SLOVENSKO
OGRODJE
KVALIFIKACIJ

Archived

Prodajalec SI/prodajalka SI

Selected qualifications

Name of qualification	Prodajalec SI/prodajalka SI
Translated title (no legal status)	Salesperson SI
Type of qualification	Srednja poklicna izobrazba
Category of qualification	Izobrazba
Type of education	Upper secondary vocational education
Duration	3 years
Credits	189 credits
Admission requirements	• Elementary education or • lower vocational education or • equivalent education under previous regulations.
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 competitors and the product range offered by competitors,
- 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 in a foreign language at a basic level.

Elective:

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

The programme is adapted for provision in Slovene as the language of instruction in the ethnically mixed area of Slovenian Istria and also has the following special objectives:

- to develop communication skills in Italian and Slovene,
- to develop knowledge of the natural, cultural and historical heritage of the Italian national community and its mother nation,
- to teach respect for and understanding of ethnic and cultural diversity and promote cooperation between members of the Slovene nation and Italian national community. Certificate holders build on their key vocational knowledge and abilities with key general knowledge in line with national standards.

Assessment and completion

Students' vocational competences and skills, and the fulfilment of conditions to obtain credits in accordance with the education programme are established through testing and assessment. Assessment of students also takes into account non-formally acquired knowledge, which must be adequately

demonstrated. Students are assessed using scores from 5 (excellent) to 1 (inadequate).

Progression

Students may progress to the next year if at the end of the academic year they achieve a positive assessment in all general education subjects and relevant vocational modules set out in the school's operational curriculum and have completed all extracurricular activities and work placement requirements.

Transitions

Matura/vocational course, higher vocational education (SQF level 6), professional higher education (SQF level 7) and academic higher education (SQF level 7).

Condition for obtaining certificate

Students must successfully (i.e. with positive scores) complete general education subjects, compulsory and elective vocational modules, and the open part of the curriculum. They must also complete extracurricular activities and work placement requirements and pass the vocational matura examination. The vocational matura comprises a compulsory section (written and oral examinations in Slovene and healthcare) and an elective section (written and oral examination in mathematics, a foreign language or Italian, and service with oral presentation).

Awarding body

Secondary vocational and technical schools.

URL

https://paka3.mss.edus.si/registriweb/ProgramPodatki.aspx?ProgramId=8841