

SAQA US ID: 66609

**QUALIFICATION TITLE: Further Education and Training
Certificate: Retail Insurance NQF Level 4 Credits 140**

PURPOSE OF THE UNIT STANDARD

The purpose of the Qualification is to build knowledge and skill required for licensing with the insurance. It is intended to empower learners to acquire knowledge, skills, attitudes and values required to operate confidently as individuals in the South African community and to respond to the challenges of the economic environment and changing world of work as a result of regulation in Financial Services industry. It should add value to the qualifying learner in terms of enrichment of the person, status and recognition.

The Qualification covers Long-Term and Short-Term insurance related learning. It introduces a fundamental understanding of the key terms, rules, concepts and principles of insurance that will enable learners to be informed workers in the Retail Insurance industry. It provides a balanced learning experience that allows flexible access to lifelong learning, higher education and to productive employment. It provides an opportunity for learners to learn and apply academic skills in relation to the workplace and will allow for multi-skilling.

The focus is on basic information gathering, analysis, evaluation, presentation and the ability to apply knowledge of the sub-field to solve common problems within given a familiar context. The knowledge and skills learnt towards the Qualification should make learners who sell insurance policies in the Retail Sector more informed, efficient and cost effective workers who meet the Fit and Proper Qualification requirements. This should result, in more effective and efficient service to the consumer and should make the industry more competitive and compliant in the global market.



SPECIFIC OUTCOME

Qualifying learners are capable of:

Carrying out basic research, information gathering and analysis.

Interpreting current affairs and their influence on insurance.

Managing personal finances and risk in a work environment.

Operating a computer for business purposes.

Understanding the nature and scope of Short Term insurance.

Understanding the nature and scope of Long-Term insurance.

Applying knowledge of legislation, ethics and compliance in a Retail Insurance environment.

Applying skills of customer care to build a professional relationship with a client.

