



## Accredited Africa Training Institute for Capacity Development

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

Tel: +27 12 004 8389 · Mobile: +27 65 077 6310

Email: [apply@aaticd.co.za](mailto:apply@aaticd.co.za) · Website: [www.aaticd.co.za](http://www.aaticd.co.za)

### COURSE BROCHURE

# Identify The Composition Of A Selected New Venture S Industry Sector And Its Procurement Systems Training

Business, Commerce and Management Studies / Generic Management

Unit Standard 119667 · NQF Level 2 · 8 Credits · 5 Days

## COURSE OVERVIEW

This course equips entrepreneurs and small business owners with the skills to analyse the composition of their venture's industry sector and understand procurement systems. It enables learners to identify key industry players, value chains, and procurement processes to enhance business competitiveness and sustainability.

|                 |                                           |
|-----------------|-------------------------------------------|
| Category        | Business, Commerce and Management Studies |
| Subfield        | Generic Management                        |
| Unit Standard   | 119667                                    |
| 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

- Analyse the composition of a selected new venture's industry sector, including key players, value chains, and market dynamics.
- Identify procurement systems relevant to the industry sector and evaluate their effectiveness.
- Apply procurement principles to source goods and services efficiently for the new venture.
- Evaluate the impact of industry trends and regulations on procurement decisions.
- Demonstrate the ability to develop a basic procurement plan aligned with industry requirements.

## WHO SHOULD ATTEND

- New venture owners, aspiring entrepreneurs, and small business managers who need to understand their industry structure and procurement practices to improve business operations.

## COURSE OUTLINE

### Day 1: Foundations of Industry Sector Analysis

- Introduction to industry sectors and classification systems.
- Components of industry structure: suppliers, customers, competitors.
- Overview of Porter's Five Forces model.
- The value chain concept and its application to new ventures.
- Case study: Analysing a simple industry sector.

### Day 2: Mapping Industry Structure and Dynamics

- Techniques for industry mapping: stakeholder mapping, ecosystem diagrams.
- Market segmentation and target customer identification.
- Analysing industry trends: technology, regulation, consumer behaviour.
- PESTEL analysis for macro-environmental factors.
- Practical exercise: Mapping the industry sector for a sample new venture.

### Day 3: Introduction to Procurement Systems

- Basics of procurement: definitions, objectives, and importance.
- Types of procurement: direct, indirect, services, capital goods.
- The procurement cycle: need identification, sourcing, contracting, ordering, receipt, payment.
- Strategic procurement vs. transactional procurement.
- Supplier selection criteria and evaluation methods.

### Day 4: Procurement Systems in the Context of Industry Sector

- Sector-specific procurement: manufacturing, retail, services, etc.
- Supply chain risk management in different industries.
- E-procurement systems and digital tools.
- Sustainable procurement and ethical sourcing.
- Case study: Designing a procurement system for a new venture in a specific sector.

### Day 5: Integrating Industry Analysis and Procurement for New Venture Success

- Integrating industry analysis into procurement strategy.
- Developing a procurement plan: objectives, sourcing strategy, budget.
- Performance metrics for procurement: cost, quality, delivery, sustainability.
- Final project: Presenting an industry analysis and procurement system proposal.
- Peer review and feedback session.

## 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                      |
|-------------|-------------|-----------|----------------------------|
| 03 Aug 2026 | 07 Aug 2026 | On-Campus | Pretoria, South Africa     |
| 03 Aug 2026 | 07 Aug 2026 | On-Campus | Dubai, UAE                 |
| 03 Aug 2026 | 07 Aug 2026 | On-Campus | Cape Town, South Africa    |
| 03 Aug 2026 | 07 Aug 2026 | On-Campus | Mauritius                  |
| 03 Aug 2026 | 07 Aug 2026 | On-Campus | Johannesburg, South Africa |
| 03 Aug 2026 | 07 Aug 2026 | On-Campus | Lagos, Nigeria             |
| 10 Aug 2026 | 14 Aug 2026 | On-Campus | Mauritius                  |
| 10 Aug 2026 | 14 Aug 2026 | On-Campus | Cape Town, 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](http://www.aaticd.co.za), open the page for this course (Unit Standard 119667) 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](mailto: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.

### Accredited Africa Training Institute for Capacity Development

Unit FO409, Hatfield Plaza, 1122 Burnett St, Hatfield 0028, Pretoria, Gauteng, South Africa  
Tel: +27 12 004 8389 · WhatsApp: +27 65 077 6310 · [apply@aaticd.co.za](mailto:apply@aaticd.co.za) · [www.aaticd.co.za](http://www.aaticd.co.za)