

GOVERNMENT NOTICES

SOUTH AFRICAN QUALIFICATIONS AUTHORITY

No. 796

7 August 2009



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

Sport

registered by Organising Field 02 – Culture and Arts, publishes the following Qualifications and Unit Standards for public comment.

This notice contains the titles, fields, sub-fields, NQF levels, credits, and purpose of the Qualifications and Unit Standards. The full Qualifications and Unit Standards can be accessed via the SAQA web-site at www.saga.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 Qualifications and Unit Standards should reach SAQA at the address below and **no later than 7 September 2009**. All correspondence should be marked **Standards Setting – SGB for Sport** and addressed to

The Director: Standards Setting and Development
SAQA

Attention: Mr. E. Brown

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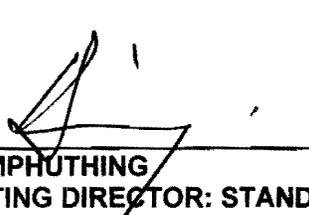
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ACTING DIRECTOR: STANDARDS SETTING AND DEVELOPMENT



SOUTH AFRICAN QUALIFICATIONS AUTHORITY

QUALIFICATION:**Further Education and Training Certificate: Golfing and Golf Coaching**

SAQA QUAL ID	QUALIFICATION TITLE		
73189	Further Education and Training Certificate: Golfing and Golf Coaching		
ORIGINATOR	PROVIDER		
SGB Sport			
QUALIFICATION TYPE	FIELD	SUBFIELD	
Further Ed and Training Cert	2 - Culture and Arts	Sport	
ABET BAND	MINIMUM CREDITS	NQF LEVEL	QUAL CLASS
Undefined	160	Level 4	Regular-Unit Stds Based

This qualification does not replace any other qualification and is not replaced by another qualification.

PURPOSE AND RATIONALE OF THE QUALIFICATION

Purpose:

The Purpose of the NQF Level 4 in the National Certificate Golfing and Golf Coaching Qualification is to provide a structured programme for those who, while they may not aspire to become golfing professionals, work or wish to work in the golfing sector or industry as support or administrative staff, or those involved in golf development, including the coaching of children in urban and rural context.

Those working in the golfing sector or industry, include, but are not limited to, persons working within or supporting golf club greenkeeping and course upkeep functions, assisting in golf retail operations, assisting in golf event management, working in a support or administrative function within the golf leisure industry in which it is important to understand the industry and its golfing ethos, working in some function with the golf club facilities and their operations, and persons in the sport coaching environment are involved in coaching children or are involved in golf development.

The National Certificate is aimed at those who aspire to work in the golfing and sporting sectors. It is a Qualification in a career pathway towards a career in golf and golfing and will serve as a bridge for those wishing to proceed to the National Diploma: Club Professional Golfing, Management, Horticulture, and Sport Coaching.

The National Certificate in Golf and Golfing exit level learning outcomes covering, career development in the golfing sector and industry, sports coaching and training in the context of golf development, including schools and rural area, assisting in the operations of golf club facilities, and in the organisation and supervision of golfing events. The competencies covered in the proposed Unit Standards encapsulate the competencies required to support golfing professionals working at the operational and club level, greenkeeping at the operational and club level, and golf coaching at the developmental level.

The Qualification will therefore enhance the ability of the qualifying learner as an aspiring golfing employee in the golf and golfing sectors to perform the necessary tasks expected, as well as improve his/her management abilities. In this way, the Qualification enhances transferability of skills within different spheres of the sport sector. At the same time, a learner will gain a firm

foundation required for studies leading to Qualification registered at NQF Level 5, Diploma in Club Professional Golfing.

Qualifying learners could follow a career in the following sectors in the golf environment:

- Assisting in the planning and operations of a golf club facility.
- Assisting in the greenkeeping and course maintenance operations of golf clubs.
- Golf coaching and training for beginners including children and in golf development.
- Greenkeeping.
- Facilities management.
- Event management.
- Rules and tournament management.

Rationale:

Persons wishing to work in the golf and golf environments in South Africa operate in a wide variety of social, business and community roles within South African society. Often they work in diverse operating and service delivery environments and contexts including golf training, coaching, golf business in regard to retail, and club and event management, and in schools or golfing development in which they require the basics of golf and golf coaching.

The game of golf is a large sport discipline and industry sector and employs a vast number of persons in a large number of functions and capacities. This Certificate serves both the industry and those seeking to work in it by creating a skill set for learners to understand and be aware of the unique characteristics and challenges they face in the process of service delivery and support functions in golf and golfing.

The sustainability and development of sport in South Africa in general and of golf and the golfing industry are strongly linked to capacity building in this sports segment. It is imperative that golf professionals at club level and those planning and operating golf club facilities and those maintaining golf courses and in greenkeeping functions are able to employ staff who have background knowledge of various functions needed in the industry. Learners completing this National Certificate will be in or form part of that pool of skilled support staff who will have received an up to date relevant and respected administration, coaching, training and golfing practice Qualification that recognises that the knowledge and skills which persons working in the sector, have been satisfactorily obtained.

The exit level learning outcomes highlight the coaching, training and golfing skills required within the golfing sports sector. Such skills and knowledge are geared towards enabling persons wishing to become golfing professionals to operate effectively and successfully in a demanding environment. Therefore, Exit Level Outcomes and related Assessment Criteria are outlined for the areas of competence, which mark out coaching and teaching, equipment technology, assisting in greenkeeping and golf course maintenance, organising golf events and coordinating and managing golf club facilities.

The skills, knowledge, values and attitudes reflected in the Qualification are building blocks that will be developed further in a related Qualification at NQF Level 5. The intention is:

The Certificate seeks to promote the development of knowledge and skills that are required for the efficient performance of golfing in golf club management and administration and of financial management and administration functions within the golfing and sport sectors.

The National Certificate: Golfing and Golf Coaching should produce knowledgeable, multi-skilled workers who are able to contribute to improved productivity and efficiency within the golfing sport sector. It should provide the means for current workers to receive recognition of prior

learning, to upgrade their skills and achieve a nationally recognised Qualification. It should also assist new entrants to the sporting and golfing sector.

It will ensure that the quality of education and training in the golfing and sporting sector is enhanced and of a world-class standard.

The National Certificate at NQF Level 4 allows the learner to work towards a nationally recognised Qualification. The Qualification will allow both those in formal education and those already employed in organisations in the golfing field of learning in the sport sector access to a Qualification that can be used as a benchmark to gauge their competence against local and international standards.

RECOGNIZE PREVIOUS LEARNING?

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LEARNING ASSUMED IN PLACE

It is assumed that learners accessing this Qualification are competent in:

- Communication at NQF Level 3 in at least two South African languages.
- Computer Literacy at NQF Level 3.
- Mathematical Literacy at the NQF Level 3.

Recognition of Prior Learning:

The structure of this Unit Standard based Qualification makes the Recognition of Prior Learning possible. Learner and Assessor will jointly decide on methods to determine prior learning and competence in the knowledge, skills, values and attitudes implicit in the Qualification and the associated Unit Standards. Recognition of Prior Learning will be done by means of an Integrated Assessment as mentioned in the previous paragraph.

This Recognition of Prior Learning may allow for:

- Accelerated access to further learning at this or higher levels on the NQF.
- Gaining of Credits towards a Unit Standard in this Qualification.
- Obtaining this Qualification in whole or in part.

All Recognition of Prior Learning is subject to quality assurance by the relevant ETQA or an ETQA that has a Memorandum of Understanding with the relevant ETQA.

Access to the Qualification:

All learners accessing this Qualification must be in possession of a Further Education and Training Certificate or equivalent Qualification.

QUALIFICATION RULES

NQF Level, Credits and Learning components assigned to the Qualification.

The Qualification is made up of Unit Standards that are classified as Fundamental, Core and Elective. A minimum of 160 Credits is required to complete the Qualification.

