

1. Title of the certificate (LT) <sup>1</sup>
Kvalifikacijos pažymėjimas. Draudimo konsultanto mokymo programa (valstybinis kodas 362041201)
<sup>1</sup> in original language

2. Translated title of the certificate (EN) <sup>1</sup>
Qualification certificate. Insurance agent's teaching program (state code 362041201)
<sup>1</sup> If applicable. This translation has no legal status.

3. Profile of skills and competences
<p>1. Understand the importance of insurance and know the provided services and relationships;</p> <p>2. Know the types of insurance: building, property, transport, accident, life, company and organization, and cargo insurance;</p> <p>3. Know the procedure for concluding contracts for all types of insurance;</p> <p>4. Know the cases covered by insurance and the insurer's responsibilities in these cases;</p> <p>5. Know the procedure for calculating and paying indemnity;</p> <p>6. Know the basics of the law;</p> <p>7. Know the requirements of professional ethics and basics of psychological communication;</p> <p>8. Be able to apply accounting principles;</p> <p>9. Be able to collect information about insurers and use that information and explain and convince people about the necessity and usefulness of each type of insurance;</p> <p>10. Conclude all types of insurance contracts and evaluate the insured objects;</p> <p>11. Prepare lists for life insurance and submit these lists to organizations;</p> <p>12. Collect instalments for all types of insurance;</p> <p>13. Calculate instalments for insurance and prepare settlements with respective insurance adjusters;</p> <p>14. Know at least one foreign language and fluently speak and write in one's native language;</p> <p>15. Be computer literate.</p>

4. Range of occupations accessible to the holder of the certificate <sup>1</sup>
Can work as an insurance consultant in any type of insurance company.
<sup>1</sup> 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		
<b>Name and status of the body awarding the certificate</b> Legal entity with licence to provide formal vocational training programmes		<b>Name and status of the national/regional authority providing accreditation/recognition of the certificate</b> Ministry of Education and Science of The Republic of Lithuania
<b>Level of the certificate (national or international)</b> ISCED 454; LTKS III; EKS 3		<b>Grading scale / Pass requirements</b> 10 grade scale. A Pass Grade - Grade 7-10 or entry "Passed"
<b>Access to next level of education/training</b> Possibility to continue studies at the higher level of education programme		<b>International agreements</b>
<b>Legal basis</b> 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		
<b>Aggregate duration of learning required to get the certificate (in weeks):</b> 23 <b>Ratio of theoretical and practical learning (%):</b> 34/66 <b>Duration and place of apprenticeship (in weeks):</b> (9)		
<b>Possibility to include passed education:</b> passed education included by evaluating the knowledge		
<b>Description of vocational education and training received</b>	<b>Part of programme (%)</b>	<b>Duration (in weeks)</b>
School-/training centre-based	34	8
Workplace-based	66	15
Accredited prior learning		
<b>Total duration of the education/ training leading to the certificate</b>		23
<b>Entry requirements</b>		
<b>Additional information</b> More information (including the description of the national system of qualifications) at: <a href="http://www.aikos.smm.lt">www.aikos.smm.lt</a> , <a href="http://www.europass.lt">www.europass.lt</a> , <a href="http://www.euroguidance.lt">www.euroguidance.lt</a> , <a href="http://www.kpmc.lt">www.kpmc.lt</a>		
<b>The National Reference Points:</b> <a href="http://www.europass.lt">www.europass.lt</a> , <a href="http://www.smpf.lt">www.smpf.lt</a>		