No. 951 **12 October 2007**

SAQA

SOUTH AFRICAN QUALIFICATIONS AUTHORITY (SAQA)

In accordance with Regulation 24(c) of the National Standards Bodies Regulations of 28 March 1998, the Standards Generating Body (SGB) for

Transport and Logistics Operations

registered by Organising Field 11, Services, publishes the following Qualification and Unit Standards for public comment.

This notice contains the titles, fields, sub-fields, NQF levels, credits, and purpose of the Qualification and Unit Standards. The full Qualification and Unit Standards can be accessed via the SAQA web-site at **www.saqa.org.za**. Copies may also be obtained from the Directorate of Standards Setting and Development at the SAQA offices, SAQA House, 1067 Arcadia Street, Hatfield, Pretoria.

Comment on the Qualification and Unit Standards should reach SAQA at the address below and *no later 12 November 2007*. All correspondence should be marked **Standards Setting – Transport and Logistics Operations** addressed to

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DR. S. BHIKHA
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SOUTH AFRICAN QUALIFICATIONS AUTHORITY

SAQA

QUALIFICATION:
National Diploma: Freight Forwarding and Customs Compliance

SAQA QUAL ID	QUALIFICATION TITLE		
59304	National Diploma: Freight Forwarding and Customs Compliance		
ORIGINATOR		PROVIDER	
SGB Transport and Logistics Operations			
QUALIFICATION TYPE	FIELD	SUBFIELD	
National Diploma	11 - Services	Transport, Operations and Logistics	
ABET BAND	MINIMUM CREDITS	NQF LEVEL	QUAL CLASS
Undefined	246	Level 5	Regular-Unit Stds Based

PURPOSE AND RATIONALE OF THE QUALIFICATION
Purpose:

The combination of learning outcomes that comprise this qualification will provide the qualifying learner with vocational knowledge and skills appropriate to the context of international logistics and freight forwarding. The learner will have an understanding of the international logistics and freight forwarding service environment and how he or she should operate within the legislative, safety and quality systems which govern the workplace. This Qualification will provide the opportunity for learners to develop their practical skills with the essential embedded knowledge required in this strictly controlled environment.

This Qualification is designed to be flexible and accessible so that people are able to demonstrate the competencies required to work safely and productively at a strategic level in the freight forwarding and customs compliance environment. Recipients of the Qualification will have the knowledge and skills to assume a managerial role in the international supply chain sector.

Learners who successfully complete this Qualification will be able to:

• Understand and apply knowledge of the relevant communication process to promote effective interaction in the work context.
• Support international logistics needs with a freight forwarding framework.
• Align the freight forwarding organisation to compliance criteria.
• Use tools to manage and report on the performance of a freight forwarding function.
• Develop and maintain freight forwarding clients.

This Qualification will therefore enable the effective introduction, implementation and management of systems, processes and procedures required for the seamless operation of an international logistics and freight forwarding business. A learner who achieves this Qualification will be capable of combining a range of self-organisational, people management and life-long learning skills with a working knowledge of the international logistics and freight forwarding operations, and integrating these within a context to produce a professional practice that adheres to the high quality standards expected and required by the industry.

This Qualification is the final in a series of Qualifications in a learning pathway for learners in the international logistics and freight forwarding environment from Level 2 to 5.

Rationale:

The National Diploma: International Logistics and Freight Forwarding: NQF Level 5 replaces the following Qualification:

- National Diploma: Freight Forwarding; ID 22444; NQF Level 5.

This Qualification reflects the workplace-based needs of the international logistics and freight forwarding industry that relates to the strategic management of operations that has been expressed by all roleplayers to meet both current and future needs. It will contribute to the upliftment of the industry and will set a standard of professionalism in the industry.

This Qualification enables the learners to develop competencies such as self-discipline, decision making, safety, situational awareness, judgement, logical reasoning, ethics, integrity and responsibility, to the operation of safe, efficient and comprehensive national and international cargo movement systems.

The intention of this Qualification is to ensure South Africa remain compliant with national and international standards for the movement of cargo within and across its borders.

- Promote the development of functional knowledge and competencies that are required in the Freight Forwarding and Customs compliance environment.
- Provide opportunities for career pathways and life-long learning for learners in the Freight Forwarding and Customs compliance environment.

RECOGNIZE PREVIOUS LEARNING?
Y

LEARNING ASSUMED IN PLACE
It is assumed that learners are competent in:

- Communication in Second Language at NQF Level 3 or equivalent.
- Communication at NQF Level 4 or equivalent.
- Mathematical Literacy at NQF Level 4 or equivalent.

Access to Qualification:

Access is open to all learners bearing in mind the learning assumed to be in place.

QUALIFICATION RULES
The Qualification is made up of a combination of learning outcomes from Fundamental, Core and Elective components, totalling a minimum of 246 Credits.

