

CERTIFICATE SUPPLEMENT (*)
SPAIN

TITLE OF THE CERTIFICATE (original language: ES)

SALES EXPERT

TRANSLATED TITLE OF THE CERTIFICATE (language)

PROFILE OF SKILLS AND COMPETENCES

General competence

Perform the action plans defined for the marketing of products and/or services in the best conditions of quality, time, place and price, and administering and managing a small business.

Competence units

1. Organizing and controlling the operations of storage of goods.
2. Performing the activities of animation of the point of sale.
3. Performing the operations of selling products and/or services.
4. Administering and managing a small business.

RANGE OF OCCUPATIONS ACCESSIBLE TO THE HOLDER OF THE CERTIFICATE

Tradesperson, shelves refiller and stockreplacer, general and specialised shop assistant, shopkeeper, specialised salesperson, sales representative, cash manager, customer service clerk, storekeeper, travel agency clerk.

(*) 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.

The body awarding this Certificate Supplement may leave blank any box considered not to be applicable.

Name and status of the body awarding the certificate MINISTERIO DE EDUCACIÓN, CULTURA Y DEPORTE (Central Government)	Name and status of the national/regional authority providing accreditation/recognition of the certificate MINISTERIO DE EDUCACIÓN, CULTURA Y DEPORTE (Central Government) COMPETENT BODY IN THE AUTONOMOUS COMMUNITY (Autonomic Government)
Level of the certificate in the awarding country Intermediate Vocational Training (CNED 33 F– Specific Intermediate Vocational Training and equivalents, Plastic Arts and Design, and Sports)	Grading scale / Pass requirements Basic regulation of the Ministry of Education, Culture and Sports of 21 July 1994. Occupational modules: graded from 1 to 10 (5 is pass). Training at work: pass / fail. Continuous assessment system.
Access to next level of education/training Secondary Education and Advanced Training Cycles in the same occupational family or a related family as per regulations.	International agreements
Legal basis Law 1/1990 of October 3, Organic Law 5/2002 of June 19, Royal Decree 676/1993 of May 7, Royal Decree 777/1998 of April 30 ROYAL DECREE 1655/1994, of July 22 (BOE 29/09/94)	

OFFICIALLY RECOGNISED WAYS OF ACQUIRING THE CERTIFICATE

Description of vocational education and training received	Percentage of total programme (%)	Duration <i>hours/weeks/months/years</i>
--	--	--

* At Secondary Education Centres or approved training centres, including training modules of a theoretical-practical nature and Training at Work.

- ADMINISTERING AND MANAGING A SMALL BUSINESS
- ANIMATION OF THE POINT OF SALE
- GENERAL-PURPOSE COMPUTING APPLICATIONS
- TRAINING AT WORK
- OCCUPATIONAL TRAINING AND GUIDANCE
- FOREIGN OR LOCAL LANGUAGE
- STORAGE OPERATIONS
- SALES OPERATIONS
- RELATIONSHIPS IN THE WORKING ENVIRONMENT

	<i>Total duration of the education/ training leading to the certificate</i>	1400 hours
Entry requirements Holding the Secondary Education Graduate Certificate or equivalent certificate for entry purposes. Holding the certificate for the entry examination.		
Additional information More information available at: http://www.educacion.es		