



1. TITLE OF THE CERTIFICATE (NL)

Diploma Beroepsonderwijs
Kwalificatie: Manager groene detailhandel
Kwalificatiedossier: Groene detailhandel

In the original language

2. TRANSLATED TITLE OF THE CERTIFICATE (EN)

Certificate Senior Secondary Vocational Education
Qualification: Manager green retail trade
Qualification file: Green retail trade

This translation has no legal status

3. PROFILE OF SKILLS AND COMPETENCES

The most important duties of a Manager green retail trade are:

Core task 1: Manages, receives and processes products

- 1.1 Prepares shop for opening
- 1.2 Takes care of shop and/or stockroom
- 1.3 Takes care of shop presentations
- 1.4 Takes care of products
- 1.5 Receives products
- 1.6 Stores products
- 1.7 Puts out products
- 1.8 Monitors stock
- 1.9 Determines the assortment
- 1.10 Purchases
- 1.11 Formulates maintenance and presentation plan

Core task 2: Sells and offers service

- 2.1 Receives and addresses clients
- 2.2 Carries out sales consultations
- 2.3 Takes orders
- 2.4 Identifies and deals with complaints

Core task 3: Completes sales transactions

- 3.1 Makes payment point and system ready for use
- 3.2 Provides the client with information about the completion of sale
- 3.3 Operates the payment system
- 3.4 Closes up the payment system

Core task 4: Organises and supervises working duties

- 4.1 Plans and divides up the working duties
- 4.2 Supervises colleagues in technical professional areas
- 4.3 Manages colleagues
- 4.4 Supervises colleagues

*** 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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3. PROFILE OF SKILLS AND COMPETENCES

Core task 5: Manages (part of) the business

- 5.1 Implements a business plan
- 5.2 Innovates the business
- 5.3 Determines the marketing mix
- 5.4 Maintains external contacts
- 5.5 Monitors and is responsible for the financial situation
- 5.6 Manages business administration
- 5.7 Carries out the staff policy
- 5.8 Monitors implementation of quality policy
- 5.9 Sets up procedures and/or work instructions

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

The Manager green retail trade works in the retail trade where natural products or fresh foodstuffs are an important part of the assortment.

5. OFFICIAL BASIS OF THE CERTIFICATE

<p>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.</p>	<p>Name and status of the national/regional authority providing accreditation/recognition of the certificate Ministry of Education, Culture and Science</p>																				
<p>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</p>	<p>Grading scale / Pass requirements</p> <table border="0"> <tr><td>10</td><td>excellent</td></tr> <tr><td>9</td><td>very good</td></tr> <tr><td>8</td><td>good</td></tr> <tr><td>7</td><td>very satisfactory</td></tr> <tr><td>6</td><td>pass</td></tr> <tr><td>5</td><td>fail</td></tr> <tr><td>4</td><td>unsatisfactory</td></tr> <tr><td>3</td><td>very unsatisfactory</td></tr> <tr><td>2</td><td>poor</td></tr> <tr><td>1</td><td>very poor</td></tr> </table>	10	excellent	9	very good	8	good	7	very satisfactory	6	pass	5	fail	4	unsatisfactory	3	very unsatisfactory	2	poor	1	very poor
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<p>Access to next level of education/professions The Manager green retail trade can also be promoted to other managerial positions with possibly more responsibilities, possibly in different sectors. Doing a higher vocational education (hbo) is also possible. An example is the programme for Entrepreneur and company.</p>	<p>International agreements The profession of Manager green retail trade 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.</p>																				
<p>Legal basis Act on Vocational Education and Training (WEB), registered number of qualification (crebo): 97450 The education and training for this qualification is offered as of August 1, 2009.</p>																					

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	4 year(s) (6400 study hours) (depending on previous
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6. OFFICIALLY RECOGNISED WAYS OF ACQUIRING THE CERTIFICATE

to the certificate

education)

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

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