(C)	Interpret factors influencing agricultural enterprises and plan accordingly	3	3
			116274(C)	Assist in farm planning and layout for conservation and rainwater harvesting	3	3
			9013(F)	Describe, apply, analyse and calculate shape and motion in 2 and 3-dimensional space in different contexts	3	4
			116263(C)	Monitor natural resource management practices	3	4
			116222(F)	Incorporate basic concepts of sustainable farming systems into practical farm activities	3	7
			116275(C)	Apply routine maintenance and servicing plans and procedures	3	3
			116240(C)	Explain store inputs categories, labelling and storage methods	3	3
14200	10	Farm Finance and Staff Management (29 credits)	116237(C)	Explain costing and the viability of an agri-business	3	3
			7456(F)	Use mathematics to investigate and monitor the financial aspects of personal, business and national issues	3	5
			116257(C)	Explain human resource policies and procedures	3	3

			116218(C)	Explain the planning and scheduling of tasks in a production environment.	3	3
			119472(F)	Accommodate audience and context needs in oral communication.	3	5
			119467(F)	Use language and communication in occupational learning programmes	3	5
			119465(F)	Write texts for a range of communicative contexts	3	5
14300	7	Livestock Anatomy, Physiology and Health (22 credits)	116260(C)	Explain animal anatomy and physiology	3	5
			116219(C)	Explain the prevention and treatment of animal diseases	3	5
			9012(F)	Investigate life and work-related problems using data and probabilities (disease-related)	3	5
			116125(C)	Apply animal health products effectively and responsibly	2	4
			116211(C)	Minimise risk in animal management	3	3
14400		Livestock Nutrition (16 credits)	116225(C)	Explain elementary animal nutrition	3	6
			9010(F)	Demonstrate an understanding of the use of different number bases and measurement units and an awareness of error in the context of relevant calculations	3	2
			116212(C)	Maintain water quality parameters	3	2
			116645(E)	Control feed bunker and water through quality	3	6

14500	4	Livestock Reproduction (14 credits)	116216(C)	Apply advanced breeding practices for farm animals	3	4
			119457(F)	Interpret and use information from content (articles on reproduction)	3	5
			116269(F)	Supervise the collection of agricultural data	3	5
14600	5	Harvesting and Marketing Livestock Products (19 credits)	116217(C)	Explain the harvesting of animal products	3	5
			10976(E)	Convey livestock	3	8
			116259(C)	Explain the application of marketing principles within an alternative and dynamic agricultural marketing environment	3	3
			116271(C)	Monitor and supervise a food safety and quality management system in the agricultural supply chain	3	3

19. National Certificate NQF 3: Plant Production

SAQA ID: 49052 (Accredited)

Course No.	Days	Course Name	Unit Standard	Unit Standard Title	NQF	Credits
21100	6	Farm Business Management (24 credits)	116237(C)	Explain costing and the viability of an agri-business	3	3
			116257(C)	Explain human resource policies and procedure	3	3
			116275(C)	Apply routine maintenance and servicing plans and procedures	3	3
			7456(F)	Use mathematics to investigate and monitor the financial aspects of personal, business and national issues	3	5
			119472(F)	Accommodate audience and context needs in verbal/written communication	3	5
			116258(E)	Communicate Agri ecotourism principles and concepts effectively and adapt to needs	3	5
21200	6	Sustainable Farming Practices (26 credits)	116214(C)	Interpret factors influencing agricultural enterprises and plan accordingly	3	3
			116221(E)	Identify and apply permaculture principles	4	5
			116212(C)	Maintain water quality parameters	3	2
			116222(F)	Incorporate basic concepts of sustainable farming systems into practical farm activities	3	7
			116263(C)	Monitor natural resource management practices	3	4