- Fundamental: 47 Credits.
- Core: 125 Credits.
- Elective: 74 Credits.
- Total: 246 Credits.

Fundamental component:

- All unit standards to the value of 47 credits are compulsory.

Core component:

- All unit standards to the value of 125 credits are compulsory.

Elective component:

• The elective component consists of individual unit standards from which the learner must choose a unit standard based on the area in which they work or in which they are interested. Learners are then required to choose unit standards totalling a minimum of 74 credits.

EXIT LEVEL OUTCOMES

1. Communicate effectively with internal and external clients to promote effective interaction in the work context.

2. Support international logistics needs with a freight forwarding framework.

3. Align the freight forwarding organisation to compliance criteria.

4. Use tools to manage and report on the performance of a freight forwarding function.

5. Develop and maintain freight forwarding clients.

ASSOCIATED ASSESSMENT CRITERIA

Associated Assessment Criteria for Exit Level Outcome 1:

1.1 Information is collected, analysed and processed as required in order to make business decisions.
1.2 Effective written and verbal communication is used in order to promote efficient operations in the division, department and organisation.

Associated Assessment Criteria for Exit Level Outcome 2:

2.1 The international trade environment is analysed to identify threats and opportunities for the freight forwarder.
2.2 The freight forwarder is analysed for the purpose of aligning functions to the changing needs of importers and exporters.
2.3 A consultative process is used to develop strategies and objectives to meet researched needs of importers and exporters.

Associated Assessment Criteria for Exit Level Outcome 3:

3.1 The international trade legal environment is evaluated to ensure compliance.
3.2 Organisational policies and procedures are formulated to ensure compliance.
3.3 Advice is provided to importers and exporters regarding risk management and legal compliance.

Associated Assessment Criteria for Exit Level Outcome 4:

4.1 A tool is selected for measuring and reporting on individual/departmental performance.
4.2 Individual/departmental performance is reported with a view to taking appropriate action.
4.3 Preventative and corrective action is implemented in light of non-conforming performance.

Associated Assessment Criteria for Exit Level Outcome 5:

5.1 Logistics activities of importers and exporters are analysed in order to identify new business targets.
5.2 Marketing efforts are supported at strategic level in order to arrive at integrated, end to end logistics frameworks.
5.3 New business performance is reported against agreed targets.
5.4 Action is taken to ensure that new business targets are met.

5.5 Performance in regard to new business acquisition is reported in terms of policies and procedures.

5.6 Performance of existing business is monitored to ensure continuous support.

INTERNATIONAL COMPARABILITY

The purpose of this International Comparability is to facilitate the development of a meaningful learning path and its associated curriculum incorporating both theoretical and practical vocational skills which will ensure compatibility, comparability and compliance with existing international qualification specification and regulation.

The research undertaken indicates that as for the Level 4 Qualification, there is no one Qualification which matches identically to this one. The broad competencies of this Qualification were compared to similar Qualifications or programmes from the following countries that represented either best practice in the field or offered the learning at this level of competence:

- International (FIATA).
- Canada.
- United States of America.
- Singapore.
- Japan.
- United Kingdom.

Below are the qualifications/programmes that were found:

International - International Federation of Freight Forwarders Association (FIATA).

Diploma in Freight Forwarding:

- An introduction to Freight Forwarding:
  - International freight forwarder and the freight business.
  - Organisation of the company.
  - Financial requirements.
  - Professional organisations.
  - FIATA documents and forms.
  - General knowledge of transport and related geography.
  - Special transport services.
  - Packing requirements.
  - Co-operation with other service providers.
  - Information and communication technologies.

- Sea Transport (General):
  - Regulations for the transport of goods by sea.
  - Shipping services.
  - Types of vessels.
  - Bill of lading.
  - Pricing of ocean freight.
  - Geography of ocean transport and port facilities.

- Maritime Containers (Sea Containers):
  - General knowledge of container transports by sea.
  - Types and specification for most used containers.
  - Loading procedure.
  - Way-bills and accompanying documents.
  - Pricing of inland and ocean freight.
  - Geography of container traffic.

- Air Transport:
  - General conditions of carriage.
  - Types and specifications of the most used aircrafts and air-pallets.
  - Way-bills and accompanying documents.
  - Calculation of airfreight.
  - Geography in air transport.

- Road Transport:
  - Legal requirements for national and international road transport.
  - Types of road vehicles.
  - Way-bills and accompanying documents.
  - Tariffs.
  - Geography of road transport.

- Rail Transport:
  - Legal requirements of national and international rail transport.
  - Ways and means of transportation.
  - Way-bills and accompanying documents.
  - Tariffs (conventional or combined transport).
  - Geography and operational aspects in rail transport.

