



1. Title of the certificate (LT)¹

Kvalifikacijos pažymėjimas. Pardavėjo mokymo programa (valstybinis kodas 262041601)

¹in original language

2. Translated title of the certificate (EN)¹

Qualification certificate. Seller training programme (state code 262041601)

¹If applicable. This translation has no legal status.

3. Profile of skills and competences

1. Prepare equipment and inventory for work.
2. Prepare goods for sale.
3. Receive goods.
4. Use warehouse equipment.
5. Store goods.
6. Research demand for goods.
7. Demonstrate and promote goods.
8. Give advice to buyers and serve them politely.
9. Know ethics of professional communication.
10. Operate technological equipment.
11. Know characteristics of consumer goods.
12. Calculate inventory, prices, discounts and markup.
13. Complete accounting documents.

4. Range of occupations accessible to the holder of the certificate¹

Prepare the workplace, receive and store goods, serve customers, sell goods, and perform inventory accounting.

¹ If applicable

(*) 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.

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5. Official basis of the certificate		
Name and status of the body awarding the certificate Legal entity with licence to provide formal vocational training programmes	Name and status of the national/regional authority providing accreditation/recognition of the certificate Ministry of Education and Science of The Republic of Lithuania	
Level of the certificate (national or international) ISCED 352; LTKS III; EKS 3	Grading scale / Pass requirements 10 grade scale. A Pass Grade - Grade 7-10 or entry "Passed"	
Access to next level of education/training Possibility to continue learning at the same level of education programme	International agreements	
Legal basis Law on Education of the Republic of Lithuania Law on Vocational Education and Training of the Republic of Lithuania Resolution No. 535 of 4 May 2010 of the Government of the Republic of Lithuania "On the approval of the description of the National Qualifications Framework		
6. Officially recognised ways of acquiring the certificate		
Aggregate duration of learning required to get the certificate (in weeks): 30 Ratio of theoretical and practical learning (%): 56/44 Duration and place of apprenticeship (in weeks): (12)		
Possibility to include passed education: passed education included by evaluating the knowledge		
Description of vocational education and training received	Part of programme (%)	Duration (in weeks)
School-/training centre-based	56	17
Workplace-based	44	13
Accredited prior learning		
Total duration of the education/ training leading to the certificate		30
Entry requirements		
Additional information More information (including the description of the national system of qualifications) at: www.aikos.smm.lt , www.europass.lt , www.euroguidance.lt , www.kpmc.lt		
The National Reference Points: www.europass.lt , www.smpf.lt		