			119467(F)	Use language and communication in occupational learning programmes	3	5
21300	6	Establish the Crop (25 credits)	116274(C)	Assist in farm planning and layout for conservation and rainwater harvesting	3	3
			116220(C)	Explain the propagation of plants	3	4
			116272(C)	Demonstrate a basic understanding of the physiological functioning of the anatomical structures of the plant	3	4
			116267(C)	Manage soil fertility and plant nutrition	3	5
			9012(F)	Investigate life and work-related problems using data and probabilities	3	5
			9013(F)	Describe, apply, analyse and calculate shape and motion in 2 and 3-dimensional space in different contexts	3	4
			116218(C)	Explain the planning and scheduling of tasks in a production environment	3	3
21400	6	Grow the Crop (25 credits)	116265(C)	Monitor pests, diseases and weeds on crops	3	2
			116264(C)	Monitor plant manipulation	3	3
			116125(C)	Apply crop protection and animal health products effectively and responsibly	2	4
			116240(C)	Explain store inputs categories, labelling and storage methods	3	3

			116266(C)	Monitor the operation and maintenance of irrigation systems	3	3
			116269(F)	Supervise the collection of agricultural data	3	5
			9010(F)	Use of numbers	3	2
21500	6	Harvest and Market the Crop (24 credits)	116268(C)	Monitor and coordinate the harvesting of agricultural products	3	4
			116259(C)	Explain the application of marketing principles within an alternative and dynamic agricultural marketing environment	3	3
			116271(C)	Monitor and supervise a food safety and quality management system in the agricultural supply chain	3	3
			116261(E)	Introduction to organic certification and internal control systems	3	4
			119457(F)	Interpret and use information from content	3	5
			119465(F)	Write/present/sign content for a range of communicative contexts	3	5

20. National Certificate NQF 4: Animal Production

SAQA ID: 48979 (Accredited)

Course No.	Days	Course Name	Unit Standard	Unit Standard Title	NQF	Credits
19100	6	Farm Business Management (30 credits)	116286(C)	Give an overview of the industry structure	4	2
			116319(C)	Prepare a complete farm budget and establish a properly integrated information system for an agri-business	4	3
			116302(C)	Assume co-responsibility and participation in Human resource management	4	3
			116315(E)	Recognise Agri ecotourism within the strategic environment	4	5
			116291(C)	Participate in the development and management of an agri-business plan	4	3
			7468(F)	Use mathematics to investigate and monitor the financial aspects of personal, business, national and international issues	4	6
			116290(C)	Establish a plan for the monitoring, safe use and maintenance of equipment implements, technology and infrastructure	4	3
			119472(F)	Accommodate audience and context needs in verbal/written communication	3	5
19200	6	Sustainable Farming Practices (31 credits)	116293(C)	Evaluate, adjust and implement factors influencing agricultural enterprises	4	3

			116309(C)	Implement integrated farm layout and site selection	4	3
			116303(C)	Implement a natural resource management plan	4	3
			116320(F)	Plan and maintain environmentally sound agricultural processes	4	8
			116288(C)	Execute sustainable resource use and quality control	4	3
			12417(F)	Measure, estimate & calculate physical quantities & explore, critique & prove geometrical relationships in 2 and 3-dimensional space in the life and workplace of an adult with increasing responsibilities	4	3
			116322(C)	Manage water quality parameters	4	3
			119469(F)	Read/view, analyse and respond to a variety of content	4	5
19300	5	Animal Production (27 credits)	116281(C)	Explain animal classification and natural history	4	2
			116308(C)	Implement animal health and bio-security programs	4	3
			116300(C)	Apply procedures to manage damage control in animals and victims	4	2
			116285(C)	Explain functional animal anatomy and physiology	4	3
			116318(C)	Plan and maintain breeding systems	4	3
			116282(C)	Explain intermediate animal nutrition	4	4

			119471(F)	Use language and communication in occupational learning programmes	4	5
			119462(F)	Engage in sustained verbal/ written communication and evaluate verbal/written content	4	5
19400	10	Manage a Feedlot (50 credits)	116321(C)	Procure and manage agricultural input	4	3
			116312(F)	Implement a data collection plan	4	4
			116649(E)	Control feedlot production unit	4	32
			9015(F)	Apply knowledge of statistics and probability to critically interrogate and effectively communicate findings on life-related problems	4	6
			119459(F)	Write/present/sign for a wide range of contexts	4	5
19500	5	Harvest and Market the Products (24 credits)	116307(C)	Manage the quality of the harvesting of animal products	4	3
			116684(C)	Participate in the development and management of an agricultural marketing plan	4	3
			116278(C)	Implement a food safety and quality management system in the agricultural supply chain	4	3
			119457(F)	Interpret and use information from texts	3	5
			119466(F)	Interpret a variety of literary content	3	5
			119465(F)	Write/present/sign content for a range of communicative contexts	3	5