In this Qualification the Credits are allocated as follows:

- Fundamental; 56 Credits.
- Core; 90 Credits.
- Electives; 14 Credits.

Total; 160 Credits.

Motivation for number of Credits assigned to Fundamental, Core and Elective.

Fundamental Component:

Unit Standards to the value of twenty Credits in Communication in a First Language and twenty Credits in Communication in a Second Language have been included. The inclusion of the Unit Standards in Communication in a Second Language is to enhance the ability of South Africans to communicate with each other in our multi-lingual country.

The Unit Standards for Communication in the Second South African Language are to be chosen from the following official languages: English, Sepedi, Sesotho, Setswana, siSwati, Tshivenda, Xitsonga, Afrikaans, isiNdebele, isiXhosa, isiZulu and sign language. The Second Language implies a language other than the language of instruction of, or the language taken as the First Language for this Qualification. The selection of the Second Official Language should be based on the language(s) of the people to whom the Learner is most likely to deliver a service.

Sixteen Credits in Mathematical Literacy have also been included in the Fundamental Component.

These Fundamental Unit Standards will add value to learners both socially and economically in terms of their ability to operate as literate and numerate workers in a global economy. Their inclusion means that the Qualification conforms to the requirements for a Further Education and Training Certificate so granting the learning access to Qualifications in the Higher Education band, subject to the entrance requirements applied by Providers to specific Qualifications.

All the Unit Standards are compulsory.

Core Component:

Ninety Credits have been allocated to Unit Standards in the Core Component of this Qualification. This is to ensure that the Qualification has a strong golfing coaching, business and greenkeeping focus and caters for the major roles presently fulfilled in the variety of roles that a learner can fulfil as a result of this qualification. The Unit Standards classified as Core develop:

- A holistic understanding of golf and golfing and plan career in relation to this.
- Coaching and teaching skills for coaching basic golf strokes.
- The rules of the game and tournaments.
- Assisting in greenkeeping and maintenance of golf courses.
- Plan and administrate golfing events.
- Assist in co-ordinating and managing golf club facilities.

The Unit Standards encourage application of knowledge and skills in real situations. The Core Unit Standards provide the basic knowledge and skills learners working in a golfing environment need to know about golf, the golfing sector and employment within the golfing sector or coaching for golf in a development context.

All Unit standards are compulsory.

Elective Component:

There are Unit Standards totalling forty one Credits in this component.

These Unit Standards continue from the Core Component in focusing on learning areas pertinent to the Golfing and Golf Coaching in a golfing or development context, and will enable

learners to gain further knowledge relating to business administration and management, sports promotion, dealing with people who have special needs, creating awareness about HIV/AIDs in golfing context and applying the principles of exercise training.

Learners are required to select Electives that add up to at least fourteen Credits. While learners may choose any of the Electives to make up the ten Credits, it is preferable that the learner chooses the standards in the area in which the learner contemplates further studies or wishes to actively pursue in his/her career. The learner may also select other Unit Standards at the level of the Qualification, not listed in this Qualification, but which would enhance the learner's work performance or employability, or which are of particular interest to the learner, with the approval of the relevant ETQA.

EXIT LEVEL OUTCOMES

1. Demonstrate an understanding of golf and apply techniques and rules for golf coaching and teaching basic golf strokes.
2. Apply basic business principles to managing or assisting in managing a golfing facility and golf events.
3. Assist in greenkeeping and golf course maintenance.
4. Demonstrate an understanding of golf and golfing and plan own career in relation to the opportunities available in a golf environment or development environment that focuses on golf coaching.

ASSOCIATED ASSESSMENT CRITERIA

Associated Assessment Criteria for Exit Level Outcome 1:

- 1.1 A brief overview is provided on the game of golf and how it applies in a development and golfing coaching context.
- 1.2 Basic putting, chipping and pitching techniques are demonstrated to indicate understanding for coaching purposes.
- 1.3 Scoring systems are explained with examples.
- 1.4 An understanding is demonstrated on golf coaching conduct and safety, particularly in contexts for coaching children.
- 1.5 Communication and a structured approach to skills development in golf coaching is explained with examples.

Associated Assessment Criteria for Exit Level Outcome 2:

- 2.1 Business and budgeting principles are applied in a golfing context.
- 2.2 An understanding of the history and development of golf clubs is explained in relation to their management requirements.
- 2.3 A knowledge of typical types of club facilities is demonstrated in relation to their functions.
- 2.4 Assistance is provided in the planning, co-ordination, administering and monitoring of a golf club facility.
- 2.5 A golf event is planned, budgeted and managed from concept to completion.

Associated Assessment Criteria for Exit Level Outcome 3:

- 3.1 A basic understanding of mowers and grass cutting is applied in golf course maintenance.
- 3.2 An explanation is provided regarding maintenance requirements is displayed in golf course areas via examples.
- 3.3 Appropriate cultural practices are integrated in greenkeeping and related functions.
- 3.4 An understanding of golf course bunkers and their maintenance is demonstrated with examples.

Associated Assessment Criteria for Exit Level Outcome 4:

- 4.1 The rules of golf are applied in various contexts.
- 4.2 A holistic understanding of golf and golfing is demonstrated in own working context.
- 4.3 Personal and career development goals are defined within a golfing or golfing development environment.

Integrated Assessment:

Because assessment practices must be open, transparent, fair, valid, reliable and ensure that no learner is disadvantaged in any way whatsoever, an Integrated Assessment approach is incorporated into the Qualification.

Learning, teaching and assessment are inextricably lined. Whenever possible, the assessment of knowledge, skills, attitudes and values shown in the unit standards should be integrated.

Assessment of the communication, language, literacy and numeracy should be conducted in conjunction with other aspects and should use authentic Debt Recovery contexts wherever possible.

A variety of methods must be used in assessment and tools and activities must be appropriate to the context in which the learner is working. Where it is not possible to assess the learner in the workplace or on-the-job, simulations, case studies, role-plays and other similar techniques should be used to provide a context appropriate to the assessment.

The term 'Integrated Assessment' implies that theoretical and practical components should be assessed together. During Integrated Assessments the assessor should make use of Formative and Summative Assessment methods and assess combinations of practical, applied, foundational and reflective competencies.

Assessors and Moderators should make use of a range of Formative and Summative Assessment methods. Assessors should assess and give credit for the evidence of learning that has already been acquired through formal, informal and non-formal learning and work experience.

Assessment should ensure that all Specific Outcomes, Embedded Knowledge and Critical Cross-Field Outcomes are evaluated. The assessment of the Critical Cross-Field Outcomes should be integrated with the assessment of Specific Outcomes and Embedded Knowledge.

INTERNATIONAL COMPARABILITY

America:

Internationally the sport of golf is governed and administered according to the rules of the American Professional Golfers Association in the United States of America and in the rest of the world by local professional golfers associations that follow the rules of the professional golfers association of the United Kingdom and Ireland. In South Africa golfing is regulated and administered, following the UK model by the South African Professional Golfers Association.

The differences between golf administration and training in the United States and the rest of the world, which follow the UK and Ireland system, is not vast.

United Kingdom:

Ireland:

Both groups of international PGAs provide academic and practical training to golfers within a learning pathway that leads learners to becoming a club professional. The PGAs in most golf playing countries, either themselves or in association with a tertiary institution offer a professional Qualification for prospective club professionals.

This Level 4 National Certificate is intended to provide the knowledge and skills necessary for persons who are working in or wish to work in the golfing sector. This Certificate at Level 4 naturally leads into the Level 5 National Diploma: Club Professional Golfing and the skill set it teaches are at once more practical for direct employment purposes as well a supplementary and complementary to the Diploma Qualification.

It is difficult to do a direct comparison for the Level 4 Certificate in that South Africa is considered, outside of the club professional environment, to be a developing country, and to a large extent, is pioneering bridging programmes and Qualifications for golfing at lower levels to ensure entry into the golfing club professional environment. We have a greater focus on the need to coach in communities, at schools and in informal sectors. Hence, the advent of this Qualification, and also a need to look at alternative Qualifications in the future to bring learners from the informal sector and rural areas into mainstream golfing, thus creating access and opportunities in establishing golfing careers.

