

**1. TITLE OF THE CERTIFICATE (DE) (1)****Abschlussprüfung im staatlich anerkannten Ausbildungsberuf  
Musikfachhändler/Musikfachhändlerin**

(1) in original language

**2. TRANSLATED TITLE OF THE CERTIFICATE (EN)(1)****Final examination in the state-recognized training occupation  
Specialist retail assistant for the music branch**

(1) This translation has no legal status.

**3. PROFILE OF SKILLS AND COMPETENCES**

- Sell specialist goods and services such as musical instruments and accessories, music supplies and sound storage media
- Inform and advise customers, predominantly musicians and others interested in music, on specialist goods and services
- Deploy their knowledge of music and musical theory, music history, music literature, art and art history and the manufacture and use of instruments and sound storage media
- Accord due attention to copyright, publishing and exploitation rights
- Use specialist bibliographies and reference systems
- Assist in stock planning according due consideration to market development
- Assist in the planning and implementation of promotional measures within the fields of sales and marketing and in the placement and presentation of goods
- Assist in inventory control processes such as procurement, warehousing and distribution
- Monitor success and use this information to develop measures
- Cooperate with concert organisers, theatre companies, media institutes and the recording industry
- Assist in the planning of human resources deployment
- Work as part of a team and in a service and process-oriented manner

**4. RANGE OF OCCUPATIONS ACCESSIBLE TO THE HOLDER OF THE CERTIFICATE (1)**

Specialist retail assistant for the music branch work in companies within the music sector, such as in specialist music shops, for mail-order music retail outlets and for online shops, in the music supplies, musical instruments and sound storage media wholesale sector, in the music departments of major stores and in specialist department stores, for music publishing companies, for companies within the events industry, in the music industry and for manufacturers of musical instruments.

(1) if applicable

**(\*) Explanatory notes**

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 at: [www.europass.cedefop.eu.int/transparency](http://www.europass.cedefop.eu.int/transparency)

## 5. OFFICIAL BASIS OF THE CERTIFICATE

<b>Name and status of the body awarding the certificate</b> Chamber of Industry and Commerce	<b>Name and status of the national/regional authority providing accreditation/recognition of the certificate</b> Chamber of Industry and Commerce
<b>Level of the certificate (national or international)</b> ISCED 3B	<b>Grading scale / Pass requirements</b> 100-92 points = 1 = excellent 91 - 81 points = 2 = good 80 - 67 points = 3 = average 66 - 50 points = 4 = pass 49 - 30 points = 5 = poor 29 - 0 points = 6 = fail  A total of at least 50 grade points are required to pass the examination.
<b>Access to next level of education / training</b> Certified senior commercial clerk, certified commercial assistant, certified marketing specialist, specialist commercial clerk for procurement and logistics	<b>International agreements</b> In the field of vocational training, joint declarations on the comparability of qualifications obtained in the respective vocational training systems have been signed on the basis of bilateral agreements concluded between Germany and France and between Germany and Austria.
<b>Legal basis</b> Ordinance on Initial Vocational Education and Training in the Occupation of Specialist retail assistant for the music branch of 03/24/2009 (Federal Law Gazette, Part I, p 654) Resolution of the Standing Conference of the Ministers of Education and Cultural Affairs of the Länder in the Federal Republic of Germany, KMK, of 27.11.2008), (Federal Gazette, No 122a of 19.08.2009)	

## 6. OFFICIALLY RECOGNISED WAYS OF ACQUIRING THE CERTIFICATE

Final examination administered by the competent body: <ol style="list-style-type: none"> <li>1. after completion of dual training in a company and at part-time vocational school (normal procedure)</li> <li>2. after retraining in a recognized training occupation</li> <li>3. as an external examination for working people without formal vocational qualifications or persons who have been trained at full-time vocational schools or other vocational training institutions</li> </ol>
<b>Additional information</b>  <b>Entry requirements:</b> Entry requirements are not governed by legislation; as a rule, young people are admitted after completing (nine or ten years of) general education. <b>Duration of training:</b> 3 years. <b>Training in the "dual system":</b> Teaching of the knowledge, skills and competences needed for an occupation is based on the typical requirements of work and business processes and prepares the trainees for a specific job. <b>The training is provided in a company and at part-time vocational school:</b> In the company, the trainees acquire practical skills in a real working environment. On one or two days per week, the trainees attend part-time vocational school, where they are taught general and vocational knowledge related to their training occupation.  <b>More information</b> is available at: <a href="http://www.berufenet.arbeitsagentur.de">www.berufenet.arbeitsagentur.de</a>  <b>National Europass Centre</b> <a href="http://www.europass-info.de">www.europass-info.de</a>