



1. TITLE OF THE CERTIFICATE (NL)

Diploma Beroepsonderwijs
Kwalificatie: Verkoper detailhandel
Kwalificatiedossier: Verkoper

In the original language

2. TRANSLATED TITLE OF THE CERTIFICATE (EN)

Certificate Senior Secondary Vocational Education
Qualification: Salesman retail sector
Qualification file: Salesman

This translation has no legal status

3. PROFILE OF SKILLS AND COMPETENCES

The most important duties of a Salesman retail sector are:

Core task 1: Receives and handles goods

1.1 Receives goods

1.2 Stores goods

1.3 Refills permanent article presentations

1.4 Lays out temporary presentations

1.5 Cares for the store and/or storage area

Core task 2: Sells and provides service

2.1 Receives and approaches customers

2.2 Holds sales discussions

2.3 Delivers sector-specific tailor-made service

2.4 Places an order for a customer

2.5 Accepts complaints

2.6 Participates in work meetings

Core task 3: Concludes sales transactions

3.1 Prepares payment point and system for use

3.2 Informs customer about conclusion of sale

3.3 Operates the payment system

3.4 Shuts the payment system down

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

Shop assistant, salesman, saleswoman.

The Salesman retail sector is employed in the retail trade in small and medium-sized enterprises and in chain stores in both the food and non-food sector.

* 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	
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 2 of the Dutch VET qualification structure Characteristics: intended as an initial qualification, which everyone should at least obtain. The participant develops skills in order to be able to carry out practical tasks and is responsible for his or her own block of tasks. NLQF level 2 - EQF level 2 - ISCED 3C	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 With a diploma at qualification level 2, transfer is possible to a course at qualification level 3.	International agreements
Legal basis Act on Vocational Education and Training (WEB), registered number of qualification (crebo): 93751 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.	
Average duration of the education/ training leading to the certificate	2 years (3200 study hours) (depending on previous education)
Entry requirements The certificate preparatory vocational secondary education (vmbo) basic vocational 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.nlnrp.nl
SBB has been appointed by the Ministry of Education, Culture and Science as NRP.