

# Exemptions List



Definition of 'exemption': The facility for a learner to claim exception from some of the achievement requirements of a QCF qualification, using evidence of certificated, non-QCF achievement deemed to be of equivalent value

## Level 1

NQF ISMM Level 1 Award in Basic Sales Skills 500/3527/7– learners are exempt from:

QCF Unit Level 1 Understanding the sales cycle  
QCF Unit Level 1 Communication skills in sales

## Level 2

Learners who have passed the NQF Award in Advanced Sales and Marketing 500/3640/3 are exempt from:

Unit: Preparing and delivering a sales presentation  
Unit: Handling objections, negotiating and closing sales

Learners who have passed the NQF Certificate in Advanced Sales and Marketing 500/3645/2 are exempt from:

Unit: Preparing and delivering a sales presentation  
Unit: Handling objections, negotiating and closing sales  
Unit: Understanding customer segmentation and profiling  
Unit: Understanding influences on buyer behaviour  
Unit: Understanding sales and marketing in organisations  
Unit: Using market information for sales

Learners who have passed the NQF Diploma in Advanced Sales and Marketing 500/3530/7 are exempt from:

Unit: Preparing and delivering a sales presentation  
Unit: Handling objections, negotiating and closing sales  
Unit: Understanding customer segmentation and profiling  
Unit: Understanding influences on buyer behaviour  
Unit: Understanding sales and marketing in organisations  
Unit: Using market information for sales

## Level 3

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Proposed exemptions and equivalences between units:

Learners who have passed the NQF Award in Advanced Sales and Marketing 500/3640/3 are exempt from:

Unit: Preparing and delivering a sales presentation

Unit: Handling objections, negotiating and closing sales

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Learners who have passed the NQF Certificate in Advanced Sales and Marketing 500/3645/2 are exempt from:

Unit: Preparing and delivering a sales presentation

Unit: Handling objections, negotiating and closing sales

Unit: Understanding customer segmentation and profiling

Unit: Understanding influences on buyer behaviour

Unit: Understanding sales and marketing in organisations

Unit: Using market information for sales

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Learners who have passed the NQF Diploma in Advanced Sales and Marketing 500/3530/7 are exempt from:

Unit: Preparing and delivering a sales presentation

Unit: Handling objections, negotiating and closing sales

Unit: Understanding customer segmentation and profiling

Unit: Understanding influences on buyer behaviour

Unit: Understanding sales and marketing in organisations

Unit: Using market information for sales

## Level 4

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Learners who have passed the NQF Award in Operational Sales and Marketing Management 500/3660/9 are exempt from Unit:

U405 Sales negotiations

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Learners who have passed the NQF Certificate in Operational Sales and Marketing Management 500/3649/X are exempt from Units:

U402 Understanding segmentation, targeting and positioning

U405 Sales negotiations

U406 Analysing the marketing environment

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Learners who have passed the NQF Diploma in Operational Sales and Marketing Management 500/3661/0 are exempt from Units:

U402 Understanding segmentation, targeting and positioning

U403 Managing a sales team

U405 Sales negotiations

U406 Analysing the marketing environment

U407 Finance for sales managers

## Level 5

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Learners who have passed the NQF level 5 Award in Sales Management 500/3689/0 are exempt from:  
Unit U504 Unit U505 Unit U506 Unit U507

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Learners who have passed the NQF level 5 Award in Account Management 500/3664/6 are exempt from:  
Unit U501 Unit U504 Unit U506 Unit U508 Unit U509

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Learners who have passed the NQF level 5 Certificate in Sales Management 500/3665/8 are exempt from:  
Unit U401 Unit U501 Unit U504 Unit U505 Unit U506 Unit U507 Unit U509  
Unit U510

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Learners who have passed the NQF level 5 Certificate in Account Management 500/3663/4 are exempt from:  
Unit U401 Unit U501 Unit U503 Unit U504 Unit U506 Unit U508 Unit U509  
Unit U510

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Learners who have passed the NQF level 5 Diploma in Sales Management 500/3667/1 are exempt from:  
Unit U401 Unit U501 Unit U504 Unit U505 Unit U506 Unit U507 Unit U509  
Unit U510

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Learners who have passed the NQF level 5 Diploma in Account Management 500/3666/X are exempt from:  
Unit U401 Unit U501 Unit U502 Unit U503 Unit U504 Unit U506 Unit U508  
Unit U509 Unit U510

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Learners who have passed the NQF level 5 Diploma in Sales and Account Management 500/3662/2 are exempt from:  
Unit U401 Unit U501 Unit U502 Unit U503 Unit U504 Unit U505 Unit U506  
Unit U507 Unit U508 Unit U509 Unit U510

## Level 6

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Learners who have passed the NQF level 6 Executive Award in Strategic Sales and Account Management (Route 1) 500/3707/9 are exempt from:  
Unit U603

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Learners who have passed the NQF level 6 Executive Award in Strategic Sales and Account Management (Route 2) 500/3707/9 are exempt from:  
Unit U602 Unit U604 Unit U605 Unit U607

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Learners who have passed the NQF level 6 Executive Certificate in Strategic Sales and Account Management 500/3693/2 are exempt from:  
Unit U602 Unit U603 Unit U604 Unit U605 Unit U607

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Learners who have passed the NQF level 6 Executive Diploma in Strategic Sales and Account Management 500/3804/7 are exempt from:  
Unit U602 Unit U603 Unit U604 Unit U605 Unit U607