

**1. TITLE OF THE CERTIFICATE (NL)**

**Diploma Beroepsonderwijs**  
**Kwalificatie: Commercieel technicus engineering**  
**Kwalificatiedossier: Engineering**

In the original language

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

**Certificate Senior Secondary Vocational Education**  
**Qualification: Commercial technician engineering**  
**Qualification file: Engineering**

This translation has no legal status

**3. PROFILE OF SKILLS AND COMPETENCES**

Core task 1: Designs products or systems

- 1.1 Gathers and processes design data
- 1.2 Elaborates designs
- 1.3 Selects (sustainable) materials and parts
- 1.4 Makes a cost calculation

Core task 2: Supervises work

- 2.1 Supervises the work process
- 2.2 Monitors the budget
- 2.3 Carries out quality controls

Core task 3: Performs commercial tasks

- 3.1 Submits proposals for commercial policy
- 3.2 Maintains contact with customers
- 3.3 Manages stock

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

The Commercial technician engineering works in companies from various sectors and of different sizes. He/she can for example be found in the sector industry, services and at installation, maintenance and service companies. The Commercial technician engineering can also be found in collaborative ventures and projects with construction companies. The size of the companies where he/she works ranges from small and medium-sized enterprises to large businesses. The work areas in which the Commercial technician engineering works are metalworking, electrical engineering, installation engineering and machine building and mechatronics. He/she works in the commercial department of a technical company on commercial policy and maintains contacts with customers. He/she is business focused and skilled in taking decisions.

**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

**\* 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>                  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-niveau 4 - EQF level 4 - ISCED 3A</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
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4	unsatisfactory																				
3	very unsatisfactory																				
2	poor																				
1	very poor																				
<p><b>Access to next level of education/professions</b>                  Within the various work areas of engineering such as mechanical engineering, mechatronics, electrical engineering and installation engineering, the Commercial technician engineering can advance to a position of designer, business owner or a leading managerial position such as project leader or a commercial position. Based on work experience, the Commercial technician engineering can also opt for a profession in a different context. Transfer to the higher professional education study course middle management engineering is an obvious step. Depending on the environment in which the Commercial technician engineering is employed, at higher professional education level it is possible to opt for technical/scientific study courses such as mechanical engineering, electrical engineering and technical business studies, industrial product design or a study course focused more on automation and ICT.</p>	<p><b>International agreements</b>                  Commercial technician engineering is not a regulated profession 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><b>Legal basis</b>                  Act on Vocational Education and Training (WEB), registered number of qualification (crebo): 25899                  The education and training for this qualification is offered as of 01-08-2023.</p>																					

## 6. OFFICIALLY RECOGNISED WAYS OF ACQUIRING THE CERTIFICATE

<p>Senior secondary vocational education features two learning pathways: the school-based pathway (bol) and the training on the job pathway (bbi).                  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.</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>                  The certificate preparatory vocational secondary education (vmbo) advanced vocational programme, combined programme, or theoretical programme, or a comparable level.</p>	

## 7. ADDITIONAL INFORMATION

<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>
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## 7. ADDITIONAL INFORMATION

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.

Additional information, including a description of the Dutch national qualifications system, is available at the Netherlands National Reference Point (NRP): [www.s-bb.nl](http://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.