



## 1. TITLE OF THE CERTIFICATE (NL)

**Diploma Beroepsonderwijs**  
**Kwalificatie: Aankomend verkoopmedewerker**  
**Kwalificatiedossier: Aankomend verkoopmedewerker**  
 In the original language

## 2. TRANSLATED TITLE OF THE CERTIFICATE (EN)

**Certificate Senior Secondary Vocational Education**  
**Qualification: Junior sales assistant**  
**Qualification file: Junior sales assistant**  
 This translation has no legal status

## 3. PROFILE OF SKILLS AND COMPETENCES

The most important duties of a Junior sales assistant are:

Core task 1: Assists with goods reception and processing

1.1 Assists with goods reception and processing

1.2 Maintains article presentations

1.3 Assists in shop and/or storeroom care

Core task 2: Assist in sales and service provision

2.1 Receives customers in the shop

2.2 Assists colleagues in making sales

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

The Junior sales assistant works in the retail trade in a different formulas, both in the SME sector and chain stores and in both the food and non-food sector. The Junior sales assistant carries out work in both the storeroom and on the shop floor.

## 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 1 of the Dutch VET qualification structure  
 Characteristics: intended for participants not eligible for

**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	
a course at qualification level 2. After completion of the course, the professional is able to carry out simple tasks, under supervision. NLQF level 1 - EQF level 1 - ISCED 2C.	6 pass 5 fail 4 unsatisfactory 3 very unsatisfactory 2 poor 1 very poor
<b>Access to next level of education/professions</b> For the retail trade, the Junior sales assistant has the option to transfer to the study programme Salesperson (level 2). On the job market, the Junior sales assistant has limited opportunities to transfer to the position of Salesperson. In many cases such a transfer will require additional supervision and/or training.	<b>International agreements</b>
<b>Legal basis</b> Adult and Vocational Education Act (WEB), registered number of qualification (crebo): 90910 The education and training for this qualification is offered as of August 1, 2009	

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.	
<b>Average duration of the education/ training leading to the certificate</b>	<b>1 year (1600 study hours) (depending on previous education)</b>
<b>Entry requirements</b> There are no legal educational requirements..	

7. ADDITIONAL INFORMATION
Dutch senior secondary VET is based on qualification files, that each contain one or more qualifications. The information included in part 3 and 4 is derived directly from the qualification file, that is composed by the Centre of Expertise. The complete qualification file can be found at <a href="https://kwalificaties.s-bb.nl/">https://kwalificaties.s-bb.nl/</a> , only in Dutch.  Additional information, including a description of the Dutch national qualifications system, is available at the Netherlands National Reference Point (NRP): <a href="http://www.s-bb.nl">www.s-bb.nl</a> . 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.