

<b>Title of the qualification</b>	Florist			<b>U1</b>
<b>EQF level</b>	Level 5 (Manager)			
<b>Unit of learning outcomes</b>	<b>Work organisation</b>			
	<b>KNOWLEDGE</b>	<b>SKILLS</b>	<b>COMPETENCES</b>	
<b>U1.1</b> <b>Business organisation - structure of the company areas</b> <ul style="list-style-type: none"> <li>• Delivery</li> <li>• Manufacturing</li> <li>• Sale</li> <li>• Warehouse</li> <li>• Stay / social rooms</li> </ul>	She/He <ul style="list-style-type: none"> <li>• has in-depth knowledge of the operational organization and construction of the areas of operation.</li> <li>• is aware of new possibilities of arrangement.</li> <li>• knows hygienic standards and hygienic standards.</li> <li>• has knowledge of news and trends in the industry.</li> </ul>	She/He <ul style="list-style-type: none"> <li>• can question work processes, make necessary and possible changes.</li> </ul>	She/He <ul style="list-style-type: none"> <li>• is competent to instruct and implement the changes and assess their impact on business performance.</li> <li>• tracks supply from suppliers and compare and evaluate the quality and functionality of interior design services.</li> <li>• leads, plans and organizes the work of the employees.</li> </ul>	
<b>U1.2</b> <b>Scheduling</b> <ul style="list-style-type: none"> <li>• Planning the work process</li> <li>• Schedules related to the work orders: short and long term</li> <li>• Timelines related to employee assignment</li> <li>• Control and evaluate</li> </ul>	She/He <ul style="list-style-type: none"> <li>• knows the needs of the company.</li> </ul>	She/He <ul style="list-style-type: none"> <li>• can routinely plan and organize the operation.</li> <li>• works on schedule.</li> <li>• combines short-term and long-term processes combined routinely.</li> </ul>	She/He <ul style="list-style-type: none"> <li>• plans, organizes, controls and evaluates the work processes of the course of business routinely and prudently and introduces corrections.</li> <li>• structures the schedule and</li> </ul>	



<p>processes</p>		<ul style="list-style-type: none"> <li>• schedules the orders for the team.</li> <li>• control, evaluate and correct processes.</li> <li>• decides long-term planned activities.</li> </ul>	<p>controls and corrects.</p> <ul style="list-style-type: none"> <li>• controls employee schedules according to workload and working time (holidays, breaks).</li> <li>• heed the legal basis and fairness.</li> </ul>
<p><b>U1.3 Logistics</b></p> <ul style="list-style-type: none"> <li>• Planning</li> <li>• Control</li> <li>• Optimization and implementation of goods, information and personal flows</li> </ul>	<p>She/He</p> <ul style="list-style-type: none"> <li>• has an overview of the individual options and their conditions.</li> <li>• knows comprehensive criteria of logistics:             <ul style="list-style-type: none"> <li>⇒ security</li> <li>⇒ packaging</li> <li>⇒ transport times</li> <li>⇒ storage</li> <li>⇒ folding</li> <li>⇒ legal aspects.</li> </ul> </li> <li>• knows the many ways to procure and ship goods:             <ul style="list-style-type: none"> <li>⇒ wholesale markets</li> <li>⇒ internet trade.</li> </ul> </li> <li>• knows many delivery options:             <ul style="list-style-type: none"> <li>⇒ company cars</li> <li>⇒ taxi</li> <li>⇒ takeaway</li> <li>⇒ transport companies.</li> </ul> </li> </ul>	<p>She/He</p> <ul style="list-style-type: none"> <li>• works in both freight and information logistics according to a plan.</li> <li>• controls all processes.</li> <li>• instructs other employees.</li> <li>• can schedule delivery cycle in terms of shelf life of products.</li> <li>• is able to accept, carry out, ship deliveries.</li> </ul>	<p>She/He</p> <ul style="list-style-type: none"> <li>• estimates the type of transport according to the time schedule, plans and controls.</li> <li>• is able to handle goods procurement and shipping:             <ul style="list-style-type: none"> <li>⇒ efficiently</li> <li>⇒ legal provisions</li> <li>⇒ timely</li> <li>⇒ environmentally friendly.</li> </ul> </li> <li>• works optimally and routinely.</li> <li>• is responsible for planning, organizing and securing the delivery cycle in the facility.</li> </ul>
<p><b>U1.4</b></p>			

<p><b>Organization of the work process - workflows related to manufacturing</b></p> <ul style="list-style-type: none"> <li>• Goods Procurement / Purchasing</li> <li>• Material properties (flowering time, durability)</li> <li>• Manufacturing processes</li> <li>• Presentation</li> <li>• Sale</li> <li>• Packaging</li> <li>• Logistics</li> <li>• Planning new processes</li> </ul>	<p>She/He</p> <ul style="list-style-type: none"> <li>• knows ways of controlling the processes.</li> <li>• knows documents for the processing of the complex product range.</li> <li>• knows the legislature in the trade.</li> <li>• knows ways to order and buy goods according to the marketing strategies of the store.</li> </ul>	<p>She/He</p> <ul style="list-style-type: none"> <li>• acts in accordance with the Legislature.</li> <li>• can prepare and create orders for goods purchase.</li> <li>• is able to plan and modify the product offering.</li> <li>• can carry out the purchase.</li> <li>• has optimized his own processes through experience.</li> <li>• try news, learn new techniques and techniques.</li> <li>• advises the master on the use of new work processes or materials.</li> <li>• is able to design and guide work processes in a routine manner.</li> <li>• controls.</li> <li>• responds to changes and news in the industry.</li> </ul>	<p>She/He</p> <ul style="list-style-type: none"> <li>• can according to business alignment / strategy, plan inventory, compare offers and order goods.</li> <li>• can estimate stocks according to the paragraph and order new goods.</li> <li>• can request quotes from suppliers.</li> <li>• is able to compare goods / offers and make decisions that suit the business:             <ul style="list-style-type: none"> <li>⇒ to quality</li> <li>⇒ delivery period</li> <li>⇒ quantity and prices.</li> </ul> </li> <li>• is competent to create orders.</li> <li>• uses different ways to order goods:             <ul style="list-style-type: none"> <li>⇒ digitally over the Internet</li> <li>⇒ personally at the wholesale market</li> <li>⇒ nursery plants.</li> </ul> </li> <li>• reacts to changes and news in the industry decides accordingly:             <ul style="list-style-type: none"> <li>⇒ analysis of demand</li> <li>⇒ new purchasing and procurement options of goods</li> <li>⇒ new assortment.</li> </ul> </li> </ul>
---	--	---	---

