SAQA ID 59201

NATIONAL CERTIFICATE: GENERIC MANAGEMENT



Accredited course information:

Unit Standard ID NQF Level Credits

252043

5

6

LOGBOOK

EARNER

Manage a diverse work force to add value

Accredited course information:

Unit Standard ID

NQF Level

Credits

114226

5

8

Interpret and manage conflicts within the workplace

Accredited course information:

Unit Standard ID

NQF Level

Credits

117853

5

8

Conduct negotiations to deal with conflict situations



Investing in your talent!



Please ensure that this logbook is kept in a safe place. It is one of t participation, and without this, you cannot receive credit for what you achieve

This logbook belongs to:	Philasande Bhani
Contact telephone number:	0782141216
My employer:	Dashpay
My training provider:	Olayiwola- Training force
Date received:	05 Feb 2024
Date returned:	13/02/2024

Instructions to Learner

The completion and submission of this Logbook is essential for tre e Learners achievement of the qualification.

The following need to be noted before using this logbook:

- 1. The responsibility for the completion of the logbook lies with the Learner
- 2. Entries in the logbook must be clear, concise and in reasonable detail and where additional evidence is required please ensure that it is attached.
- 3. Learners are reminded that this logbook constitutes valuable record of work experience
- 4. If workplace experience cannot be attained for Exit Level Outcome, then a simulated working environment can be arranged in order to assess the abilities of the Learner
- 5. When in doubt, contact your assessor/mentor

Instruction to Ment	or/Super					
Interpretation of the	method u	derstanding				
Key to Methods	Obs	Obs Observation		Questionin) PE	Product
						Evaluation

This logbook must be completed by the **Appointed Mentor** to you as the Learner. Ensure to make an appointment with your Mentor before submitting your POE for assessment.

INSTRUCTION TO MENTOR

As an appointed Mentor to the learner, you play an important role in the development of a learner and should ensure that you check understanding of the relevant demonstratable outcomes. Carefully read what the learner needs to demonstrate, asks questions around the topic and guide the learner on what evidence would be relevant to include in the portfolio, this evidence can include actual workplace tasks that are being performed and or where performed. Furthermore, ensure to give the learner positive, constructive feedback on workplace tasks related to the outcomes as set out below.

i.e., if a learner was part of and or experienced a conflict situation, make comments on the how the learner handled the situation, what they could've done better etc. in the evidence cell and if necessary, at the comment section below.

If the outcome requires the learner to be part of a meeting, give the learner opportunity to do so, and give the feedback on what they did correctly and what they could do to improve.

The table also indicates activities that the learner needed to complete during the process in the Portfolio of evidence and after the process, check the activity and provide guidance and or praise where applicable.

WORKPLACE LOGBOOK

ID 252043 - Manage a diverse workforce to add value

U. std	AC	Specific Outcomes and	Learner should be	Activity to	Method Used to assess	Supporting Evidence to	Date
	, _	Assessment Criteria	able to	be	understanding	show learner 's	Completed
	SO / (Reference)		demonstrate/ show	Completed		understanding	
	fere		understanding of	by Learner			
	SO (Re		the following	in the POE			
SO1: Dei	monstr	ate knowledge and understandi	ng of diversity in the	workplace	'		
252043	1.1	Diversity is defined regarding differences within a unit, including the difference in backgrounds, culture, beliefs, values, race, age, sex, language and education.	Learner the activities you complete formatively and Summative should clearly show that you can define diversity	Formative Topic 1 Summative 1	Mentor, check learners POE answers related to this specific outcome and ensure that it clearly shows understanding of the relative areas.	(POE) has been thoroughly reviewed, and it's evident that a strong	12/02/2024
252043	1.2	Diversity is explored as a potential source of discrimination.	sources of Si	potential Formative Topic 1 responses sho engagement w material and engagement w material and engagement w responses sho engagement w material and e	arcas.		
252043	1.3	The implications of diversity for external and internal relationships are examined and explained with examples.	discrimination, thereby being able to explain the implications of		communication of complex		
252043	1.4	Cultural biases, stereotypes and perceptions are identified together with the influence they can have in dealing with diversity.	and internal T	Formative Topic 1 Summative 1			



