

1. CERTIFICATE TITLE

Yrkeshögskoleexamen

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

- Knowledge of in-depth understanding of how global trends and societal development affect companies and organisations from a business perspective.
- Specialist knowledge of legal and ethical issues related to digital business activities.
- Specialist knowledge of platforms and channels for digital business activities, marketing and communication from the perspectives of technology, commercial benefit and customer experience.
- Knowledge of in-depth understanding of group development, team dynamics and leadership in relation to well-being, quality, efficiency and productivity.
- Knowledge of how trends in digital business development affect an organisational category and related segments.
- Specialist knowledge of business models that prioritise social, environmental and economic sustainability.
- Skills in planning, performing and evaluating a business and marketing plan for local and global digital businesses.
- Skills in analysing and communicating research and data on the market, consumers and competitors.
- Skills in planning, identifying resources for and performing user-centred business solutions with relevant tools and methods, based on customer needs.
- Skills in using relevant tools and methods to develop prototypes of concepts and solutions.
- Skills in designing, implementing and evaluating optimisation of digital business activities.
- Skills in analysing and communicating an organisation's work culture, processes and development needs.
- Competence to use and develop entrepreneurial working styles and methods in digital business development.
- Competence to independently manage relationships and expectations from clients and other stakeholders.
- Competence to collaborate effectively as employee and as leader.
- Competence to lead and complete projects based on requirements, time and resource planning.
- Competence to take responsibility for their own continued learning and continuous professional development.
- Competence to optimise individual well-being and productivity by proactively handling and reflecting on their own stress levels.

4. PROFESSIONS AVAILABLE FOR THE HOLDER OF THE CERTIFICATE

Business Developer with Digital Skills, 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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