

## 1. TITLE OF THE CERTIFICATE (DE)

**Zeugnis über die Prüfung zum anerkannten Fortbildungsberuf  
Geprüfter Pharmareferent/Geprüfte Pharmareferentin**

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

**Certificate on completion of the recognized further training examination for  
Certified pharmaceutical sales representative**

This translation has no legal status.

## 3. PROFILE OF SKILLS AND COMPETENCES

- Describe biological, biochemical and molecular biological linkages as well as the clinical characteristics of diseases
- Identify pharmacotherapies to treat diseases
- Explain the effects of medication and provide recommendations for use
- Conduct consultations and use marketing instruments

## 4. RANGE OF OCCUPATIONS ACCESSIBLE TO THE HOLDER OF THE CERTIFICATE

Certified pharmaceutical sales representatives work in customer advice services in the pharmaceutical industry. They present pharmaceutical and health care products on behalf of their company. They provide health care professionals with competent, critical and complete information about pharmaceuticals, taking the relevant legislation into account. Furthermore, they document information from health care professionals about undesirable side-effects and contraindications or other risks of pharmaceuticals as well as problems with taking the therapeutic agents, record this information in writing and forward it to their employers.

**(\*) 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</i> , IHK)	<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 2011 Level 65 These qualifications are referenced to level 6 of both the German and the European Qualifications Framework (DQR, EQF); see <a href="http://www.dqr.de/content/2316.php">www.dqr.de/content/2316.php</a> .	<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 <ul style="list-style-type: none"> <li>• Certified business economist under the Vocational Training Act (<i>Geprüfter Betriebswirt/Geprüfte Betriebswirtin</i>, BBiG)</li> <li>• Certified vocational training specialist (<i>Geprüfter Berufspädagoge/Geprüfte Berufspädagogin</i>)</li> </ul> as well as access to advanced programmes in higher education.	<b>International agreements</b>
<b>Legal basis</b> Regulations governing the recognized further training examination for certified pharmaceutical sales representative of 26 June 2007 (BGBl. I p. 1192)	

6. OFFICIALLY RECOGNIZED WAYS OF ACQUIRING THE CERTIFICATE
<p>The certificate is acquired through 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 a final examination in a recognized medical, scientific, healthcare or relevant commercial training occupation, followed by at least two years of relevant practical work or</li> <li>2. at least five years of relevant practical work or</li> <li>3. relevant skills and competences.</li> </ol>
<b>Additional information</b> <p>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.</p> <p>Translations of the certificate can be obtained from the body mentioned in section 5 above.</p>

**(\*\*)Note**

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