



APPENDIX TO DIPLOMA (*)



SWEDEN

1. EXAMENSBEVISETS BENÄMNING

Kvalificerad Yrkeshögskoleexamen

Säljledning och kvalificerad försäljning

SUN-kod: 341z

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

2. TRANSLATION OF DIPLOMA TITLE

Advanced Diploma in Higher Vocational Education

Sales management and qualified sales

SUN code: 341z

Business economics, trade, administration - Purchasing, sales and distribution - Purchasing, sales and distribution

This translation has no legal status

3. SKILLS AND KNOWLEDGE PROFILE

The holder of this document has

- Skills in qualified sales work directed at companies and consumers.
- Skills in creating routines, planning for and executing sales management, sales training, coaching and team building.
- Skills in developing and maintaining relationships with customers.
- Skills in planning and running sales processes.
- Skills to establish and be responsible for sales and profitability budgets.
- Skills in establishing price and margin calculations.
- Knowledge of business English – speaking and writing.
- Skills in conducting professional presentations.

4. PROFESSIONS AVAILABLE FOR HOLDERS OF THE DIPLOMA

Field Salesperson, Internal Salesperson, District Manager, Regional Manager, Sales Leader, Sales Manager, Coordinator, Marketing Manager.

5. OFFICIAL STATUS OF THE DIPLOMA

Name, status and address of the institution awarding the diploma	Name, status and address of the public authority issuing the entitlement to award a diploma to education providers The 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>scale not yet established</i> ISCED – scale: 5B	Grading Scale 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 (hours/weeks/months/years)
• College/education centre		weeks
• Placement – Learning in a work environment		weeks
Total teaching/study duration resulting in diploma		weeks/years

Further information

A higher vocational programme may be of 200 vocational credits, equivalent to one full academic year, or 400 vocational credits, corresponding to two full academic years. If the criteria in Chapter 2, Section 13 of the Ordinance (2009:130) on higher vocational education are fulfilled, a Diploma in Higher Vocational Education is obtained. If the criteria in Chapter 2, Section 14 of the Ordinance (2009:130) on higher vocational education are fulfilled, an Advanced Diploma Higher Vocational Education is obtained.

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.yhmyndigheten.se

(*) Explanatory notes

This document is intended to provide additional information about the specified diploma and has no legal status in itself. It is based on Council Resolution 93/C No. 49/01 of 3 December 1992 on the transparency and clarity of qualifications, Council Resolution 96/C 224/04 of 15 July 1996 on the transparency and clarity of vocational education certificates, and the European Parliament and Council Recommendation 2001/613/EC of 10 July 2001 on mobility within the Union of students, persons undergoing vocational training, volunteers, teachers and educators.

Further information on transparency and clarity may be obtained from: www.cedefop.eu.int/transparency

© European Communities, 2002