- National/International Carriage by Inland Waterway:
  - Legal requirements of transports by inland waterway.
  - Types of barges used in inland waterway carriage.
  - Way-bills and accompanying documents.
  - Determination of freight charges for inland waterway transport.
  - Geography of inland waterways.

- Customs Procedures:
  - General information on the national customs administration.
  - National customs tariffs.
  - National customs procedures.
  - Liability of the freight forwarder.
  - International conventions.
  - Other possible duties of the customs administration.

- Logistics:
  - Logistics and forwarding.
  - Logistics concept/project.
  - Physical distribution systems.
  - Sub-systems in logistics (Freight Forwarding).
  - Information handling and control issues.
  - Value added services.
  - Commodity related systems.
  - Rights and duties of the warehouse operator and the customer.
  - Types of warehouse.
  - Warehouse documents and information technology.
  - Construction, layout and safety.
  - Debit of warehouse charges/rent.
  - General.

- Insurance:
  - Liability insurance.
  - Transport insurance.

- Dangerous Goods:
o Role of parties in the transport chain.
o Regulations.
o Classification.
o Marking of hazardous cargo and cargo handling.
o Training.
o Documentation.

- Information and Communications Technologies (ICT) in Forwarding:
o Basic understanding of computer and its environment.
o The role of information technologies in forwarding.
o Data storage and management and databases.
o Principles of networking and data sharing.
o Telecommunication and its applications.
o Electronic data interchange and value-added network.
o Bar-coding and its application.
o Internet and web-based technology.
o e-Commerce.
o Web-based applications and e-marketplace.
o Security.
o Electronic fund transfer and e-payments.

The above Diploma does not compare well to this Draft Level 5 Qualification as all of its contents are covered in either the Level 3 or Level 4 International Logistics or Freight Forwarding Operations Qualifications. It must be noted that the above Qualification is internationally renowned as best practice at the lower levels.

Canada - Forum for International Trade Training (FITT):

- Certificate in International Market Entry and Distribution:
o Defining strategic needs.
o Barriers to entry.
o Distribution issues.
o Introduction to market entry strategies.
o Partnering with foreign agents and distributors.
o Foreign direct investment and market entry.
o Strategic alliances.
o Investing in international partnerships.
o Trade shows.
o Finding the right partner.
o Negotiating partnering agreements.
o Working with suppliers.
o Technology partnering.
o Managing a joint venture.
o Exit strategies.

The above Qualifications compares well to the Level 5 International Logistics and Freight Forwarding Qualification as most areas are covered in some form or other. The differences are that it also covers 'Trade Shows' and place a large emphasis on partnering and partnerships.

- Certificate in International Trade Research:
o An introduction to international trade research.
o Planning the research process.
o Defining research objectives.

o Evaluating export opportunities.
o Data collection.
o Using the internet.
o Analysing the data.
o Market intelligence.
o Competitive intelligence.
o Management information systems for international trade.
o Applying trade research: Products and processes.
o Applying trade research: The promotional strategy.
o Evaluating import opportunities.
o Research support for foreign direct investment.

This Qualification does not compare that well as its main emphasis is in international trade research and marketing issues related to that. Some of these modules are covered in the Fundamental component of this Qualification.

● Certificate in Legal Aspects of International Trade:
o An introduction to business law.
o Principles of Canadian contract law.
o International business contracts and conduct.
o Product liability.
o Resolution of disputes.
o Sale of goods.
o International sale of goods.
o Agents, distributors and franchises.
o Technology and intellectual property.
o e-Commerce and the internet.
o Payment and finance.
o Carriage of goods and insurance.
o Competition and anti-trust law.
o Public trade law.

The above Qualification places far more emphasis on the legal environment specifically with Canadian contract law than this qualification.

● Certificate in International Trade Management:
o The global economy and international companies.
o Managing the export process.
o International business planning.
o Competitive and business intelligence.
o Managing for competitive advantage.
o Operating an export office.
o Outsourcing operations.
o Managing strategic alliances and virtual corporations.
o Supply chain management.
o International trade finance.
o Building an international workforce.
o Managing cultural diversity.
o Managing international innovation.
o Managing international assets and risk.

The above Qualification is the most consistent with the Level 5 International Logistics and Freight Forwarding Qualification. Most of the modules are similar in nature with the exception of the modules on 'Competitive and Business Intelligence' and 'Cultural Diversity'. The only place our Qualification deals with cultural diversity is in the Critical Cross-Field Outcomes.

United States of America - Centres for International Trade Development

● Certificate in International Financing:
o International Trade.
o Provide Expert Advice and Insight Into Strategies for Small Businesses.
o Terminology Procedures and Banks Usage of Letters of Credit.
o How to mitigate Risk for International Payments.
o How to Insure Foreign Receivables and Offer Competitive Credit Terms to Buyers with Limited Risks.
o Managing Risky Markets While Increasing Sales.