South Africa and African countries:

It should be noted that the PGA South Africa is pioneering the formal development of programmes in golfing based on English and American standards for third world and developing countries. In this regard, PGA South Africa is working closely with St Andrews to determine how to effectively address golfing in developing countries, with South Africa being the blueprint from which to replicate a development programme aligned to a national framework. Within South Africa, the PGA has recently conducted an impact study as to how golf impacts on the economy of the country. This impact study indicates how golf is an integral part of the economy and it would like to find ways to replicate this in a wider African context and create development and job opportunities via golf and golfing career pathways.

The United Kingdom and Ireland:

The PGA of the United Kingdom and Wales (after which this course has been modelled) provides their training as a BA Degree in Applied Golf Management Studies through the University of Birmingham.

The UK Qualification is accordingly at a higher level than this Qualification. However subjects taught in both Qualifications cover similar topic areas and are in all other respects comparable.

In the UK Qualification, across all three years of the degree, the learner covers modules in the areas of applied sports science, materials science and coaching theory. In the first year the learner covers a generic approach to sport and golf: sports science, equipment technology, coach education and business management. In the second and third years the learner covers more applied modules, including Golf Psychology, Swing Theory, Sports Science (Physiotherapy) and Event Management.

This Qualification is generally set out in the same format as this South African one.

The United States of America:

In the USA various universities and colleges provide Qualifications in partnership with the American PGA.

A typical, and representative example is Pen State University in Pennsylvania. Pen State integrates the PGA Golf Management Program into the university curriculum for students wishing to become professional golfers.

The curriculum is at a Degree level which is higher than NQF Level 5 and includes subjects that are also comparable and consistent with the international position. The program includes courses on:

Purchasing Materials, PGA Constitution, Career Enhancement, Introduction to Teaching, Food and Beverage, Golf Club Design and Repair, Business Planning and Operations, Customer of Relation, Analysis of the Swing, Golf Car Fleet Management, Business Planning, Golfer Development, Rules of Golf, Golf Club Design and Repair, Tournament Operations Analysis of the Swing, Turf grass Management, Merchandising and Inventory Management, Customer Relations Food and Beverage Control Business Communications Electives Philosophy and Swing Concepts of Teaching, Supervising and Delegating Supervising and Delegating Professional Golfers Association Membership Application.

Canada:

The Canadian PGA, which follows the UK model likewise partners with tertiary institutions to provide its learners with suitable Qualifications. Typical, and representative is the course presented by Holland College-Prince Edward Island in Canada. The program is a Diploma in Professional Golf Management and comprises the competencies; Scientific analysis of the golf swing, Golf strategies, Player development, Applied human anatomy and kinesiology, advanced business communications, Applied sport psychology for golf, Professional selling, Retail and Merchandise Management, Advanced Computer Software Applications, Accounting for Club Operations and Advertising.

Australia and New Zealand:

The Qualifications offered in these countries are not Unit Standard based However, the Qualification content is very similar to that being covered in the South African Qualification, including:

- The golf swing.
- Golf science.
- Club design, construction and repair.
- Retail theory specific to golf business.
- Golf specific psychology.
- Tournament promotion and management.

This Qualification differs in that it also covers club design, construction and repair. However, in this regard, the South African golf profession would rather include this in another Qualification at NQF Level 6 as this is not the main focus of the Level 5 Diploma.

Switzerland:

The Swiss PGA themselves offer various courses for golf teaching and other disciplines. They also offer similar content to this Qualification, including:

- Swing technology.
- Practical teaching.
- Rules of golf.
- Green keeping.
- Club fitting.
- General golf knowledge.

On the commercial side, the following is covered:

- Bookkeeping.
- Purchase and sales.
- Accounting.
- Stock-taking.
- Taxes and insurance.
- Correspondence.
- Contracts administration.

In conclusion, it can be stated that while the Qualifications that are offered to aspiring golf professionals in other countries tend to be at bachelors degree level, the programmes include the same competencies as those offered in this South African Qualification. It is also felt that in view of the South African situation that it is justifiable to have this Qualification as a Diploma at Level 5. This is in view of the complexity of learning in the Qualification and the profile of learner accessing the Qualification.

Conclusion:

The PGA South Africa is pioneering programmes and Qualifications for golfing in a wider context than that of club professionals. In this regard the international PGA is also looking to South Africa for ideas and advice on how to create opportunities in golfing for third world and developing countries. The PGA is currently in close liaison with St Andrews to seek their support in implementing coaching programmes and Qualifications that provide learners wishing to enter the field of golf in a coaching capacity or in a related field, e.g. greenkeeping, event management, facilities management etc. Also, there is a strong focus in looking at developing coaching programmes for learners in rural areas to bring learners, particularly children, into a stream to explore their golfing potential and grow their learning pathways accordingly.

The Comparability with similar Qualifications are at a higher level of complexity and no other programmes are currently available on an equal level to this Qualification.

ARTICULATION OPTIONS

Horizontal articulation is possible with the following Qualifications:

- ID 57712: Further Education and Training Certificate: Generic Management, NQF Level 4.
- ID 64369: Further Education and Training Certificate: Sports Coaching, NQF Level 4.
- Certificate: Sport Development, NQF Level 4.
- ID 58163: Further Education and Training Certificate: Community Recreation, NQF Level 4.
- ID 67697: Further Education and Training Certificate: Sport Administration, NQF Level 4.

This Qualification articulates vertically with the following Qualifications:

- ID 73209: National Diploma: Professional Golfing, NQF Level 5.
- ID 67629: National Certificate: Coaching Science, NQF Level 5.
- ID 67691: National Certificate Fitness, NQF Level 5
- ID 67692: National Diploma: Coaching Science, NQF Level 5
- ID 67691: National Diploma: Fitness, NQF Level 5
- ID 65194: National Certificate; Management, NQF Level 5

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 Education, Training, Quality, Assurance (ETQA) Body, or with an ETQA that has a Memorandum of Understanding 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 Education, Training, Quality, Assurance (ETQA) Body, or with an ETQA that has a Memorandum of Understanding with the relevant ETQA.

- Assessment and Moderation of Assessment will be overseen by the relevant Education, Training, Quality, Assurance (ETQA) Body, or by an ETQA that has a Memorandum of Understanding with the relevant, according to the ETQA's policies and guidelines for assessment and moderation.

- Moderation must include both internal and external Moderation of assessments at exit points of the Qualification, unless ETQA policies specify otherwise. Moderation should also encompass achievement of the competence described both in individual Unit Standards 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 needs:

- A minimum of 2 (two) years' practical, relevant occupational experience in Administration.
- To be registered as an assessor with the relevant ETQA.
- To be in possession of a Qualification in Sports Administration, Administration or Management at NQF Level 5 or higher.