21. National Certificate NQF 4: Plant Production

SAQA ID: 49009 (Accredited)

Course No.	Days	Course Name	Unit Standard	Unit Standard Title	NQF	Credits
20100	6	Farm Business Management (30 credits)	116286(C)	Give an overview of the industry structure	4	2
			116319(C)	Prepare a complete farm budget and establish a properly integrated information system for an agri-business	4	3
			116302(C)	Assume co-responsibility and participation in human resource management	4	3
			116315(E)	Recognise Agri ecotourism within the strategic environment	4	5
			116291(C)	Participate in the development and management of an agri-business plan	4	3
			7468(F)	Use mathematics to investigate and monitor the financial aspects of personal, business, national and international issues	4	6
			116290(C)	Establish a plan for the monitoring, safe use and maintenance of equipment implements, technology and infrastructure	4	3
			119472(F)	Accommodate audience and context needs in verbal/written communication	3	5

20200	6	Sustainable Farming Practices (32 credits)	116293(C)	Evaluate, adjust and implement factors influencing agricultural enterprises	4	3
			116279(E)	Implement a permaculture site design	4	7
			116322(C)	Manage water quality parameters	4	3
			116288(C)	Execute sustainable resource use and quality control	4	3
			116303(C)	Implement a natural resource management plan	4	3
			116320(F)	Plan and maintain environmentally-sound agricultural processes	4	8
			119469(F)	Read/view, analyse and respond to a variety of content	4	5
20300	5	Establish the Crop (25 credits)	116309(C)	Implement integrated farm layout and site selection	4	3
			116295(C)	Demonstrate a basic understanding of the physiological processes in plant growth and development	4	3
			116316(C)	Propagate plants in a variety of situations	4	3
			12417(F)	Measure, estimate and calculate physical quantities and explore, critique and prove geometrical relationships in 2 and 3-dimensional space in the life and workplace of the adult with increasing responsibilities	4	4
			116311(C)	Implement soil fertility and plant nutrition practices	4	3
			119471(F)	Use language and	4	5

				communication in occupational learning programmes		
			119462(F)	Engage in sustained verbal/ written communication and evaluate verbal/written content	4	5
20400	5	Grow the Crop (27 credits)	116321(C)	Procure and manage agricultural input	4	3
			116317(C)	Schedule the operation and maintenance of irrigation systems	4	3
			116312(F)	Implement a data collection plan	4	4
			116301(C)	Apply effective and responsible integrated pest, disease and weed control	4	3
			116305(C)	Manage plant manipulation methods of an agricultural crop	4	3
			9015(F)	Apply knowledge of statistics and probability to critically interrogate and effectively communicate findings on life-related problems	4	6
			119459(F)	Write/present/sign for a wide range of contexts	4	5
20500	5	Harvest the Crop (29 credits)	116297(C)	Develop a harvesting plan for the specific agricultural crop	4	3
			116684(C)	Participate in the development and management of an agricultural marketing plan	4	3
			116278(C)	Implement a food safety and quality management system in the agricultural supply chain	4	3
			116306(E)	Manage organic certification and internal control systems	4	5

			119466(F)	Interpret a variety of literary content	3	5
			119457(F)	Interpret and use information from content	3	5
			119465(F)	Write/present/sign content for a range of communicative contexts	3	5

22. National Diploma NQF 5: Animal Production

SAQA ID: 49011 (Accredited)

Course No.	Days	Course Name	Unit Standard	Unit Standard Title	NQF	Credits
12100	5	Module 1: Research and Text Analysis	119471(F)	Research, content analyses and methodology	4	5
			119462(F)		4	5
			119459(E)		4	5
			119469(F)		4	5
12200	5	Module 2: Farm Business Management	116426(C)	Farm business management	5	11
			116327(E)		5	6
12300	5	Module 3: Staff Management	116394(C)	Manage staff in a farming operation	5	9
12400	5	Module 4: Farm Finance Management	116428(C)	Financial management in a farming business	5	11
			7466(F)		4	2
			7468(F)		4	6
			7483(F)		4	2
			7470(F)		4	6
			12417(F)		4	4
12500	5	Module 5: Marketing of Agri-products that Meet Food Safety Standards	116419(C)	Marketing of agri-products that meet food safety standards	5	7
			10050(C)		5	6
12600	25	Module 6: Livestock Production	116388(C)	Anatomy and health	5	10
			116399(C)		5	5
			116393(C)		5	8
			116430(C)	Animal nutrition	5	12