U. std	AC	Specific Outcomes and Assessment Criteria	Learner should be able to	Activity to be	Method Used to assess understanding	Supporting Evidence to show learner 's	Date Completed
	SO / (Reference)		demonstrate/ show	Completed		understanding	
	efere		understanding of	by Learner			
			the following	in the POE			
SO2: De	monstr	rate an understanding of the rea	lity of diversity and its	s value in a uni	t.		
252043	2.1	The benefits of diversity in team members and clients are explained with examples.	Learner through the completion of the said activities, you	Formative Topic 1 Summative 1	Mentor interview the learner and question learner on understanding of ways to		
252043	2.2	Ways of utilising the diversity among team members are explored to enhancing relationships and improving the productivity of a unit.	need to show clear understanding and be able to apply the various areas as stipulated in the specific outcomes.	Summative 1	utilise diversity among team members to enhance relationships. Check Summative 4 product produced and ensure that it clearly demonstrates the learner's ability to identify, explore and communicate understanding.	Learner's understanding of utilizing diversity to enhance team relationships is exemplary, demonstrated by insightful perspectives and practical examples. Your Summative 4 product effectively communicates this understanding, reflecting both depth of analysis and clarity of expression.	12/02/2024
252043	2.3	Ways of meeting the diverse needs and goals of team members in a unit are explored about the goals and objectives of a unit.		Summative 1			
252043	2.4	Ways of meeting the needs of diverse clients and communities through a range of products and services are explored to identify new opportunities.		Summative 1			





252043	3.1	Diversity in beliefs, values, interests and attitudes are identified through interaction within a unit.	Learner in addition to the activities to complete with clear demonstration of understanding, throughout your work day, document in the	Summative 1	Mentor observe the learner daily during activities to establish how the learners manages the team and if they take similarities and differences into	Throughout daily observations, the learner consistently demonstrates adept team management skills, considering both similarities and differences among team members, positively impacting team cohesion and productivity.	12/02/2024
252043	3.2	Common beliefs, values, interests and attitudes that will serve a basis for leading the		Summative 1			





U. std	SO / AC (Reference)	Specific Outcomes and Assessment Criteria	Learner should be able to demonstrate/ show understanding of the following	Activity to be Completed by Learner in the POE	Method Used to assess understanding	Supporting Evidence to show learner 's understanding	Date Completed
		team are recognised through interaction within a unit.	reflection document observations made during any work day of the common beliefs, values, interests and attitudes during interactions with		consideration when doing so. Write an email to the learner giving feedback on their performance in this regard. Ensure the learner prints and places in the portfolio as evidence.	Learner adept consideration of team dynamics, embracing both similarities and differences, fosters collaboration and inclusivity, significantly enhancing team cohesion and productivity.	12/02/2024
252043	3.3	The expression of diverse viewpoints and ways of being is encouraged in a unit through management activities.	team members. Ask your mentor to provide you with written feedback in the form of an email	Summative 1	•	producting.	
252043	3.4	Sensitivity towards and understanding of diversity are demonstrated through management activities.	to the to me and	Summative 1			
SO4: Do	ol with	disagreements and conflicts ari	oing from divoraity in	a unit			

SO4: Deal with disagreements and conflicts arising from diversity in a unit.

252043	4.1	Incidents of conflict and	Besides completing	Summative 1	Mentor observe the learner
		disagreement are acknowledged	the activities		during any workday and





U. std	SO / AC (Reference)	Specific Outcomes and Assessment Criteria	Learner should be able to demonstrate/ show understanding of the following	Activity to be Completed by Learner in the POE	Method Used to understanding	assess	Supporting Evidence to show learner 's understanding	Date Completed
252043	4.2	and managed in a way that enhances relationships in a unit. Cases of unfair discrimination	accurately. Document in the reflection at the end, incidents of conflict at least 2, how you managed it to enhance a relationship. Also, if any cases of unfair discrimination were experienced and how was it dealt with.	Summative 1	make note of how the learner acknowledges and manages it to enhance relationships, Provide the learner with feedback via email giving them room for improvement.	The learner's efforts in acknowledging and managing team dynamics have been noted, but there's room for improvement in proactively addressing diverse perspectives to foster stronger relationships and collaboration. Continued refinement of the approach is encouraged.	12/02/2024	
		and discriminatory practices are identified and managed at the appropriate level of authority in the entity.	was it asait with					
252043	4.3	Disagreements and conflict are used as opportunities for learning to improve the cohesion of a unit.		Summative 1	aron elferink	P.Bhan		
Coach /	Mentor	Comment		1	Coach /Mentor Signature	Learner Signature	Assessor Signature	Moderator Signature







