



CERTIFICATE SUPPLEMENT (*)



SWEDEN

1. CERTIFICATE TITLE

Yrkehögskoleexamen

Business Developer

2. TRANSLATION OF CERTIFICATE TITLE

Higher Vocational Education Diploma

Business Developer

This translation has no legal status.

3. SKILLS AND KNOWLEDGE PROFILE

The holder of this document has

- Specialised knowledge within current global and emerging trends impacting the digital industry.
- Knowledge of legal and ethical issues as well as societal norms related to the digital industry.
- Knowledge of different platforms and channels for digital business, marketing, mobile and social interaction solutions from a business, user experience and technical perspective.
- Knowledge of group dynamics and leadership in relation to well being, quality, efficiency and productivity.
- Knowledge of the potential future impact digital business trends can have in adjacent domains.
- Knowledge of business and revenue models for companies and organisations.
- Skills in designing, executing and evaluating an online business plan.
- Skills in gathering, assessing and analysing research findings and data related to customers, competitors and markets.
- Skills in using appropriate tools and methods, design user centered digital business solutions based on an understanding of customer needs.
- Skills in rapidly prototyping concepts and solutions using appropriate tools and techniques.
- Skills in designing, executing and evaluating the optimisation of an existing digital business.
- Skills in analysing an organisation's culture, procedures and needs.
- Skills in delivering effective presentations and documentation.
- Skills in solving unfamiliar problems using creative problem-solving and innovative thinking.
- Competence to apply to entrepreneurial thinking, tools and ideas in digital business development.
- Competence to manage client and stakeholder relations and expectations.
- Competence to collaborate as an effective team member and leader.
- Competence to manage a project in terms of time, resources and requirements.
- Competence to manage own learning needs for continuous professional development.
- Competence to proactively manage and reflect upon own stress levels to optimise wellbeing and productivity and develop resilience.

4. PROFESSIONS AVAILABLE FOR THE HOLDER OF THE CERTIFICATE

Business developer with digital expertise, Digital business developer and Business manager

5. OFFICIAL STATUS OF THE CERTIFICATE

Name and address of the awarding institution	Name and address of the public authority issuing awarding entitlement to education providers
	The Swedish National Agency for Higher Vocational Education Box 145, 721 05 Västerås Sweden www.myh.se
Diploma level (national or international designation)	Grading scale
SEQF/EQF:	Fail (Icke godkänt - IG) Pass (Godkänt - G) Pass with Distinction (Väl godkänt - VG)

6. OFFICIALLY RECOGNISED MANNER OF OBTAINING THE DIPLOMA

Description of vocational education and training received	Per cent of whole programme (%)	Length (weeks)
• College/education centre		weeks
• Placement – Learning in a work environment		weeks
Total teaching/study duration resulting in diploma		weeks
Further information		
The Higher Vocational Education Diploma requires a minimum of a Pass (Godkänt) in all courses. Five HVE credits correspond to one week of full-time studies.		
A Higher Vocational Education Diploma is awarded if the study programme comprises a minimum of 200 Higher Vocational Education credits (HVE credits).		
An Advanced Higher Vocational Education Diploma is awarded if the study programme comprises a minimum of 400 HVE credits, at least one quarter of programme time is spent on student placement, and the student has completed an independent project.		
Entry requirement is successful completion of upper secondary education.		
For more information on higher vocational education, please visit the website of the Swedish National Agency for Higher Vocational Education: www.myh.se		

(*) 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 available at: <http://europass.cedefop.europa.eu>

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