The South African Qualification compares well to the above Qualification as all the subject matter is covered. Our Qualification does however cover a much wider range of subjects.

Singapore - Singapore Logistics Association:

● Higher Diploma in Freight Forwarding.

The Singapore Qualification could almost be a duplicate of the South African one as they both cover the same content and therefore are very similar.

Japan - Customs Training Institute:

● Certificate: Management Leader:
o Administration and Advanced Knowledge of Management.
● Certificate: Senior Management:
o General Knowledge and Skills.
● Certificate: Technical Customs Co-operation for Experts:
o Officials Deepen Their Knowledge and Acquire Skills in the Field of Technical Customs Co-operation as Experts.

The above Qualifications are more inclined to 'Generic Management' than pure international logistics and freight forwarding. They also place a lot of emphasis on 'Customs Compliance' only.

United Kingdom - The Chartered Institute of Logistics and Transport (CILT):

● International Advanced Diploma:
o Strategic Management and Leadership.
o The Strategic Environment for Logistics and Transport.
o Organisation Level Planning in Logistics and Transport.
o Research Methodology and Work-based Project.

The above Qualification seems to be on a higher level than the South African Level 5 Qualification and could be as high as an Honours Degree. It also aimed at developing strategic decision making skills in logistics and transportation as opposed to general across the board logistics and freight forwarding.

Conclusion:

This particular Level 5 Qualification is matched somewhere within the training courses shown above and by looking at the other international courses shown here as a comparison.

As South Africa is emerging from its previous limited trading situation to one of being a global player in terms of global trade, it means that there will be a far greater demand for people at this higher level getting involved in and employed in the Freight Forwarding and Customs Compliance sector due to increased international trading. In South Africa there is also a need to build the competencies of people who were previously disadvantaged in terms of the educational and employment systems and therefore this Level 5 Qualification will address these particular needs.

While there may be different ways of expressing the content of the learning taking place all over the world, there is sufficient consensus that it all refers to the same basic competencies required to work within the 'international logistics and supply chain management' environment.

ARTICULATION OPTIONS
Horizontal articulation is possible with:

- ID: 24493; National Certificate: Management, NQF Level 5.
- ID: 49126; National Certificate: Management and Administration, NQF Level 5.
- ID: 49469; National Diploma: Complex Procurement, NQF Level 5.
- ID: 57957; National Certificate: Export Administration, NQF Level 5.
- ID: 58473; National Diploma: Freight Handling Logistics, NQF Level 5.
- ID: 58600; National Certificate: Land Transport Planning, NQF Level 5.

Vertical articulation is possible with:

- ID: 50224; National Certificate: Governance and Administration, NQF Level 6.
- ID: 24406; National Diploma: Management Accounting, NQF Level 6.
- ID: 20909; National First Degree: Customer Management, NQF Level 6.
- ID: 58601; National Certificate: Land Transport Planning, NQF Level 6.

MODERATION OPTIONS
- Anyone assessing a learner or moderating the assessment of a learner against this Qualification must be registered as an assessor with the relevant ETQA.

- Any institution offering learning that will enable the achievement of this Qualification must be accredited as a provider with the relevant ETQA.

- Assessment and moderation of assessment will be overseen by the relevant ETQA according to the ETQA's policies and guidelines for assessment and moderation; in terms of agreements reached around assessment and moderation between ETQA's (including professional bodies); and in terms of moderation guideline detailed in "Qualification Assessor Criteria.

- Moderation must include both internal and external moderation of assessments at exit points of the Qualification, unless ETQA policies specifies otherwise. Moderation should also encompass achievement of the competence described both in individual Unit Standards, Exit Level Outcomes as well as the integrated competence described in the Qualification.

- Anyone wishing to be assessed against this Qualification may apply to be assessed by any assessment agency, assessor or provider institution that is accredited by the relevant ETQA.

CRITERIA FOR THE REGISTRATION OF ASSESSORS
For an applicant to register as an assessor, the applicant should:

- Be registered as an assessor with the relevant ETQA or an ETQA that has a memorandum of understanding with the relevant ETQA.
- Be in possession of a relevant Qualification at NQF Level 6 or higher.