			<ul style="list-style-type: none"> <li>• is able to adapt the processes to the respective floristic workpieces.</li> <li>• is able to react to different circumstances.</li> <li>• masters more demanding actions of the work processes routinely and steers these procedures with coworkers:             <ul style="list-style-type: none"> <li>⇒ order taking</li> <li>⇒ quotations</li> <li>⇒ complaint report.</li> </ul> </li> </ul>
<p><b>U1.5 Workplace design</b></p> <ul style="list-style-type: none"> <li>• Setup workspace             <ul style="list-style-type: none"> <li>⇒ Provide material and work equipment</li> <li>⇒ Safety regulations</li> <li>⇒ Fire protection</li> </ul> </li> <li>• Ergonomics of the workplace / effective work</li> </ul>	<p>She/He</p> <ul style="list-style-type: none"> <li>• knows all work equipment and materials that are necessary for the respective work steps.</li> <li>• knows the processes.</li> <li>• knows advanced ergonomic aspects:             <ul style="list-style-type: none"> <li>⇒ working heights</li> <li>⇒ water connection</li> <li>⇒ electricity</li> <li>⇒ viewing areas</li> <li>⇒ light / brightness / illumination</li> <li>⇒ tools</li> <li>⇒ machines.</li> </ul> </li> </ul>	<p>She/He</p> <ul style="list-style-type: none"> <li>• effectively sets up the workplace.</li> <li>• arranges the workplace logically.</li> <li>• sorts in advance.</li> <li>• can suggest an effective and optimized workplace equipment.</li> <li>• works optimally ergonomic.</li> <li>• pays attention to the way colleagues work.</li> <li>• optimizes the equipment of the shop.</li> </ul>	<p>She/He</p> <ul style="list-style-type: none"> <li>• uses workplace setup standards for optimal performance.</li> <li>• controls the order with colleagues.</li> <li>• is able to pay attention to special safety regulations.</li> <li>• advises the master on the variants of the spatial possibilities in the business and their effectiveness.</li> <li>• fits ergonomic aspects of the device to suit different situations and people.</li> </ul>

<b>Title of the qualification</b>	Florist			<b>U2</b>
<b>EQF level</b>	Level 5 (Manager)			
<b>Unit of learning outcomes</b>	<b>Material (vegetable and non-vegetable) and tools</b>			
	<b>KNOWLEDGE</b>	<b>SKILLS</b>	<b>COMPETENCES</b>	
<b>U2.1</b> <b>Botany</b> <ul style="list-style-type: none"> <li>• Structure of the plants <ul style="list-style-type: none"> <li>⇒ Cell</li> <li>⇒ Morphology (root, shoot axis, leaves, flowers, fruits)</li> </ul> </li> <li>• Life processes in plants <ul style="list-style-type: none"> <li>⇒ Water balance</li> <li>⇒ Substance and energy change</li> <li>⇒ Change of form</li> <li>⇒ Reproduction</li> <li>⇒ Physiology - irritability</li> <li>⇒ Genetics</li> </ul> </li> <li>• Plant knowledge <ul style="list-style-type: none"> <li>⇒ Systematics (structure of the plant kingdom)</li> <li>⇒ Nomenclature - bot. names</li> <li>⇒ Horticultural signs</li> </ul> </li> <li>• Soil Science <ul style="list-style-type: none"> <li>⇒ Soils</li> <li>⇒ Gardening earths</li> <li>⇒ Substrates</li> </ul> </li> <li>• Fertilizer teaching <ul style="list-style-type: none"> <li>⇒ Nutrition of the plant</li> </ul> </li> </ul>	She/He <ul style="list-style-type: none"> <li>• has in-depth knowledge of the structure of plants.</li> <li>• has in-depth knowledge of all plant parts from a variety of plants.</li> <li>• has in-depth knowledge of life function and life processes of the plants.</li> <li>• knows the plant systematics.</li> <li>• has extensive plant knowledge.</li> <li>• knows a variety of botanical names and the origin.</li> <li>• knows varieties of merchandise.</li> <li>• knows horticultural signs.</li> <li>• knows the soil science.</li> <li>• knows wide differences.</li> </ul>	She/He <ul style="list-style-type: none"> <li>• safely names the material parts.</li> <li>• describes the life processes.</li> <li>• is safe in dealing with the structure, she can explain.</li> <li>• can name a variety of plants and their parts.</li> <li>• is safe in dealing with botanical names and denominations.</li> <li>• is very familiar in dealing with horticultural signs.</li> <li>• can explain the different soils, substrates and soils.</li> <li>• names comprehensive criteria.</li> <li>• can fertilize properly and explain the procedures.</li> </ul>	She/He <ul style="list-style-type: none"> <li>• recognizes a wide range of plant parts.</li> <li>• names typical plant parts and assigns them correctly to the plants: <ul style="list-style-type: none"> <li>⇒ root types</li> <li>⇒ stem forms</li> <li>⇒ leaf shapes</li> <li>⇒ flowers and shapes.</li> </ul> </li> <li>• can explain various metamorphoses.</li> <li>• is able to assign functions to all plant parts.</li> <li>• concludes from the life processes to necessary care or nursing errors.</li> <li>• may conclude habitus on incorporation into plant families.</li> </ul>	



<ul style="list-style-type: none"> <li>⇒ Fertilizers and regulations</li> <li>⇒ Fertilizer recommendations</li> </ul>	<ul style="list-style-type: none"> <li>• knows in-depth aspects of plant nutrition.</li> <li>• knows a wider range of different fertilizers and plant strengthening agents and the composition and modes of action.</li> <li>• knows the different regulations.</li> </ul>	<ul style="list-style-type: none"> <li>• can give recommendations to customers and employees.</li> </ul>	<ul style="list-style-type: none"> <li>• assigns the correct trade names and botanical names to a large number of plants and plant parts and defines the characteristics.</li> <li>• uses horticultural signs.</li> <li>• explains differences also in terms of environmental protection.</li> <li>• understands the effects in terms of yields, plant health and care in the specialist shop.</li> <li>• recognizes the connection between functions of different fertilizers and safely allocates the appropriate fertilizer to the various deficiency symptoms or general plant requirements.</li> </ul>
<p><b>U2.2</b> <b>Materials and pots</b></p> <ul style="list-style-type: none"> <li>• Binding tools</li> <li>• Plug-in auxiliary resources</li> <li>• Wires</li> <li>• Fabrics and ribbons</li> <li>• Candles</li> <li>• Paper</li> <li>• Pots</li> </ul>	<p>She/He</p> <ul style="list-style-type: none"> <li>• recognizes the wide range of materials used in floristry.</li> <li>• knows the characteristics and special features.</li> <li>• knows the manufacturing methods and components of common materials.</li> <li>• knows differences related to the environmental friendliness.</li> </ul>	<p>She/He</p> <ul style="list-style-type: none"> <li>• experiments with new materials.</li> <li>• works safely with the different materials and can react safely to special properties.</li> </ul>	<p>She/He</p> <ul style="list-style-type: none"> <li>• is able to explain differences.</li> <li>• can weigh and assess the use of new materials and make recommendations to the master.</li> <li>• decides to choose the most suitable material, and respects the environment.</li> <li>• selects materials by purpose, can justify this and respond to</li> </ul>

