

## Outlook for possible Qualification Concepts



**Product 1: Concept for the development of qualification profiles for vocational educational training and further training in the Second-Hand sector**

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*Quali Pro* ———  
————— *Second Hand*

  
Education and Culture  
Leonardo da Vinci





## Conclusions

- Second Hand Sector encompasses a variety of fields of activity
- There are work processes in overlapping business areas that exist in all Second Hand operations
- There are transnational similarities (work processes, job assignments, target groups of the poorly qualified and disadvantaged)
- Summary: Potential for European wide unified qualifications



## Possible Qualifications

- Development of further education
- Primary education, especially for the poorly qualified and disadvantaged



## Qualificational Requirements

- Qualification has to cover all overlapping business fields
- Qualification has to cover al specific business fields
- Qualification has to offer the possibility of consolidation of skills
- Qualification has to guarantee for the qualified access to a large area of work



## Educational design Var. 1: logical development Competence development

- **Composition of education:** from beginner to expert
- Requirements:
  - Suitable for different target groups, eg. beginners or people already working in the sector
  - Graded education: Consideration of school and work background
  - Completion of learning levels leads to higher qualifications



## Var.1: Possible Structure

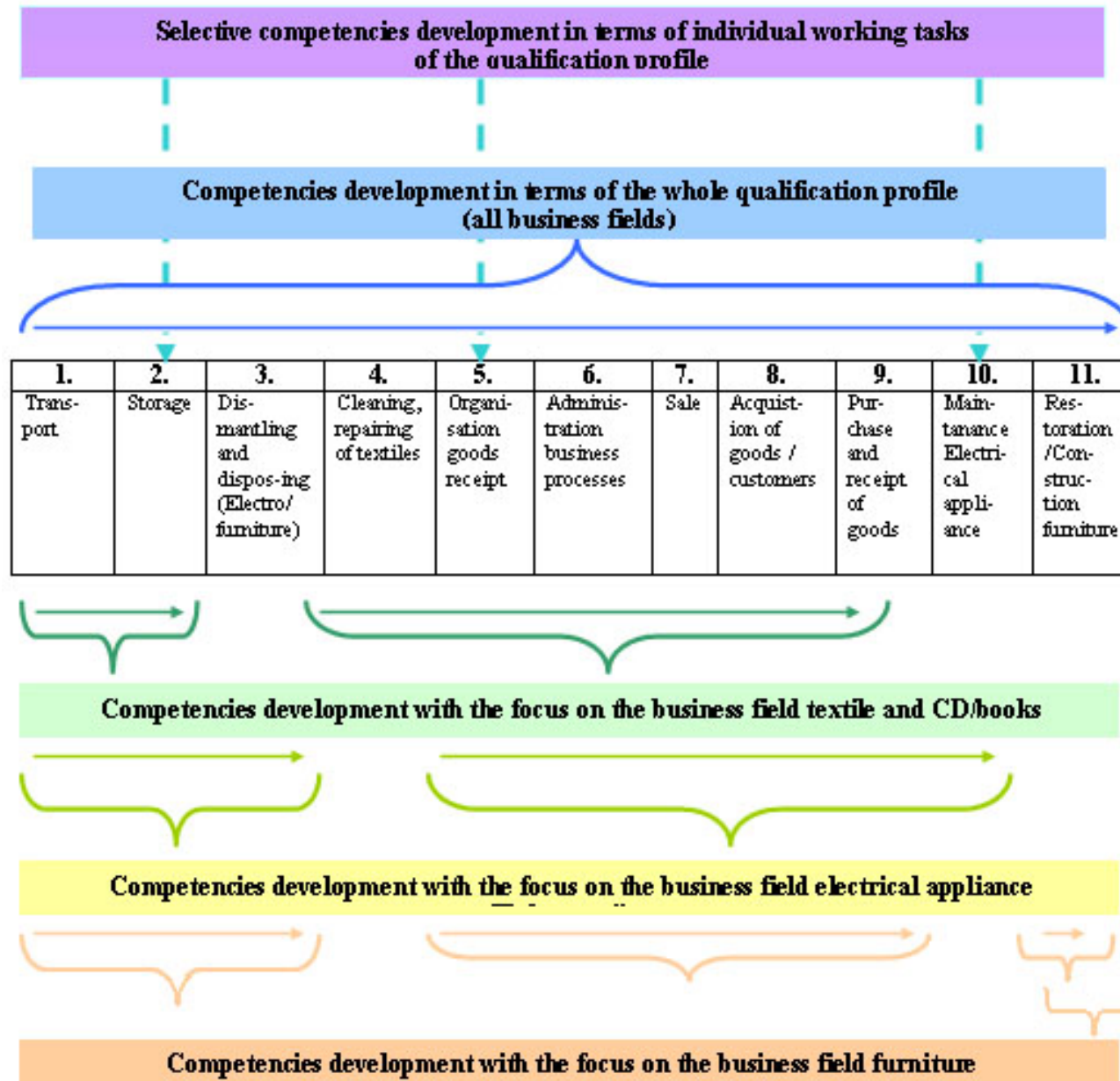
Learning field	Competence development level	Occupational tasks
1	<b>Beginner</b>	<ol style="list-style-type: none"><li>1. Transportation of goods</li><li>2. Storage of goods</li><li>3. Dismantling and disposing of used electrical appliance/furniture</li><li>4. Cleaning and repairing textiles/furniture/ electrical appliance</li></ol>
2	<b>Advanced</b>	<ol style="list-style-type: none"><li>1. Organisation of goods received</li><li>2. Purchase and receipt of goods</li><li>3. Administration of business processes</li><li>4. Sale</li><li>5. Acquisition of goods and customers</li></ol>
3	<b>Expert</b>	<ol style="list-style-type: none"><li>1. Maintenance of electrical devices</li><li>2. Restoration/Construction of new furniture</li></ol>



## Educational design Var. 2: Modular Qualifications

- **Composition of education** : Completion of individual modules
- Advantages
  - Competence development as in Var. 1
  - Flexible and needs based
  - Possibility of qualification in individual areas
  - Blocks of modules, module packets
  - Full education
- Experts recommend this qualifications model

# Var. 2: Possible Structure







## Important educational content

- Environment protection (all levels)
- Legal requirements on waste management on a European and national level (all levels)
- Networking (taking part in workshops, or individual coaching) – for the target group management and supervisors
- Sector-specific social skills:
  - Crisis (conflict)-management (management and supervisory level and working staff)
  - Communication
  - Motivation
- practical and theory overview over all business fields of the SH sector
- Quality check of the acquired knowledge



Thank you for your attention!

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