



# inseta

INSURANCE SECTOR EDUCATION  
AND TRAINING AUTHORITY

<b>Learner Name</b>	
<b>ID Number</b>	
<b>Organisation</b>	

## FORMATIVE ASSESSMENT: LEARNER WORK FILE VERSION 1

Unit Standard Title: **Present an informed argument on a current issue in a business sector**

Unit Standard No: **230070**

Unit Standard Credits: **5**

NQF Level: **5**

### Mark information:

Specific Outcome/Section	1	2	3	4	5	Total	%	C / NYC
Maximum marks	15	10	10	15		50	100	

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## Formative Activities

### Section 1: 15 marks

#### Activity 1

**Work in pairs if you can. Alternatively, you will have to complete these activities on your own.**

For this activity you need to demonstrate insight and knowledge into a current issue in the insurance industry.

- Source an article on a current issue in the insurance industry (it can be from published or unpublished sources)
- Analyse the article and summarise the issue(s) highlighted in the article. Your summary should include: the relevance of the particular issue in the insurance industry and the impact on the insurance sector
- Mention the applicable legislation relating to the topic / issue
- Remember to attach a copy of your sourced article to your portfolio of evidence

(15)



**Section 2: 10 marks****Activity 2**

Work with the same partner as you have done in Activity 1. Develop an argument around the issue identified and summarised using the appropriate lingo of the insurance industry. You need to ensure that the following is evident in your written argument:

- Appropriate terminology in the correct context
- The specific issue is approached from different viewpoints
- Proof of substantiation of your argument
- Anticipation of potential challenges to your argument, so that you are prepared for questions or counter arguments

(10)



**Section 3: 10 marks****Activity 3**

Work with the same partner as you have done in Activity 1 and 2.  
Construct / Write a communication on the issue that you have selected in Activity 1 and base it on a developed argument. You need to ensure that the following is evident in your communication:

- The objective / purpose of the communication
- What type of communication tools you would use to achieve your mentioned objective or purpose of the communication
- That the content is in sequence and synthesised into a presentation that meets the objective / purpose for the intended audience
- That an argument is provided to negate undesired options (with examples to substantiate your argument) (10)



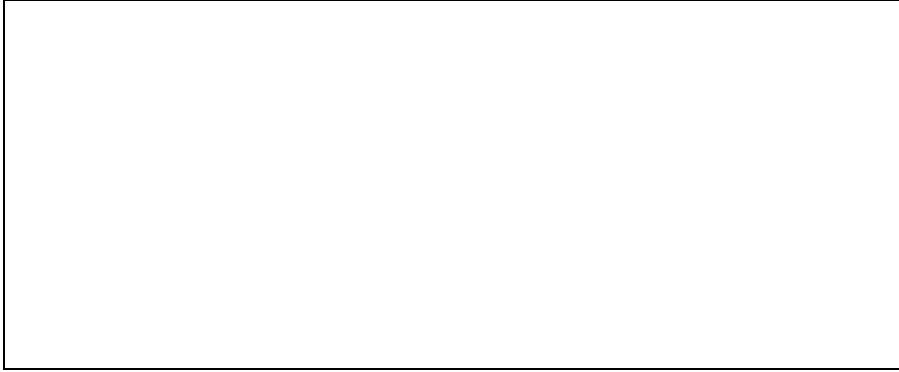
**Section 4: 15 marks****Activity 4**

Work with the same partner as you have done in Activity 1, 2 and 3. For this activity you need to present your developed argument (as in Activity 3). Both partners need to present. Each group's presentation should not be longer than 20 minutes. You need to ensure that the following is produced or evident:

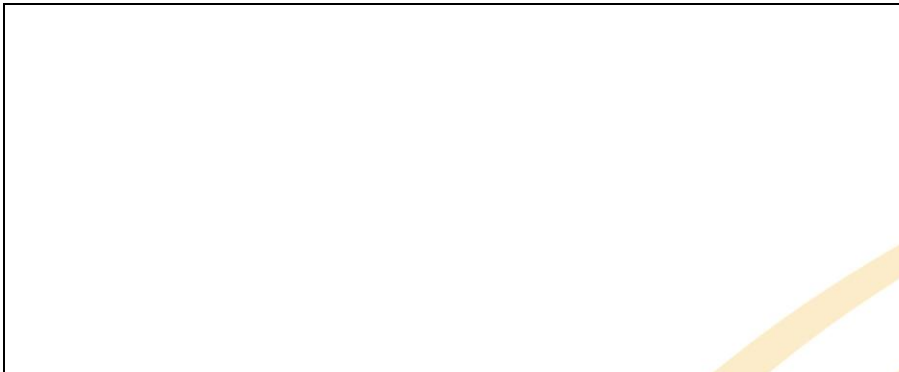
- A slideshow that you will use to present your argument to the rest of the class / group, containing the following:
  - The main points as well as the purpose of the argument
  - Proof of appropriate language level and vocabulary for the target audience
  - Proof that your specific viewpoint is defended and substantiated with relevant additional information
- Please do your planning of the presentation in the space provided and attach a copy of your slide show printout to your portfolio of evidence. (15)

Planning:

Slide 1:



Slide 2:



Slide 3:



Slide 4:





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## **SOUTH AFRICAN QUALIFICATIONS AUTHORITY**

### **REGISTERED UNIT STANDARD:**

#### **Present an informed argument on a current issue in a business sector**

<b>SAQA US ID</b>	<b>UNIT STANDARD TITLE</b>			
230070	Present an informed argument on a current issue in a business sector			
<b>ORIGINATOR</b>		<b>ORIGINATING PROVIDER</b>		
SGB Insurance and Investment				
<b>QUALITY ASSURING BODY</b>				
-				
<b>FIELD</b>			<b>SUBFIELD</b>	
Field 03 - Business, Commerce and Management Studies			Finance, Economics and Accounting	
<b>ABET BAND</b>	<b>UNIT STANDARD TYPE</b>	<b>OLD NQF LEVEL</b>	<b>NEW NQF LEVEL</b>	<b>CREDITS</b>
Undefined	Regular	Level 5	New Level Assignment Pend.	5
<b>REGISTRATION STATUS</b>		<b>REGISTRATION START DATE</b>	<b>REGISTRATION END DATE</b>	<b>SAQA DECISION NUMBER</b>
Reregistered		2009-11-03	2012-06-30	SAQA 0160/05
<b>LAST DATE FOR ENROLMENT</b>		<b>LAST DATE FOR ACHIEVEMENT</b>		
2013-06-30		2016-06-30		

In all of the tables in this document, both the old and the new NQF Levels are shown. In the text (purpose statements, qualification rules, etc), any reference to NQF Levels are to the old levels unless specifically stated otherwise.

This unit standard replaces:

US ID	Unit Standard Title	Old NQF Level	New NQF Level	Credits	Replacement Status
14525	Present an informed argument on a current issue in a business sector	Level 5	New Level Assignment Pend.	5	Complete

### **PURPOSE OF THE UNIT STANDARD**

This Unit Standard is intended specifically to meet the communication requirements for qualifications in Financial Services at NQF Level 5, but it may be useful to learners in other sectors. It requires knowledge of current issues in a selected field or sub field and ability to conduct independent research on a well-defined problem or issue and to collate and present findings using appropriate technology and professional discourse.

The qualifying learner is capable of:

- Demonstrating knowledge and insight into a current issue in a selected business sector.
- Developing an argument around an issue using the language of the field.
- Constructing a communication on a selected issue based on a developed argument.
- Applying technical knowledge and skill to present an argument on an issue in a selected business sector.

### **LEARNING ASSUMED TO BE IN PLACE AND RECOGNITION OF PRIOR LEARNING**

It is assumed that learners are competent in Communication and Mathematical Literacy at NQF Level 4.

### **UNIT STANDARD RANGE**

The typical scope of this Unit Standard is:

- The presentation should include a handout, slides and verbal presentation.
- Published media include, but are not limited to, newspapers, journals, magazines, books, in-house reports, Internet and other relevant documents.
- Sources include, but are not limited to, interviews and formal and informal workshop discussions.
- The audience may be a client, member, Board of Management, union members or any target group appropriate to a selected sector.
- Communication may be written or verbal.

### **Specific Outcomes and Assessment Criteria:**



**SPECIFIC OUTCOME 1**

Demonstrate knowledge and insight into a current issue in a selected business sector.