			116382(C)		5	6
			116385(C)	Integrated sustainable breeding methods	5	10
			116336(C)		5	8
			116390(C)	Harvesting animal products	5	9
			116381(C)		5	8
			116649(E)	Feedlot management	4	32
12700	10	Module 7: Infrastructure, Resource and Technology Management	116425(C)	Infrastructure, resource and technology management	5	8
			116337(C)		5	11
			116384(C)		5	5
			116369(C)		5	6
			116324(C)		5	9
			116387(F)		5	8
			116412(F)		4	4

23. National Diploma NQF 5: Plant Production

SAQA ID: 49010 (Accredited)

Course No.	Days	Course Name	Unit Standard	Unit Standard Title	NQF	Credits
18100	5	Module 1: Research and Text Analysis	119459(F)	Research, content analyses and methodology	4	5
			119469(F)		4	5
			119462(F)		4	5
			119471(F)		4	5
18200	5	Module 2: Farm Business Management	116426(C)	Farm business management	5	11
			116327(E)		5	6
18300	5	Module 3: Farm Staff Management	116394(C)	Manage staff in a farming business	5	9
18400	5	Module 4: Farm Finance Management	116428(C)	Financial management in a farming business	5	11
			7466(F)		4	2
			7468(F)		4	6
			7483(F)		4	2
			7470(F)		4	6
			12417(F)		4	4
18500	5	Module 5: Marketing	116419(C)	Marketing of agri- products that meet food safety standards	5	7
			10050(C)		5	6
			116382(C)		5	6
18600	20	Module 6: Crop Production	116431(C)	Plant physiology and soil systems	5	9
			116371(C)		5	10
			116427(C)	Plant production	5	9
			116409(C)		5	8
			116405(E)		5	10
			116383(E)		5	10
			116328(E)	Application and pest management	5	14
			116429(C)		5	10
			116414(C)	Irrigation and harvesting	5	10
			116373(C)		5	10

18700	10	Module 7: Infrastructure, Resource and Technology Management	116425(C)	Infrastructure, resource and technology management	5	8
			116337(C)		5	11
			116384(C)		5	5
			116369(C)		5	6
			116324(C)		5	9
			116387(F)		5	8
			116412(F)		4	4

PROGRAMMES FOR AGRIBUSINESS

Do you find yourself pondering how to ensure long-term business success in an ever-changing global sphere? Has it dawned on you that the successful recipe of the 80s and 90s is no longer effective in producing sustainable results? As a leader of your organisation, you probably reached the point where it is clear to you that the management paradigm of the last century - centred on control and efficiency - no longer suffices in a world where adaptability and creativity drive business success!

Management innovation-cascaded through all levels of management in your organisation is what is required to thrive in the future! To continue to lead, ten years from now, companies must reinvent management- find new ways of mobilizing talent, allocating resources, securing customer loyalty and formulating strategies.

Modern management approaches recognize that both people and business climate are complex and variable today, becoming more so tomorrow. A fresh approach is required to respond to the vibrant and dynamic business environment.

Our Customized Corporate Agri Management Journeys are not always easy. Along the way your leaders will be confronted with paradigm shifts, moments of disruption, learning and unlearning, which can be uncomfortable – or even painful. But our programmes offer you a reliable compass with which to navigate the path. Our interactive and lively approach takes leaders beyond the classroom and plunges them into real-world challenges so that they learn and adapt continuously through application and experience.

Meet with us today to discuss how we could craft the management programmes you need to transform your organisation and workforce to be future-proof.

