



## 1. TITLE OF THE CERTIFICATE (NL)

**Diploma Beroepsonderwijs**  
**Kwalificatie: Assistent verkoop/retail**  
**Kwalificatiedossier: Entree**

In the original language

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

**Certificate Senior Secondary Vocational Education**  
**Qualification: Assistant sales/retail worker**  
**Qualification file: Entry**

This translation has no legal status

## 3. PROFILE OF SKILLS AND COMPETENCES

Core task 1: Works as an assistant in a labour organisation

- 1.1 Prepares (assistant) work
- 1.2 Carries out (assistant) tasks
- 1.3 Reports on completing his (assistant) tasks

Core task 2: Assists in processing goods and/or products

- 2.1 Carries out tasks during the reception and storage of goods and/or products
- 2.2 Maintains article presentation
- 2.3 Carries out work in caring for and maintaining the workplace and work environment

Core task 3: Assists with sales and the provision of service

- 3.1 Receives customers
- 3.2 Assists sales colleagues

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

The Assistant sales/retail worker works in retail in a variety of store formulas in both small and medium-sized businesses and large retail companies and in both the food and non-food sectors. He assists in carrying out work in the store and warehouse.

## 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 1 of the Dutch VET qualification structure                  Characteristics: intended for participants not eligible for a course at qualification level 2. After completion of the course, the professional is able to carry out simple tasks, under supervision.                  NLQF-niveau 1 - EQF level 1 - ISCED 2C</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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5	fail																				
4	unsatisfactory																				
3	very unsatisfactory																				
2	poor																				
1	very poor																				
<p><b>Access to next level of education/professions</b>                  The Assistant sales/retail worker can enter all study courses at level 2. The Assistant sales/retail worker can progress within the same field to the level of basic professional practitioner as sales worker. In the textile industry, it is possible to advance to the level of basic professional practitioner in furnishing textiles and fashion and confectionary clothing.</p>	<p><b>International agreements</b></p>																				
<p><b>Legal basis</b>                  Act on Vocational Education and Training (WEB), registered number of qualification (crebo): 25257, 25261                  The education and training for this qualification is offered as of 01-08-2015.</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 (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.</p>	
<p><b>Average duration of the education/ training leading to the certificate</b></p>	<p><b>1 year (1600 study hours) (depending on previous education)</b></p>
<p><b>Entry requirements</b>                  There are no legal educational requirements.</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> <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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