

1. TITLE OF THE CERTIFICATE (DE)
<b>Zeugnis über Prüfung zum anerkannten Fortbildungsabschluss Geprüfte/-r Fachwirt/-in für Außenwirtschaft</b>

2. TRANSLATED TITLE OF THE CERTIFICATE (EN)
<b>Certificate of the recognized advanced education examination for <i>Certified international business manager</i></b>
This translation has no legal status.

3. PROFILE OF SKILLS AND COMPETENCES
<ul style="list-style-type: none"> <li>• Supporting the development of international market entry and value-adding strategies against the backdrop of a global economy</li> <li>• Designing, implementing and evaluating country-specific marketing concepts and project management</li> <li>• Applying elements of intercultural management</li> <li>• Taking account of the principles of business ethics, governance and sustainability</li> <li>• Performing risk and change management for international business</li> <li>• Concluding and calculating international transactions, taking account of legal and tax regulations as well as bilateral, supranational and international agreements</li> <li>• Choosing and applying international financing and hedging options</li> <li>• Evaluating contractual and country-specific parameters</li> <li>• Managing human resources and promoting professional development</li> <li>• Cooperating with business partners and internal company divisions and ensuring that communication is tailored to customers and services</li> <li>• Implementing and organizing vocational training</li> </ul>

4. RANGE OF OCCUPATIONS ACCESSIBLE TO THE HOLDER OF THE CERTIFICATE
Certified international business managers are senior staff members and work in companies of different sizes. They take on skilled specialist and management functions and work both independently and responsibly on complex tasks. In particular, they work on aspects of the global economy, focussing on international business, risk and change management.

**(\*)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.cedefop.eu.int/transparency](http://www.cedefop.eu.int/transparency)

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5. OFFICIAL BASIS OF THE CERTIFICATE	
<b>Name and status of the body awarding the certificate</b> Chamber of Industry and Commerce <i>(Industrie- und Handelskammer, IHK)</i>	<b>Name and status of the national/regional authority providing accreditation/recognition of the certificate</b> Chamber of Industry and Commerce <i>(Industrie- und Handelskammer, IHK)</i>
<b>Level of the certificate (national or international)</b> German Qualifications Framework (DQR) level 6 <sup>1</sup> , equivalent to EQF level 6 ISCED 6	<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 The candidate passed all examinations required for the completion of further training.
<b>Access to next level of education and training</b> The further training examination gives access to the next level of qualifications, particularly <ul style="list-style-type: none"> <li>- Certified business economist (<i>Geprüfter Betriebswirt</i>) under the Vocational Training Act (<i>Berufsbildungsgesetz, BBiG</i>)</li> <li>- Certified vocational training specialist (<i>Geprüfter Berufspädagoge</i>)</li> </ul> as well as access to advanced programmes in higher education.	<b>International agreements</b>
<b>Relevant legislation</b> Regulations governing the recognized further training examination for certified international business manager of 5 June 2017 (Federal Law Gazette Part I p. 1574)	

6. OFFICIALLY RECOGNIZED WAYS OF ACQUIRING THE CERTIFICATE
<p>The certificate is acquired by passing the examination administered by the body mentioned in section 5 above. Before sitting the examination, candidates must furnish proof of</p> <ol style="list-style-type: none"> <li>1. Successful completion of training for the recognized occupation of wholesale and foreign trade clerk (<i>Groß- und Außenhandelskaufmann/-frau</i>), clerk in the retail trade (<i>Kaufmann/-frau im Einzelhandel</i>), industrial clerk (<i>Industriekaufmann/-frau</i>) or shipping and forwarding clerk (<i>Speditionskaufmann/-frau</i>), followed by at least one year of practical work,</li> <li>2. Successful completion of training for a recognized commercial or administrative occupation with a programme duration of three years, followed by at least two years of practical work or</li> <li>3. Successful completion of training for another recognized commercial or administrative occupation with a programme duration of two years, followed by at least three years of practical work or</li> <li>4. Award of at least 90 ECTS credits in a business management course and at least three years of relevant practical work, or</li> <li>5. At least five years of practical work.</li> </ol> <p>The practical work must be relevant for the specific area.</p>

#### Additional information

The skills and competences of which proof is to be furnished in the further training examination are usually acquired during many years of practical work and within the framework of education measures. Courses are offered in preparation for the examination; their duration and content are geared to the different specialist and managerial tasks.

Translations of the certificate can be obtained from the Chambers of Industry and Commerce.

(\*\*)Note

Simplified grading scale; for official grading scale see Sixth Ordinance Amending Advanced Training Examination Ordinances of 9 December 2019 (Federal Law Gazette Part I p. 2153)