UNIT STANDARDS

	ID	UNIT STANDARD TITLE	LEVEL	CREDITS
Fundamental	115792	Access, process, adapt and use data from a wide range of texts	Level 5	5
Fundamental	120304	Analyse, interpret and communicate information	Level 5	9
Fundamental	117763	Prepare, verify and distribute reports	Level 5	16
Fundamental	115817	Provide and respond to feedback	Level 5	4
Fundamental	7885	Research and update the legal knowledge required for business compliance	Level 5	8
Fundamental	115789	Sustain oral interaction across a wide range of contexts and critically evaluate spoken texts	Level 5	5
Core	252278	Advise and generate solutions in terms of forwarding standard trading conditions	Level 5	5
Core	242867	Advise, capacitate and contract service providers	Level 5	8
Core	252288	Align logistics activities to achieve competitive advantage	Level 5	15
Core	115821	Apply business financial practices	Level 5	4
Core	120310	Apply client service techniques to improve service delivery	Level 5	6
Core	252290	Apply principles of supply chain management in a freight forwarding operation	Level 5	10
Core	252037	Build teams to achieve goals and objectives	Level 5	6
Core	252291	Demonstrate knowledge and understanding of the legal framework of freight forwarding	Level 5	7
Core	119173	Develop and maintain effective working relationship with clients	Level 5	8
Core	252303	Evaluate information systems for global logistics	Level 5	10
Core	252294	Formulate risk management policies and procedures for international trading companies	Level 5	8
Core	252296	Secure and retain new business in the freight forwarding industry	Level 5	8
Core	119090	Use the Project Management methodology, related tools and document templates of an Enterprise Resource Planning product	Level 5	10
Core	7887	Develop and Manage Marketing Plans and Strategies	Level 6	12
Core	120306	Manage service delivery improvement	Level 6	8
Elective	252273	Apply financial operations in a freight forwarding environment	Level 5	8
Elective	252275	Comply with conditions of carriage	Level 5	12
Elective	115855	Create, maintain and update record keeping systems	Level 5	5
Elective	113856	Develop and manage the road transport marketing strategy	Level 5	13
Elective	15233	Harness diversity and build on strengths of a diverse working environment	Level 5	3
Elective	252277	Implement and manage foreign exchange payment mechanisms and systems	Level 5	8
Elective	252300	Manage distribution, inventory and warehousing	Level 5	18
Elective	252292	Manage freight forwarding capital projects	Level 5	14
Elective	7863	Manage staff development	Level 5	6
Elective	115833	Monitor, assess and manage risk	Level 5	6
Elective	252281	Negotiate international contracts of purchase and sale	Level 5	10
Elective	119857	Plan and implement Quality Management Systems in corporate and project context	Level 5	8
Elective	15214	Recognise areas in need of change, make recommendations and implement change in the team, department or division	Level 5	3
Elective	252260	Select and develop service providers for a forwarding operation	Level 5	8
Elective	10985	Conduct a disciplinary hearing	Level 6	5

SOUTH AFRICAN QUALIFICATIONS AUTHORITY

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UNIT STANDARD:

Select and develop service providers for a forwarding operation

SAQA US ID	UNIT STANDARD TITLE		
252260	Select and develop service providers for a forwarding operation		
ORIGINATOR		*PROVIDER*	
SGB Transport and Logistics Operations			
FIELD		*SUBFIELD*	
11 - Services		Transport, Operations and Logistics	
ABET BAND	*UNIT STANDARD TYPE*	*NQF LEVEL*	*CREDITS*
Undefined	Regular	Level 5	8

SPECIFIC OUTCOME 1
Identify and assess the needs of the current forwarding network.

SPECIFIC OUTCOME 2
Select and appoint service providers for a forwarding operation.

SPECIFIC OUTCOME 3
Conclude service level agreements with selected service providers.

SPECIFIC OUTCOME 4
Develop and maintain operating procedures for service providers.

QUALIFICATIONS UTILISING THIS UNIT STANDARD

	ID	QUALIFICATION TITLE	LEVEL	STATUS	END DATE
Elective	59304	National Diploma: Freight Forwarding and Customs Compliance	Level 5	Draft - Prep for P Comment	

SOUTH AFRICAN QUALIFICATIONS AUTHORITY

UNIT STANDARD:

Apply financial operations in a freight forwarding environment

SAQA US ID	UNIT STANDARD TITLE		
252273	Apply financial operations in a freight forwarding environment		
ORIGINATOR		PROVIDER	
SGB Transport and Logistics Operations			
FIELD		SUBFIELD	
11 - Services		Transport, Operations and Logistics	
ABET BAND	UNIT STANDARD TYPE	NQF LEVEL	CREDITS
Undefined	Regular	Level 5	8

SPECIFIC OUTCOME 1
Procure, establish and control the necessary securities.

SPECIFIC OUTCOME 2
Appraise and administer foreign exchange risk management systems.

SPECIFIC OUTCOME 3
Apply VAT regulations to forwarding operations.

SPECIFIC OUTCOME 4
Monitor and control the full range of disbursements applicable to a forwarding operation.

