



PARTNER INSTITUTION: CENTRAL UNIVERSITY OF TECHNOLOGY, FREE STATE

Prospective students who matriculated in 2008 and onwards

- At least a National Senior Certificate (NSC) (grade 12-certificate)
- For English as Home Language or First Additional Language as well as Life Orientation, a pass mark according to the specific requirements as set in the applicable programme will be required.
- A candidate for a degree, diploma or certificate must score at least 27 or more points on the CUT scoring scale in the Grade 12 examination in July, or a subsequent examination.
- If an applicant fails to qualify for admission to the CUT in terms of these regulations, such an applicant may be subject to the testing of potential.
- A maximum of 1 point can be earned for Life Orientation.

New CUT Scoring scale

(Add the values according to the percentage obtained in the NSC Examination.)

% obtained in NSC Examination	90 – 100%	80- 89%	70- 79%	60- 69%	50- 59%	40- 49%	30- 39%	0–29%
% Value / Points rating	8	7	6	5	4	3	2	1

(A maximum of 1 point can be earned for Life Orientation.)

Old CUT Scale of Notation

(Add the values according to the symbols obtained in the examinations as specified below.)

Symbol obtained in Grade 12	A	B	C	D	E
Higher Grade	8	7	6	5	4
Standard Grade	6	5	4	3	2

National Diploma: Marketing (Central University of Technology, Free State)

(The following Grade 12 subjects are recommended: Accounting and Mathematics)

Career opportunities

Marketing and sales managers are employed by all medium sized and large concerns. Marketing is the process whereby a company tries to find out what its customers want and then develops its products accordingly. (Marketer, marketing manager, sales manager, advertising manager, marketing researcher, export agent, export manager, worker in international division of a bank)

Curriculum

1 st year	2 nd year	3 rd year	4 th year
Marketing I	Quantitative Techniques I	English	Marketing III
Accounting for Marketers I	Consumer Behaviour I	Economics I	Marketing Research III
Mercantile Law I	Marketing II	End-User Computing I	Advertising and Sales Promotion I
Business Management I	Personal Selling I	Sales Management III	Experiential Learning
English Proficiency			

B.Tech.: Marketing (Central University of Technology, Free State)

(Admission Requirements – National Diploma: Marketing or an equivalent M+3 qualification)

Curriculum

2012	2013
Applied Marketing 4	Advanced Marketing Finance 4
Economics 2	Marketing 4

National Diploma: Human Resources Management (Central University of Technology, Free State)

Career opportunities

Almost all large organisations, companies and the public sector make use of the services of human resources managers. Human Resources managers are responsible for policies and practices in an organization dealing with the recruitment and selection of employees, improving performance and productivity, pay and fringe benefits, creating a good relationship between managers and employees, development and updating of human resources development programmes or training programmes, payment practices and for staff administration. They are also responsible for ensuring that labour laws, training, wage agreements and conditions of service are followed. (Human Resources development practitioner, human resources manager, industrial relations specialist, training specialist)

Curriculum

1 st year	2 nd year	3 rd year	4 th year
Human Resources Management I	Human Resources Management II	Human Resources Management III	End-User Computing I
Business Management I	Business Management II	Business Management III	English
Accounting for Personnel Practitioners OR	Industrial Relations I	Industrial Relations II	Labour Law
Quantitative Techniques I	Management of Training I	Management of Training II	
English Proficiency			

B.Tech.: Human Resources Management (Central University of Technology, Free State)
 (Admission Requirements – National Diploma: Human Resources Management or an equivalent qualification with Industrial Relations and Management of Training at second-year level, and Human Resources Management and Business Management at third-year level)

Curriculum

2012	2013
Research Methodology	Advanced Industrial Relations IV
Organisational Behaviour IV	Advanced Strategic Management IV
Advanced Management of Training IV	Advanced Human Resources Management IV

National Diploma: Public Management (Central University of Technology, Free State)