			<p>changes confidently:</p> <ul style="list-style-type: none"> <li>⇒ weatherproof</li> <li>⇒ degradability</li> <li>⇒ waterproof</li> <li>⇒ wire thickness</li> <li>⇒ band characteristics.</li> </ul>
<p><b>U2.3</b> <b>Care and storage</b></p>	<p>She/He</p> <ul style="list-style-type: none"> <li>• knows post-harvest storage methods for a wide range of varieties.</li> <li>• knows how to care for a wide range of materials and materials.</li> </ul>	<p>She/He</p> <ul style="list-style-type: none"> <li>• maintains and stores the goods in the specialist shop safely, routinely and adjusted to the conditions.</li> <li>• controls the care and storage tasks of colleagues.</li> </ul>	<p>She/He</p> <ul style="list-style-type: none"> <li>• decide on the type and condition of care and storage of the cut flowers according to:             <ul style="list-style-type: none"> <li>⇒ requirements after harvest</li> <li>⇒ depending on the origin.</li> </ul> </li> <li>• decide on the type of care for the plants in the specialist shop.</li> <li>• maintains the materials routinely and informs the customer about further care measures.</li> <li>• stores the durable goods according to their needs.</li> <li>• decides routinely about storage:             <ul style="list-style-type: none"> <li>⇒ which materials</li> <li>⇒ which materials</li> <li>⇒ in which form</li> <li>⇒ how long</li> <li>⇒ in which place</li> <li>⇒ under which conditions.</li> </ul> </li> <li>• routinely observes quality features of the goods and decides so that</li> </ul>

			losses are avoided.
<b>U2.4</b> <b>Plant protection</b> <ul style="list-style-type: none"> <li>• Integrated plant protection</li> <li>• Resistances</li> <li>• Biological plant protection</li> <li>• Vegetable pouring and spraying</li> <li>• Chemical plant protection</li> <li>• Patterns of damage and causes           <ul style="list-style-type: none"> <li>⇒ Damage caused by culture</li> <li>⇒ External influences, weather</li> <li>⇒ Pathogens</li> <li>⇒ Pests</li> <li>⇒ Vegetable pests</li> </ul> </li> <li>• Laws and Regulations</li> <li>• Application procedures</li> <li>• Protection of species</li> </ul>	She/He <ul style="list-style-type: none"> <li>• is safe in dealing with optimal crops to keep plants healthy.</li> <li>• knows holistic integrated pest management.</li> <li>• knows resistances and resistant varieties.</li> <li>• knows about diseases and pests.</li> <li>• knows a lot of typical patterns of damage.</li> <li>• knows a wider range of pesticides on the market and their effects.</li> <li>• knows many biological pesticides and their effects.</li> <li>• knows many alternative pesticides.</li> <li>• knows the wider range of environmentally friendly aids on the market.</li> </ul>	She/He <ul style="list-style-type: none"> <li>• vividly explains the possible types of pest control.</li> <li>• explains how different means and possibilities work.</li> <li>• applies plant protection measures according to regulations and in compliance with health protection.</li> <li>• can explain to the client the types of pest control.</li> <li>• explains how different remedies work and recommends the use of beneficial organisms.</li> <li>• works with environmentally friendly materials.</li> </ul>	She/He <ul style="list-style-type: none"> <li>• weighs the type of control related to environmental friendliness and function.</li> <li>• organizes an environmentally friendly disposal of plant protection products, according to the regulations.</li> <li>• is able to attribute a large number of patterns of damage to possible pests or deficiency symptoms and to show customers the best options for combating them.</li> <li>• can recommend to the customer the optimal means from the market offer.</li> <li>• is safe in dealing with the laws and regulations of plant protection.</li> <li>• leads and assists less qualified employees in the application of physical, chemical and mechanical pest management measures.</li> <li>• pays attention to the protection</li> </ul>



			of species: ⇒ in the selection of plants for sale ⇒ in the choice of pesticides ⇒ application according to description (application).
<b>U2.5</b> <b>Use and maintenance of tools</b>	She/He <ul style="list-style-type: none"> <li>• knows a wide range of tools.</li> <li>• knows a wide range of machines.</li> <li>• knows the operating methods and operating instructions.</li> <li>• checks the functionality of the required tools.</li> </ul>	She/He <ul style="list-style-type: none"> <li>• is able to use highly specialized tools.</li> <li>• pays attention to proper operation maintenance and to occupational safety.</li> </ul>	She/He <ul style="list-style-type: none"> <li>• is able to select and use the tool according to the material and the target position with suitable technology.</li> <li>• initiates repair or replacement of damaged tools.</li> <li>• explains and guides the functions and operations of less qualified employees.</li> </ul>

<b>Title of the qualification</b>	Florist			<b>U3</b>
<b>EQF level</b>	Level 5 (Manager)			
<b>Unit of learning outcomes</b>	<b>Techniques</b>			
	<b>KNOWLEDGE</b>	<b>SKILLS</b>	<b>COMPETENCES</b>	
<b>U3.1</b> <b>Preparation techniques - primary techniques</b> <ul style="list-style-type: none"> <li>• Cutting / dividing with different tools <ul style="list-style-type: none"> <li>⇒ Knife</li> <li>⇒ Cutter</li> <li>⇒ Secateurs</li> <li>⇒ Loppers</li> <li>⇒ Paper Scissors</li> <li>⇒ Cutting machine</li> <li>⇒ Glass cutter</li> <li>⇒ Flex</li> </ul> </li> <li>• Stabilizing <ul style="list-style-type: none"> <li>⇒ Props</li> <li>⇒ Rails</li> </ul> </li> <li>• Protecting <ul style="list-style-type: none"> <li>⇒ Unwrapping</li> <li>⇒ Wrapping</li> <li>⇒ Grow</li> <li>⇒ Painting</li> <li>⇒ Lining up (foil)</li> </ul> </li> <li>• Extending the wire <ul style="list-style-type: none"> <li>⇒ Fork</li> <li>⇒ Skewer</li> <li>⇒ Wiring up chain</li> </ul> </li> </ul>	She/He <ul style="list-style-type: none"> <li>• has a sound knowledge of the care of cut flowers: <ul style="list-style-type: none"> <li>⇒ remove excess leaves</li> <li>⇒ cutting the flower stems</li> <li>⇒ setting in clean containers with fresh water</li> <li>⇒ cooling.</li> </ul> </li> <li>• has in-depth knowledge of preparatory techniques and the necessary tools and materials.</li> <li>• has sound knowledge of the wire.</li> <li>• knows wire properties: <ul style="list-style-type: none"> <li>⇒ strength</li> <li>⇒ selection</li> <li>⇒ length.</li> </ul> </li> <li>• knows material properties.</li> <li>• knows the uses.</li> </ul>	She/He <ul style="list-style-type: none"> <li>• professionally and structurally implements his skills in cut flower care.</li> <li>• routinely implements preparation techniques.</li> <li>• select the appropriate tools and materials for the techniques.</li> <li>• selects the wire.</li> <li>• prepares the material: <ul style="list-style-type: none"> <li>⇒ cut to length</li> <li>⇒ incision</li> <li>⇒ plasters</li> <li>⇒ quality control.</li> </ul> </li> <li>• can use the different techniques routinely and quickly.</li> </ul>	She/He <ul style="list-style-type: none"> <li>• can transfer with the work experience the right care measure on unknown cut flowers.</li> <li>• is competent to organize work processes rationally (to keep working distances short).</li> <li>• organized rational sorting of goods after use (order, sale).</li> <li>• derives unknown materials and situations to be used from known preparation techniques.</li> <li>• solves the unknown experimentally.</li> <li>• can use professional experience to transfer the right techniques to unknown contexts.</li> <li>• selects wire, material and technology to match the</li> </ul>	