QUALIFICATIONS UTILISING THIS UNIT STANDARD

	ID	QUALIFICATION TITLE	LEVEL	STATUS	END DATE
Elective	59304	National Diploma: Freight Forwarding and Customs Compliance	Level 5	Draft - Prep for P Comment	

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SOUTH AFRICAN QUALIFICATIONS AUTHORITY

UNIT STANDARD:

Comply with conditions of carriage

SAQA US ID	*UNIT STANDARD TITLE*		
252275	Comply with conditions of carriage		
ORIGINATOR		*PROVIDER*	
SGB Transport and Logistics Operations			
FIELD		*SUBFIELD*	
11 - Services		Transport, Operations and Logistics	
ABET BAND	*UNIT STANDARD TYPE*	*NQF LEVEL*	*CREDITS*
Undefined	Regular	Level 5	12

SPECIFIC OUTCOME 1
Identify the conditions of carriage in the end to end supply chain operation.

SPECIFIC OUTCOME 2
Assess the applicability of these conditions to forwarding operations.

SPECIFIC OUTCOME 3
Assess the conditions of carriage in the end to end supply chain.

QUALIFICATIONS UTILISING THIS UNIT STANDARD

	ID	QUALIFICATION TITLE	LEVEL	STATUS	END DATE
Elective	59304	National Diploma: Freight Forwarding and Customs Compliance	Level 5	Draft - Prep for P Comment	

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SOUTH AFRICAN QUALIFICATIONS AUTHORITY

UNIT STANDARD:

Implement and manage foreign exchange payment mechanisms and systems

SAQA US ID	UNIT STANDARD TITLE			
252277	Implement and manage foreign exchange payment mechanisms and systems			
ORIGINATOR		PROVIDER		
SGB Transport and Logistics Operations				
FIELD		SUBFIELD		
11 - Services		Transport, Operations and Logistics		
ABET BAND	UNIT STANDARD TYPE	NQF LEVEL		CREDITS
Undefined	Regular	Level 5		8

SPECIFIC OUTCOME 1
Arrange forward cover in terms of laid down policies and procedures.

SPECIFIC OUTCOME 2
Reconcile and verify overseas creditor's accounts.

SPECIFIC OUTCOME 3
Arrange for the payment of overseas creditors in terms of company authorisation limits.

SPECIFIC OUTCOME 4
Administer a system of documentary collection monitoring and overseas debtor credit control.

QUALIFICATIONS UTILISING THIS UNIT STANDARD

	ID	QUALIFICATION TITLE	LEVEL	STATUS	END DATE
Elective	59304	National Diploma: Freight Forwarding and Customs Compliance	Level 5	Draft - Prep for P Comment	

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UNIT STANDARD:

Advise and generate solutions in terms of forwarding standard trading conditions

SAQA US ID	UNIT STANDARD TITLE			
252278	Advise and generate solutions in terms of forwarding standard trading conditions			
ORIGINATOR		PROVIDER		
SGB Transport and Logistics Operations				
FIELD		SUBFIELD		
11 - Services		Transport, Operations and Logistics		
ABET BAND	UNIT STANDARD TYPE	NQF LEVEL		CREDITS
Undefined	Regular	Level 5		5

SPECIFIC OUTCOME 1
Explain the forwarders standard trading conditions.

SPECIFIC OUTCOME 2
Negotiate the acceptance of the forwarders standard trading conditions by all affected parties.

SPECIFIC OUTCOME 3
Analyse specific incidents in terms of the forwarders' standard trading conditions.

QUALIFICATIONS UTILISING THIS UNIT STANDARD

	ID	QUALIFICATION TITLE	LEVEL	STATUS	END DATE
Core	59304	National Diploma: Freight Forwarding and Customs Compliance	Level 5	Draft - Prep for P Comment	

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UNIT STANDARD:

Negotiate international contracts of purchase and sale

SAQA US ID	UNIT STANDARD TITLE		
252281	Negotiate international contracts of purchase and sale		
ORIGINATOR		**PROVIDER**	
SGB Transport and Logistics Operations			
FIELD		**SUBFIELD**	
11 - Services		Transport, Operations and Logistics	
ABET BAND	**UNIT STANDARD TYPE**	**NQF LEVEL**	**CREDITS**
Undefined	Regular	Level 5	10

SPECIFIC OUTCOME 1
Identify international contracts of purchase and sale.

SPECIFIC OUTCOME 2
Formulate negotiation strategy and conduct negotiations.

SPECIFIC OUTCOME 3
Apply negotiation techniques and interpersonal skills to facilitate international supplier negotiations.

SPECIFIC OUTCOME 4
Implement the measures agreed to update supplier records and monitor supplier performance.

SPECIFIC OUTCOME 5
Evaluate the international trading company's negotiation intellectual capital base.