UNIT STANDARDS

	ID	UNIT STANDARD TITLE	LEVEL	CREDITS
Fundamental	119472	Accommodate audience and context needs in oral/signed communication	Level 3	5
Fundamental	119466	Interpret a variety of literary texts	Level 3	5
Fundamental	119457	Interpret and use information from texts	Level 3	5
Fundamental	119465	Write/present/sign texts for a range of communicative contexts	Level 3	5
Fundamental	9015	Apply knowledge of statistics and probability to critically interrogate and effectively communicate findings on life related problems	Level 4	6
Fundamental	119462	Engage in sustained oral/signed communication and evaluate spoken/signed texts	Level 4	5
Fundamental	119469	Read/view, analyse and respond to a variety of texts	Level 4	5
Fundamental	9016	Represent analyse and calculate shape and motion in 2- and 3-dimensional space in different contexts	Level 4	4
Fundamental	119471	Use language and communication in occupational learning programmes	Level 4	5
Fundamental	7468	Use mathematics to investigate and monitor the financial aspects of personal, business, national and international issues	Level 4	6
Fundamental	119459	Write/present/sign for a wide range of contexts	Level 4	5
Core	336037	Assist in co-ordinating and managing golf club facilities	Level 4	15
Core	336035	Assist in the greenkeeping and golf course maintenance	Level 4	12
Core	336034	Describe and demonstrate the technique for coaching basic golf strokes	Level 4	12
Core	336036	Display an understanding coaching competences for golf coaching	Level 4	8
Core	242810	Manage Expenditure against a budget	Level 4	6
Core	243301	Manage safety and emergency incidences	Level 4	6
Core	336038	Plan and organise a golf day event	Level 4	6
Core	243954	Understand the need for cultural awareness in dealing with customers and colleagues	Level 4	4
Core	120208	Apply the rules of golf in various contexts	Level 5	8
Core	120211	Display a holistic understanding of golf and golfing	Level 5	8

	ID	UNIT STANDARD TITLE	LEVEL	CREDITS
Core	120197	Plan and implement personal and career development goals within a golfing environment	Level 5	5
Elective	243298	Apply administrative skills and knowledge in a sport organisation	Level 4	11
Elective	256719	Apply the principles of exercise training	Level 4	6
Elective	117499	Demonstrate entrepreneurial competence	Level 4	12
Elective	252510	Demonstrate knowledge and understanding of HIV and AIDS, other Sexually Transmitted Infections (STIs) and Tuberculosis (TB) for counselling purposes	Level 4	3
Elective	243293	Promote sport activity in a community	Level 4	4
Elective	252177	Manage participants with disabilities in sport	Level 5	8

LEARNING PROGRAMMES RECORDED AGAINST THIS QUALIFICATION

None



SOUTH AFRICAN QUALIFICATIONS AUTHORITY

UNIT STANDARD:

Describe and demonstrate the technique for coaching basic golf strokes

SAQA US ID	UNIT STANDARD TITLE		
336034	Describe and demonstrate the technique for coaching basic golf strokes		
ORIGINATOR	PROVIDER		
SGB Sport			
FIELD	SUBFIELD		
2 - Culture and Arts	Sport		
ABET BAND	UNIT STANDARD TYPE	NQF LEVEL	CREDITS
Undefined	Regular	Level 4	12

This unit standard does not replace any other unit standard and is not replaced by another unit standard.

SPECIFIC OUTCOME 1

Briefly explain the game of golf with examples.

SPECIFIC OUTCOME 2

Explain and demonstrate basic putting technique in golf.

SPECIFIC OUTCOME 3

Explain and demonstrate the chip and pitch shots in golf.

SPECIFIC OUTCOME 4

Demonstrate knowledge of the game and scoring systems.

QUALIFICATIONS UTILISING THIS UNIT STANDARD

	ID	QUALIFICATION TITLE	LEVEL
Core	73189	Further Education and Training Certificate: Golfing and Golf Coaching	Level 4



SOUTH AFRICAN QUALIFICATIONS AUTHORITY

UNIT STANDARD:

Assist in the greenkeeping and golf course maintenance

SAQA US ID	UNIT STANDARD TITLE		
336035	Assist in the greenkeeping and golf course maintenance		
ORIGINATOR			PROVIDER
SGB Sport			
FIELD	SUBFIELD		
2 - Culture and Arts	Sport		
ABET BAND	UNIT STANDARD TYPE	NQF LEVEL	CREDITS
Undefined	Regular	Level 4	12

This unit standard does not replace any other unit standard and is not replaced by another unit standard.

SPECIFIC OUTCOME 1

Apply a basic understanding of mowers and grass cutting in golf course maintenance.

SPECIFIC OUTCOME 2

Explain the maintenance requirements of golf course areas with examples.

SPECIFIC OUTCOME 3

Integrate appropriate cultural practices in greenkeeping and golf course maintenance.

SPECIFIC OUTCOME 4

Display an understanding of golf course bunkers and their maintenance.

QUALIFICATIONS UTILISING THIS UNIT STANDARD

	ID	QUALIFICATION TITLE	LEVEL
Core	73189	Further Education and Training Certificate: Golfing and Golf Coaching	Level 4



SOUTH AFRICAN QUALIFICATIONS AUTHORITY

UNIT STANDARD:***Display an understanding coaching competences for golf coaching***

SAQA US ID	UNIT STANDARD TITLE		
336036	Display an understanding coaching competences for golf coaching		
ORIGINATOR			PROVIDER
SGB Sport			
FIELD			SUBFIELD
2 - Culture and Arts			Sport
ABET BAND	UNIT STANDARD TYPE	NQF LEVEL	CREDITS
Undefined	Regular	Level 4	8

This unit standard does not replace any other unit standard and is not replaced by another unit standard.

SPECIFIC OUTCOME 1

Demonstrate an understanding of golf coaching conduct and safety, in relation to coaching children.

SPECIFIC OUTCOME 2

Display an understanding of the individual needs of children in the golf coaching environment.

SPECIFIC OUTCOME 3

Demonstrate an understanding of communication and a structured approach to skills development in golf coaching.

SPECIFIC OUTCOME 4

Demonstrate an understanding of coaching basic elements of golf to beginner golfers.

QUALIFICATIONS UTILISING THIS UNIT STANDARD

	ID	QUALIFICATION TITLE	LEVEL
Core	73189	Further Education and Training Certificate: Golfing and Golf Coaching	Level 4



SOUTH AFRICAN QUALIFICATIONS AUTHORITY

UNIT STANDARD:

Assist in co-ordinating and managing golf club facilities

SAQA US ID	UNIT STANDARD TITLE		
336037	Assist in co-ordinating and managing golf club facilities		
ORIGINATOR	PROVIDER		
SGB Sport			
FIELD	SUBFIELD		
2 - Culture and Arts	Sport		
ABET BAND	UNIT STANDARD TYPE	NQF LEVEL	CREDITS
Undefined	Regular	Level 4	15

This unit standard does not replace any other unit standard and is not replaced by another unit standard.

SPECIFIC OUTCOME 1

Demonstrate understanding of the history and development of golf clubs and their management requirements.

SPECIFIC OUTCOME 2

Demonstrate knowledge of the typical types of golf club facilities and their functions.

SPECIFIC OUTCOME 3

Assist in planning and co-ordinating a golf facility operation.

SPECIFIC OUTCOME 4

Administer and monitor a golfing facilities operational plan.

QUALIFICATIONS UTILISING THIS UNIT STANDARD

	ID	QUALIFICATION TITLE	LEVEL
Core	73189	Further Education and Training Certificate: Golfing and Golf Coaching	Level 4



SOUTH AFRICAN QUALIFICATIONS AUTHORITY

UNIT STANDARD:***Plan and organise a golf day event***

SAQA US ID	UNIT STANDARD TITLE		
336038	Plan and organise a golf day event		
ORIGINATOR		PROVIDER	
SGB Sport			
FIELD		SUBFIELD	
2 - Culture and Arts		Sport	
ABET BAND	UNIT STANDARD TYPE	NQF LEVEL	CREDITS
Undefined	Regular	Level 4	6

This unit standard does not replace any other unit standard and is not replaced by another unit standard.

SPECIFIC OUTCOME 1

Demonstrate an understanding of the considerations for setting up a golf day event.

SPECIFIC OUTCOME 2

Plan a golf day.

SPECIFIC OUTCOME 3

Budget for a golf day.

SPECIFIC OUTCOME 4

Manage a golf day.

