



APPENDIX TO DIPLOMA (*)



Sweden

1. TITLE OF DIPLOMA

Kvalificerad yrkeshögskoleexamen

Kvalificerad försäljning

SUN-kod: 341z

Samhällsvetenskap, juridik, handel, administration – Företagsekonomi, handel, administration – Inköp, försäljning och distribution – Inköp, försäljning och distribution

2. TRANSLATION OF DIPLOMA TITLE

Higher Vocational Education Degree

Qualified Sales

SUN-code: 341z

Business economics, trade, administration - Procurement, sales, and distribution –
Procurement, sales and distribution

This translation has no legal status.

3. SKILLS & KNOWLEDGE PROFILE

The holder of this document has

- Knowledge of Swedish and international sales and marketing.
- Skills in marketing and presenting a product or service in a professional manner.
- Skills in developing marketing and project plans and for working with customer analysis and business intelligence.
- Skills in analysing customer needs.
- Skills in calculating and budgeting sales assignments and campaigns.
- Knowledge of the techniques and media used within market communication between the company and its suppliers.
- Skills in devising a business plan.
- Knowledge of relevant regulations, provisions and international agreements.

4. PROFESSIONS AVAILABLE TO THE HOLDER OF THE DIPLOMA

Qualified salesperson within trade and the manufacturing industry

(*) Explanatory notes

The purpose of this document is to provide additional information to the mentioned degree and has no legal status in itself. It is based on the Council's Resolution 93/C 49/01 of 3 December 1992 on the transparency of qualifications, on the Council's Resolution 96/C 224/04 of 15 July 1996 on transparency regarding vocational training certificates, and on the Recommendation of the European Parliament and the Council 2001/613/EC of 10 July 2001 on mobility within the EC for students, persons undergoing vocational training, volunteers, teachers and trainers.

More information on transparency can be obtained from: www.cedefop.eu.int/transparency

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5. OFFICIAL STATUS OF THE DIPLOMA

Name, status and address of the institution awarding the diploma	Name, status and address of the national authority issuing the entitlement to award a degree to education providers The authority for higher vocational training Swedish National Agency for Higher Vocational Education Postal Address: Box 145, S-721 05 Västerås www.yhmyndigheten.se
Diploma Level (national or international designation) NQF/EQF: <i>the scale has not yet been determined</i> ISCED – scale: 5 B	Grading Scale/Requirements for Pass Fail (Icke Godkänt - IG) Pass (Godkänt -G) Pass with Merit (Väl godkänt - VG)

6. OFFICIALLY RECOGNIZED WAYS OF OBTAINING A DIPLOMA

Description of vocational training received	Percentage of the course (%)	Duration (hours/weeks/months/years)
• School/Institution		weeks
• LIA - Learning in a work environment		weeks
Total education/course duration resulting in the certificate		weeks / year
Additional Information A higher vocational education course may encompass 200 Higher Vocational Education (Yh) credits which correspond to one year of full-time study, or 400 Yh credits which correspond to two years of full-time study. If the criteria in Chapter 2, Section 13 of the National Agency for Higher Vocational Education (YH) Ordinance (2009:130) is met a Higher Vocational Education Degree is awarded. If the criteria in Chapter 2, Section 14 of the National Agency for Higher Vocational Education (YH) Ordinance (2009:130) is met a Higher Vocational Education Degree is awarded. Additional information on higher vocational education courses and the national training and qualification system may be found at the website of the National Agency for Higher Vocational Education: www.yhmyndigheten.se		