QUALIFICATIONS UTILISING THIS UNIT STANDARD

	ID	QUALIFICATION TITLE	LEVEL	STATUS	END DATE
Elective	59304	National Diploma: Freight Forwarding and Customs Compliance	Level 5	Draft - Prep for P Comment	

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UNIT STANDARD:

Align logistics activities to achieve competitive advantage

SAQA US ID	UNIT STANDARD TITLE		
252288	Align logistics activities to achieve competitive advantage		
ORIGINATOR		PROVIDER	
SGB Transport and Logistics Operations			
FIELD		SUBFIELD	
11 - Services		Transport, Operations and Logistics	
ABET BAND	UNIT STANDARD TYPE	NQF LEVEL	CREDITS
Undefined	Regular	Level 5	15

SPECIFIC OUTCOME 1
Implement supply chain strategy.

SPECIFIC OUTCOME 2
Optimise supply chain functions.

SPECIFIC OUTCOME 3
Measure supply chain operations.

SPECIFIC OUTCOME 4
Enable supply chain operations with technology.

SPECIFIC OUTCOME 5
Maximise returns on supply chain investments.

QUALIFICATIONS UTILISING THIS UNIT STANDARD

	ID	QUALIFICATION TITLE	LEVEL	STATUS	END DATE
Core	59304	National Diploma: Freight Forwarding and Customs Compliance	Level 5	Draft - Prep for P Comment	

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UNIT STANDARD:

Apply principles of supply chain management in a freight forwarding operation

SAQA US ID	UNIT STANDARD TITLE			
252290	Apply principles of supply chain management in a freight forwarding operation			
ORIGINATOR		PROVIDER		
SGB Transport and Logistics Operations				
FIELD		SUBFIELD		
11 - Services		Transport, Operations and Logistics		
ABET BAND	UNIT STANDARD TYPE	NQF LEVEL		CREDITS
Undefined	Regular	Level 5		10

SPECIFIC OUTCOME 1
Participate in the evolution of a reference model for supply chain movement.

SPECIFIC OUTCOME 2
Participate in the evolution of international supply chains for the purpose of achieving optimal efficiency.

SPECIFIC OUTCOME 3
Produce best value solutions to end to end supply chain management requirements.

SPECIFIC OUTCOME 4
Implement information systems to integrate the organisation's supply chain operations.

QUALIFICATIONS UTILISING THIS UNIT STANDARD

	ID	QUALIFICATION TITLE	LEVEL	STATUS	END DATE
Core	59304	National Diploma: Freight Forwarding and Customs Compliance	Level 5	Draft - Prep for P Comment	

SOUTH AFRICAN QUALIFICATIONS AUTHORITY

SAQA

UNIT STANDARD:

Demonstrate knowledge and understanding of the legal framework of freight forwarding

SAQA US ID	UNIT STANDARD TITLE			
252291	Demonstrate knowledge and understanding of the legal framework of freight forwarding			
ORIGINATOR		PROVIDER		
SGB Transport and Logistics Operations				
FIELD		SUBFIELD		
11 - Services		Transport, Operations and Logistics		
ABET BAND	UNIT STANDARD TYPE	NQF LEVEL		CREDITS
Undefined	Regular	Level 5		7

SPECIFIC OUTCOME 1
Explain areas of legal exposure in a freight forwarding environment.

SPECIFIC OUTCOME 2
Manage legal exposure of freight forwarding organisation.

SPECIFIC OUTCOME 3
Advise importers and exporters of the legal implications of international trade.

QUALIFICATIONS UTILISING THIS UNIT STANDARD

	ID	QUALIFICATION TITLE	LEVEL	STATUS	END DATE
Core	59304	National Diploma: Freight Forwarding and Customs Compliance	Level 5	Draft - Prep for P Comment	

SOUTH AFRICAN QUALIFICATIONS AUTHORITY

UNIT STANDARD:

Manage freight forwarding capital projects

SAQA US ID	UNIT STANDARD TITLE		
252292	Manage freight forwarding capital projects		
ORIGINATOR		PROVIDER	
SGB Transport and Logistics Operations			
FIELD		SUBFIELD	
11 - Services		Transport, Operations and Logistics	
ABET BAND	UNIT STANDARD TYPE	NQF LEVEL	CREDITS
Undefined	Regular	Level 5	14

SPECIFIC OUTCOME 1
Prepare proposals for the securing of contracts.

SPECIFIC OUTCOME 2
Conclude project with client and service providers.

SPECIFIC OUTCOME 3
Develop project operating procedure, plan and measurement tools.

SPECIFIC OUTCOME 4
Implement the project plan in accordance with client's requirements.

SPECIFIC OUTCOME 5
Effect project close-out.

