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| 1. TITLE OF THE CERTIFICATE (NL)  |
| <b>Diploma Beroepsonderwijs</b><br><b>Kwalificatie: Retailspecialist</b><br><b>Kwalificatiedossier: Retail advies</b><br>In the original language |

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| 2. TRANSLATED TITLE OF THE CERTIFICATE (EN)   |
| <b>Certificate Senior Secondary Vocational Education</b><br><b>Qualification: Retail specialist</b><br><b>Qualification file: Retail advice</b><br>This translation has no legal status |

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| 3. PROFILE OF SKILLS AND COMPETENCES  |
| Core task 1: Offers hospitality, advises and sells in the sales environment<br>1.1 Welcomes the customer and supervises the customer journey in the sales environment<br>1.2 Holds specialist advice discussions with customers<br>1.3 Concludes the sale and/or the customer journey in the sales environment<br>1.4 Studies and products and services of the retail business in depth<br><br>Core task 2: Conducts retail supporting and professionalisation tasks<br>2.1 Works on professionalisation in the retail organisation<br>2.2 Manages the goods flow and issues instructions<br>2.3 Takes care of article presentation and/or visual merchandising<br>2.4 Supervises, supports and instructs colleagues<br>2.5 Submits operational improvement proposals |

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| 4. RANGE OF OCCUPATIONS ACCESSIBLE TO THE HOLDER OF THE CERTIFICATE  |
| The Retail specialist is employed in a range of shop formulae in both the SME and large enterprises, in the food and non-food sectors. The companies range from purely physical stores through to hybrid omnichannel organisations. The workplace is varied from shopfloor and information desk through to service center. |

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| 5. OFFICIAL BASIS OF THE CERTIFICATE  |  |
| <b>Name and status of the body awarding the certificate</b><br>The certificate issued on completion of the programme is signed by the examination board at the school where the pupil attended the programme. | <b>Name and status of the national/regional authority providing accreditation/recognition of the certificate</b><br>Ministry of Education, Culture and Science |

**\* 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

|   |  |    |           |   |           |   |      |   |                   |   |      |   |      |   |                |   |                     |   |      |   |           |
|---|--|----|-----------|---|-----------|---|------|---|-------------------|---|------|---|------|---|----------------|---|---------------------|---|------|---|-----------|
| <p><b>Level of the certificate (national or international)</b><br/>           Qualification level 3 of the Dutch VET qualification structure<br/>           Characteristics: implementation of more than just the 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.<br/>           NLQF-niveau 3 - EQF level 3 - ISCED 3C</p> | <p><b>Grading scale / Pass requirements</b></p> <table style="border: none;"> <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 |
| 10  | excellent  |    |           |   |           |   |      |   |                   |   |      |   |      |   |                |   |                     |   |      |   |           |
| 9   | very good  |    |           |   |           |   |      |   |                   |   |      |   |      |   |                |   |                     |   |      |   |           |
| 8   | good   |    |           |   |           |   |      |   |                   |   |      |   |      |   |                |   |                     |   |      |   |           |
| 7   | very satisfactory  |    |           |   |           |   |      |   |                   |   |      |   |      |   |                |   |                     |   |      |   |           |
| 6   | pass   |    |           |   |           |   |      |   |                   |   |      |   |      |   |                |   |                     |   |      |   |           |
| 5   | fail   |    |           |   |           |   |      |   |                   |   |      |   |      |   |                |   |                     |   |      |   |           |
| 4   | unsatisfactory   |    |           |   |           |   |      |   |                   |   |      |   |      |   |                |   |                     |   |      |   |           |
| 3   | very unsatisfactory  |    |           |   |           |   |      |   |                   |   |      |   |      |   |                |   |                     |   |      |   |           |
| 2   | poor   |    |           |   |           |   |      |   |                   |   |      |   |      |   |                |   |                     |   |      |   |           |
| 1   | very poor  |    |           |   |           |   |      |   |                   |   |      |   |      |   |                |   |                     |   |      |   |           |
| <p><b>Access to next level of education/professions</b><br/>           With a diploma at qualification level 3, transfer is possible to a course at qualification level 4. With senior secondary vocational education and on the labour market, the Retail specialist has the option to transfer to Retail manager and Entrepreneur trade at level 4.</p>   | <p><b>International agreements</b><br/>           Retail specialist 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.</p>                                      |    |           |   |           |   |      |   |                   |   |      |   |      |   |                |   |                     |   |      |   |           |
| <p><b>Legal basis</b><br/>           Act on Vocational Education and Training (WEB), registered number of qualification (crebo): 25809<br/>           The education and training for this qualification is offered as of 01-08-2022.</p>  |  |    |           |   |           |   |      |   |                   |   |      |   |      |   |                |   |                     |   |      |   |           |

## 6. OFFICIALLY RECOGNISED WAYS OF ACQUIRING THE CERTIFICATE

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| <p>Senior secondary vocational education features two learning pathways: the school-based pathway (bol) and the training on the job pathway (bbi).</p> <p>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.</p> <p>In principle it is possible to follow both learning pathways, but which pathway is offered will depend on the individual educational institution.</p> |  |
| <p><b>Average duration of the education/ training leading to the certificate</b></p>  | <p><b>3 years (4800 study hours) (depending on previous education)</b></p> |
| <p><b>Entry requirements</b><br/>           The certificate preparatory vocational secondary education (vmbo) advanced vocational programme, combined programme, or theoretical programme, or a comparable level.</p>   |  |

## 7. ADDITIONAL INFORMATION

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| <p>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 determined by the Minister of Education, Culture and Science. The complete qualification file can be found at <a href="http://kwalificaties.s-bb.nl">kwalificaties.s-bb.nl</a>, only in Dutch.</p> <p>Optional subjects are linked to the qualification. The optional subjects have a total size of 15% of the course duration. The optional subjects completed by the student are listed on the certificate.</p> <p>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.</p> |
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