



1. TITLE OF THE CERTIFICATE (DE) (1)

**Abschlussprüfung im staatlich anerkannten Ausbildungsberuf  
Kaufmann im Groß- und Außenhandel/ Kauffrau im Groß- und Außenhandel - Fachrichtung  
Außenhandel**

(1) in original language

2. TRANSLATED TITLE OF THE CERTIFICATE (EN)(1)

**Final examination in the state-recognized training occupation Management assistant in  
wholesale and foreign trade – specialising in foreign trade**

(1) This translation has no legal status.

3. PROFILE OF SKILLS AND COMPETENCES

- Sell goods, service and customer support packages, and calculate sale prices
- Secure quality standards
- Observe the market and assess sales opportunities
- Identify sources of supply, assess offers and procure goods
- Make use of product knowledge
- Plan and conduct procurement and sales negotiations
- Inform and advise customers
- Deal with complaints
- Develop and implement marketing measures
- Process customer orders and payments and assess credit risks
- Evaluate key indicators and statistics to monitor success and use this information to develop measures
- Cooperate with service providers on the planning, control and monitoring of logistical transport processes
- Carry out foreign currency calculations including foreign exchange futures
- Apply foreign trade and customs legislation regulations and international trade clauses
- Conclude international transport agreements and apply payment conditions specific to foreign trade transactions
- Process documentary transactions
- Correspond and communicate in a foreign language.

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

Management assistants in wholesale and foreign trade are employed in all branches of trade and industry and work for both commercial and industrial companies. Their fields of deployment are the procurement of goods in Germany and abroad, the resale of such goods to retailers, to craft trade companies and to the industrial and service sectors and the provision of goods-related services.

(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

<p><b>Name and status of the body awarding the certificate</b></p> <p>Chamber of Industry and Commerce</p>	<p><b>Name and status of the national/regional authority providing accreditation/recognition of the certificate</b></p> <p>Chamber of Industry and Commerce</p>
<p><b>Level of the certificate (national or international)</b></p> <p>ISCED 3B  German Qualifications Framework (DQR) level 4 (alignment is preliminary pursuant to "German Qualifications Framework for Lifelong Learning" - German EQF - Referencing report of 15 November 2012). Published by: Federal Ministry of Education and Research (BMBF), Berlin and Bonn; Standing Conference of the Ministers of Education and Cultural Affairs of the Länder in the Federal Republic of Germany (Conference of the Ministers of Education and Cultural Affairs - KMK), Berlin)</p>	<p><b>Grading scale / Pass requirements</b></p> <p>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</p> <p>A total of at least 50 grade points are required to pass the examination.</p>
<p><b>Access to next level of education / training</b></p> <p>Certified business economist, certified management accountant, certified controller, certified sales advisor, specialised administrative assistants for foreign trade, sales, marketing or human resources, certified senior commercial clerk</p>	<p><b>International agreements</b></p> <p>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.</p>
<p><b>Legal basis</b>  Ordinance on Initial Vocational Education and Training in the Occupation of Management assistant in wholesale and foreign trade – specialising in foreign trade of 02/14/2006 (Federal Law Gazette, Part I, p 409) Resolution of the Standing Conference of the Ministers of Education and Cultural Affairs of the Länder in the Federal Republic of Germany, KMK, of 13.01.2006), (Federal Gazette, No 99a of 27.05.2006)</p>	

## 6. OFFICIALLY RECOGNISED WAYS OF ACQUIRING THE CERTIFICATE

<p>Final examination administered by the competent body:</p> <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>
<p><b>Additional information</b></p> <p><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.</p> <p><b>Duration of training:</b> 3 years.</p> <p><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.</p> <p><b>More information</b> is available at:  <a href="http://www.berufenet.arbeitsagentur.de">www.berufenet.arbeitsagentur.de</a></p> <p><b>National Europass Centre</b>  <a href="http://www.europass-info.de">www.europass-info.de</a></p>