QUALIFICATIONS UTILISING THIS UNIT STANDARD

	ID	QUALIFICATION TITLE	LEVEL	STATUS	END DATE
Elective	59304	National Diploma: Freight Forwarding and Customs Compliance	Level 5	Draft - Prep for P Comment	

SOUTH AFRICAN QUALIFICATIONS AUTHORITY

SAQA

UNIT STANDARD:

Formulate risk management policies and procedures for international trading companies

SAQA US ID	UNIT STANDARD TITLE			
252294	Formulate risk management policies and procedures for international trading companies			
ORIGINATOR		PROVIDER		
SGB Transport and Logistics Operations				
FIELD		SUBFIELD		
11 - Services		Transport, Operations and Logistics		
ABET BAND	UNIT STANDARD TYPE	NQF LEVEL		CREDITS
Undefined	Regular	Level 5		8

SPECIFIC OUTCOME 1
Analyse the existing structures, and recommend risk management policies and procedures associated with international trade.

SPECIFIC OUTCOME 2
Review existing risk management practices/policies and procedures for international trade.

SPECIFIC OUTCOME 3
Implement policies and procedures for managing client company's commercial and transit risk associated with international trade.

QUALIFICATIONS UTILISING THIS UNIT STANDARD

	ID	QUALIFICATION TITLE	LEVEL	STATUS	END DATE
Core	59304	National Diploma: Freight Forwarding and Customs Compliance	Level 5	Draft - Prep for P Comment	

SAQA

SOUTH AFRICAN QUALIFICATIONS AUTHORITY

UNIT STANDARD:

Secure and retain new business in the freight forwarding industry

SAQA US ID	UNIT STANDARD TITLE		
252296	Secure and retain new business in the freight forwarding industry		
ORIGINATOR		PROVIDER	
SGB Transport and Logistics Operations			
FIELD		SUBFIELD	
11 - Services		Transport, Operations and Logistics	
ABET BAND	UNIT STANDARD TYPE	NQF LEVEL	CREDITS
Undefined	Regular	Level 5	8

SPECIFIC OUTCOME 1
Identify prospective market and clients in line with company's products and services.

SPECIFIC OUTCOME 2
Advise prospective clients of the potential for optimising their international logistics operations.

SPECIFIC OUTCOME 3
Secure new business on the basis of the company's products and services.

SPECIFIC OUTCOME 4
Maintain and secure new and existing business.

QUALIFICATIONS UTILISING THIS UNIT STANDARD

	ID	QUALIFICATION TITLE	LEVEL	STATUS	END DATE
Core	59304	National Diploma: Freight Forwarding and Customs Compliance	Level 5	Draft - Prep for P Comment	

SOUTH AFRICAN QUALIFICATIONS AUTHORITY

SAQA

UNIT STANDARD:

Manage distribution, inventory and warehousing

SAQA US ID	UNIT STANDARD TITLE			
252300	Manage distribution, inventory and warehousing			
ORIGINATOR		PROVIDER		
SGB Transport and Logistics Operations				
FIELD		SUBFIELD		
11 - Services		Transport, Operations and Logistics		
ABET BAND	UNIT STANDARD TYPE	NQF LEVEL		CREDITS
Undefined	Regular	Level 5		18

SPECIFIC OUTCOME 1
Develop the objectives and scope of stores and distribution.

SPECIFIC OUTCOME 2
Evaluate distribution strategies.

SPECIFIC OUTCOME 3
Manage the warehousing and storage of goods.

SPECIFIC OUTCOME 4
Control stores and distribution.

SPECIFIC OUTCOME 5
Evaluate the role of information and communication technology (ICT) in stores and distribution.

QUALIFICATIONS UTILISING THIS UNIT STANDARD

	ID	QUALIFICATION TITLE	LEVEL	STATUS	END DATE
Elective	59304	National Diploma: Freight Forwarding and Customs Compliance	Level 5	Draft - Prep for P Comment	

SAQA

SOUTH AFRICAN QUALIFICATIONS AUTHORITY

UNIT STANDARD:

Evaluate information systems for global logistics

SAQA US ID	UNIT STANDARD TITLE		
252303	Evaluate information systems for global logistics		
ORIGINATOR		PROVIDER	
SGB Transport and Logistics Operations			
FIELD		SUBFIELD	
11 - Services		Transport, Operations and Logistics	
ABET BAND	UNIT STANDARD TYPE	NQF LEVEL	CREDITS
Undefined	Regular	Level 5	10

SPECIFIC OUTCOME 1
Evaluate software packages in order to make recommendations.

SPECIFIC OUTCOME 2
Assess information systems in terms of their compatibility with the company's current needs, usage, and anticipated future needs.

SPECIFIC OUTCOME 3
Analyse the capabilities of software suppliers.

SPECIFIC OUTCOME 4
Research future Information Technology (IT) trends in the forwarding and supply chain management environments.

QUALIFICATIONS UTILISING THIS UNIT STANDARD

	ID	QUALIFICATION TITLE	LEVEL	STATUS	END DATE
Core	59304	National Diploma: Freight Forwarding and Customs Compliance	Level 5	Draft - Prep for P Comment	