			<p>workpiece.</p> <ul style="list-style-type: none"> <li>• knows intermediate options for mixed uses.</li> <li>• introduces less qualified employees.</li> </ul>
<p><b>U3.2</b> <b>Manufacturing techniques</b></p> <ul style="list-style-type: none"> <li>• Binding (bouquets, wreath, garland) with various tools / means of design           <ul style="list-style-type: none"> <li>⇒ Tie wire</li> <li>⇒ Cable ties</li> <li>⇒ Grape wire</li> <li>⇒ Rubber rings</li> <li>⇒ Band</li> <li>⇒ Bast</li> <li>⇒ Fast binder</li> </ul> </li> <li>• Plugging</li> <li>• Glueing           <ul style="list-style-type: none"> <li>⇒ Hot glue</li> <li>⇒ Wallpaper glue</li> <li>⇒ Craft glue</li> </ul> </li> <li>• Sticking           <ul style="list-style-type: none"> <li>⇒ Adherence</li> <li>⇒ Needles</li> <li>⇒ Nailing</li> <li>⇒ Tacking</li> <li>⇒ Toothpick / skewers</li> </ul> </li> <li>• Planting</li> <li>• Setting</li> </ul>	<p>She/He</p> <ul style="list-style-type: none"> <li>• knows bouquet binding techniques:           <ul style="list-style-type: none"> <li>⇒ parallel</li> <li>⇒ radial.</li> </ul> </li> <li>• knows wreath-binding technique.</li> <li>• knows the technique for binding garlands.</li> <li>• knows the different plug-in techniques:           <ul style="list-style-type: none"> <li>⇒ parallel</li> <li>⇒ radial with different heights of growth points</li> <li>⇒ parallel overlapping</li> <li>⇒ free.</li> </ul> </li> <li>• knows criteria for the selection of pots.</li> <li>• has sound knowledge of plug-in tools:           <ul style="list-style-type: none"> <li>⇒ floral foam</li> <li>⇒ natural</li> </ul> </li> </ul>	<p>She/He</p> <ul style="list-style-type: none"> <li>• chooses:           <ul style="list-style-type: none"> <li>⇒ binding tools</li> <li>⇒ auxiliary material</li> <li>⇒ material.</li> </ul> </li> <li>• binds bouquets.</li> <li>• binds wreaths.</li> <li>• binds garlands.</li> <li>• can be in different techniques.</li> <li>• can plug into various plug-in tools.</li> <li>• creates different glueing processes.</li> <li>• can work out the different designs.</li> <li>• chooses:           <ul style="list-style-type: none"> <li>⇒ pots to the location</li> <li>⇒ tools</li> <li>⇒ substrate</li> <li>⇒ plants</li> </ul> </li> </ul>	<p>She/He</p> <ul style="list-style-type: none"> <li>• combines the materials, materials and different binding techniques.</li> <li>• is competent to rationalize work processes.</li> <li>• can use professional experience to transfer the right techniques to unknown contexts.</li> <li>• is able to explain the manufacturing techniques.</li> <li>• depending on the order, is able to select and implement suitable vessels, suitable plug-in aids and suitable technique.</li> <li>• knows which adhesive is suitable for which materials and materials.</li> <li>• by experimenting, before the actual work, she/he can expand his knowledge.</li> </ul>

	<ul style="list-style-type: none"> <li>⇒ inorganic.</li> <li>• knows different adhesives.</li> <li>• knows various bonding techniques according to the properties of the adhesives.</li> <li>• knows the technique of sticking for wreaths.</li> <li>• knows the different manipulations for the different designs.</li> <li>• has a sound knowledge of plant care.</li> <li>• knows plant communities.</li> <li>• knows climatic zones.</li> <li>• has sound knowledge of the material properties of the planters.</li> <li>• knows the technique of planting:             <ul style="list-style-type: none"> <li>⇒ drainage</li> <li>⇒ pouring edge.</li> </ul> </li> <li>• has a sound knowledge of cut flower care.</li> <li>• knows the function of freshness preservatives.</li> <li>• knows hygiene regulations.</li> </ul>	<ul style="list-style-type: none"> <li>⇒ design element.</li> <li>• plants in pots.</li> <li>• can plant in plants / beds.</li> <li>• can use the profound knowledge of cut flower care in setting.</li> <li>• selects the vases appropriately.</li> <li>• prepares the adjusting water.</li> </ul>	<ul style="list-style-type: none"> <li>• can also apply the technique of sticking to abstract works.</li> <li>• decides according to the material and the design, in which technique is worked.</li> <li>• puts his skills to routine and structured.</li> <li>• combines knowledge with the site conditions:             <ul style="list-style-type: none"> <li>⇒ plant care</li> <li>⇒ plant knowledge</li> <li>⇒ material Science</li> <li>⇒ design theory.</li> </ul> </li> <li>• plants tuned to the pot and the plant selection at different heights.</li> <li>• can pass on his knowledge to less qualified employees.</li> <li>• can use the professional experience to transfer the right design techniques to unknown contexts.</li> <li>• combines different techniques when setting up:             <ul style="list-style-type: none"> <li>⇒ cutting to length</li> <li>⇒ material preparation</li> <li>⇒ (leaves, thorns, side shoots)</li> <li>⇒ sorted creation.</li> </ul> </li> </ul>
--	--	---	--

			<ul style="list-style-type: none"> <li>organizes rational sorting of goods after use (order, sale).</li> <li>can use the professional experience to transfer the right technology to unknown contexts.</li> </ul>
<p><b>U3.3</b> <b>Design techniques</b></p> <ul style="list-style-type: none"> <li>Winding</li> <li>Threading</li> <li>Pouring / sprinkling</li> <li>Braiding</li> <li>Piling</li> <li>Knitting</li> <li>Crocheting</li> <li>Soldering</li> <li>Sewing</li> <li>Weaving</li> <li>Clamping</li> <li>Twirling</li> <li>Noding</li> </ul>	<p>She/He</p> <ul style="list-style-type: none"> <li>has sound knowledge of design techniques.</li> <li>has in-depth knowledge of various materials.</li> </ul>	<p>She/He</p> <ul style="list-style-type: none"> <li>works clean and consistent.</li> <li>works routinely and structured and solution-oriented.</li> </ul>	<p>She/He</p> <ul style="list-style-type: none"> <li>can routinely transfer the right design techniques with the right materials and materials to unknown contexts.</li> <li>is able to reach solutions experimentally.</li> </ul>

