



ATi

AFRI TRAINING INSTITUTE

COMPANY PROFILE 2026

— *Developing Minds, Driving Impact* —



QUALITY
TRAINING



PRACTICAL
EXPERIENCE



CAREER
GROWTH



REAL
IMPACT

WHY CHOOSE AFRI TRAINING?

Mrs. Nicholls
Owner/Founder

OUR BRAND PROMISE

Afri Training Institute transforms workforce development from a compliance burden into a strategic advantage. As an accredited, 100% black female-owned Level 1 B-BBEE provider, we deliver SETA- and QCTO-recognised programmes, customised workshops and end-to-end transformation services. We simplify compliance, embed skills into daily work and help organisations optimise scorecards, unlock financial benefits and achieve measurable performance with impact.



OUR COMPANY PILLARS

- 1 | ACCREDITED EXPERTISE**
 Diverse SETA- and QCTO-recognised programmes, backed by decades of experience.
- 2 | APPLIED LEARNING**
 Skills are embedded into real work, translating knowledge into measurable performance and business impact.
- 3 | COMPLIANCE MEETS GROWTH**
 We turn regulatory obligations into strategic advantages that optimise scorecards, unlock tax benefits and improve ROI.
- 4 | BEHAVIOURAL INTELLIGENCE**
 We build empathy, curiosity, accountability, adaptability and judgement—the human capabilities AI cannot replace.
- 5 | PEOPLE-CENTRED TRANSFORMATION**
 We develop diverse, future-ready workforces through succession, career development, youth inclusion and disability inclusion.
- 6 | PARTNER OF CHOICE**
 More than a training provider: your compliance partner, strategist and people-development advisor, delivering end-to-end support.



BENEFITS OF PARTNERING WITH AFRI TRAINING INSTITUTE

- 1 Streamlined compliance** with SETA, QCTO, B-BBEE and Employment Equity requirements, supported by end-to-end consulting and administration.
- 2 Financial incentives** and tax relief through accredited programmes.
- 3 Improved employee retention**, productivity and morale.
- 4 People-centred workforce development**, with a focus on youth and disability inclusion.
- 5 Succession planning** and career development for employees.
- 6 A trusted partner** for both compliance and growth.
- 7 A hands-on, interactive learning experience** customised to business needs.



WORKING WITH PEOPLE WITH DISABILITIES

At Afri Training Institute, we help businesses build inclusive workplaces by managing the entire learnership journey for people with disabilities—from recruitment and workplace readiness to placement and ongoing support. Our tailored approach ensures the right fit for both the learner and the organisation, improving success, retention and meaningful employment outcomes while supporting your transformation and B-BBEE objectives.



EMPOWER YOUTH. STRENGTHEN YOUR B-BBEE. GROW YOUR BUSINESS.

SERVICES

At Afri Training Institute, we provide end-to-end workforce development solutions designed to help businesses build skills, remain compliant and achieve sustainable growth.

01 CUSTOMISED TRAINING PROGRAMMES

Accredited and non-accredited training tailored to your organisation's needs.

02 SDF SUPPORT SERVICES

Expert assistance with Skills Development Facilitation, Workplace Skills Plans (WSP), Annual Training Reports (ATR), Employment Equity, QCTO accreditation, discretionary grants and B-BBEE alignment.

03 OCCUPATIONAL QUALIFICATIONS & LEARNERSHIPS

Practical, accredited programmes that combine workplace experience with nationally recognised qualifications.

04 EMPLOYMENT EQUITY CONSULTING

Professional guidance to ensure compliance with Employment Equity legislation and reporting requirements.

05 B-BBEE CONSULTING

Strategic support to improve your B-BBEE score while maximising the value of your skills development investment.

Y.E.S. INITIATIVE (YOUTH EMPLOYMENT SERVICE)

The Youth Employment Service (Y.E.S.) Initiative is a partnership between business and government aimed at tackling youth unemployment while creating meaningful opportunities for young South Africans.

By participating in the Y.E.S. Initiative, qualifying businesses can achieve up to two additional B-BBEE recognition levels by meeting youth employment targets, while making a measurable social and economic impact.

At Afri Training Institute, we help you integrate the Y.E.S. Initiative into your skills-development and B-BBEE strategy, making compliance simple while investing in South Africa's future.



