



1. TITLE OF THE CERTIFICATE (DE)

**Zeugnis über die Prüfung zum anerkannten Fortbildungsberuf
Geprüfter Wirtschaftsinformatiker/Geprüfte Wirtschaftsinformatikerin**

2. TRANSLATED TITLE OF THE CERTIFICATE (EN)

**Certificate on completion of the recognized further training examination for
Certified IT business engineer**

This translation has no legal status.

3. PROFILE OF SKILLS AND COMPETENCES

- Develop ideas and strategies for a company's development in the relevant market segment based on current developments in the business sector, own visions and existing framework conditions
- Coordinate operations at strategic level with a view to ensuring the competitiveness of a company
- Present market analyses and marketing strategies within the company and launch corresponding activities in accordance with the marketing strategies
- Negotiate and manage in-house budgets for marketing and sales activities and negotiate contracts with cooperation partners
- Form teams – if appropriate international teams – for the fields of marketing and sales as well as finance and controlling; agree corresponding targets; perform staff management tasks as part of strategic responsibility
- Present marketing and sales processes transparently for everyone involved in the company
- Develop long-term quality assurance strategies relating to own area of responsibility and implement them at all company levels
- Form strategic alliances and partnerships with other companies on the market with regard to marketing, sales and advisory processes in order to minimize risks and increase opportunities
- Supervise staff on the basis of quantitative and qualitative targets and achievements; determine areas of activity, quotas and sales activities for the financial year and for each quarter
- Develop and foster sensitivity to foreign cultures
- Encourage and develop in-house foreign language communication

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

Certified IT business engineers work in managerial positions in companies in the IT sector, in companies in almost all fields of industry and in public administrations. Certified IT business engineers secure a long-term strategic market position for the company's IT operations and encourage their further development. They form strategic alliances and partnerships and take strategic decisions in the fields of marketing, sales, finance, controlling and counselling. Furthermore, they plan and decide strategic staffing measures and supervise senior-level staff.

(*) 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 Chamber of Industry and Commerce (<i>Industrie- und Handelskammer, IHK</i>)</p>	<p>Name and status of the national/regional authority providing accreditation/recognition of the certificate Chamber of Industry and Commerce</p>
<p>Level of the certificate (national or international) ISCED 2011 Level 65 These qualifications are referenced to level 7 of both the German and the European Qualifications Framework (DQR, EQF); see publication of 1 August 2013 (BAnz AT 20.11.2013 B2).</p>	<p>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 The candidate passed all examinations required for the completion of further training.</p>
<p>Access to next level of education and training There is no further level of qualification.</p>	<p>International agreements</p>
<p>Legal basis Regulations governing further vocational training in the field of information and telecommunications technology (<i>IT-Fortbildungsverordnung</i>) of 3 May 2002 (BGBl. p. 1547), last amended by the regulations of 23 July 2010 (BGBl. I p. 1010)</p>	

6. OFFICIALLY RECOGNIZED WAYS OF ACQUIRING THE CERTIFICATE

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

1. Successful completion of the further training examination for one of the four types of operative professional qualifications or
2. Successful completion of a higher education study course in the IT sector which includes qualifications in the field of personnel management, followed by at least two years of relevant work experience, as well as proof of English language skills or
3. relevant skills and competences.

Candidates must demonstrate that they can hold professional conversations in English taking account of national differences in the working world and that they can adequately reply in English to written enquiries of a complex nature. Proof of English language skills is provided by submitting a certificate from an educational institution, a language test diploma or evidence of a relevant period abroad.

The work experience must be closely related to the tasks of strategic professionals.

Additional information

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.

Translations of the certificate can be obtained from the body mentioned in section 5 above.

() 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)