<b>Title of the qualification</b>	Florist			<b>U4</b>
<b>EQF level</b>	Level 5 (Manager)			
<b>Unit of learning outcomes</b>	Design			
	<b>KNOWLEDGE</b>	<b>SKILLS</b>	<b>COMPETENCES</b>	
<b>U4.1</b> <b>Order types</b> <ul style="list-style-type: none"> <li>• Symmetry</li> <li>• Asymmetry</li> </ul>	She/He <ul style="list-style-type: none"> <li>• definitively also defines non-floristic order types.</li> <li>• can represent the theoretical foundations safely.</li> </ul>	She/He <ul style="list-style-type: none"> <li>• highlights the differences in the workpieces.</li> <li>• can combine in all arrangement types.</li> </ul>	She/He <ul style="list-style-type: none"> <li>• can compare the symmetry and asymmetry in the effect:               <ul style="list-style-type: none"> <li>⇒ effect in space</li> <li>⇒ occasion.</li> </ul> </li> <li>• safely and routinely defines symmetry and asymmetry.</li> <li>• designed according to the order suitable in the different order types.</li> </ul>	
<b>U4.2</b> <b>Design type</b> <ul style="list-style-type: none"> <li>• Decorative</li> <li>• Vegetative</li> <li>• Formal-linear</li> </ul>	She/He <ul style="list-style-type: none"> <li>• has professional safety to design types and certainly knows the respective criteria.</li> </ul>	She/He <ul style="list-style-type: none"> <li>• can design in decorative, vegetative and formal-linear style.</li> </ul>	She/He <ul style="list-style-type: none"> <li>• designs according to the order in the appropriate style.</li> <li>• selects the appropriate materials, pots and materials for the design types.</li> <li>• combines a logical order type and arrangement type.</li> </ul>	



This publication is licensed under a Creative Commons License: Attribution - Share-Alike.

This project has been funded with support from the European Commission. This publication reflects the views only of the author, and the Commission cannot be held responsible for any use which may be made of the information contained therein.

			<ul style="list-style-type: none"> <li>• is able to control the professionalism of others and to give advice on the workpieces.</li> </ul>
<b>U4.3 Arrangement</b> <ul style="list-style-type: none"> <li>• Arrangement type (line course of the materials)           <ul style="list-style-type: none"> <li>⇒ Radial</li> <li>⇒ Parallel</li> <li>⇒ Free</li> </ul> </li> <li>• Depth effect and spatiality (arrangement of materials in the workpiece)           <ul style="list-style-type: none"> <li>⇒ Dimension (line, area body)</li> <li>⇒ Overlap</li> <li>⇒ Staggering</li> <li>⇒ Grouping</li> <li>⇒ Ranking</li> <li>⇒ Scattering</li> <li>⇒ Growth point</li> </ul> </li> </ul>	She/He <ul style="list-style-type: none"> <li>• knows the lines of the materials.</li> <li>• knows the possibilities to work spatially.</li> </ul>	She/He <ul style="list-style-type: none"> <li>• can apply in the workpieces according to the different criteria of the arrangement.</li> <li>• works clearly and clearly.</li> </ul>	She/He <ul style="list-style-type: none"> <li>• assesses different starting situations and selects appropriate arrangements and uses them appropriately.</li> <li>• is able to select and use the appropriate materials according to the objectives and arrangements.</li> <li>• observes trends and lets them influence the design.</li> <li>• can assess the work and provides technical information on the designs.</li> </ul>
<b>U4.4 Form theory - appearance of plants / essential features</b> <ul style="list-style-type: none"> <li>• Basic shapes and their effects (triangle, rectangle, circle)</li> <li>• Shape quality (solid to loose outline)</li> <li>• Constructive and free forms</li> <li>• Forms of movement</li> <li>• Valences</li> </ul>	She/He <ul style="list-style-type: none"> <li>• knows the aspects of the theory of forms.</li> <li>• knows the different forms of movement:           <ul style="list-style-type: none"> <li>⇒ aspiring</li> <li>⇒ unfolding</li> <li>⇒ swinging</li> </ul> </li> </ul>	She/He <ul style="list-style-type: none"> <li>• uses the terms:           <ul style="list-style-type: none"> <li>⇒ basic form</li> <li>⇒ outline form</li> <li>⇒ constructive shape</li> <li>⇒ free form.</li> </ul> </li> <li>• can create workpieces under consideration of the peculiarities of</li> </ul>	She/He <ul style="list-style-type: none"> <li>• uses the formal theory related to the basic forms in theoretical preliminary considerations of the design.</li> <li>• combines the sections in such a way that a creatively logical whole emerges.</li> </ul>

<ul style="list-style-type: none"> <li>• Structure</li> <li>• Texture</li> </ul>	<ul style="list-style-type: none"> <li>⇒ fragile</li> <li>⇒ playing</li> <li>⇒ in stock surface-forming</li> <li>⇒ collecting</li> <li>⇒ draining off.</li> <li>• knows the individual appearance of the materials.</li> <li>• knows forms of validity.</li> <li>• knows the term structure in floristry and uses it technically correct.</li> <li>• knows about the different textures:             <ul style="list-style-type: none"> <li>⇒ rough (wooden)</li> <li>⇒ soft (velvety, wooly, silky, brocaded, leathery)</li> <li>⇒ smooth / hard (porcelain, glass, metallic).</li> </ul> </li> </ul>	<p>the different basic shapes.</p> <ul style="list-style-type: none"> <li>• can also assign unknown materials after the appearance of the movement forms.</li> <li>• can assign materials to the forms of movement.</li> <li>• can classify materials into different forms of validity:             <ul style="list-style-type: none"> <li>⇒ great validity</li> <li>⇒ medium validity</li> <li>⇒ low validity.</li> </ul> </li> <li>• can recognize different structures.</li> <li>• can work with the different structures.</li> <li>• works consciously with textures.</li> </ul>	<ul style="list-style-type: none"> <li>• is aware of the differences in effect and changes the way it works.</li> <li>• assigns the movement forms floristic materials and places this according to the goal in the workpiece.</li> <li>• can assess the work and provides technical information on the designs.</li> <li>• uses the materials according to the forms of validity and thus the values.</li> <li>• can assess the work and provides technical information on the designs.</li> <li>• is able to work according to the purpose of the design (loosely structured, according to the material, firm).</li> <li>• can assess the work related to textures and provides technical information on the designs.</li> </ul>
<p><b>U4.5</b> <b>Proportion</b></p> <ul style="list-style-type: none"> <li>• 3: 5: 8</li> <li>• Excessive proportion</li> </ul>	<p>She/He</p> <ul style="list-style-type: none"> <li>• sees special features in the proportional design.</li> </ul>	<p>She/He</p> <ul style="list-style-type: none"> <li>• combines different proportional design options.</li> </ul>	<p>She/He</p> <ul style="list-style-type: none"> <li>• analyzes possibilities of different proportions and explains them.</li> </ul>