WORK READINESS & DEVELOPMENT PROGRAMME



Sandra Pretotius:
General Manager

This programme equips new employees with essential workplace skills to perform confidently, add value, and integrate effectively into any organisation, covering:

- Time management & professionalism
- Email etiquette & business communication
- Workplace relationships & emotional intelligence
- Administration basics & attention to detail
- Critical thinking & problem-solving
- Professional conduct & dress code adherence
- Building confidence and workplace value

We also provide a dedicated learner support resource to manage daily progress and ensure success, supported by a structured **Mentoring Workshop** for workplace supervisors and mentors.

Mentoring focuses on practical guidance, shared learning, and building the right mindset for effective workplace development.

FULL-SERVICE CAPABILITY INCLUDES

Skills Development Facilitator (SDF) Support

Employment Equity & B-BBEE Consulting

Learnerships & Occupational Training

Leadership, Sales & Business Skills Development

Change Management & Strategy Workshops

Recruitment & Behavioural Interviewing Skills

Y.E.S. Initiative Support

**BUILDING CAPABLE PEOPLE. STRENGTHENING ORGANISATIONS.
DRIVING PERFORMANCE.**

ACCREDITATION SCOPE

QCTO - OCCUPATIONAL QUALIFICATIONS

SETA - QAP

SETA	LEARNERSHIP/PART QUALIFICATION/SKILLS PROGRAMMES	SAQA ID	SAQA TITLE	NQF LEVEL	CREDITS
ETDP	Skills Programme	SP-211007	Occupational Skills Programmes: Learning Support Facilitator	Level 5	20
SSETA	Skills Programme	SP-201201	Occupational Skills Programme: Workplace Preparation	Level 2	30
QCTO	Skills Programme	SP - 211009	Occupational Skills Programme: Workplace Essentials Skills	Level 4	20
QCTO	Skills Programme	SP - 220319	Occupational Skills Programme: Learning and Development Facilitator	Level 5	36
QCTO	Skills Programme	SP - 210401	Occupational Skills Programme: New Venture Creation	Level 2	32
QCTO	Skills Programme	SP - 220320	Occupational Skills Programme: Assessment Practitioner	Level 5	20
QCTO	Skills Programme	SP - 220321	Occupational Skills Programme: Skills Development facilitation Practitioner	Level 5	40
QCTO	Skills Programme	SP - 210502	Occupational Skills Programme: Conflict management	Level 5	8
QCTO	Skills Programme	SP - 220322	Occupational Skills Programme: Workplace Based Practitioner	Level 5	30
QCTO/HWSETA	Skills Programme	SP - 230801	Occupational Skills Programme: Basic Emergency First Aid Responder	Level 2	2
QCTO/LGSETA	Qualification	98991	Occupational Certificate: Firefighter	Level 4	149
QCTO/WRSETA	Learnership	121792	National Occupational Certificate: Sales Representative	Level 4	155
QCTO/WRSETA	Learnership	99573	Occupational Certificate: Retail Supervisor	Level 4	100
WR SETA	Learnership	99446	Occupational Certificate: Dispatching and Receiving Clerk	Level 3	34
WR SETA	Qualification	118731	Occupational Certificate: Shelf Filler	Level 2	27
WR SETA	Learnership	99688	Occupational Certificate: Visual Merchandiser	Level 3	30
MerSETA	Qualification	120037	Occupational Certificate: Production operator	Level 3	122
MerSETA	Part-qualification	115722	Occupational Certificate: First-line production supervisor	Level 4	86
SSETA	Learnership	101869	Occupational Certificate: Project Manager	Level 5	240
SSETA	learnership	118712	Occupational Certificate: Above Service Cleaner	Level 1	46
SSETA	learnership	118711	Occupational Certificate: Commercial Ablution Cleaner	Level 1	46
SSETA	learnership	118709	Occupational Certificate: Commercial Cleaner	Level 1	120
SSETA	Learnership	118713	Occupational Certificate: Commercial Floor Cleaner	Level 1	49
SSETA	Full Qualification	118730	Occupational Certificate: Healthcare Cleaner	Level 2	120
SSETA	Learnership	99687	Occupational Certificate: Contact Centre Manager	Level 5	285
SSETA	Learnership	118741	Occupational Certificate: Small Business Consultant	Level 5	244
SSETA	Learnership	118706	Occupational Certificate: Marketing Coordinator	Level 5	175
SSETA	Learnership	118251	Occupational Certificate: Recruitment Manager	Level 5	186
SSETA	Full Qualification	101876	Occupational Certificate: Management Assistant	Level 5	316
SSETA	Learnership	118740	Occupational Certificate: Office Supervisor	Level 5	240
TETA	Learnership	110942	Occupational Certificate: Supply Chain Practitioner	Level 5	180
WR SETA	Learnership	103150	Occupational Certificate: Retail Chain Store Manager	Level 5	106
WR SETA	Learnership	99703	Occupational Certificate: Store Person	Level 2	41
WR SETA	Learnership	99708	Occupational Certificate: Service Station Attendant	Level 2	28

