

**1. TITLE OF THE PROFESSION**

04163010 Bútorbolto eladó

2. TRANSLATED TITLE OF THE PROFESSIONFurniture store salesperson
(THIS TRANSLATION HAS NO LEGAL STATUS)**3. PROFILE OF SKILLS AND COMPETENCES****A typical holder of the certificate is able to:**

- prepare the stock professionally, present it with a focus on its high quality, taking into account the rules on displaying products, hygiene standards and marketing aspects;
- display the necessary brochures, catalogues, colour samples and sales promotion materials;
- propose creative ideas for the furnishing of interiors and arrange for the decoration of products and their surrounding;
- display the selling price on products;
- monitor developments and trends in the furniture and interior design industry;
- assess customer needs, present and recommend products;
- provide information on the use, care and maintenance of the furniture;
- provide information and give recommendations on additional services and organise them as required;
- perform sales activities, conclude agreements, place pre-orders for pieces of furniture and provide information on commercial credit;
- professionally use the cash register and the analog and digital pieces of equipment and tools that facilitate their work;
- handle customer complaints in accordance with consumer protection and quality management standards;
- carry out online sales activities and manage the customer database;
- keep accurate records required for the operation of the business.

4. CLASSIFICATION OF THE VOCATIONAL TRAINING ACCORDING TO THE ISCED FIELDS OF EDUCATION AND TRAINING (ISCED-F)

0416 Wholesale and retail sales

(*) Explanatory notes:

¹ In the original language. | ² The translation of the designation is provided for information purposes only. | ³ Fill it out if necessary. The certificate supplement provides additional information on the qualification but have no legal value in itself. The format of the description is in conformity with Decision (EU) 2018/646 of the European Parliament and of the Council of 18 April 2018 on a common framework for the provision of better services for skills and qualifications (Europass) and repealing Decision No 2241/2004/EC.

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5. OFFICIAL BASIS OF THE CERTIFICATE

Name and status of the authority issuing the certificate	Name and status of the national/regional authority providing accreditation/recognition of the certificate Ministry for Innovation and Technology																		
Level of the certificate (national or international) NQF level: 3 EQF level: 3 Digital Competence Framework level: 3	Grading scale / Pass requirements Five -grade: 5 excellent 4 good 3 satisfactory 2 pass 1 fail																		
Certificate number: CXK A Serial number: 123456 Certificate issue date: 2022.08.03	Designation of the theoretical and practical subjects of the vocational qualification examination and their grades according to a five-grade scale <table border="1" style="width: 100%; border-collapse: collapse; margin-top: 5px;"> <tr> <td colspan="3">written</td> </tr> <tr> <td style="width: 80%;">Interior design and trade knowledge</td> <td style="width: 10%; text-align: center;">100%</td> <td style="width: 10%; text-align: center;">5</td> </tr> <tr> <td colspan="3">project exercise</td> </tr> <tr> <td>Commercial practice</td> <td style="text-align: center;">100%</td> <td style="text-align: center;">5</td> </tr> <tr> <td colspan="3">Result of the qualification examination</td> </tr> <tr> <td></td> <td style="text-align: center;">100%</td> <td style="text-align: center;">5</td> </tr> </table>	written			Interior design and trade knowledge	100%	5	project exercise			Commercial practice	100%	5	Result of the qualification examination				100%	5
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Access to next level of education/training	International agreements																		
Other information concerning the vocational training process Decree 21/2010 (V. 14.) NFGM of the Minister of National Development and Economy on the qualifications required for certain industrial and commercial activities																			
Legal basis Government Decree 319/2020 (VII. 1.) on the amendment of Government Decree 12/2020 (II. 7.) on the Implementation of the Vocational Education and Training Act, Government Decree 11/2020 (II. 7.) on the Implementation of the Act on Adult Education.																			

6. OFFICIALLY RECOGNISED WAYS OF ACQUIRING THE CERTIFICATE

Description of the sectoral basic training and the theoretical and practical vocational training	Distribution of programme elements in percentage

Total duration of the education/training	150 hours
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Entry requirements:

- Educational prerequisite: elementary school qualification
- Medical fitness requirements shall be met

Further information:

WRITTEN EXAMINATION EXERCISES

Definitions

Sentence completion exercise

Matching exercise

Ordering exercise

Multiple-choice test

True-false statements

PROJECT EXERCISES

Situational exercises in a retail outlet, furniture sales, behaviour patterns, communication, information management

You can find more information on the Programme and System Requirements in the following link: <https://ikk.hu>

This certificate supplement was elaborated in accordance with the programme requirements registered by the minister responsible for VET.

National Reference Point: National Office of Vocational Education and Training and Adult Learning: <https://nrk.nive.hu>

Head of Examination Organiser:

Issue date: 2022.08.03

SEAL