

## 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: Netherlands

### 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)Verkoopmedewerker Detailhandel BBL Level 2	2 years, one day a week Not able to start in this pathway without a job for 20 hours a week	Requirements: VMBO-BB Accessible for adults	16 to 24 years old
2)Verkoopmedewerker Detailhandel BOL Level 2	2 years, four or five days a week and traineeships included	Requirements: VMBO BB Accessible for adults but hardly used as a typical-school environments	16 to maximum 20 years old
3)Verkoopspecialist Detailhandel BBL Level 3	2 years, one day a week Not able to start in this pathway without a job for 20 hours a week	Requirements: VMBO-KB or a level 2 diploma Accessible for adults	16 to 24 years old

### 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.

Referring to the EPRO-model we think it will be difficult to copy this to the Dutch situation. However there might be possibilities for other sectors. Such as Commercieel Medewerker Binnendienst Level 3 BBL (= commercial assistant office staff), Logistiek Medewerker Level 2 BBL (=Logistician) as we see those pathways are also chosen by people from 24 to 30.

### 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.

The target group will be 16 to 30 years and the main chance is to reach people who are 24 and older. Those ages are hardly reached by the 3 pathways described in question 1.

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

See the answer in question 2 with the best opportunities in Logistiek Medewerker Level 2 BBL (=Logistician) but this is quite a personal feeling.