ASSESSMENT CENTRE - QCTO QUALIFICATIONS

SETA	LEARNERSHIP/PART QUALIFICATION/SKILLS PROGRAMMES	SAQA ID	SAQA TITLE	NQF LEVEL	CREDITS
SSETA	Learnership	101869	Occupational Certificate: Project Manager	Level 5	240
SSETA	learnership	118709	Occupational Certificate: Commercial Cleaner	Level 1	120
SSETA	learnership	118712	Occupational Certificate: Above Service Cleaner	Level 1	46
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SSETA	Full Qualification	101876	Occupational Certificate: Management Assistant	Level 5	316
SSETA	Learnership	99687	Occupational Certificate: Contact Centre Manager	Level 5	285
SSETA	Learnership	118741	Occupational Certificate: Small Business Consultant	Level 5	244
TETA	Learnership	110942	Occupational Certificate: Supply Chain Practitioner	Level 5	180

LEGACY QUALIFICATION (ALL USs INCLUDED)

SETA	LEARNERSHIP/PART QUALIFICATION/SKILLS PROGRAMMES	SAQA ID	SAQA TITLE	NQF LEVEL	CREDITS
AgriSETA	Learnership	48971	National Certificate: Mixed farming systems	Level 1	120
AgriSETA	Learnership	49052	National Certificate: Plant production	Level 3	120
AgriSETA	Learnership	49582	National Certificate: Poultry production	Level 1	133
AgriSETA	Learnership	49048	National Certificate: Animal production	Level 3	120
CATHSSETA	Learnership	14113	National Certificate: Food and Beverage Services	Level 4	133
LG SETA	Learnership	57823	National Certificate: Ward Committee Governance	Level 2	120
LG SETA	Learnership	50081	Further Education and Training Certificate: Leadership Development	Level 4	160
SSETA	Learnership	49648	National Certificate: New venture Creation	Level 2	138
SSETA	Learnership	57712 LP 74630	Further Education and Training Certificate: Generic Management	Level 4	150
SSETA	Learnership	61595 LP 35928	Further Education and Training Certificate: Business Administration Services	Level 4	140
SSETA	Learnership	59201 LP 60269	Further Education and Training Certificate: Generic Management	Level 5	162
MERSETA	Learnership	58781	National Certificate: Production Technology	Level 2	125
MERSETA	Learnership	58785	National Certificate: Production Technology	Level 3	120
W&R SETA	Learnership	58206	National Certificate: Wholesale and retail operations	Level 2	120

Customised, essential, impactful & fit-for-purpose credit-bearing & non-credit bearing workshops

Afri Training Institute offers customised, practical workshops available as credit-bearing or non-credit bearing, delivered as open programmes or client-specific solutions.

Business Essential Skills

Business Ethics

Framework: Promote ethical decision-making and professional business conduct.

Change Management

Framework: Equip participants to manage and adapt to organisational change effectively.

Contact Centre and Customer Service

Framework: Improve customer service excellence and contact centre performance.

Critical Thinking

Framework: Develop analytical thinking and practical problem-solving skills.

Customer Service

Framework: Enhance customer experience, satisfaction and business reputation.

Conflict in the Workplace

Framework: Build skills to manage and resolve workplace conflict effectively.

Communication for Impact

Framework: Strengthen communication, influence and workplace relationships.

Cultural Awareness

Framework: Promote cultural understanding, inclusion and effective communication.

Difficult Conversations

Framework: Develop confidence in handling challenging workplace conversations.

Delivery Service Excellence

Framework: Deliver exceptional customer service and exceed customer expectations.

Diversity Management

Framework: Foster inclusive, respectful and high-performing workplaces.

Emotional Intelligence

Framework: Improve self-awareness, empathy and interpersonal effectiveness.

Effective Meetings

Framework: Plan, facilitate and manage productive meetings.

Employment Equity

Framework: Build understanding of Employment Equity, diversity and workplace compliance.

Fundamentals in Project Management

Framework: Learn the core principles of successful project planning and delivery.

