



1. Title of the certificate – Yrkeshögskoleexamen ¹

Kvalificerad säljare för optikbranschen

2. Translated title of the certificate – Higher Vocational Education Diploma ²

Qualified Salesperson for the optics industry

3. Knowledge, skills and competence profile

The holder of the certificate has:

- Knowledge of spectacle and contact lens products.
- Knowledge of glass types and optical products.
- Knowledge of digital measuring tools in an optical context.
- Knowledge of pre-measurements prior to eye tests.
- Knowledge of the company's procedures for quality work.
- Knowledge of question techniques and sales conversations during frame and glass selection.
- Knowledge of the different eye tests offered by the opticians.
- Knowledge of the opticians' ordering procedures.
- Skills in selling and recommending glass and contact lenses.
- Skills in ordering and checking glasses according to a given prescription.
- Skills in conducting preliminary examinations prior to eye tests and contact lens adaptation.
- Skills in performing eye tests (visual acuity and field of vision screening) in accordance with the Swedish Transport Agency's regulations ref. TSFS 2010:125, Chapter 16, section 1.
- Skills in providing relevant information on the market's optical products and their function and care and in a simple way explaining the difference between various optical solutions.
- Skills in presenting a product/service in English verbally or in writing based on the customer's vision needs.
- Skills in designing a checklist for contact lens training.
- Skills in instructing in the use of contact lenses.
- Competence to provide qualified guidance to the consumer when purchasing personalised optical products.
- Competence to analyse the customer's needs in the sales conversation.
- Competence to respond to commonly asked questions about visual defects and eye diseases.
- Competence to determine and control when the final product is of good quality and approved to the applicable standard.
- Competence to make basic adjustments to glasses.
- Competence to adapt glasses to the customer.
- Competence to respond to the consumer in a professional way in all kinds of situations.
- Competence to present and hand out glasses and contact lenses.

4. Range of occupations accessible to the holder of the certificate ³

Salesperson for the optics industry, Optics Salesperson, Salesperson in optics, Qualified Salesperson for the optics industry, Sales and Customer Advisor and Optician's Assistant

¹ In the original language. | ² If applicable. This translation has no legal status. | ³ If applicable.

1. Official basis of the certificate

Name and address of the awarding institution	Authority providing accreditation / recognition of the certificate
	The Swedish National Agency for Higher Vocational Education Box 145 721 05 Västerås, Sweden www.myh.se
Level of the certificate (national or European) ¹	Grading scale / Pass requirements
Level 5 in the National Qualifications Framework (SeQF) Level 5 in the European Qualifications Framework (EQF)	Fail (icke godkänt – IG) Pass (Godkänt – G) Pass with distinction (Väl godkänt – VG)
Access to next level of education / training ¹	International agreements on recognition of qualifications ¹
	The Higher Vocational Education Diploma requires a minimum of a Pass (Godkänt) in all courses.

Legal basis

A Higher Vocational Education Diploma is awarded if the study programme comprises a minimum of 200 Higher Vocational Education credits (HVE credits). Five HVE credits correspond to one week of full-time studies.

2. Officially recognised ways of acquiring the certificate

Description of vocational education and training	Percentage of total programme (%)	Duration (/weeks)
College/education centre	%	weeks
Placement – learning in a work environment	%	weeks
Total duration of the education / training leading to the certificate		weeks

3. Additional information

Entry requirements ¹

Entry requirement is successful completion of upper secondary education.

More information (including a description of the national qualifications system)

For more information on higher vocational education, please visit the website of the Swedish National Agency for Higher Vocational Education: www.myh.se

National Europass Centre

www.myh.se

¹ If applicable.