QUALIFICATIONS UTILISING THIS UNIT STANDARD

	ID	QUALIFICATION TITLE	LEVEL
Core	73189	Further Education and Training Certificate: Golfing and Golf Coaching	Level 4



SOUTH AFRICAN QUALIFICATIONS AUTHORITY

QUALIFICATION:

National Diploma: Club Professional Golfing

SAQA QUAL ID	QUALIFICATION TITLE		
73209	National Diploma: Club Professional Golfing		
ORIGINATOR	PROVIDER		
SGB Sport			
QUALIFICATION TYPE	FIELD	SUBFIELD	
National Diploma	2 - Culture and Arts	Sport	
ABET BAND	MINIMUM CREDITS	NQF LEVEL	QUAL CLASS
Undefined	250	Level 5	Regular-Unit Stds Based

This qualification replaces:

Qual ID	Qualification Title	NQF Level	Min Credits	Replacement Status
50017	National Diploma: Club Professional Golfing	Level 5	240	Will occur as soon as 73209 is registered

PURPOSE AND RATIONALE OF THE QUALIFICATION

Purpose:

The purpose of the NQF Level 5 in the Club Professional Golfing Qualification is to provide a structured programme for aspiring golfing professionals and those working within the golf coaching, and retailing sectors to enable them to provide support to strategic leadership and to provide the management needed to transform the golf sport sector. The need for well-qualified efficient, client-oriented club professionals is therefore identified as a priority within the professional golfing environment. The National Diploma is aimed at practitioners working in the golfing and sporting sectors. It is a Qualification in a career pathway towards an accomplished business management, sports coaching management and administration specialist.

The National Diploma in Club Professional Golfing consists of exit level learning outcomes covering, sports coaching and training, sports science, financial accounting and retail management and administration, budgeting, business calculations, and human resources for the golfing sector. The competencies covered in the proposed Unit Standards encapsulate the competencies required by golfing professionals working at the operational and club level.

The Qualification will therefore enhance the ability of the qualifying learner as an aspiring golfing professional to perform the necessary tasks expected, as well as improve his/her management abilities. In this way, the Qualification enhances transferability of skills within different spheres of the sport sector. At the same time, a learner will gain a firm foundation required for studies leading to Qualification registered at NQF Levels 6 and 7.

Qualifying learners could follow a career in the following sectors in the golf environment:

- Financial and retail business management services.
- Golf coaching and training.
- Sport science.
- Equipment technology.
- Rules and tournament management.

Rationale:

Golfing professionals (at club level as opposed to touring or tournament professionals) in South Africa operate in a wide variety of social, business and community roles within South African society. Often they work in diverse operating and service delivery environments and contexts including golf training, coaching, golf business in regard to retail, equipment repair and customisation, and club and event management.

The game of golf is a large sport discipline and golf professionals are widely acknowledged for their understanding and awareness of the unique characteristics and challenges they face in the process of service delivery. The sustainability and development of sport in South Africa in general and of golf and the golfing industry are strongly linked to capacity building in this sports segment. It is imperative that golf professionals at club level receive an up to date relevant and respected financial management and administration, coaching, training and golfing practice qualification that recognises that the knowledge and skills which South Africa's professional golfers have, have been satisfactorily obtained. In order to do that most effectively, future club professionals need to have excellent awareness and understanding of the changing needs of today's golf coaching, training, retailing and service delivery systems. They need to identify very clearly the highly relevant expertise which these professionals bring to their roles in the golfing sector which is an integral part of the wider arts and culture sector.

The exit level learning outcomes highlight the coaching, training and golfing skills required within the golfing sports sector. Such skills and knowledge are geared towards enabling persons wishing to become golfing professionals to operate effectively and successfully in a demanding environment. Therefore, Exit Level Outcomes and related Assessment Criteria are outlined for the areas of competence, which mark out financial and retail management, coaching and teaching, equipment technology, tournament management and sport science as key and highly influential in the golf and golfing services delivery.

The National Diploma in Club Professional Golfing is a specialised Qualification which offers administrative, managerial and financial knowledge, coaching, training and golfing skills to learners who wish to be employed in the capacity as a professional at a golf club providing such services as coaching players, running the pro-shop and organising and running tournaments.

The skills, knowledge, values and attitudes reflected in the Qualification are building blocks that will be developed further in a related Qualification at NQF Level 6. The intention is:

- To promote the development of knowledge and skills that are required for the efficient performance of golfing and golf club and facility management and administration and of Financial Management and Administration functions within the golfing and sport sectors.
- To release the potential of people.

The National Diploma in Club Professional Golfing: NQF Level 5 should produce knowledgeable, multi-skilled workers who are able to contribute to improved productivity and efficiency within the golfing sport sector. It should provide the means for current workers to receive Recognition of Prior Learning, to upgrade their skills and achieve a nationally recognised Qualification. It should also assist new entrants to the sporting and golfing sector.

It will ensure that the quality of education and training in the golfing and sporting sector is enhanced and of a world-class standard.

The National Diploma at NQF Level 5 allows the learner to work towards a nationally recognised Qualification. The Qualification will allow both those in formal education and those already employed in organisations in the golfing field of learning in the sport sector access to a

Qualification that can be used as a benchmark to gauge their competence against local and international standards.

RECOGNIZE PREVIOUS LEARNING?

Y

LEARNING ASSUMED IN PLACE

It is assumed that learners accessing this Qualification are competent in:

- Communication at NQF Level 4 in at least two South African languages.
- Computer Literacy at NQF Level 4.
- Mathematical Literacy at the NQF Level 4.

Access to the Qualification:

All learners accessing this Qualification must be in possession of a Further Education and Training Certificate or equivalent Qualification.

Recognition of Prior Learning:

The structure of this Unit Standard based Qualification makes the Recognition of Prior Learning possible. Learner and Assessor will jointly decide on methods to determine prior learning and competence in the knowledge, skills, values and attitudes implicit in the Qualification and the associated Unit Standards. Recognition of Prior Learning will be done by means of an Integrated Assessment as mentioned in the previous paragraph.

This Recognition of Prior Learning may allow for:

- Accelerated access to further learning at this or higher levels on the NQF.
- Gaining of credits towards a Unit Standard in this Qualification.
- Obtaining this Qualification in whole or in part.

All recognition of Prior Learning is subject to quality assurance by the relevant ETQA or an ETQA that has a Memorandum of Understanding with the relevant ETQA.

QUALIFICATION RULES

The qualification is made up of Unit Standards that are classified as Fundamental, Core and Elective. A minimum of 250 credits is required to complete the qualification.

In this Qualification the credits are allocated as follows:

Fundamental:

- 18 Credits.

Core:

- 222 Credits.

Electives:

- 10 Credits.

Total 250 Credits.

Motivation for Number of Credits Assigned to Fundamentals, Core and Electives:

Fundamental Component:

Unit Standards to the value of 18 Credits are allocated to the subject areas of personal and career development, anatomy and physiology and the holistic understanding of golf and its ethos.

The personal and career development aspect of the fundamental component focuses on the application of basic management skills to self management, personal and career development and planning and the application of these skills to obtain employment within the golfing industry. Five credits have been included for these skills.

Five credits in the application of anatomical and physiological knowledge to golfing activities have also been included in the Fundamental Component, focusing on the fundamental concepts relating to the human skeletal, muscular, energy and cardio-reparatory systems required to effectively work within the golf coaching, training, fitness and sport science sectors.

Eight credits have been allocated to the holistic understanding of golf, golfing and the ethos of the sport including the history of golf, and its administration and noteworthy tournaments, golf courses and golfers of the past and present.

All the Unit Standards are compulsory.

Core Component:

222 Credits have been allocated to Unit Standards in the Core Component of this Qualification. This is to ensure that the Qualification has a strong club professional focus and caters for the major roles presently fulfilled by club professionals in the golfing sector. The Unit Standards classified as Core develop:

- **Business management skills necessary for establishing and managing golf pro-shops, including; Retail merchandising in a golf business, marketing, purchasing and stock control, accounting and budgeting functions and business law as it relates to a golfing context.**
- **Sport science knowledge relating to skills acquisition, sport psychology, swing theory, fitness, sport injuries and biomechanics.**
- **Coaching and teaching skills relating to the golf swing, its analysis, building and teaching the swing.**
- **The rules of the game and tournaments.**
- **Equipment technology, customisation and repairs.**

The Unit Standards encourage application of knowledge and skills in real situations. The Core Unit Standards provide the basic knowledge and skills that all club professionals need to know about golf, the golfing sector and employment within the professional golfing sector.