Frontline Reception Control

Framework: Develop professional reception and front desk management skills.

HIV/AIDS Awareness

Framework: Promote HIV/AIDS awareness, prevention, support and stigma reduction.

Manage Personal Finances

Framework: Build practical budgeting, saving, investing and debt management skills.

Microsoft Word (Beginner)

Framework: Create, edit and format professional Word documents.

Microsoft Word (Intermediate)

Framework: Develop advanced document formatting and collaboration skills.

Microsoft Word (Advanced)

Framework: Master automation, advanced formatting and complex document management.

Microsoft PowerPoint

(Basic / Intermediate / Advanced)

Framework: Create engaging, professional and impactful presentations.

Microsoft Outlook

(Basic / Intermediate / Advanced) & Minute Taking

Framework: Improve email, calendar, task management and professional minute taking.

Personal Effectiveness

Framework: Increase productivity, goal achievement and personal effectiveness.

Presentation and Public Speaking

Framework: Build confidence to deliver engaging and influential presentations.

Report Writing

Framework: Produce clear, professional and effective business reports.

Stock Control

Framework: Manage inventory accurately and improve operational efficiency.

Time Management

Framework: Improve productivity through effective planning and prioritisation.

Telephone Etiquette

Framework: Develop professional, courteous and effective telephone communication.

Work-Life Balance

Framework: Promote healthy work habits, wellbeing and sustainable performance.



LEADERSHIP, SUPERVISORY & MANAGEMENT SKILLS

Advanced Supervisory

Develop advanced supervisory skills to improve team performance, productivity and operational effectiveness.

Building High-Performing Teams

Strengthen collaboration, trust, communication and team performance.

Finance for Non-Financial Managers

Build financial confidence through budgeting, financial reporting and informed decision-making.

Fundamentals of Labour Legislation

Understand key labour laws, workplace rights and employer compliance responsibilities.

Interview & Recruit for Impact

Improve interviewing techniques and make effective, unbiased recruitment decisions.

Lead & Motivate Teams

Develop practical leadership skills to motivate employees and drive high performance.

Leadership in the Workplace

Build the core leadership skills needed to lead people, influence others and achieve results.

Leadership Development Programme

Develop confident, capable leaders through practical leadership tools and workplace application.

Managing Relationships

Strengthen workplace relationships through effective communication, collaboration and stakeholder engagement.

Negotiation for Win-Win Outcomes

Apply practical negotiation techniques that create value and strengthen business relationships.

Professional Networking

Build meaningful professional networks that support career and business growth.

Operations Management

Develop the skills to manage operations, optimise processes, improve efficiency and lead teams effectively.

Problem Solving

Apply structured problem-solving techniques to make sound decisions and implement effective solutions.

Supervisory Skills

Equip supervisors with the practical skills to lead teams, manage performance and resolve workplace challenges.

Team Leader

Build the confidence and skills required to lead teams, manage people and achieve operational goals.

Managing Individual & Team Performance

Learn how to set expectations, monitor performance, provide feedback and improve results.

Conducting a Disciplinary Enquiry

Conduct fair, legally compliant disciplinary processes with confidence and professionalism.

Management Functions of an Organisation

Understand and apply the core management functions of planning, organising, leading and controlling.

OCCUPATIONAL TRAINING & DEVELOPMENT PROGRAMMES

Assessor

Develop the skills to conduct fair, compliant and effective learner assessments.

Facilitator

Build the skills to design and deliver engaging, learner-centred training.

Coaching & Mentoring

Develop coaching and mentoring skills that support individual growth and performance.

Moderator

Learn to moderate assessments and discussions effectively while ensuring quality and compliance.

Skills Development Facilitator (SDF)

Gain the knowledge and practical skills to coordinate and manage workplace skills development initiatives.

SALES & BUSINESS DEVELOPMENT SKILLS

Sales & Business Development

Power Selling Techniques

Strengthen communication, influence customers and improve sales performance.

Consultative Selling

Identify client needs, recommend tailored solutions and build trusted relationships.

Strategic Networking

Build valuable connections that create opportunities and support business growth.

Self-Branding

Develop a credible professional identity that strengthens visibility and influence.

Sales Management

Equip managers to lead sales teams and drive performance.

Recruitment Sales Training

Candidate Sourcing and Management

Attract, engage and retain high-quality candidates.

Competency-Based Interviewing

Assess candidates consistently against role requirements.