ID 114226 - Interpret and manage conflicts within the workplace

U. std	AC	Specific Outcomes and	Learner should be able to	POE Activity	Method Used to	Supporting Evidence	Date
	nce	Assessment Criteria	demonstrate/show	COMPLETED	assess	to show learner 's	Completed
	SO / A (Reference)		understanding of the		understanding	understanding	
	SO (Re		following				
SO1: D	escribe	the main sources of conflict.					
114226	1.1	A list of possible sources of conflict, including perceptions and assumptions, is drawn up with examples of where they are most likely to occur.	Learner you need to ensure that the Practical and knowledge questions are done in such a way that they clearly show your	Formative Topic 2 Summative 2	produced document and provide guidance	Mentor check learners produced document and provide guidancewhere required with regards to relevantspecific outcomes.	12/02/2024
114226	1.2	Positive and negative characteristics of conflict in the workplace are discussed with examples.	understanding of possible sources of conflict, the positive and negative characteristics of conflict,	Formative Topic 2 Summative 2			
114226	1.3	Organisational conflict modes are explained with examples.	organisational modes of conflict and conflict that may arise from personality types.	Formative Topic 2 Summative 2, 3			
114226	1.4	Conflict, which may arise in personality types, can be described, using transactional analysis.	, typee.	Formative Topic 2 Summative 2			
SO2: Ex	xplain a	appropriate techniques in con	flict management	1	1		1
114226	2.1	The various business conflict modes are discussed with examples.	Learner you should be able to accurately explain conflict modes in business,	Formative Topic 2 Summative 2, 3	Mentor evaluate learners work produced and ensure	The learner's work demonstrates a clear understanding of	12/02/2024
114226	2.2	Useful steps to be taken to manage conflict are explained with examples.	the steps to manage conflict providing examples and the route conflicts	Formative Topic 2 Summative 2, 3	that learner can accurately discuss business conflict	business conflict modes, steps to manage conflict, and	
114226	2.3	The route, which conflicts normally follow toward resolution can be described with examples.	follows toward resolution.	Formative Topic 2 Summative 2, 3	modes, the steps to manage conflict and the route that conflict takes	the typical route conflict takes. However, there's room for further elaboration on the nuanced aspects of conflict resolution for a more comprehensive discussion.	





U. std	AC ,	Specific Outcomes and	Learner should be able to	POE Activity	Method Used to	Supporting Evidence	Date
) ce'	Assessment Criteria	demonstrate/show	COMPLETED	assess	to show learner 's	Completed
	/ fere		understanding of the		understanding	understanding	
	SO		following				
SO3: De	escribe	the appropriate action plan a	nd strategies to manage co	nflict.			
114226	3.1	Methods available to resolve conflict regarding the Labour Relations Act are listed with examples.	Learner you need to have some knowledge of the Labour Relations Act and methods used to resolve	Formative Topic 2 Summative 2	Mentor observe the learner during any workday on how conflict is dealt with	The learner's document from the Assessment in POE seems to effectively cover conflict	12
114226	3.2	The most appropriate strategy to resolve a particular conflict is chosen with a justification for the choice of strategy	conflict. If you accurately completed your Practical Activity Summative 4, you would've demonstrated	Summative 2, 3	can relate to the organisations policies and procedures. and procedures when doing so. Check document produced from Assessment in POE and ensure it well with organizational policies and procedures. Observations during workdays suggest a solic understanding of conflict management practices and adherence to	well with organizational policies and procedures. Observations during	
114226	3.3	The need to adopt action plans and adapt them to a particular conflict is demonstrated with examples.	trategies to resolve a pecific conflict situation nd explain the role of the	Summative 2, 3		understanding of conflict management practices	
114226	3.4	The role of policies and procedures in place in the organisation are explained regarding their role in preventing and resolving conflicts.	policies and procedures for preventing and resolving conflicts.				
SO4: Ex	cplain tl	ne attributes of an effective co	onflict manager.	I	I		
114226	4.1	Personal attributes of a good conflict manager can be listed with examples of how each characteristic contributes to conflict resolution.	Learner complete Summative 2 and 4 accurately to clearly demonstrate your understanding of the	Formative Topic 2 Summative 2	Mentor to observe learner's skills audit and summarising their strengths and areas for improvement.		12/02/2024
114226	4.2	A skills audit is done by the learner to identify the skills he/she needs to develop to be an effective conflict manager are identified.	relevant topics.	Summative 2	The learner needs to identity the following:		

