

## 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**

Mag. Angelika Hackel, Johanna Leutgöb  
"die umweltberatung" - Austria

Project: QualiProSecondHand

Final Meeting Ljubljana, Slovenia  
Sept. 18 and 19, 2008

*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

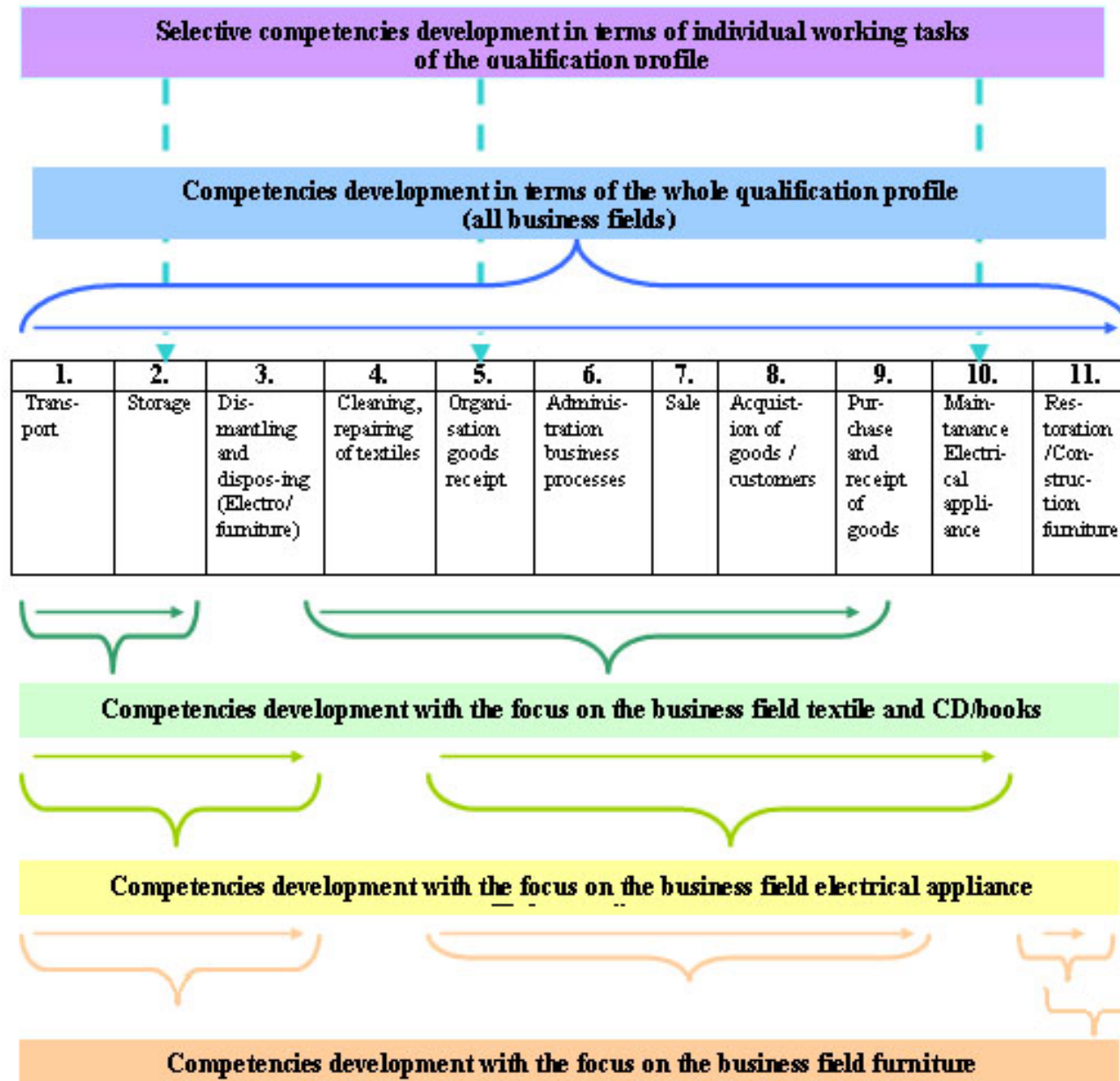
Learning field	Competence development level	Occupational tasks
1	<b>Beginner</b>	<ol style="list-style-type: none"> <li>1. Transportation of goods</li> <li>2. Storage of goods</li> <li>3. Dismantling and disposing of used electrical appliance/furniture</li> <li>4. Cleaning and repairing textiles/furniture/ 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!

"die umweltberatung" Wien  
"Eco-Counselling" Vienna  
Buchengasse 77 / 4. Stock  
A-1100 Wien

Tel: +43 (01) 8033232

Fax: +43 (01) 8033232-22

[service@umweltberatung.at](mailto:service@umweltberatung.at)

[www.umweltberatung.at](http://www.umweltberatung.at)

Mag. Angelika Hackel, Johanna Leutgöb,  
E-Mail: [angelika.hackel@umweltberatung.at](mailto:angelika.hackel@umweltberatung.at)  
[johanna.leutgoeb@umweltberatung.at](mailto:johanna.leutgoeb@umweltberatung.at)

*Quali Pro* —  
— *Second Hand*

