



1. TITLE OF THE CERTIFICATE (NL)

Diploma Beroepsonderwijs
Kwalificatie: Ondernemer vers
Kwalificatiedossier: Leidinggevende vers

In the original language

2. TRANSLATED TITLE OF THE CERTIFICATE (EN)

Certificate Senior Secondary Vocational Education
Qualification: Entrepreneur fresh produce
Qualification file: Manager fresh produce

This translation has no legal status

3. PROFILE OF SKILLS AND COMPETENCES

The most important duties of an Entrepreneur fresh produce are:

Core task 1: Determines and monitors the stock of fresh produce products and presentations

- 1.1 Determines purchasing and inventory policy
- 1.2 Determines fresh produce assortment
- 1.3 Monitors stock fresh produce and orders
- 1.4 Negotiates with external contacts and maintains external contacts
- 1.5 Takes preventive measures against shop crimes

Core task 2: Determines and monitors the treatment and/or processing process

- 2.1 Defines policy for the treatment and/or processing process
- 2.2 Monitors treatment and/or processing process and sales process
- 2.3 Treats and/or processes fresh products
- 2.4 Monitors and prevents loss
- 2.5 Monitors food safety

Core task 3: Is in charge of staff policy and manages staff

- 3.1 Supervises colleagues
- 3.2 Organises and holds work meetings
- 3.3 Determines staff planning
- 3.4 Recruits and selects colleagues
- 3.5 Conducts formal meetings
- 3.6 Facilitates education of employees

Core task 4: Determines and carries out financial policy and marketing strategy

- 4.1 Determines financial policy
- 4.2 Makes marketing analyses
- 4.3 Determines the marketing strategy
- 4.4 Carries out financial administration
- 4.5 Monitors and accounts for financial situation

*** Explanatory note**

This document is designed to provide additional information about the specified certificate and does not have any legal status in itself. The format of the description is based on the following texts: Council Resolution 93/C 49/01 of 3 December 1992 on the transparency of qualifications, Council Resolution 96/C 224/04 of 15 July 1996 on the transparency of vocational training certificates, and Recommendation 2001/613/EC of the European Parliament and of the Council of 10 July 2001 on mobility within the Community for students, persons undergoing training, volunteers, teachers and trainers.

More information is available at: <http://www.europass.cedefop.europa.eu/>

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4. RANGE OF OCCUPATIONS ACCESSIBLE TO THE HOLDER OF THE CERTIFICATE

The Entrepreneur fresh produce is qualified to carry out works in the fresh produce sector, a real butcher's, poultryer's, the supermarket, or the fishmonger's.

5. OFFICIAL BASIS OF THE CERTIFICATE

Name and status of the body awarding the certificate The certificate issued on completion of the programme is signed by the examination board at the school where the pupil attended the programme.	Name and status of the national/regional authority providing accreditation/recognition of the certificate Ministry of Education, Culture and Science
Level of the certificate (national or international) Qualification level 4 of the Dutch VET qualification structure Characteristics: non-job related skills such as tactical and strategic capacities. The professional bears his or her own responsibility, which is not only related to practical implementation in terms of monitoring and supervision, but also a more formal, organisational responsibility. The range of tasks also includes drafting new procedures. NLQF level 4 - EQF level 4 - ISCED 3A	Grading scale / Pass requirements 10 excellent 9 very good 8 good 7 very satisfactory 6 pass 5 fail 4 unsatisfactory 3 very unsatisfactory 2 poor 1 very poor
Access to next level of education/professions The Entrepreneur fresh produce can be promoted to the position of branch manager, self-employed entrepreneur of several businesses or area manager. Doing a higher vocational education is possible by choosing the programme for Food & business or the Associate degree programme for Small business & retail management.	International agreements The profession of Entrepreneur fresh produce is not regulated in the Netherlands. However the education and training for this profession on qualification level 4 is regulated under the European directive 2005/36/EC, amended by directive 2013/55/EU. The regulated education and training gives access to regulated professions at the level of a diploma according to article 11 of this directive.
Legal basis Act on Vocational Education and Training (WEB), registered number of qualification (crebo): 95610 The education and training for this qualification is offered as of August 1, 2011.	

6. OFFICIALLY RECOGNISED WAYS OF ACQUIRING THE CERTIFICATE

Senior secondary vocational education features two learning pathways: the school-based pathway (bol) and the training on the job pathway (bbl).

In the school-based pathway, the majority of the course consists of theory at school. The extent of the practical component (vocational practice) is between 20% and 60%. In the training on the job pathway, the extent of vocational practice is at least 60% of the course. The participant works four days a week in a training company, and attends school for theory subjects just one day a week.

In principle it is possible to follow both learning pathways, but which pathway is offered will depend on the individual educational institution.

Average duration of the education/ training leading to the certificate	4 years (6400 study hours) (depending on previous education)
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Entry requirements

The certificate preparatory vocational secondary education (vmbo) advanced vocational programme, combined programme, or theoretical programme, or a comparable level.

7. ADDITIONAL INFORMATION

Dutch senior secondary VET is based on qualification files, that each contain one or more qualifications. The information in section 3 and 4 is drawn directly from the qualification file, that is composed by the Centre of Expertise. The complete qualification file is available at www.kwalificatiesmbo.nl, only in Dutch.

Additional information, including a description of the Dutch national qualifications system, is available at the

7. ADDITIONAL INFORMATION

Netherlands National Reference Point (NRP) for VET: www.nlntp.nl

SBB has been appointed by the Ministry of Education, Culture and Science as NRP.