All Unit Standards are compulsory.

Elective Component:

There are Unit Standards totalling 67 Credits in this component.

These Unit Standards continue from the core component in focusing on learning areas pertinent to the Golfing Club Professionals and will enable learners to gain further knowledge relating to business administration and management, sports management and administration, human resources management, sports programmes and sports coaching, which are particularly relevant, or of interest to the learner or a particular learning context.

Learners are required to select Electives that add up to at least ten credits. While learners may choose any of the electives to make up the ten credits, it is preferable that the learner chooses the standards in the area in which the learner contemplates further studies or wishes to actively pursue in his/her career. The learner may also select other Unit Standards at the level of the Qualification, not listed in this Qualification, but which would enhance the learner's work performance or employability, or which are of particular interest to the learner, with the approval of the relevant ETQA.

EXIT LEVEL OUTCOMES

1. Demonstrate an understanding of and apply basic concepts of Sport Science in a golf coaching and development environment.
2. Apply basic business management principles to managing a golfing business.
3. Describe and apply the swing theory and coaching skills in golf.
4. Demonstrate an understanding of and apply the rules of golf, golf tournaments and the history and ethos of golf.
5. Apply knowledge of equipment technology to equipment repair, golfing characteristics, and customization.

ASSOCIATED ASSESSMENT CRITERIA

Assessment Criteria for Exit Level Outcome 1:

- 1.1 Skills acquisition concepts are applied to golfing development and coaching.
- 1.2 Human anatomical and physiological knowledge is applied to golfing activity.
- 1.3 Golfing injuries and their prevention are understood and graded.
- 1.4 The role of diet and nutrition in improving golfing performance is understood and used to advance performance of the coach and those being coached.
- 1.5 Sports psychology is understood and applied in a golfing environment.
- 1.6 Biomechanics is applied to golf movements.

Assessment Criteria for Exit Level Outcome 2:

- 2.1 Business management concepts are applied to managing own career and personal development.
- 2.2 A business plan for a golfing 'pro-shop' is developed.
- 2.3 Merchandise is purchased and a procurement process is established, implemented and controlled to ensure the financial viability of the shop.
- 2.4 Accounting practices and budgeting is performed according to standard accounting principles.
- 2.5 Golf technology is described and applied in a merchandising and golf workshop environment.

Assessment Criteria for Exit Level Outcome 3:

- 3.1 The way in which the golf swing is built is understood and taught to clients.
- 3.2 Swing faults are analyzed in golf coaching sessions.
- 3.3 Techniques in the short game of golf are understood and taught to clients.
- 3.4 Coaching skills are applied in teaching golf skills.

Assessment Criteria for Exit Level Outcome 4:

- 4.1 The layout and rules of golf in various contexts are understood and applied in golf tournaments.
- 4.2 The rules relating to professional and amateur status are understood so as to assist clients not to inadvertently contravene the rules and jeopardise their status.
- 4.3 The rules relating to golfing equipment are understood so that only correct equipment is obtained for the pro-shop and clients only sold compliant equipment.
- 4.4 The rules relating to the tournament organization and management are understood and applied to golf tournaments.
- 4.5 The history of golf, its administration, tournaments, courses and players both past and present and the ethos of the game are understood.

Assessment Criteria for Exit Level Outcome 5:

- 5.1 Building the golf swing is described and taught to clients with a range of abilities.
- 5.2 Swing faults are analyzed in golf coaching.
- 5.3 Techniques in the short game of golf are described and taught to clients.
- 5.4 The rules of golf are applied practically to situations in golf tournaments.
- 5.6 The rules of tournament organization are understood and applied to local tournaments.

Integrated Assessment:

Because assessment practices must be open, transparent, fair, valid, and reliable and ensure that no learner is disadvantaged in any way whatsoever, an integrated assessment approach is incorporated into the Qualification.

Learning, teaching and assessment are inextricably lined. Whenever possible, the assessment of knowledge, skills, attitudes and values shown in the unit standards should be integrated.

Assessment of the communication, language, literacy and numeracy should be conducted in conjunction with other aspects and should use authentic Debt Recovery contexts wherever possible.

A variety of methods must be used in assessment and tools and activities must be appropriate to the context in which the learner is working. Where it is not possible to assess the learner in the workplace or on-the-job, simulations, case studies, role-plays and other similar techniques should be used to provide a context appropriate to the assessment.

The term 'Integrated Assessment' implies that theoretical and practical components should be assessed together. During integrated assessments the assessor should make use of formative and summative assessment methods and assess combinations of practical, applied, foundational and reflective competencies.

Assessors and moderators should make use of a range of formative and summative assessment methods. Assessors should assess and give credit for the evidence of learning that has already been acquired through formal, informal and non-formal learning and work experience.

Assessment should ensure that all Specific Outcomes, Embedded Knowledge and Critical Cross-Field Outcomes are evaluated. The assessment of the Critical Cross-Field Outcomes should be integrated with the assessment of Specific Outcomes and Embedded Knowledge.

INTERNATIONAL COMPARABILITY

Internationally the sport of golf is governed and administered according to the rules of the American Professional Golfers Association in the United States of America and in the rest of the world by local professional golfers associations that follow the rules of the professional golfers

association of the United Kingdom and Ireland. In South Africa golfing is regulated and administered, following the UK model by the South African PGA.

The differences between golf administration and training in the United States and the rest of the world, which follow the UK and Ireland system, is not vast.

Both groups of international PGAs provide academic and practical training to golfers within a learning pathway that leads learners to becoming a club professional. The PGAs in most golf playing countries, either themselves or in association with a tertiary institution offer a professional qualification for prospective club professionals.

This South African qualification, which has been modelled on the qualification provided by the PGA of the United Kingdom and Ireland, is typical of and fully comparable with qualifications offered to Professional Golfers by PGAs in other countries around the world following the UK and Irish model.

South Africa and African countries

It should be noted that the PGA South Africa is pioneering the formal development of programmes in golfing based on English and American standards for third world and developing countries. In this regard, PGA South Africa is working closely with St Andrews to determine how to effectively address golfing in developing countries, with South Africa being the blueprint from which to replicate a development programme aligned to a national framework. Within South Africa, the PGA has recently conducted an impact study as to how golf impacts on the economy of the country. This impact study indicates how golf is an integral part of the economy and it would like to find ways to replicate this in a wider African context and create development and job opportunities via golf and golfing career pathways.

Comparability analysis:

The following is provided as a representative sampling:

The United Kingdom and Ireland

The PGA of the United Kingdom and Wales (after which this course has been modelled) provides their training as a BA degree in Applied Golf Management Studies through the University of Birmingham.

The UK Qualification is accordingly at a higher level than this Qualification. However subjects taught in both Qualifications cover similar topic areas and are in all other respects comparable.

In the UK Qualification, across all three years of the degree, the learner covers modules in the areas of applied sports science, materials science and coaching theory. In the first year the learner covers a generic approach to sport and golf; sports science, equipment technology, coach education and business management. In the second and third years the learner covers more applied modules, including Golf Psychology, Swing Theory, Sports Science (Physiotherapy) and Event Management.

This Qualification is generally set out in the same format as this South African one.

The United States of America.

In the USA various universities and colleges provide Qualifications in partnership with the American PGA.

A typical, and representative example is Pen State University in Pennsylvania. Pen State integrates the PGA Golf Management Program into the university curriculum for students wishing to become professional golfers.

