

1. TITLE OF THE CERTIFICATE (DE)

**Zeugnis über Prüfung zum anerkannte Fortbildungsabschluss
Geprüfte/-r Fachwirt/-in für Außenwirtschaft -
Bachelor Professional in Foreign Trade**

2. TRANSLATED TITLE OF THE CERTIFICATE (EN)

**Certificate on completion of the examination in the recognised advanced training
qualification of
Certified international business manager –
Bachelor Professional in Foreign Trade**

This translation has no legal status.

3. PROFILE OF SKILLS AND COMPETENCES

- Supporting the development of international market entry and value-adding strategies against the backdrop of a global economy
- Designing, implementing and evaluating country-specific marketing concepts and project management
- Applying elements of intercultural management
- Taking account of the principles of business ethics, governance and sustainability
- Performing risk and change management for international business
- Concluding and calculating international transactions, taking account of legal and tax regulations as well as bilateral, supranational and international agreements
- Choosing and applying international financing and hedging options
- Evaluating contractual and country-specific parameters
- Managing human resources and promoting professional development
- Cooperating with business partners and internal company divisions and ensuring that communication is tailored to customers and services
- Implementing and organizing vocational training

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

Certified international business managers are senior staff members and work in companies of different sizes. They take on skilled specialist and management functions and work both independently and responsibly on complex tasks. In particular, they work on aspects of the global economy, focussing on international business, risk and change management.

(*) 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

5. OFFICIAL BASIS OF THE CERTIFICATE

<p>Name and status of the body awarding the certificate</p> <p>Chamber of Industry and Commerce</p>	<p>Name and status of the national/regional authority providing accreditation/recognition of the certificate</p> <p>Chamber of Industry and Commerce</p>
<p>Level of the certificate (national or international)</p> <p>German Qualifications Framework (DQR) level 6¹, equivalent to EQF level 6 ISCED 6</p>	<p>Grading scale/Pass requirements (**)</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 The candidate passed all examinations required for the completion of further training.</p>
<p>Access to next level of education and training</p> <p>The further training examination gives access to the next level of qualifications, particularly</p> <ul style="list-style-type: none"> - Certified business economist (<i>Geprüfter Betriebswirt</i>) under the Vocational Training Act (<i>Berufsbildungsgesetz, BBiG</i>) - Certified vocational training specialist (<i>Geprüfter Berufspädagoge</i>) <p>as well as access to advanced programmes in higher education.</p>	<p>International agreements</p>
<p>Legal basis</p> <p>Ordinance for the examination leading to the recognised advanced training qualification of Certified International Business Manager – Bachelor Professional in Foreign Trade of 21.09.2023 (BGBl [Federal Law Gazette] Part I No. 257).</p>	

6. OFFICIALLY RECOGNIZED WAYS OF ACQUIRING THE CERTIFICATE

<p>The certificate is acquired by 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"> 1. Successful completion of the final examination in the training occupations of management assistant in wholesale and foreign trade, management assistant for retail services, industrial clerk, and freight forwarding and logistics services clerk 2. Successful completion of the final examination in another recognised commercial or administrative training occupation with a duration of vocational education and training of three years and at least one year of practical occupational experience following this vocational education and training programme or 3. Successful completion of the final examination in another recognised commercial or administrative training occupation with a duration of vocational education and training of two years and at least two years of practical occupational experience following this vocational education and training programme or 4. The acquisition of at least 90 credit points in accordance with the European Credit Transfer and Accumulation System in a business management higher education course of study and at least two years of practical occupational experience or 5. A period of practical occupational experience of at least five years <p>The practical work must be relevant for the specific area.</p>
<p>Additional information</p> <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 Chambers of Industry and Commerce.</p>

() Note:**

"Simplified grade scale" The official grade scale is contained in the appendices of the "ordinance" specified under legal basis.