<ul style="list-style-type: none"> <li>• Inverse proportions</li> <li>• Wreath proportion</li> </ul>			
<p><b>U4.6</b> <b>Color theory</b></p> <ul style="list-style-type: none"> <li>• Color naming</li> <li>• Color systems</li> <li>• Color contrasts</li> <li>• Color harmonies</li> <li>• Color symbolism</li> <li>• Color effects</li> </ul>	<p>She/He</p> <ul style="list-style-type: none"> <li>• knows the criteria of the remote effect and effects of colors against backgrounds.</li> <li>• surely knows the primary contrasts:             <ul style="list-style-type: none"> <li>⇒ color-in-itself contrast</li> <li>⇒ color contrast</li> <li>⇒ complementary contrast</li> <li>⇒ color-non-color contrast</li> <li>⇒ amount of contrast</li> <li>⇒ purity contrast.</li> </ul> </li> <li>• certainly knows secondary contrasts:             <ul style="list-style-type: none"> <li>⇒ activity contrast</li> <li>⇒ hot-cold contrast</li> <li>⇒ materiality contrast</li> <li>⇒ brightness contrast.</li> </ul> </li> <li>• is safe in dealing with harmonies:             <ul style="list-style-type: none"> <li>⇒ harmonies of small contrasts (harmony, color families, neighborhood colors)</li> <li>⇒ harmonies of great contrasts (two-tone, three-tone, four-tone)</li> <li>⇒ harmonies of mixed contrasts.</li> </ul> </li> <li>• knows color symbolics.</li> </ul>	<p>She/He</p> <ul style="list-style-type: none"> <li>• composes workpieces that clearly have a color statement.</li> <li>• combines workpieces that achieve long-distance effect.</li> </ul>	<p>She/He</p> <ul style="list-style-type: none"> <li>• analyzes the long-distance effect and uses the right colors, color amounts and positioning correctly if necessary.</li> <li>• works according to the order in matching color contrasts or harmonies, pay attention to symbolics.</li> <li>• evaluates floristic works according to the color composition and highlights and explains peculiarities.</li> </ul>

<p><b>U4.7</b> <b>Stylistics</b></p>	<p>She/He</p> <ul style="list-style-type: none"> <li>• has an extended knowledge of typical architectural styles and their characteristics:                     <ul style="list-style-type: none"> <li>⇒ Ancient times (Sumerians, Egyptians, Greeks, Romans)</li> <li>⇒ Middle Ages (Romanesque, Gothic)</li> <li>⇒ Modern times (Renaissance, Baroque, Rococo, Classicism, Biedermeier, Art Nouveau, Bauhaus, Modern, Postmodernism).</li> </ul> </li> <li>• has in-depth knowledge of suitable flowers.</li> </ul>	<p>She/He</p> <ul style="list-style-type: none"> <li>• can enumerate characteristics and characteristics, explain and assign on the basis of photos or the example.</li> <li>• can work matching flower arrangements in different techniques and designs.</li> <li>• selects suitable material and materials.</li> <li>• selects suitable colors.</li> <li>• transfers the familiar to unknown spaces.</li> </ul>	<p>She/He</p> <ul style="list-style-type: none"> <li>• develops design proposals for room decoration in and on buildings adapted to the architectural style.</li> <li>• is able to respond to changes adequately, to respond to customer requests.</li> <li>• pays attention to structural requirements, statics, monument protection.</li> </ul>
--	---	---	---

<b>Title of the qualification</b>	Florist			<b>U5</b>
<b>EQF level</b>	Level 5 (Manager)			
<b>Unit of learning outcomes</b>	Thematic floristry			
	<b>KNOWLEDGE</b>	<b>SKILLS</b>	<b>COMPETENCES</b>	
Diverse workpieces on topics: <ul style="list-style-type: none"> <li>• Colour</li> <li>• Texture</li> <li>• Seasons</li> <li>• Mood             <ul style="list-style-type: none"> <li>⇒ Childlike</li> <li>⇒ Cheerful</li> <li>⇒ Elegant</li> <li>⇒ Festive</li> </ul> </li> <li>• Style             <ul style="list-style-type: none"> <li>⇒ Vintage</li> <li>⇒ Scandinavian</li> <li>⇒ Exotic</li> <li>⇒ Rustic</li> </ul> </li> <li>• Material properties             <ul style="list-style-type: none"> <li>⇒ Brittle</li> <li>⇒ Climbing</li> </ul> </li> <li>• Symbolism</li> <li>• Events related to topics             <ul style="list-style-type: none"> <li>⇒ Exhibitions</li> <li>⇒ Fairs</li> </ul> </li> <li>• Topics of origin / home of Plants or materials             <ul style="list-style-type: none"> <li>⇒ European</li> <li>⇒ Alpin</li> <li>⇒ Mediterranean</li> </ul> </li> </ul>	She/He <ul style="list-style-type: none"> <li>• knows material properties, special features and effects.</li> <li>• has theoretical knowledge from different fields.</li> <li>• knows color effects also in connection with textures.</li> <li>• knows different durability of the materials.</li> </ul>	She/He <ul style="list-style-type: none"> <li>• selects the materials.</li> <li>• select the technique.</li> <li>• can solve different kinds of problems.</li> <li>• works with different techniques.</li> <li>• tries market news, experiment with different techniques and materials.</li> <li>• can assemble the materials according to shelf life.</li> <li>• adapts to innovations.</li> <li>• can apply design rules.</li> </ul>	She/He <ul style="list-style-type: none"> <li>• selects materials and materials and designs according to the topic:             <ul style="list-style-type: none"> <li>⇒ bouquets</li> <li>⇒ plug work</li> <li>⇒ packed individual plants</li> <li>⇒ plantations</li> <li>⇒ wreaths</li> <li>⇒ garlands</li> <li>⇒ frieze</li> <li>⇒ modern free forms.</li> </ul> </li> <li>• Creates creative or traditional suggestions according to the customer's needs, paying attention to requirements:             <ul style="list-style-type: none"> <li>⇒ technical</li> <li>⇒ qualitative</li> <li>⇒ aesthetic</li> <li>⇒ functional.</li> </ul> </li> <li>• combines the knowledge of design with general knowledge.</li> </ul>	