The curriculum is at a degree level which is higher than NQF Level 5 and includes subjects that are also comparable and consistent with the international position. The program includes courses on:

- Purchasing Materials, PGA Constitution, Career Enhancement, Introduction to Teaching, Food and Beverage, Golf Club Design and Repair, Business Planning and Operations, Customer of Relation, Analysis of the Swing, Golf Car Fleet Management, Business Planning, Golfer Development, Rules of Golf, Golf Club Design and Repair, Tournament Operations Analysis of the Swing, Turf Grass Management, Merchandising and Inventory Management, Customer Relations Food and Beverage Control Business Communications Electives Philosophy and Swing Concepts of Teaching, Supervising and Delegating Supervising and Delegating Professional Golfers Association Membership Application.

Canada.

The Canadian PGA, which follows the UK model likewise partners with tertiary institutions to provide its learners with suitable Qualifications. Typical, and representative is the course presented by Holland College-Prince Edward Island in Canada. The program is a Diploma in Professional Golf Management and comprises the competencies: Scientific analysis of the golf swing, Golf strategies, Player development, Applied human anatomy and kinesiology, advanced business communications, Applied sport psychology for golf, Professional selling, Retail and Merchandise Management, Advanced Computer Software Applications, Accounting for Club Operations and Advertising.

Australia and New Zealand.

The Qualifications offered in these countries are not Unit Standard based However, the Qualification content is very similar to that being covered in the South African Qualification, including:

- The golf swing.
- Golf science.
- Club design, construction and repair.
- Retail theory specific to golf business.
- Golf specific psychology.
- Tournament promotion and management.

This Qualification differs in that it also covers club design, construction and repair. However, in this regard, the South African golf profession would rather include this in another Qualification at NQF Level 6 as this is not the main focus of the Level 5 Diploma.

Switzerland

The Swiss PGA themselves offer various courses for golf teaching and other disciplines. They also offer similar content to this Qualification, including:

- Swing technology.
- Practical teaching.
- Rules of golf.
- Green keeping.
- Club fitting.
- General golf knowledge.

On the commercial side, the following is covered:

- Bookkeeping.
- Purchase and sales.
- Accounting.
- Stock-taking.
- Taxes and insurance.
- Correspondence.
- Contracts administration.

In conclusion, it can be stated that while the Qualifications that are offered to aspiring golf professionals in other countries tend to be at Bachelors Degree level, the programmes include the same competencies as those offered in this South African Qualification. It is also felt that in view of the South African situation that it is justifiable to have this Qualification as a Diploma at Level 5. This is in view of the complexity of learning in the Qualification and the profile of learner accessing the Qualification.

ARTICULATION OPTIONS

This Qualification articulates horizontally with the following Qualifications:

- ID 67695: National Certificate: Coaching Science, NQF Level 5.
- ID 67693: National Certificate Fitness, NQF Level 5.
- ID 67692: National Diploma: Coaching Science, NQF Level 5.
- ID 67691: National Diploma: Fitness, NQF Level 5.
- National Certificate: Management, NQF Level 5.

Vertical articulation is possible with the following Qualifications:

- B Com Sports Management.
- Other Diplomas and Certificates in Coaching and Fitness at 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 Education, Training, Quality, Assurance (ETQA) Body, or with an ETQA that has a Memorandum of Understanding 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 Education, Training, Quality, Assurance (ETQA) Body, or with an ETQA that has a Memorandum of Understanding with the relevant ETQA.
- Assessment and moderation of assessment will be overseen by the relevant Education, Training, Quality, Assurance (ETQA) Body, or by an ETQA that has a Memorandum of Understanding with the relevant, according to the ETQA's policies and guidelines for assessment and moderation.
- Moderation must include both internal and external moderation of assessments at exit points of the Qualification, unless ETQA policies specify otherwise. Moderation should also encompass achievement of the competence described both in individual Unit Standards 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 needs:

- A minimum of 2 (two) years' practical, relevant occupational experience in Administration.
- To be registered as an assessor with the relevant ETQA.
- To be in possession of a Qualification in Sports Administration, Administration or Management at NQF Level 5 or higher.

NOTES

N/A

UNIT STANDARDS

	ID	UNIT STANDARD TITLE	LEVEL	CREDITS
Fundamental	120192	Apply anatomical and physiological knowledge to golfing activity	Level 5	5
Fundamental	120211	Display a holistic understanding of golf and golfing	Level 5	8
Fundamental	120197	Plan and implement personal and career development goals within a golfing environment	Level 5	5
Core	336076	Apply South African business law in a selected business	Level 5	20
Core	120209	Apply basic concepts of sport psychology in a golfing context	Level 5	12
Core	336077	Apply basic principles of purchasing and stock control in a golf business	Level 5	12
Core	120207	Apply coaching skills in teaching golfing skills	Level 5	6
Core	120210	Apply concepts of 'skills acquisition' to golfing performance	Level 5	6
Core	120204	Apply knowledge of diet and nutrition to improving golf performance	Level 5	10
Core	120203	Apply knowledge of equipment technology and golfing characteristics to equipment repair and customisation	Level 5	16
Core	336055	Apply knowledge of finance, accountancy, bookkeeping and tax to a golf business	Level 5	20
Core	336075	Apply practical principles of marketing in marketing a golf business	Level 5	12
Core	120208	Apply the rules of golf in various contexts	Level 5	8
Core	336054	Demonstrate an understanding of the basic elements of golf fitness	Level 5	10
Core	120206	Describe, implement and teach the principles and building blocks of a golf swing	Level 5	12
Core	120205	Display and apply knowledge of biomechanics in a golfing context	Level 5	8
Core	120194	Find and analyse swing faults in golf swing teaching	Level 5	12
Core	336074	Identify, analyse, interpret and apply key concepts in retail merchandising in a golf	Level 5	20
Core	120212	Plan, manage and report on a golf tournament	Level 5	8
Core	120195	Prevent and grade golf injuries	Level 5	10
Core	262380	Produce a business plan for a small business	Level 5	12
Core	120196	Teach, and describe techniques used in the short game in golf	Level 5	8
Elective	114587	Determine and manage the human resource needs of a new venture	Level 4	4
Elective	14483	Apply entrepreneurship to the administration of a sport or fitness business	Level 5	5
Elective	14480	Coaching sport to intermediate and/or advanced level performers with disabilities	Level 5	5
Elective	10215	Conduct a screening procedure	Level 5	5
Elective	13203	Counsel workgroup members in respect of HIV/AIDS	Level 5	3
Elective	14479	Describe the organisation of sport in South Africa	Level 5	5
Elective	14472	Identify and develop talent in sport	Level 5	10
Elective	10220	Include persons with disabilities in sport, recreation or fitness activities	Level 5	5
Elective	10218	Motivate and encourage participation in physical activity	Level 5	3
Elective	14481	Operate as a professional coach	Level 5	5
Elective	14460	Organise and administer sport	Level 5	5

	ID	UNIT STANDARD TITLE	LEVEL	CREDITS
Elective	110531	Plan, organise and control the day-to-day administration of an office support function	Level 5	4
Elective	110526	Plan, organise, implement and control record-keeping systems	Level 5	4
Elective	10219	Utilise wellness concepts for lifestyle change	Level 5	4

LEARNING PROGRAMMES RECORDED AGAINST THIS QUALIFICATION**None**



SOUTH AFRICAN QUALIFICATIONS AUTHORITY

UNIT STANDARD:

Demonstrate an understanding of the basic elements of golf fitness

SAQA US ID	UNIT STANDARD TITLE		
336054	Demonstrate an understanding of the basic elements of golf fitness		
ORIGINATOR		PROVIDER	
SGB Sport			
FIELD		SUBFIELD	
2 - Culture and Arts		Sport	
ABET BAND	UNIT STANDARD TYPE	NQF LEVEL	CREDITS
Undefined	Regular	Level 5	10

This unit standard replaces:

US ID	Unit Standard Title	NQF Level	Credits	Replacement Status
120193	Demonstrate an understanding of the basic elements of golf fitness	Level 5	10	Will occur as soon as 336054 is registered

SPECIFIC OUTCOME 1

Explain golf specific training and its variations from other sports.