1:



U. std	SO / AC (Reference)	Specific Outcomes and Assessment Criteria	Learner should be able to demonstrate/show understanding of the following	POE Activity COMPLETED	Method Used to assess understanding		ing Evidence learner 's anding	Date Completed
114226	4.3	The negative attributes which should be avoided or controlled by an effective conflict manager are listed with an explanation of the negative effect each has on the resolution of conflict.		Formative Topic 2 Summative 2	 Attributes of a good conflict manager Negative attributes which should be avoided or controlled. 	evident the attribution conflict mandemonstration community problems. However, improvem identifying negative as impuls avoidance conflict reeffectiven focusing of strengths.	skills audit, it's ey recognize utes of a good anager, ating strengths nication and solving. there's room for ent in g and mitigating attributes, such iveness or e, to enhance solution ess. Keep on your while g areas for	
This sec	tion is o	r Comment compulsory, and must include per elearner in the subject matter		Coach /Mentor Si	gnature Learner Si	gnature	Assessor Signature	Moderator Signature





	P.Bhan.	



ID 117853 - Conduct negotiations to deal with conflict situations

U. std	SO / AC (Reference)	Specific Outcomes and Assessment Criteria	Learner should be able to	Activity to be Completed by	Method Used to assess understanding	Supporting Evidence to show learner 's	Date Completed
		7.5555577.6.13	demonstrate/show	Learner in the	assess understanding	understanding	Completed
			understanding of	POE			
			the following				
SO1: Pr	epare for no	egotiations.					
117853	1.1	Administrative arrangements for negotiation processes are identified and dealt with effectively.	Learner through-out this unit you need to be able to Conduct negotiations from	Summative 3	Mentor you need to observe the learner during the entire process of a	ve the learner g the entire es of a learner's negotiation process, it's apparent they've followed	12/02/202
117853	1.2	The purpose of negotiation is explained and issues to be negotiated are identified and prioritised, using participatory processes the Preparation Phase. In your practical you have been guided in doing this, complete all	Formative Topic 3 Summative 3	negotiation, ensure to check that the learner has completed all necessary areas as	instructions diligently, covering all necessary areas. Guidance has been provided where needed, and a real		
117853	1.3	A variety of negotiation strategies and processes are identified and explained regarding the process, application and strengths and weaknesses and an appropriate strategy are selected based on the negotiation at hand.	tasks as instructed ensure to be accurate to show suitable understanding.	Formative Topic 3 Summative 3	instructed. Provide guidance where needed, create opportunity for the learner to conduct a real workplace negotiation that should	workplace negotiation has been conducted and recorded as instructed. Keep up the proactive approach, ensuring thoroughness in execution while continuously seeking	
117853	1.4	Negotiation ranges are identified and motivated by all identified issues.	Formative Topic 3 keholders are differed informed about negotiated according dupon time and through effective Formative Topic 3 Summative	improvement			
117853	1.5	Relevant stakeholders are identified and informed about issues to be negotiated according to the agreed upon time framework and through effective communication methods.		Summative 3	further in this		



