



1. TITLE OF THE PROFESSION

04163008 Műszaki eladó

2. TRANSLATED TITLE OF THE PROFESSION

Electronics salesperson
(THIS TRANSLATION HAS NO LEGAL STATUS)

3. PROFILE OF SKILLS AND COMPETENCES

- perform salesperson duties related to the proper operation of the retail outlet;
- assist with the ordering, quantity and quality acceptance of electronics, stock management and the preparation and display of products in the sales area;
- inform and serve customers in electronics stores;
- communicate with customers effectively, taking into consideration the type of the customer;
- serve potential customers using modern sales techniques;
- make recommendations based on the physical, technological and functional advantages of electronic products;
- explain how to operate electronic devices;
- professionally use the cash register and the analog and digital pieces of equipment and tools that facilitate their work;
- perform tasks related to online sales and manage software and mobile applications used in the store;
- place pre-orders for electronic products, arrange for home delivery;
- fill out warranty certificates and other relevant documents;
- arrange for the warranty repair of electronic products;
- perform tasks relating to customer complaints.

**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: 2023.12.07	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%;">Product knowledge and electronics sales</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>Situational exercise – trade activity</td> <td style="text-align: center;">100%</td> <td style="text-align: center;">5</td> </tr> <tr> <td>Result of the qualification examination</td> <td style="text-align: center;">100%</td> <td style="text-align: center;">5</td> </tr> </table>	written			Product knowledge and electronics sales	100%	5	project exercise			Situational exercise – trade activity	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	120 hours
<p>Entry requirements:</p> <ul style="list-style-type: none">- Educational prerequisite: elementary school qualification- Medical fitness requirements shall be met <p>Further information:</p> <p>WRITTEN EXAMINATION EXERCISES</p> <p>Trading knowledge Professional calculations Online commerce Product knowledge and sales</p> <p>PROJECT EXERCISES</p> <p>Undertaking trading activities Performing tasks Professional oral discussion Filling out related receipts/documents</p> <p>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.</p> <p>National Reference Point: National Office of Vocational Education and Training and Adult Learning: https://nrk.nive.hu</p>	

Head of Examination Organiser: Issue date: 2023.12.07	SEAL
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