



1. TITLE OF THE CERTIFICATE (NL)

Diploma Beroepsonderwijs
Kwalificatie: Schoenconsulent/ondernemer
Kwalificatiedossier: Schoenconsulent

In the original language

2. TRANSLATED TITLE OF THE CERTIFICATE (EN)

Certificate Senior Secondary Vocational Education
Qualification: Footwear consultant/entrepreneur
Qualification file: Footwear consultant

This translation has no legal status

3. PROFILE OF SKILLS AND COMPETENCES

The most important duties of a Footwear consultant/entrepreneur are:

Core task 1: Gives advice and sells footwear and (footwear) articles

- 1.1 Inventories the need
- 1.2 Gains and assesses the data
- 1.3 Chooses and fits shoes
- 1.4 Advises the client
- 1.5 Completes the sale
- 1.6 Deals with complaints

Core task 2: Carries out foot investigation

- 2.1 Assesses the feet
- 2.2 Makes a foot print
- 2.3 Interprets and registers the data

Core task 3: Carries out small adjustments to mass-produced footwear

- 3.1 Makes appointments with the client
- 3.2 Carries out adjustments to the inner sole, foot bed or uppers
- 3.3 Has adjustments carried out to the soles

Core task 4: Provides professional skills for the benefit of their business

- 4.1 Starts up a shoe shop
- 4.2 Gives form to a shoe shop
- 4.3 Analyses the market
- 4.4 Promotes and profiles a shoe shop
- 4.5 Innovates a shoe shop
- 4.6 Forms and participates in a network
- 4.7 Determines the sales prices and tariffs
- 4.8 Buys in materials
- 4.9 Assesses the investments
- 4.10 Manages the business administration
- 4.11 Monitors and is responsible for the financial situation

* 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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3. PROFILE OF SKILLS AND COMPETENCES

- 4.12 Carries out staff policy
- 4.13 Provides leadership
- 4.14 Supervises colleagues
- 4.15 Carries out policies in the areas of quality, safety, the environment and working conditions

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

Footwear consultant/entrepreneurs work in specialty shoe shops with a focus on fit and comfort. Customers usually seek these shops out.

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 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 level 4 - EQF level 4 - ISCED 3A	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 The Footwear consultant/entrepreneur can develop into self-employed entrepreneur. He can choose to start his own business, or move on up to the position of business manager/branch manager. If the Footwear consultant/entrepreneur wishes to continue to grow, he can do additional training in the field of podology, podopostoral therapy, and orthopaedic footwear technology.	International agreements The profession of Footwear consultant/entrepreneur is not regulated 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.
Legal basis Act on Vocational Education and Training (WEB), registered number of qualification (crebo): 94682 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	3.5 year(s) (5600 study hours) (depending on previous education)
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Entry requirements

The certificate preparatory vocational secondary education (vmbo) advanced vocational programme, combined programme, or theoretical 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.nlntp.nl

SBB has been appointed by the Ministry of Education, Culture and Science as NRP.