

1. TITLE OF THE CERTIFICATE (CZ)<sup>(1)</sup>

**Vysvědčení o maturitní zkoušce z oboru vzdělání:  
66-41-L/01 Obchodník (denní studium)**

<sup>(1)</sup> In the original language

2. TRANSLATED TITLE OF THE CERTIFICATE<sup>(2)</sup>

**Maturita Certificate in:  
66-41-L/01 Tradesman (full-time study)**

<sup>(2)</sup> This translation has no legal status.

## 3. PROFILE OF SKILLS AND COMPETENCES

**General competences:**

- be familiar with various methods of learning, use sources of information well, show functional literacy;
- understand assignments or identify the cores of problems, exert variable solutions, work both independently and within a team;
- communicate in one foreign language at the level of at least B1 of the Common European Framework of Reference for Languages;
- cope with changing socio-economic conditions, be financially literate;
- be aware of the labour market mechanisms, and of the employee-employer relationships, act on career decisions responsibly, understand the significance of lifelong learning;
- use basic mathematics and the basic principles of physics and chemistry when needed in daily situations;
- work with the means of information and communication technologies, exploit adequate sources of information, handle information effectively;
- act in an environmentally-conscious manner and in compliance with strategies for sustainability;
- support values of local, national, European and world cultures, recognize the value of life;
- exert fundamentals of health protection, occupational safety, and fire prevention and safety;
- exert norms and prescriptions in the field.

**Vocational competences:**

- negotiate the purchase and sale of goods and services offer;
- sell range of different qualified products professionally, including processing documentation associated with buying and selling goods and offering services;
- work with cash registers and cash register system;
- handle the goods in the commercial business units;
- resolve complaints when buying and selling goods and services in accordance with applicable legislation;
- keep administrative agenda by using computers and standard office equipment;
- prepare business correspondence in a standardized form, set by the Czech Republic;
- keep accounts in accordance with the standards of the Czech Republic, including the use of computer technology;
- determine the tax liability to basic Czech Republic taxes (VAT, income tax);
- implement effective marketing strategies, conduct marketing research, data collection and analysis;
- behave socially and act professionally in contact with customers and business partners.

## 4. RANGE OF OCCUPATIONS ACCESSIBLE TO THE HOLDER OF THE CERTIFICATE

The graduate is employed in the field of middle management positions in business, in working activities associated with buying and selling goods.

Examples of possible jobs: merchant, sales assistant, sales representative, distributor, supplier, commodity expert, head of sales.

## 5. OFFICIAL BASIS OF THE CERTIFICATE

<b>Name and status of the body awarding the certificate</b> Střední škola obchodní Belgická 250/29 Praha 2 120 00 CZ public school	<b>Name and status of the national/regional authority providing accreditation/recognition of the certificate</b> Ministry of Education, Youth and Sports Karmelitská 7 118 12 Praha 1 Czech Republic
<b>Level of the certificate (national or international)</b> Upper secondary education completed by the Maturita examination <b>ISCED 354, EQF 4</b>	<b>Grading scale / Pass requirements</b> 1 excellent (výborný) 2 very good (chvalitebný) 3 good (dobrý) 4 satisfactory (dostatečný) 5 fail (nedostatečný) <i>Overall assessment::</i> Prospěl s vyznamenáním: Pass with Honours (the average mark is ≤ 1,5) Prospěl: Pass (an examination mark is not worse than 4) Neprospěl: Fail (the examination mark in one or more subjects is 5)
<b>Access to next level of education / training</b> ISCED 655/645/746, EQF 6	<b>International agreements</b>
<b>Legal basis</b> Law No. 561/2004 on Pre-school, Basic, Secondary, Post-secondary and Other Education (School Act) as amended by later regulations	

## 6. OFFICIALLY RECOGNISED WAYS OF ACQUIRING THE CERTIFICATE

Description of vocational education and training received	Percentage of total programme	Duration
<ul style="list-style-type: none"> <li>• School- / training centre-based</li> <li>• Workplace-based</li> <li>• Accredited prior learning</li> </ul>	The ratio between theoretical education and practical training is defined by education providers themselves with regard to the respective educational programme and the employers' needs.	
Total duration of the education / training leading to the certificate		<b>4 years / 4 096 lessons</b>
<b>Entry requirements</b> Completed compulsory school education  <b>Additional information</b> More information (including a description of the national qualifications system) available at: <a href="http://www.npicr.cz">www.npicr.cz</a> and <a href="http://www.eurydice.org">www.eurydice.org</a>  <b>National pedagogical institute of the Czech Republic – National Europass Centre Czech Republic</b> <b>Senovážné nám. 872/25</b> <b>110 00 Praha 1</b>		
<b>Done at Prague for the school year 2019/2020</b>		

## (\*) Explanatory note

This document is a supplement to a specific diploma/certificate. It provides additional information on competencies gained in the given field of study 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 and Decision No 2241/2004/EC of the European Parliament and of the Council of 15 December 2004 on a single Community framework for the transparency of qualifications and competences (Europass).

More information available at: <http://europass.cedefop.europa.eu>, <http://www.europass.cz>

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