



CERTIFICATE SUPPLEMENT (*)



SWEDEN

1. CERTIFICATE TITLE

Yrkeshögskoleexamen

Internationell säljare inom textil/mode/funktion

2. TRANSLATION OF CERTIFICATE TITLE

Higher Vocational Education Diploma

International Salesperson specialising in textiles/fashion/function

This translation has no legal status.

3. SKILLS AND KNOWLEDGE PROFILE

The holder of this document has

- Specialised knowledge of theoretical and practical sales.
- Knowledge and overview of related professional and competence areas such as marketing, business administration and business law.
- Knowledge of work processes and quality criteria in theoretical and practical sales.
- Specialised knowledge of sales in national and international sustainable trade in textiles.
- Skills in planning, performing and identifying resources to perform specialised tasks in sales work.
- Skills in solving complex problems and communicating commitments and solutions in sales in both Swedish and English.
- Skills in identifying, analysing and selecting appropriate strategies based on external analysis and the internal conditions of organisations.
- Skills in preparing rhetorically for a speech and being able to plan, dispose and conduct engaging and interest-creating presentations, in Swedish and in English.
- Competence to drive sales processes based on requirements for customer benefit, sustainability and long-term profitability.
- Competence to create, nurture and develop strategic customer relationships.
- Competence to pursue entrepreneurship in the exercise of the profession.
- Competence to have industry knowledge of textiles, fashion and function.
- Competence to handle theoretical and practical sales independently and in teams.
- Competence to carry out/complete sales work that requires textile and technical know-how.
- Competence to use industry language in Swedish and English.
- Competence to have overall business responsibility and to maintain legally correct documents nationally and internationally.
- Competence to take responsibility for specialised tasks and develop projects within sales and marketing.

4. PROFESSIONS AVAILABLE FOR THE HOLDER OF THE CERTIFICATE

Salesperson specialising in textiles/fashion/function and Salesperson

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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