

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

**Abschlussprüfung im staatlich anerkannten Ausbildungsberuf
Pharmazeutisch-kaufmännischer Angestellter/ Pharmazeutisch-kaufmännische
Angestellte**

(1) in original language

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

**Final examination in the state-recognized training occupation
Commercial employee in the pharmaceutical sector**

(1) This translation has no legal status.

3. PROFILE OF SKILLS AND COMPETENCES

- Order and procure medicines and products normally sold at dispensing chemist's whilst according due consideration to legal and business management aspects
- Store the range of goods sold at dispensing chemist's whilst taking legal and product-specific regulations into account
- Manage and monitor stock levels and optimise logistics processes
- Use information and communication systems specific to dispensing chemist's
- Draw up and calculate prices
- Process accounts for goods and services rendered
- Process payment transactions
- Exercise commercial management and monitoring activities
- Carry out activities in accordance with the German Ordinance on the Operation of Dispensing Chemist's and prepare documentation relevant to the operation of dispensing chemist's
- Develop and manage relations with customers and business partners
- Plan, execute and evaluate marketing measures
- Present products normally sold at dispensing chemist's and medicines only available from dispensing chemist's
- Develop and apply quality assurance measures specific to dispensing chemist's
- Plan and conduct consultative and sales meetings on products normally sold at dispensing chemist's
- Carry out services specific to dispensing chemist's.

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

Commercial employees in the pharmaceutical sector work in dispensing chemist's, at dispensing chemist's at hospitals, in the pharmaceutical industry, in the wholesale trade within the pharmaceutical industry, for health insurance companies and for chemists' chambers and associations.

(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

5. OFFICIAL BASIS OF THE CERTIFICATE

Name and status of the body awarding the certificate competent body for the liberal professions	Name and status of the national/regional authority providing accreditation/recognition of the certificate Bayerische Landesapothekerkammer
Level of the certificate (national or international) 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)	Grading scale / Pass requirements 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.
Access to next level of education / training	International agreements 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.
Legal basis Ordinance on Initial Vocational Education and Training in the Occupation of Commercial employee in the pharmaceutical sector of 07/03/2012 (Federal Law Gazette, Part I, p 1456) Resolution of the Standing Conference of the Ministers of Education and Cultural Affairs of the Länder in the Federal Republic of Germany, KMK, of 26.04.2012)	

6. OFFICIALLY RECOGNISED WAYS OF ACQUIRING THE CERTIFICATE

Final examination administered by the competent body: <ol style="list-style-type: none"> 1. after completion of dual training in a company and at part-time vocational school (normal procedure) 2. after retraining in a recognized training occupation 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
Additional information Entry requirements: Entry requirements are not governed by legislation; as a rule, young people are admitted after completing (nine or ten years of) general education. Duration of training: 3 years. Training in the "dual system": 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. The training is provided in a company and at part-time vocational school: 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. More information is available at: www.berufenet.arbeitsagentur.de National Europass Centre www.europass-info.de