SPECIFIC OUTCOME 2

Apply muscular-skeletal screening of golfers for fitness training.

SPECIFIC OUTCOME 3

Demonstrate and explain stretching and warming up exercises for golfers.

SPECIFIC OUTCOME 4

Demonstrate understanding of the process of strengthening and conditioning exercises in golfers.

SPECIFIC OUTCOME 5

Describe and explain the aerobic function in relation to the golfer.

SPECIFIC OUTCOME 6

Describe and explain training in relation to training volume and in different climates.

QUALIFICATIONS UTILISING THIS UNIT STANDARD

	ID	QUALIFICATION TITLE	LEVEL
Core	73209	National Diploma: Club Professional Golfing	Level 5



SOUTH AFRICAN QUALIFICATIONS AUTHORITY

UNIT STANDARD:

Apply knowledge of finance, accountancy, bookkeeping and tax to a golf business

SAQA US ID	UNIT STANDARD TITLE		
336055	Apply knowledge of finance, accountancy, bookkeeping and tax to a golf business		
ORIGINATOR		PROVIDER	
SGB Sport			
FIELD		SUBFIELD	
2 - Culture and Arts		Sport	
ABET BAND	UNIT STANDARD TYPE	NQF LEVEL	CREDITS
Undefined	Regular	Level 5	20

This unit standard does not replace any other unit standard and is not replaced by another unit standard.

SPECIFIC OUTCOME 1

Demonstrate an understanding of key finance concepts applicable to financing a golfing business.

SPECIFIC OUTCOME 2

Demonstrate an understanding of bookkeeping concepts for keeping the books of a golf business.

SPECIFIC OUTCOME 3

Demonstrate an understanding of key accounting records used in the financial management of a golfing business.

SPECIFIC OUTCOME 4

Demonstrate an understanding of the tax system applicable to a golfing business.

QUALIFICATIONS UTILISING THIS UNIT STANDARD

	ID	QUALIFICATION TITLE	LEVEL
Core	73209	National Diploma: Club Professional Golfing	Level 5



SOUTH AFRICAN QUALIFICATIONS AUTHORITY

UNIT STANDARD:

Identify, analyse, interpret and apply key concepts in retail merchandising in a golf

SAQA US ID	UNIT STANDARD TITLE		
336074	Identify, analyse, interpret and apply key concepts in retail merchandising in a golf		
ORIGINATOR		PROVIDER	
SGB Sport			
FIELD		SUBFIELD	
2 - Culture and Arts		Sport	
ABET BAND	UNIT STANDARD TYPE	NQF LEVEL	CREDITS
Undefined	Regular	Level 5	20

This unit standard does not replace any other unit standard and is not replaced by another unit standard.

SPECIFIC OUTCOME 1

Analyse the golf retailing environment by assessing external influences.

SPECIFIC OUTCOME 2

Identify and analyse the principles, and role, of customer service in creating competitive advantage in a golf retailing business.

SPECIFIC OUTCOME 3

Identify and analyse consumer buying behaviour in the context of a golf retail business.

SPECIFIC OUTCOME 4

Analyse and apply the elements of personal selling skills to provide customer service in a golf retailing business.

SPECIFIC OUTCOME 5

Explain and calculate the key components of a retail price in relation to the importance of clear and accurate pricing.

SPECIFIC OUTCOME 6

Apply the key principles and techniques of effective visual merchandising including the main health, safety and security issues relating to layout and display in relation to a golf retailing business.

QUALIFICATIONS UTILISING THIS UNIT STANDARD

	ID	QUALIFICATION TITLE	LEVEL
Core	73209	National Diploma: Club Professional Golfing	Level 5



SOUTH AFRICAN QUALIFICATIONS AUTHORITY

UNIT STANDARD:

Apply practical principles of marketing in marketing a golf business

SAQA US ID	UNIT STANDARD TITLE		
336075	Apply practical principles of marketing in marketing a golf business		
ORIGINATOR	PROVIDER		
SGB Sport			
FIELD	SUBFIELD		
2 - Culture and Arts	Sport		
ABET BAND	UNIT STANDARD TYPE	NQF LEVEL	CREDITS
Undefined	Regular	Level 5	12

This unit standard does not replace any other unit standard and is not replaced by another unit standard.

SPECIFIC OUTCOME 1

Demonstrate an understanding of marketing concepts in golf marketing.

SPECIFIC OUTCOME 2

Demonstrate an understanding of the 'product' element of the marketing mix in golf marketing.

SPECIFIC OUTCOME 3

Demonstrate an understanding of the 'price' element in the marketing mix as applied in golf marketing.

SPECIFIC OUTCOME 4

Demonstrate an understanding of the 'promotion' element in the marketing mix as applied in golf marketing.

SPECIFIC OUTCOME 5

Demonstrate an understanding of the 'place' element in the marketing mix as applied in golf marketing.

QUALIFICATIONS UTILISING THIS UNIT STANDARD

	ID	QUALIFICATION TITLE	LEVEL
Core	73209	National Diploma: Club Professional Golfing	Level 5



SOUTH AFRICAN QUALIFICATIONS AUTHORITY

UNIT STANDARD:***Apply South African business law in a selected business***

SAQA US ID	UNIT STANDARD TITLE		
336076	Apply South African business law in a selected business		
ORIGINATOR		PROVIDER	
SGB Sport			
FIELD		SUBFIELD	
2 - Culture and Arts		Sport	
ABET BAND	UNIT STANDARD TYPE	NQF LEVEL	CREDITS
Undefined	Regular	Level 5	20

This unit standard does not replace any other unit standard and is not replaced by another unit standard.

SPECIFIC OUTCOME 1

Demonstrate an understanding of the South African legal system and legal concepts.

SPECIFIC OUTCOME 2

Demonstrate an understanding of the General Principles of the South African Law of Contract.

SPECIFIC OUTCOME 3

Demonstrate an understanding of sale, lease and Insurance contracts in the context of a selected business.

SPECIFIC OUTCOME 4

Demonstrate an understanding of employment, work, mandate and agency contracts in the context of a selected business.

SPECIFIC OUTCOME 5

Demonstrate an understanding of the South African Law of delict in the context of a selected business.

SPECIFIC OUTCOME 6

Demonstrate an understanding of South African law relating to the typical forms of businesses and their taxation.

SPECIFIC OUTCOME 7

Demonstrate an understanding of legal concepts applicable to corporeal and intellectual property, payment and security.

SPECIFIC OUTCOME 8

Demonstrate an understanding of the elements of competition, consumer and internet law as it affects a selected business.

QUALIFICATIONS UTILISING THIS UNIT STANDARD

	ID	QUALIFICATION TITLE	LEVEL
Core	73209	National Diploma: Club Professional Golfing	Level 5



SOUTH AFRICAN QUALIFICATIONS AUTHORITY

UNIT STANDARD:

Apply basic principles of purchasing and stock control in a golf business

SAQA US ID	UNIT STANDARD TITLE		
336077	Apply basic principles of purchasing and stock control in a golf business		
ORIGINATOR	PROVIDER		
SGB Sport			
FIELD	SUBFIELD		
2 - Culture and Arts	Sport		
ABET BAND	UNIT STANDARD TYPE	NQF LEVEL	CREDITS
Undefined	Regular	Level 5	12

This unit standard does not replace any other unit standard and is not replaced by another unit standard.

SPECIFIC OUTCOME 1

Demonstrate an understand of the importance of purchasing decisions in a golfing business.

SPECIFIC OUTCOME 2

Demonstrate an understanding of purchase planning and plan purchases in a golfing business.

SPECIFIC OUTCOME 3

Demonstrate an understanding of the importance of stock control within a golfing business.

SPECIFIC OUTCOME 4

Demonstrate an understanding of the purpose and use of buying groups to a golfing business.

QUALIFICATIONS UTILISING THIS UNIT STANDARD

	ID	QUALIFICATION TITLE	LEVEL
Core	73209	National Diploma: Club Professional Golfing	Level 5