



Accredited Africa Training Institute for Capacity Development

Unit FO409, Hatfield Plaza · 1122 Burnett St, Hatfield 0028 · Pretoria, Gauteng · South Africa

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COURSE BROCHURE

Determine Financial Requirements Of A New Venture Training

Business, Commerce and Management Studies / Generic Management

Unit Standard 119666 · NQF Level 2 · 8 Credits · 5 Days

COURSE OVERVIEW

This course equips aspiring entrepreneurs and new venture managers with the skills to accurately determine the financial requirements of a start-up or expanding business. Participants will learn to identify start-up costs, operational expenses, and revenue projections, enabling them to create realistic financial plans that support sustainable growth and funding applications.

Category	Business, Commerce and Management Studies
Subfield	Generic Management
Unit Standard	119666
Accreditation	SAQA Accredited · NQF Level 2 · 8 Credits
Duration	5 days
Training Method	Online, On-Campus, In-House
Certificate	Issued via AATICD LMS – verifiable online

LEARNING OUTCOMES

- Identify and categorize the financial requirements of a new venture, including start-up capital, operational costs, and contingency funds.
- Analyze financial data to project income, expenses, and cash flow for the first year of operation.
- Evaluate different sources of finance (equity, debt, grants) and their suitability for the venture's needs.
- Prepare a basic financial plan that includes a budget, projected income statement, and cash flow forecast.
- Demonstrate the ability to calculate break-even point and assess the viability of the venture.
- Apply financial ratios to interpret the financial health of the venture and make informed decisions.

WHO SHOULD ATTEND

- Aspiring entrepreneurs, small business owners, and managers planning to start or expand a new venture.
- Also suitable for business advisors and consultants who assist clients with financial planning.

COURSE OUTLINE

Day 1: Introduction to Financial Requirements for a New Venture

- Overview of financial planning for new ventures
- Types of financial requirements: capital, operational, and contingency
- Introduction to the business plan and its financial section
- Key financial statements: income statement, balance sheet, cash flow statement
- Basic financial terminology: assets, liabilities, equity, revenue, expenses

Day 2: Estimating Start-Up and Operational Costs

- Identifying start-up costs: equipment, licenses, deposits, initial inventory
- Estimating operational costs: rent, salaries, utilities, marketing
- Fixed vs variable costs and their behaviour
- Methods for cost estimation: historical data, industry benchmarks, research
- Practical exercise: developing a cost schedule for a new venture

Day 3: Forecasting Revenue and Cash Flow

- Revenue forecasting methods: top-down, bottom-up, and trend analysis
- Pricing strategies and their effect on revenue
- Cash flow vs profit: key differences
- Preparing a cash flow forecast: timing of inflows and outflows
- Managing cash flow shortfalls: credit, loans, and contingency plans

Day 4: Determining Capital Requirements and Funding Options

- Determining capital requirements: combining cost and revenue forecasts
- Sources of funding: personal savings, loans, investors, government grants
- Cost of capital: interest rates, equity dilution, repayment terms
- Criteria for choosing funding: risk, control, affordability
- Practical exercise: creating a funding plan for a sample venture

Day 5: Integrating Financial Plans and Practical Application

- Integrating cost, revenue, and cash flow forecasts into a financial plan
- Presenting financial information to stakeholders: banks, investors, partners
- Sensitivity analysis: testing assumptions and scenarios
- Legal and tax considerations for new ventures in South Africa
- Final assessment: preparing a financial requirements section for a business plan

ASSESSMENT & CERTIFICATION

Delegates are assessed through exercises and a final test. A mark of **50% or above** earns an **AATICD Certificate of Completion**, issued digitally with a unique verification code. This course carries **8 NQF credits** at **NQF Level 2**.

PRICING (PER DELEGATE, EX-VAT)

Delegates	Training Method	Price per Delegate	Total
1	Online	R 23,000.00	R 23,000.00
1	In-House	R 29,900.00	R 29,900.00
1	On-Campus (Pretoria)	R 34,500.00	R 34,500.00

UPCOMING SESSIONS

Start	End	Method	Venue
10 Aug 2026	14 Aug 2026	On-Campus	Durban, South Africa
10 Aug 2026	14 Aug 2026	On-Campus	Abu Dhabi, UAE
10 Aug 2026	14 Aug 2026	On-Campus	Pretoria, South Africa
10 Aug 2026	14 Aug 2026	On-Campus	Dubai, UAE
10 Aug 2026	14 Aug 2026	On-Campus	Cape Town, South Africa
10 Aug 2026	14 Aug 2026	On-Campus	Mauritius
17 Aug 2026	21 Aug 2026	On-Campus	Dubai, UAE
17 Aug 2026	21 Aug 2026	On-Campus	Pretoria, South Africa

Contact us if no suitable date is listed – on-demand sessions can be arranged for groups.

HOW TO GET A QUOTE OR APPLY

- 1. Get an instant quotation online:** visit www.aaticd.co.za, open the page for this course (Unit Standard 119666) and click **Get A Quote / Apply**. Select your training method and number of delegates – your quotation is generated immediately and emailed to you with the course brochure attached.
- 2. Apply by email:** send the course title, your preferred training method (Online, In-House or On-Campus Pretoria), the number of delegates and your preferred dates to apply@aaticd.co.za – our team will reply with a formal quotation.
- 3. Apply by phone or WhatsApp:** call +27 12 004 8389 or WhatsApp +27 65 077 6310 and we will prepare your quotation and reserve your seats.
- 4. Confirm your booking:** accept the quotation and settle the invoice. As soon as payment is confirmed your delegates are enrolled and receive their AATICD LMS login details by email, along with joining instructions for their chosen training method.

Group discounts apply automatically – the more delegates you enrol, the lower the price per delegate. No payment is required to request a quotation.

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