**ASSESSMENT CRITERIA****ASSESSMENT CRITERION 1**

A current issue is identified in a selected business sector and is researched from published and unpublished sources.

**ASSESSMENT CRITERION 2**

The issue is analysed indicating in depth insight into the specialist issue.

**ASSESSMENT CRITERION 3**

The relevance of the issue and potential impact on a specific business sector is explained with reference to current research.

**ASSESSMENT CRITERION 4**

Legislation relating to the topic is identified to ensure that the argument to be developed complies with legislative requirements.

**SPECIFIC OUTCOME 2**

Develop an argument around an issue using the language of the field.

**ASSESSMENT CRITERIA****ASSESSMENT CRITERION 1**

Appropriate terminology is used in the correct context.

**ASSESSMENT CRITERION 2**

The issue is considered from different viewpoints in order to produce an objective position or balanced view.

**ASSESSMENT CRITERION 3**

An argument is developed and substantiated for the selected issue.

**ASSESSMENT CRITERION 4**

Potential challenges to the argument are anticipated in order to be prepared for questions or counter arguments.

**SPECIFIC OUTCOME 3**

Construct a communication on a selected issue based on a developed argument.

**ASSESSMENT CRITERIA****ASSESSMENT CRITERION 1**

The objective of the communication is clearly identified and stated for the target audience.

**ASSESSMENT CRITERION 2**

Appropriate communication tools are used to achieve the stated objective of the communication.

**ASSESSMENT CRITERION 3**

The selected content is sequenced and synthesised into a coherent presentation that meets the objective and is appropriate for the intended audience.

**ASSESSMENT CRITERION 4**

A cogent argument is provided to negate undesired options and appropriate examples are included to illustrate and substantiate the argument.

**SPECIFIC OUTCOME 4**

Apply technical knowledge and skill to present an argument on an issue in a selected business sector.

**ASSESSMENT CRITERIA****ASSESSMENT CRITERION 1**

A written document is produced to present an argument on the selected issue and support a verbal presentation.

**ASSESSMENT CRITERION 2**

The main points of the argument are identified and highlighted with due regard for the specific audience and purpose.

**ASSESSMENT CRITERION 3**

The language level and vocabulary used are appropriate for the audience and the communication is presented coherently using the terminology of the field and appropriate technology.

**ASSESSMENT CRITERION 4**

A specific viewpoint is defended and substantiated with additional information without losing the focus of the argument.

**UNIT STANDARD ACCREDITATION AND MODERATION OPTIONS**

- Anyone assessing a candidate against this Unit Standard must be registered as an assessor with the relevant ETQA or ETQA where a Memorandum of Understanding (MOU) exists with the relevant ETQA.
- Any institution offering learning that will enable achievement of this Unit Standard must be accredited as a provider through the relevant ETQA or ETQA where a Memorandum of Understanding (MOU) exists with the relevant ETQA.
- Moderation of assessment will be overseen by the relevant ETQA according to the moderation guidelines and the agreed ETQA procedures.

**UNIT STANDARD ESSENTIAL EMBEDDED KNOWLEDGE**

N/A

**UNIT STANDARD DEVELOPMENTAL OUTCOME**

N/A

**UNIT STANDARD LINKAGES**

N/A

**Critical Cross-field Outcomes (CCFO):****UNIT STANDARD CCFO IDENTIFYING**

The learner is able to identify and solve problems in which responses show that responsible decisions using critical thinking have been made in identifying and arguing a selected issue.

**UNIT STANDARD CCFO ORGANISING**

The learner is able to organise and manage him/herself and his/her activities responsibly researching the issue and meeting deadlines.

**UNIT STANDARD CCFO COLLECTING**

The learner is able to collect, organise and critically evaluate information in researching a current issue.

**UNIT STANDARD CCFO COMMUNICATING**

The learner is able to communicate effectively in presenting a verbal argument, defending a point of view, developing a written document to accompany the presentation and selecting the main points of the argument.

**UNIT STANDARD CCFO SCIENCE**

The learner is able to use technology appropriately in using the Internet to gather

information and in presenting the findings of the research.

### **UNIT STANDARD CCFO DEMONSTRATING**

The learner is able to demonstrate an understanding of the world as a set of related systems identifying a current issue and explaining the relevance of the issue to a selected business sector.

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