

SFEDI[®] AWARDS THE AWARDING ORGANISATION
FOR ENTERPRISE

QUALIFICATION PURPOSE STATEMENT

**Level 3 Certificate in Applied
Entrepreneurship**

601/8956/3

WHO IS THIS QUALIFICATION FOR?

This vocational qualification is designed to equip people with the necessary skills to establish a business and is targeted at self employment where you might work independently and within an existing market.

The ability to understand how a business is structured and the information required in order to set up a business can support the chances of success and sustainability of a business and contribute to the reduction of business mortality rates.

WHAT DOES THIS QUALIFICATION COVER?

This is a Regulated Qualifications Framework (RQF) qualification, containing 7 mandatory units. The minimum amount of time you will need to spend to complete your qualification is 170 hours.

The units cover:

Unit Title	Reference Number	Mandatory /Optional	Unit Level	Credit Value	Guided Learning (hours)
Estimate Financial Needs for a Business	R/508/5395	M	3	3	24
This unit will support you to be able to evaluate the financial options available to fund a business and how to monitor income, expenditure and profit and loss					
Produce and Implement a Business Plan	Y/508/5396	M	3	2	16
This unit will support you to be able to produce and present a business plan					
Plan to Sell a Product or Service	D/508/5397	M	3	2	16
This unit will support you to be able to assess the methods for selling business products or services and to set sales targets					
Principles of Marketing and Selling in a New Business	K/508/5399	M	3	4	26
This unit will support you in the development of the knowledge of how to identify and meet customer needs, how to market products or services and how to plan for the selling of products or services					
Develop Your Business Idea	R/508/5400	M	3	1	10
This unit will support you to be able to evaluate your business idea and assess the market for the idea					

Unit Title	Reference Number	Mandatory /Optional	Unit Level	Credit Value	Guided Learning (hours)
Make Cash Flow Forecasts for Own Business	H/508/5403	M	3	3	24
This unit will support you to be able to produce cash flow targets, establish systems to monitor cash flow and also manage cash shortfalls					
Prepare a Plan for a Business	D/508/5402	M	2	2	16
This unit will support you to be able to start planning for your business and develop a plan for running your business					

HOW CAN I ACCESS THIS QUALIFICATION?

This qualification can be accessed via one of the SFEDI Awards approved delivery centres, the qualification is not available through an Apprenticeship, but you may be able to access help towards the costs of your learning via an Advanced Learner Loan.

SFEDI Awards applies to the relevant government organisations so that colleges and training providers are able to make use of public funding to support the delivery of our qualifications through learning loans, apprenticeships and the adult education budget as appropriate.

To see if this qualification is eligible for public funding you should speak with your college or training provider who will be best placed to advise you.

WHO SUPPORTS THIS QUALIFICATION?

In recognition of the development work and the knowledge and skills development provided by the qualification, the Institute of Enterprise and Entrepreneurs has agreed to provide one year's free study membership to any learner undertaking this qualification through SFEDI Awards.

This qualification is supported widely by the SFEDI Awards delivery network and particularly by:

Stonebridge College

<https://www.stonebridge.uk.com>

ARE THERE OTHER QUALIFICATIONS I COULD COMPLETE INSTEAD?

The table below outlines this qualification and possible follow on learning opportunities that are available through SFEDI Awards:

QUALIFICATION NAME	CREDIT VALUE	GUIDED LEARNING HOURS
Level 3 Certificate in Applied Entrepreneurship	17	132
Level 3 Certificate in Creating and Starting Your Business	28	224
Level 3 Certificate in Effective Human Resources	15	90
Level 3 Diploma in Effective Human Resources	37	185
Level 3 Award in Understanding and Evaluating Export Potential	6	36
Level 3 Diploma in Business Innovation and Growth Through Social Media and Entrepreneurial Skills	60	360
Level 3 Diploma in Enterprising Skills in a Business Environment	59	360
Level 5 Diploma in Innovation and Growth	120	520

Further information and support can be accessed by speaking to a member of the SFEDI Awards team.