U. std	SO / AC (Reference)	Specific Outcomes and Assessment Criteria	Learner should be able to demonstrate/show understanding of the following		Method Used to assess understanding	Supporting Evidence to show learner 's understanding	Date Completed
117853	1.6	Appropriate actions are taken and initiated when obtaining mandates from constituencies.		Summative 3			
117853	1.7	Relevant information about identified issues is collated and shared with all parties.		Summative 3	_		
117853	1.8	The negotiation process is anticipated, and appropriate tactics are identified, selected and motivated by the parties.		Summative 3			
SO2: En	gage in ne	gotiations	1	1			'
117853	2.1	Behaviour and conduct during negotiations are explained and aligned with selected negotiation strategy and tactics.	Same as before	Summative 3	Same as before		
117853	2.2	Negotiations are conducted in a manner that maintains or enhances relationships and promotes outcomes that are satisfactory or advantageous regarding the purpose of the negotiation.		Summative 3			
117853	2.3	The negotiation process is facilitated using effective communication and interpersonal skills.		Summative 3	_		
117853	2.4	Relevant options are identified, explained and explored throughout the process.		Summative 3			



U. std	SO / AC (Reference)	Specific Outcomes and Assessment Criteria	Learner should be able to demonstrate/show understanding of the following	Activity to be Completed by Learner in the POE	Method Used to assess understanding	Supporting Evidence to show learner 's understanding	Date Completed
117853	2.5	Negotiations are conducted, and appropriate action is taken and initiated to obtain an amended mandate		Summative 3			
117853	2.6	Negotiated outcomes are presented, explained and motivated to the constituency.		Summative 3			
117853	2.7	Proceedings and interim outcomes are recorded accurately for feedback purposes.		Summative 3			
SO 3: Fi	nalise nego	tiations and communicate agree	ments.				'
117853	3.1	Finalise negotiations and communicate agreements.	Same as before	Summative 3	Same as before		
117853	3.2	Agreements are finalised and agreed to verbally by parties.		Summative 3			
117853	3.3	Final agreements are disseminated and made accessible to all constituents and stakeholders.		Summative 3			
SO4: Ev	aluate nego	otiation processes					
117853	4.1	Negotiation processes are evaluated regarding strengths and weaknesses and the extent to which the brief was achieved.	Same as before	Summative 3	Same as before		
117853	4.2	Opportunities and mechanisms to improve upon the negotiation		Summative 3			
						18	



U. std	SO / AC (Reference)	Specific Outcomes and Assessment Criteria	Learner should be able to demonstrate/show understanding of the following	Learner in the	Method assess und	Used to erstanding	Supporting Evidence to show learner 's understanding	Date Completed
		process are identified and recorded for integration into future processes.	, ,					
117853	4.3	Participant's reactions to the process are sought and analysed in line with the negotiation purposes.		Summative 3				
This sect	-	nment ulsory, and must include positive, er area being addressed.	constructive feedbacl	to the learner	Coach /Mentor Signature	Learner Signature	Assessor Signature	Moderator Signature
				caron	elferink	PSh An		





OBSERVATION SHEET

Mentor complete the observation sheet as indication of the learner demonstration of the actions indicated. Provide guidance and comments where necessary. If there is a need to mark the learner "N" provide guidance and give advice. Provide feedback giving praise where the learner exceeded expectation.

Learner Name Philasa	ande	Bhani	Date	12 Feb 2024
Engage in negotiations, finalise negotiations and communicate agreements	Yes/No	o Comments		
Did the learner:				
Use his/her preparation (notes) during the negotiation?	Yes	Philasande effectively utilized their preparation notes durin the negotiation process, demonstrating a proactive approa- to planning and organization.		
2. Present, explain and motivate negotiated outcomes clearly to the constituency?	Yes	He demonstrated clear and concise communication skills, effectively presenting, explaining, and justifying negotiated outcomes to all parties involved.		
3. Use his/her behaviour and conduct to have a positive effect on the negotiation?	Yes	The learner exhibited professionalism and positive demeanor throughout the negotiation, contributing to a constructive atmosphere and facilitating productive discussions		
4. Maintain or enhance relationships and promote satisfactory/advantageous outcomes to the negotiation?	Yes	He skillfully managed relationships and promoted beneficial outcomes during the negotiation, fostering cooperation and achieving mutually advantageous agreements.		
5. Facilitate the negotiation process using effective communication and interpersonal skills?	Yes	and interpersona	I skills, effectively	onal communication / facilitating the all parties were heard
6. Finalise and record final agreements accurately?	Yes	Philasande accuratel during the negotiation parties.	y finalized and record n, ensuring clarity and	led the agreements reached I accountability for all involve
Supervisor/colleague Signature	-	- Joseph		
Supervisor/colleague Name	Phumeza l	Makhiqi		
Supervisor/colleague Designation	Merchant	Administrator		
Supervisor/colleague Contact Details	PhumezaN	M@Dashpay.co.za		