Marketing Candidates Effectively

Present candidates' strengths clearly to improve placement success.

Client Relationship Excellence

Build loyalty, manage challenges and deliver exceptional service.

Order-to-Placement Project Management

Coordinate the full process from client order to successful placement.

Identifying Hidden Needs and Opportunities

Uncover unmet needs, market gaps and new business opportunities.

Managing Objections

Use clear benefits and credible proof to build trust and close more deals.

SETA and Accredited Bodies



ASDSA
ASSOCIATION FOR SKILLS
DEVELOPMENT IN
SOUTH AFRICA



PICK YOUR POWER

Choose the Skills. Create the Impact.

OFFICE NINJAS
★ MASTER THE SKILLS. RULE THE WORKSPACE ★

Duration: 2 Days
Delivery: Virtual or Face-to-Face
Audience: Administrative Professionals

SELLFUELLENCE
★ WHERE SELLING MEETS INFLUENCE ★

Duration: 2 Days
Delivery: Virtual or Face-to-Face
Audience: Sales & Marketing Professionals

WAREHOUSE CHAMPIONS
★ 12-MONTH WAREHOUSE SKILLS DEVELOPMENT PROGRAMME ★
SKILLS TODAY. CHAMPIONS TOMORROW.

Duration: 12 Months
Delivery: Virtual or Face-to-Face
Audience: Warehouse Teams

YOUR CHOICE, YOUR TRAINING JOURNEY

Duration: 2 Days
Delivery: Virtual or Face-to-Face
Audience: All Professionals

ADAPTING AND IN A THRIVING CHANGING WORKPLACE
EMPOWER. ADAPT. COLLABORATE. THRIVE.

Duration: 12 Months
Delivery: Face-to-Face or Virtual
Audience: All Professionals

BEYOND THE MOP
ELEVATING THE CLEANING PROFESSION
TWO-DAY COMMERCIAL CLEANING SKILLS PROGRAMME

Duration: 2 Days
Delivery: In-Person Workshop
Audience: Cleaning Staff & Supervisors

BOSS LEVEL: LEADERSHIP
EMPOWERED LEADERSHIP? MASTERING THE SOFT SKILLS THAT DRIVE TEAMS ★

1. CONFLICT MANAGEMENT 2. LEADING & MOTIVATING TEAMS 3. DECISION MAKING & PROBLEM SOLVING

Duration: 2 Days
Delivery: Face-to-Face or Virtual
Audience: Managers & Team Leaders

BRAND ON WHEELS
★ THE DRIVER EXCELLENCE JOURNEY ★

DRIVING SAFETY BRAND REPRESENTATION CUSTOMER EXCELLENCE PROFESSIONAL DEVELOPMENT

Duration: 12 Months
Delivery: Face-to-Face or Virtual
Audience: Drivers & Representatives

DIGITAL SHIFT
DIGITAL-POWERED FOR MAGGC ONE SKILLS TRAINING
WORK. SMARTER. EVERY DAY.

Duration: 5 Days
Delivery: Face-to-Face or Virtual
Audience: All Professionals

SHIFT ON FIRE
THE RESTAURANT PERFORMANCE PROGRAMME ★

PERFORMANCE MINDSET FRONTLINE EXCELLENCE SPEED & EFFICIENCY TEAMWORK & COMMUNICATION RESULTS THAT COUNT

Duration: 12 Months
Delivery: Face-to-Face or Virtual
Audience: Restaurant Teams

FUEL-UP FOR SUCCESS!
★ 12-MONTH SERVICE STATION ATTENDANT POWER PROGRAMME ★

SKILLS FOR THE JOB SAFETY EVERY TIME SERVICE THAT COUNTS OPERATIONAL THAT COUNTS GROWTH THAT LASTS

Duration: 12 Months
Delivery: Face-to-Face or Virtual
Audience: Service Station Attendants

HOSPITALITY POWER SESSIONS
★ 12-MONTH POWER SESSIONS PROGRAMME ★
CONSISTENT SERVICE. STRONG PEOPLE. EXCEPTIONAL GUEST EXPERIENCES.

TEAM EXPERIENCE PEOPLE DEVELOPMENT SERVICE EXCELLENCE OPERATIONAL EXCELLENCE LEADERSHIP IN ACTION

Duration: 12 Months
Delivery: Face-to-Face or Virtual
Audience: Hotel Professionals



AFRI | TRAINING
INSTITUTE

CONTACT US

We're here to help you
take the next step.



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