<ul style="list-style-type: none"> <li>• Scent</li> <li>• Plant Group             <ul style="list-style-type: none"> <li>⇒ Grasses</li> <li>⇒ Bog plant</li> <li>⇒ Wet meadow</li> </ul> </li> </ul>			<ul style="list-style-type: none"> <li>• is able to outline and explain the idea.</li> <li>• develops color concepts.</li> <li>• captures the situation and options and derives holistic designs from them.</li> <li>• derives contemporary floristry, works with trends, is based on different sources.</li> <li>• leads and supports less qualified employees.</li> </ul>
--	--	--	---

<b>Title of the qualification</b>	Florist			<b>U6</b>
<b>EQF level</b>	Level 5 (Manager)			
<b>Unit of learning outcomes</b>	<b>Event-related floristry</b>			
	<b>KNOWLEDGE</b>	<b>SKILLS</b>	<b>COMPETENCES</b>	
<p>Diverse workpieces for:</p> <ul style="list-style-type: none"> <li>• Public and representative events <ul style="list-style-type: none"> <li>⇒ Flower arrangements for openings</li> <li>⇒ Inaugurations</li> <li>⇒ State occasions</li> <li>⇒ Anniversaries</li> <li>⇒ Ceremonies</li> <li>⇒ Award ceremonies</li> <li>⇒ Television productions</li> </ul> </li> <li>• Family celebrations <ul style="list-style-type: none"> <li>⇒ Wedding</li> <li>⇒ Baptism</li> <li>⇒ Mourning</li> <li>⇒ Anniversaries</li> <li>⇒ Birthdays</li> </ul> </li> <li>• Floristry for religious festivals / religious holidays <ul style="list-style-type: none"> <li>⇒ Easter</li> <li>⇒ Christmas</li> <li>⇒ Baptism</li> <li>⇒ Thanksgiving</li> <li>⇒ Pentecost</li> <li>⇒ Ascension</li> <li>⇒ Other faiths</li> </ul> </li> </ul>	<p>She/He</p> <ul style="list-style-type: none"> <li>• knows a variety of materials and materials that can be used.</li> <li>• has knowledge about the rules of distance effect: <ul style="list-style-type: none"> <li>⇒ use of color</li> <li>⇒ suitable material selection.</li> </ul> </li> <li>• masters design rules.</li> <li>• masters rules that can occur through different locations: <ul style="list-style-type: none"> <li>⇒ stability</li> <li>⇒ tipping load</li> <li>⇒ weather influences (wind, rain, sun).</li> </ul> </li> <li>• knows rules for work safety.</li> <li>• familiar with the aspects of floristry for family celebrations.</li> <li>• familiar with current trends.</li> </ul>	<p>She/He</p> <ul style="list-style-type: none"> <li>• can choose suitable materials: <ul style="list-style-type: none"> <li>⇒ duurzaamheid</li> <li>⇒ gelegenheid.</li> </ul> </li> <li>• can create workpieces in different design types.</li> <li>• works in a logical and efficient technique.</li> <li>• creates sketches.</li> <li>• creates offers.</li> <li>• can create workpieces for family celebrations.</li> <li>• works safely with different techniques: <ul style="list-style-type: none"> <li>⇒ fixation</li> <li>⇒ plug techniques</li> <li>⇒ binding techniques</li> <li>⇒ water supply options.</li> </ul> </li> </ul>	<p>She/He</p> <ul style="list-style-type: none"> <li>• is able to select suitable materials and materials, taking into account the contracting person / institution: <ul style="list-style-type: none"> <li>⇒ age</li> <li>⇒ phenotype</li> <li>⇒ character</li> <li>⇒ job</li> <li>⇒ corporate colors.</li> </ul> </li> <li>• selects appropriate materials according to the occasion: <ul style="list-style-type: none"> <li>⇒ festive</li> <li>⇒ modern</li> <li>⇒ representative</li> <li>⇒ customer requirements.</li> </ul> </li> <li>• conceives individual work forms according to the order.</li> <li>• reacts and notes special features: <ul style="list-style-type: none"> <li>⇒ desired durability</li> <li>⇒ heed the place of use.</li> </ul> </li> </ul>	



<ul style="list-style-type: none"> <li>• Festivals during the year:           <ul style="list-style-type: none"> <li>⇒ Winter festivals (New Year's Eve, Carnival)</li> <li>⇒ Spring Festival (May Day, Cherry Blossom Festival, Mother's Day, Women's Day)</li> <li>⇒ Summer festivals (solstice, summer party, children's day)</li> <li>⇒ Autumn festivals (beginning of the school year, sugar bag festival, kite festival, Halloween)</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• knows a wide assortment of materials and materials as well as accessories underlining the occasion.</li> <li>• knows a variety of design options for weddings:           <ul style="list-style-type: none"> <li>⇒ bridal decoration</li> <li>⇒ body decorations</li> <li>⇒ car decorations</li> <li>⇒ church decoration</li> <li>⇒ room decoration</li> <li>⇒ table decoration</li> <li>⇒ buffet decoration</li> <li>⇒ decoration for guests.</li> </ul> </li> <li>• knows a variety of design options for mourning:           <ul style="list-style-type: none"> <li>⇒ condolence bouquets private or representative</li> <li>⇒ coffin decoration</li> <li>⇒ urn decoration</li> <li>⇒ grave decoration</li> <li>⇒ church decoration</li> <li>⇒ gave decorations for the funeral.</li> </ul> </li> <li>• knows many aspects of floristry for religious festivals.</li> <li>• knows symbolics.</li> <li>• is safe in dealing with the range of plants and cut flowers that are available throughout the year, as well as the occasion underlining</li> </ul>	<ul style="list-style-type: none"> <li>• can design in different color harmonies and contrasts.</li> <li>• creates a variety of workpieces for religious festivals.</li> <li>• can work with different colors.</li> <li>• describes background of festivals during the year.</li> <li>• can design a variety of floristic workpieces for celebrations throughout the year:           <ul style="list-style-type: none"> <li>⇒ different techniques</li> <li>⇒ seasonal offers.</li> </ul> </li> <li>• chooses suitable accessories for the occasions that underline this.</li> <li>• presents the idea in a clear sketch.</li> <li>• creates ideas, conceptions and offer.</li> </ul>	<ul style="list-style-type: none"> <li>• is sure in choosing different techniques and chooses a suitable one according to the nature and nature of the materials.</li> <li>• works in consideration of fashion trends.</li> <li>• can plan and organize one's own and lower-skilled work.</li> <li>• is able to test the quality.</li> <li>• develops according to specifications of the client independently design ideas for a variety of workpieces of all festivals:           <ul style="list-style-type: none"> <li>⇒ birth</li> <li>⇒ back to school</li> <li>⇒ birthdays</li> <li>⇒ wedding</li> <li>⇒ funeral services.</li> </ul> </li> <li>• evaluates all the benefits and benefits of possible design ideas, techniques and compilations.</li> <li>• determines the composition of materials and materials.</li> <li>• applies new techniques according to the order.</li> <li>• takes into account seasonal</li> </ul>
--	---	---	--

