



europass

CERTIFICATE SUPPLEMENT (*)

the Netherlands

1. TITLE OF THE CERTIFICATE (NL)

Diploma Beroepsonderwijs
Kwalificatie: Eerste Verkoper
 In the original language

2. TRANSLATED TITLE OF THE CERTIFICATE (EN)

Certificate Senior Secondary Vocational Education
Qualification: Skilled salesman
 This translation has no legal status

3. PROFILE OF SKILLS AND COMPETENCES

Course of studies for Skilled salesman. The following subjects are covered in the course of studies for Skilled salesman. Consumer care, sales strategy, article presentation, ordering and storing articles, theft prevention, hygiene (cleaning the store), cash till management, planning and coordination. The Skilled salesman works independently and is responsible for (limited) managerial tasks.

The course of studies for Skilled salesman consists of the following eight components:

- Cash tills
- introduction to retail marketing
- presentation and promotion
- sales
- sector differentiation (choice includes food, shoes, DIY, sports, textiles and perfumes)
- management
- stock control and cashing up
- modern foreign language

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

The Skilled salesman works independently in a small or medium-sized enterprise in the retail trade.

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 3 of the Dutch VET qualification structure
 Characteristics: implementation of more than just the

Grading scale / Pass requirements

10	excellent
9	very good
8	good
7	very satisfactory

***_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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5. OFFICIAL BASIS OF THE CERTIFICATE		
own block of tasks. The professional is able to account for his or her actions towards colleagues, and monitors and supervises the work of others. The range of tasks also includes drafting work preparation procedures. NLQF level 3 - EQF level 3 - ISCED 3C	6	pass
	5	fail
	4	unsatisfactory
	3	very unsatisfactory
	2	poor
	1	very poor
Access to next level of education/professions With a diploma at qualification level 3, transfer is possible to a course at qualification level 4. He/she can transfer to the study programme Department head checkouts, Sales head, Store manager, Entrepreneur/Retail manager.		International agreements Skilled salesman is not a regulated profession in the Netherlands. However, the education and training for this profession on qualification level 3 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 Adult and Vocational Education Act (WEB), registered number of qualification (crebo): 10010		

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	2,5 years (4000 study hours) (depending on previous 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
Additional information, including a description of the Dutch national qualifications system, is available at the Netherlands National Reference Point (NRP): www.s-bb.nl . The NRP is the information centre for vocational qualifications in the Netherlands. SBB has been appointed in this capacity by the Ministry of Education, Culture and Science.