



Title of the qualification (FI)
Title of the qualification (SV)

Autoalan myyj

Translated title of the qualification (EN)

Specialist Qualification for Car Salespeople (EN)

This translation has no legal status.

Profile of skills and competences

Composition of the qualification
The compulsory modules of the qualification common to all are **general skills of vehicle and/or machinery salespeople; marketing, sales and customer services and training, co-operation and supervisory skills**. The compulsory modules in the competence area in vehicle and/or machinery sales are **vehicle and/or machinery trade and vehicle and/or machinery technology**. The compulsory modules of the competence area in parts and accessories sales are **stock monitoring and control and vehicle and/or machinery technology, technical advice and cost estimates**. In addition, it is also possible to take the **entrepreneurship** module.
Vocational skills and competences required for completion of the qualification

Those who have completed the qualification shall:
-either possess the vocational competence required for the Further Qualification for Car Salespeople or for Parts Salespeople, or equivalent skills and knowledge
-know how to make diverse use of the latest technology in their work
-understand the effects of occupational health and safety, ergonomics and environmental protection on business operations and profitability
-be familiar with the quality system used in their business enterprise and know how to develop their own operations and those of their unit accordingly
-be familiar with customer-oriented marketing as well as with the marketing-related tasks that car and parts salespeople are involved in
-be capable of planning sales campaigns, attracting new customers and recognising the needs of special customer groups
-command tasks related to sales planning and reporting and be capable of putting together the necessary documentation
-be capable of handling demanding situations with customers and authorities independently
-be able to manage the most common customer service, sales and negotiation situations in one foreign language
-understand the significance of people management as a competitive differentiator of an organisation
-actively promote co-operation within the business enterprise
-know how to plan, implement and assess induction and workplace instruction activities
-be capable of participating in the preparation of their unit

Range of occupations accessible to the holder of the certificate

Those who have completed the qualification may work either in vehicle or industrial machinery sales or in after-sales services in assignments requiring specialist competence in the field.

(*) 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. More information on transparency is available by going to: www.cedefop.eu.int/transparency
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Official basis of the certificate

Name and status of the body awarding the certificate <i>The qualification certificate is awarded by the Qualification Committee appointed by the National Board of Education.</i>	Name and status of the national/regional authority providing accreditation/recognition of the certificate <i>Ministry of Education National Board of Education, a central administrative board operating under the auspices of the Ministry of Education</i>
Level of the certificate (national or international) <i>Post-secondary non-university level, ISCED 4C</i>	Grading scale/pass requirements <i>Pass/fail</i>
Access to the next level of education/training	International agreements
Legal base <i>Vocational Adult Education Act (631/1998); Vocational Adult Education Decree (812/1998)</i>	

Officially recognised ways of obtaining the certificate

The qualification is obtained by demonstrating vocational skills in competence tests. National qualification requirements have been defined in core curricula drawn up by the National Board of Education. Education and training leading to the qualification is arranged when necessary. This involves drawing up an individual study plan which includes a learning plan and a competence test plan.

Entry requirements

Qualifications may be completed irrespective of how the vocational skills and competences have been obtained.

Additional information

The organisation and supervision of competence tests is the responsibility of Qualification Committees. The Qualification Committees represent employers, employees, teachers and, when necessary, entrepreneurs in the field.

National reference point (NRP)

National Board of Education

P.O. Box 380

FI-00531 Helsinki, Finland

recognition@oph.fi

More information (including a description of the national qualifications system) is available by going to:

www.oph.fi/info/recognition