SLOVENSKO
OGRODJE
KVALIFIKACIJ

Archived

Prodajalec/prodajalka

Selected qualifications

Name of qualification	Prodajalec/prodajalka
Translated title (no legal status)	Salesperson
Type of qualification	Srednja poklicna izobrazba
Category of qualification	Izobrazba
Type of education	Upper secondary vocational education
Duration	3 years
Credits	180 credits
Admission requirements	• Elementary school education or • lower vocational education
ISCED field	Field Poslovne in upravne vede, pravo

ISCED subfield

subfield prodaja (trgovina) na debelo in drobno

Qualification level

SQF 4
EQF 4

Learning outcomes

Certificate holders will be able to:

- monitor the competition and what it is offering,
- arrange a sales room and display,
- plan and implement sales promotions,
- estimate future demand,
- formulate sales prices depending on the quality of the product and what the competition is offering,
- perform high-quality implementation of the sales process,
- assess buyer desires and needs,
- respond appropriately with reasoning to buyer questions,
- advise buyers,
- resolve buyer complaints and returns on an ongoing basis,
- apply various communication techniques and approaches,
- work with buyers honestly and ethically,
- assess quality on the basis of knowledge and experience,
- work independently and in a team,
- communicate basically in a foreign language,

Elective:

- work with foodstuffs,
- work with technical goods,
- work with textiles and chemist’s products.

Certificate holders supplement their key vocational knowledge and abilities with key general knowledge in line with national standards.

Assessment and completion

Students' vocational abilities and skills and the fulfilment of conditions to obtain credits in accordance with the relevant education programme are established through verification and assessment. Assessment of students also takes into account non-formally acquired knowledge, which must be adequately demonstrated. Students are assessed using grades from 5 (excellent) to 1 (inadequate).

Progression

Students may progress to the next year if at the end of the academic year they achieve passing grades in all general education subjects and relevant vocational modules set out in the school’s operational

curriculum, and have completed all extracurricular activities and practical on-the-job training, or progress on the basis of a programme faculty decision.

Transitions

Secondary technical, vocational or vocational-technical education; master craftsman/foreman/shop manager examination (SQF level 5)

Condition for obtaining certificate

Students must successfully (i.e. with passing grades) complete general education subjects, compulsory and elective vocational modules, and the open part of the curriculum. They must also complete all extracurricular activities, practical on-the-job training and pass a school-leaving examination.
The school-leaving examination comprises a written and oral examination in Slovene, a product/service and an oral presentation.

Awarding body

Vocational and technical secondary schools and adult education institutions.

URL

https://paka3.mss.edus.si/registriweb/ProgramPodatki.aspx?ProgramID=6537