Career opportunities

Positions in government and local government offices where the real administration of the policy and the implementation of the budget are left to the public administration officer. It is expected of the public administration officials to administer the broad political policy trend of the government-of-the-day so that the community may be served. As public administration officials, one may get involved with bookkeeping, auditing, financial control, personnel administration, correspondence and a great deal more. (Public sector: General management, financial management, human resources management and the political milieu, i.e. national, regional or local government, financial and procurement management, office management, project management and governmental relations)

Curriculum

1 st year	2 nd year	3 rd year
Public Resource Management I	Public Financial Management II	Financial and Procurement Management III
Public Office Management I	Public Human Resource Management II	Public Human Resource Management III
Public Information Services I	Public Information Practices II	Management of Information III
Public Service Delivery I	Project Management II	Intersectoral Collaboration III
Public Decision-making I	Procurement and Logistics Management II	Policy Studies III
Self Management I	Fundamentals of Research II	Programme Management III
English Proficiency		Public Management Practice III

B.Tech.: Public Management (Central University of Technology, Free State)

(Admission Requirements: National Diploma: Public Management or a B. Degree in the specific field of study is required)

Career opportunities:

General management, financial management, human resources, the political milieu, auditing, financial and procurement management, human resources management, office management, project management and governmental relations.

Curriculum

1 st semester	2 nd semester
Public Accountability IV	Strategic Public Management IV
Public Human Resource Management IV	Governmental Relations IV
Public Policy Management IV	Research & Information Management IV

B.Tech. Degree: Project Management (Central University of Technology, Free State)

(Admission Requirements: Any SAQA-accredited M+3 qualification or RPL (only for admission into the programme). Industry experience of at least six months is recommended. Applicants with higher qualifications and more than the minimum six months of working experience will be given first preference. Applicants may be required to undergo a selection test. The programme requires computer literacy, particularly in Microsoft Word and Microsoft Excel and therefore must be competent in such software. No credit transfers are allowed. Students must register for and pass all programme subjects/modules. RPL applicants must submit their application no later than June, as this process can take considerable time. No late RPL applications will be accepted.

Curriculum

1 st year	2 nd year
Project Management Process 4	Project Resources 4
Strategic Management 4	Project Quality 4
Entrepreneurship 4	Project Research 4
	Operational Research 4
	Project Accounting 4

National Higher Certificate: Accounting (Central University of Technology, Free State)

[Admission requirements: Grade 12 2007 and before: Accounting as a prerequisite (HG – D/SG – C)

Grade 12 2008 and onwards: Accounting as a prerequisite (50%)]

Career opportunities

Accounting assistant, junior bookkeeper, audit ssistant. This is a generic qualification and forms the basis for further studies in Internal Auditing or Cost and Management Accounting.

Curriculum

1st year	2nd year
Financial Accounting I	Financial Accounting II
Economics I	Cost Accounting II
Business Calculation I	Commercial Law for Accountants II
Communication I	Auditing II
Business Information Systems I	Accounting Software I
Cost Accounting I	Taxation I
Commercial Law for Accountants I	
Entrepreneurial Skills I	
English Proficiency	

National Diploma: Internal Auditing or Cost and Management Accounting (Central University of Technology, Free State)
 (Admission requirements: National Higher Certificate: Accounting)

National Diploma (Internal Auditing)	National Diploma (Cost and Management Accounting)
3rd year	3rd year
Financial Accounting III	Management Accounting III
Internal Auditing III	Financial Accounting III
Taxation II	Taxation II
Business Information Systems II	Organisational Management III
Corporate Procedure II	Corporate Procedure II
Statistics II	Business Statistics II
Career Opportunities: Internal Auditing is an independent, objective assurance and consulting activity designed to add value to and improve on organisation's operations. The internal auditor serves the management team of the organisation and career opportunities exist in most large organisations, as well as in the public and private sectors.	Career Opportunities: Career opportunities exist in the manufacturing and mining industries, as well as in public and private sectors. Management accountants provide financial managers with important information to allow them to make informed business decisions, therefore they play an important role in the planning, control and evaluation of business processes.