

1. Title of the certificate <sup>(1)</sup>
Pazarlama ve Perakende Alanı
Satış Elemanlığı Dalı
<sup>(1)</sup> In the original language

2. Translated title of the certificate <sup>(1)</sup>
Marketing and Retail Field
Salesperson Branch
<sup>(1)</sup> If applicable. This translation has no legal status.

3. Profile of skills and competences
<p>The holder of this certificate;</p> <ul style="list-style-type: none"> <li>• Uses office programs and writes fast.</li> <li>• Organizes customer relations.</li> <li>• Makes business accountings.</li> <li>• Organizes work life.</li> <li>• Makes selling in foreign language.</li> <li>• Fills commercial books and proclamations.</li> <li>• Buys and sells product.</li> <li>• Know the specialities of wholesaling and retail and makes safe deposit operations.</li> <li>• Applies Consumer Law.</li> <li>• Checks stocks.</li> <li>• Applies Business and Commercial Law.</li> <li>• Applies Tax and Obligations Law.</li> <li>• Improves quality.</li> <li>• Provides hygiene and sanitation in food sales.</li> </ul>

4. Range of occupations accessible to the holder of the certificate <sup>(1)</sup>
Can work as Salesperson.
<sup>(1)</sup> If applicable

**<sup>(\*)</sup> Explanatory note**

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.

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5. Official basis of the certificate													
<b>Name and status of the body awarding the certificate</b> Related secondary education institutions realising formal vocational and technical education which is subordinated to Ministry of National Education	<b>Name and status of the national/regional authority providing accreditation/recognition of the certificate</b> Ministry of National Education												
<b>Level of the certificate (national or international)</b> Level 4 occupation according to EQF. Level 4 occupation according to TQF. It complies with ISCED 3. ISCED-F CODE: 0416	<b>Grading scale / Pass requirements</b> <table> <tr> <td><u>Score</u></td><td><u>Grade</u></td></tr> <tr> <td>85.00-100</td><td>Excellent</td></tr> <tr> <td>70.00-84.99</td><td>Good</td></tr> <tr> <td>60.00-69.99</td><td>Average</td></tr> <tr> <td>50.00-59.99</td><td>Passing</td></tr> <tr> <td>0-49,99</td><td>Fails</td></tr> </table>	<u>Score</u>	<u>Grade</u>	85.00-100	Excellent	70.00-84.99	Good	60.00-69.99	Average	50.00-59.99	Passing	0-49,99	Fails
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60.00-69.99	Average												
50.00-59.99	Passing												
0-49,99	Fails												
<b>Access to next level of education/training</b> The holder of this diploma can switch to higher education programs in line with related legislation.	<b>International agreements</b>												
<b>Legal basis</b> National Education Basic Law No. 1739 Vocational Education Law No. 3308 Regulation on Ministry of National Education Secondary Education Institutions													

6. Officially recognised ways of acquiring the certificate						
1. Completing vocational and technical Anatolian High School, Anatolian vocational or Anatolian technical program providing four-year education 2. Successfully completing education program related to his/her field on vocational open education high school						
Vocational education takes 3 years after 9th grade of formal education and the percentage and duration of theoretical and applied education within the program are indicated below. Vocational education is provided both theoretical and applied.						
Description of vocational education and training received	Percentage of total programme (%)			Duration (hours/weeks/months/years)		
	Anatolian Vocational Program	Anatolian Technical Program	Vocational Training Center	Anatolian Vocational Program	Anatolian Technical Program	Vocational Training Center
School-/training centre-based	80	93	-	86	108	-
Workplace-based	20	7	-	22	8	-
<b>Total duration of the education/ training leading to the certificate</b>				108	116	-

**Entry requirements**

1. For formal vocational education, completing lower secondary school and not exceeding age limit according to related legislation
2. For vocational open education highschool, completing lower secondary school
3. Achieving year-end success average in line with related legislation after 9th grade which is common for Anatolian technical program
4. Achieving entrance exam for secondary education institutions for entering vocational and technical Anatolian High School, Anatolian vocational or Anatolian technical program

**Additional information**

This EUROPASS Certificate Supplement is prepared for graduates of 2021-2023.

**More information (including a description of the national qualifications system) available at:**

[www.myk.gov.tr](http://www.myk.gov.tr)

[www.tyc.gov.tr](http://www.tyc.gov.tr)

**Europass**

<https://www.europass.gov.tr/>

<https://europass.cedefop.europa.eu/>

**National Reference Point**

<http://urn.meb.gov.tr>