

Training in the retail sector

Training opportunities in the retail sector for unskilled people

Please analyse the situation in your country and collect the following information about the training opportunities offered to young unskilled adults (people between 18 and 30 years without a basic VET qualification) to gain a VET qualification in the retail sector.

Country: ITALY

1) Training pathways to get a VET qualification in the retail sector

Educational qualification (title/Name)	Description of the training pathway. Training modality, duration (number of years), structure and organization, type of the training, ...	Requirements in terms of basic education, competences and practices to access the training for adults	Main Target group profile referred to adults (who are the typical participants to this pathway?)
1) MARKETING AND SALES CLERK	Structured course in 8 Training Units with a duration of 600 hours (360 hours of work experience). Classroom training and work experience The training lasts less than one year	Diploma of second degree secondary school Possession of a level of proficiency in English of A2, according to the Common European Framework	Adults aged 18 years and 64 years, employed or unemployed.
2) TECHNICAL COMMERCIAL	Structured course in 9 Training Units with a duration of 150 hours. Classroom training The training lasts less than four months	Fulfillment of education and training right -duty, with no entry requirement	Adults aged 18 years and 64 years, employed or unemployed registered in mobility or layoffs
3) QUALIFIED SALES CLERK - NON FOOD PRODUCTS	Structured course in 8 Training Units with a duration of 180 hours (30 hours of work experience). Classroom training and work experience The training lasts less than one year	Fulfillment of education and training right -duty, with no entry requirement	Adults aged 18 years and 64 years, employed or unemployed.
4) TECHNICAL SALES	Structured course in 8 Training Units with a duration of 588 hours (360 hours of work experience). Classroom training and work experience The training lasts less than one year	Fulfillment of education and training right -duty, with no entry requirement Participants older than 18 years	Adults aged 18 years and 64 years, employed or unemployed.

All pathways are organized during sessions lasting 3/5 hours each (depending on the condition of the participants, whether employed or unemployed / unemployed) and in schedules weekly to be agreed with the participants. The courses are structured in Capitalizable Training Units, self-consistent that they can be attended even singularly with the issuance of certificates of credits that can be used in all pathways of qualification involving the same CFU

2) Referring to the EPRO modularized model, please identify and describe similar training pathways in the retail sector and eventually in other sectors in your country.

QUALIFIED SALES CLERK, NOT FOOD PRODUCTS, SPECIALIZED FASHION INDUSTRY.	Structured course in 8 Training Units with a duration of 150 hours. Classroom training The training lasts less than four months	Diploma of secondary school or at least 3 years of work experience as sales assistants in shops , not necessarily of the fashion industry.	Adults aged 18 years and 64 years, employed or unemployed.
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3) Referring to the situation described in question 1 and 2, please identify and shortly describe the target group on which would you like to focus the transfer of the adapted EPRO model in your country.

Young adults unskilled people between 18 and 30 years without a basic VET qualification, residents in regions where credit recognition of the CFU to be used in the framework of professional qualifications work (such as Emilia Romagna, Toscana, Lombardia, Umbria, Piemonte).

4) Excluding retail, in which sector do you think it will be most suitable and profitable to transfer the model in your country?

Construction and Metal working sectors in which many young adults without qualification work