24. Agri Retail Management Development Programme

Course No	Days	Course Name	NQF
E/LMS 32100	1	Module 1: Building Intrapersonal Strength	6
E/LMS 32200	2	Module 2: Manage the Business Scorecard	6
E/LMS 32300	2	Module 3: Understanding Retail	6
E/LMS 32400	2	Module 4: Merchandizing	6
E/LMS 32500	2	Module 5: Market Analysis and Market Plan	6
E/LMS 32600	2	Module 6: Customer Service and Becoming a Trusted Advisor	6

E/LMS 32700	2	Module 7: Establish a Culture of Sales	6
E/LMS 32800	2	Module 8: Inventory and Stock Management	6
E/LMS 32900	2	Module 9: Manage the Finance of a Business Unit	6
E/LMS 321000	2	Module 10: Enhance Engagement and Team Synergy	6

25. Agri Effective Marketer Management Development Programme

Course No	Days	Course Name	NQF
E/LMS 35100	1	Module 1: Professional Personal Branding	6
E/LMS 35200	2	Module 2: Customer-Centric Portfolio Management	6
E/LMS 35300	2	Module 3: Effective Advisor	6
E/LMS 35400	2	Module 4: Intra- and Interpersonal Effectiveness	6
E/LMS 32500	2	Module 5: Optimize Market Growth	6
E/LMS 35600	2	Module 6: Brushing up on Selling	6
E/LMS 32900	2	Module 7: Manage the Finance of a Business Uni	6
E/LMS 321001	2	Module 8: Manage Cross-Functional Relationships	6
	2	Module 9: Towards the Future (Assessment and Recap)	6

26. Agri Spare Parts Management Development Programme

Course No	Days	Course Name	NQF
E/LMS 35400	2	Module 1: Intra and Interpersonal Effectiveness	6
E/LMS 32200	2	Module 2: Manage the Business Score Card	6
E/LMS 32600	2	Module 3: Customer Service and Being a Trusted Advisor	6
E/LMS 32800	2	Module 4: Inventory and Stock Management	6
E/LMS 321001	2	Module 5: Manage Cross-Functional Relationships	6
E/LMS 32900	2	Module 6: Manage the Finance of a Business Unit	6
E/LMS 321000	2	Module 7: Enhance Engagement and Team Synergy	6
	2	Module 8: Toward the Future: Assessment and Recap	6

27. Agri Grain Storage Management Development Programme

Course No	Days	Course Name	NQF
E/LMS 32100	1	Module 1: Building Intra and Interpersonal Strength	6
E/LMS 31200	2	Module 2: Grain Storage Infrastructure and Process Management	6
E/LMS 31300	2	Module 3: Manage Quality of Grain in Storage	6
E/LMS 32200	2	Module 4: Managing the Business Scorecard	6
E/LMS 32500	2	Module 5: Market Analysis and Planning	6
E/LMS 32600	2	Module 6: Customer Service and Being a Trusted Advisor	6
E/LMS 31700	2	Module 7: Mobilise and Manage Performance	6
E/LMS 32900	2	Module 8: Manage the Finance of a Business Unit	6
E/LMS 31100	1	Module 9: Legislation and Regulations Relevant to Grain Storage	6
E/LMS 321000	2	Enhance Engagement and Team Synergy	6

28. Agri Workshop Management Development Programme

Course No	Days	Course Name	NQF
E/LMS 32100	2	Module 1: Building Intra and Interpersonal Strength	6
E/LMS 32200	2	Module 2: Manage the Business Score Card	6
E/LMS 32600	2	Module 3: Customer Service and Being a Trusted Advisor	6
E/LMS 9009D	2	Module 4: Managing Time and Work Schedules in a Workshop	6
E/LMS 31700	2	Module 5: Mobilise and Manage Performance	6
E/LMS 32900	2	Module 6: Manage the Finance of a Business Unit	6
E/LMS 321000	2	Module 7: Enhance Engagement and Team Synergy	6
	2	Module 8: Towards the Future: Assessment and Recap	6

29. Agri Insurance Office Management Development Programme

Course No	Days	Course Name	NQF
90191	1	Module 1: Self-Mastery	6
90192	2	Module 2: Building Professional Brand Value	6
90193	2	Module 3: Interpersonal Effectiveness	6
90194	2	Module 4: Growing Market Share	6
90195	2	Module 5: Selling, Upselling and Reselling	6
90196	2	Module 6: Lead Teams	6
90197	2	Module 7: Effective Management	6
90198	2	Module 8: Going Forward	6



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