THIRD PARTY OBSERVATION SHEET

Request the other party to the negotiation or a third-party observer to provide you with feedback on the following form (include comments) about the negotiation that you facilitated. This person needs to complete the feedback document by entering either Yes or No in the column provided and then provide comments to substantiate their rating:

Learner Name	Philasande	Bhani		Date	12 February 2024
Negotiation party / third party feedback		Yes/No		Com	ments
During the negotia learner:	tion, did the				
Present a proposa clear indication of what is not on the	what is and	Yes	delineating what	at was open	ented a clear proposal, for negotiation and what oundation for discussions.
Summarise the pressure that both proposal?	parties have a anding of the	Yes	He ensured bo of the proposa facilitating clari	l by summar	ad a common understanding izing it comprehensively, ment.
3. Display his/her ab to build common of establish the exist hidden agendas?	ground and	Yes	building comm	on ground a	estioning skills, effectively nd uncovering any potential transparency in the negotiation
 Identify shared into opportunities for cand common prin 	co-operation	Yes	cooperation, and o	common princip	s, opportunities for les, contributing to a cial negotiation environment.
 Display his/her at his/her position wit fundamental inter 	hout sacrificing	Yes			
6. Display his/her at questions to gain further explanatio understanding and understanding of	clarification, ns, test d to summarise	Yes	He effectively ut test understandi communication a	ng, and sumn	ning techniques to gain clarificat narize positions, enhancing alignment.
7. Analyse the dema other party?	ands of the	Yes		r party, contributir	ical skills by effectively analyzing the ng to informed decision-making and
8. Propose a conces	ssion?	Yes	Philasande propos willingness to com acceptable agreen	promise and fa-	s when appropriate, demonstrating cilitating progress towards mutually
9. Close the negotia	tion?	Yes	Philasande successfu addressed and agree note.	ully closed the ne ments were reacl	gotiation, ensuring all key points were hed, concluding the process on a positive
10. Finalise and record agreements accur		Yes	Philasande accurate and accountability fo		ecorded the agreements, ensuring clarity red.
Person Signature		2	Malb		
Person Name		Zanele Qu	een Muller		
Person Role (durin negotiation)	g the	Mediator			
Person Contact De	tails	zanelem@	africanresonance	.com	

FEEDBACK REPORT

Instruction to Mentor: Complete the workplace performance report below as an overall outcome to all the above activities. Rate the learner based on the interactions. A true and honest reflection is important to ensure the learner is not mis-guided and or mis-represented.

WORKPLACE Performance scale FEEDBACK ON LEARNER

Scale			
1= Below Expectations			
2= Meets Expectations			
3= Exceed Expectations			
Behavioural Attributes	1	2	3
Quality and quantity of work:		X	
Punctuality:			X
Communication skills:			X
Interrelationship with staff members:		X	
Problem solving:		X	
Overall Comments by Supervisor/Mentor:			
Mentor/Supervisor's Signature: Date: ** **Caron elferink**	12/02/202	4	

GENERAL COMMENTS FROM LEARNER

Instructions to learner: Complete the following section to reflect your daily duties and or major tasks and activities that you complete daily/monthly. Make special reference to communication tasks, how you communicate and what methods are generally used in your workplace.

Duties performed by the learner:
Frontend Development: Building user-facing features and components using
HTML,
CSS, and JavaScript frameworks such as React, or Vue.js.
, and a care a companion and a case, and a
Backend Development: Developing server-side logic, databases, and
APIs using languages Java
r in to doining tailing addition
Comments:
No Comment
Learner signature: Date: 12 February 2024