	<p>accessories.</p> <ul style="list-style-type: none"> <li>• knows a variety of design options for Easter:             <ul style="list-style-type: none"> <li>⇒ modern work forms</li> <li>⇒ egg tree</li> <li>⇒ tassel tree</li> <li>⇒ table arrangements.</li> </ul> </li> <li>• knows a variety of design options for Christmas:             <ul style="list-style-type: none"> <li>⇒ advent wreaths</li> <li>⇒ arrangements with and without candles</li> <li>⇒ symbol floristry</li> <li>⇒ garlands</li> <li>⇒ festoons</li> <li>⇒ free hanging wreaths</li> <li>⇒ table decoration</li> <li>⇒ bouquet</li> <li>⇒ traditional floristry (frieze tree, apple pyramid)</li> <li>⇒ modern floristic trends (hippeastrum hanged)</li> <li>⇒ window decorations.</li> </ul> </li> <li>• knows applications of floristry at various national festivals.</li> <li>• knows regional and national traditions.</li> <li>• captures the background of fashion trends.</li> <li>• is safe in dealing with the range of</li> </ul>		<p>offers.</p> <ul style="list-style-type: none"> <li>• draws floral ideas and creates offers.</li> <li>• decides for a suitable selection of decoration options according to the customer information and explains this in the customer discussion.</li> <li>• can adapt the design and technology to the situation in the customer discussion.</li> <li>• is able to carry out all usual working steps from the inquiry to the sale organized and structured.</li> <li>• analyzes the variety of creative possibilities and works out appropriate design ideas according to the client's specifications:             <ul style="list-style-type: none"> <li>⇒ assortment</li> <li>⇒ time</li> <li>⇒ durability</li> <li>⇒ colour</li> <li>⇒ technology</li> <li>⇒ location.</li> </ul> </li> <li>• designed for customer orders floristic workpieces designed.</li> <li>• calculates the workpieces.</li> </ul>
--	--	--	---

	<p>plants and cut flowers that are available throughout the year, as well as the occasion underlining accessories.</p>		<ul style="list-style-type: none"> <li>• explains the conceptual ideas based on the drawings.</li> <li>• compiles materials considering the season.</li> <li>• decides on the appropriate technical solution for the materials and purpose.</li> <li>• plans and organizes work processes in logical order.</li> <li>• is interested in news, fashion trends and incorporates them.</li> </ul>
--	--	--	--



<b>Title of the qualification</b>	Florist			<b>U7</b>
<b>EQF level</b>	Level 5 (Manager)			
<b>Unit of learning outcomes</b>	<b>Room-related floristry</b>			
	<b>KNOWLEDGE</b>	<b>SKILLS</b>	<b>COMPETENCES</b>	
<p>Diverse workpieces as jewelry or decoration:</p> <ul style="list-style-type: none"> <li>• Architecturally appropriate floristry</li> <li>• Window decoration</li> <li>• Table decoration with spatial reference</li> <li>• Objects</li> <li>• Event and exhibition design</li> <li>• Shop design</li> </ul>	<p>She/He</p> <ul style="list-style-type: none"> <li>• knows the different architectural styles: <ul style="list-style-type: none"> <li>⇒ ancient times (Sumerians, Egyptians)</li> <li>⇒ ancient (Greek antiquity, Roman antiquity)</li> <li>⇒ middle ages (Romanesque, Gothic)</li> <li>⇒ modern times (Renaissance, Baroque, Rococo, Classicism, Historicism, Biedermeier, Art Nouveau)</li> <li>⇒ modernity (Bauhaus, Modern, Postmodern).</li> </ul> </li> <li>• knows a great variety of suitable materials and materials to assemble the architectural specifications.</li> <li>• knows historical flower arrangements, which were manufactured in the respective epochs.</li> </ul>	<p>She/He</p> <ul style="list-style-type: none"> <li>• describes the different architectural styles based on characteristics.</li> <li>• describes a variety of decoration options for various events.</li> <li>• chooses plants and accessories with spatial reference.</li> <li>• creates sketches and material lists for offers.</li> <li>• develops calculations for room decoration with modern PC technology.</li> <li>• creates workpieces using a variety of contemporary / modern and proven techniques and designs.</li> <li>• chooses materials and accessories for decorating the shop windows.</li> </ul>	<p>She/He</p> <ul style="list-style-type: none"> <li>• recognizes the characteristics of the room style and adapts the decoration.</li> <li>• observes: <ul style="list-style-type: none"> <li>⇒ the wishes of the customers</li> <li>⇒ design rules</li> <li>⇒ event</li> <li>⇒ suitable materials and materials for space</li> <li>⇒ requirements of the rooms</li> <li>⇒ placement.</li> </ul> </li> <li>• can design and develop modern and traditional pieces of work.</li> <li>• plans and organizes personnel deployment.</li> <li>• independently fulfills the customer orders.</li> <li>• can solve occurring problems.</li> </ul>	



	<ul style="list-style-type: none"> <li>• knows different types of shop windows:           <ul style="list-style-type: none"> <li>⇒ floor-level sillester</li> <li>⇒ window-like windows with window sills</li> <li>⇒ behind closed shop windows</li> <li>⇒ shop windows open to the shop.</li> </ul> </li> <li>• knows the goals of a shop window design:           <ul style="list-style-type: none"> <li>⇒ presentation of the goods</li> <li>⇒ create customer incentive</li> <li>⇒ advertising.</li> </ul> </li> <li>• knows design rules for advertising windows:           <ul style="list-style-type: none"> <li>⇒ showcase types</li> <li>⇒ lighting design</li> <li>⇒ pricing</li> <li>⇒ construction</li> <li>⇒ rhythm of optimal transformation periods</li> <li>⇒ cleanliness</li> <li>⇒ viewing direction and location</li> <li>⇒ action at a distance</li> <li>⇒ color effect.</li> </ul> </li> <li>• knows the meaning and necessity of shop window designs.</li> <li>• is safe in dealing with the criteria of the shop window designs.</li> <li>• knows a variety of materials and materials that are suitable for</li> </ul>	<ul style="list-style-type: none"> <li>• works in appropriate techniques and designs in the development of the decoration.</li> <li>• develops plans and concepts.</li> <li>• designed the advertising windows with information carriers:           <ul style="list-style-type: none"> <li>⇒ steles</li> <li>⇒ posters</li> <li>⇒ banners</li> <li>⇒ objects.</li> </ul> </li> <li>• discusses the design proposal with the clients.</li> <li>• describes decoration options for various events.</li> <li>• creates sketches for the ideas.</li> <li>• creates workpieces using various techniques and designs.</li> <li>• develops a plan for different objects.</li> <li>• can apply a variety of techniques.</li> <li>• chooses goods carriers and accessories for decoration.</li> <li>• develops a plan for various rooms and flower arrangements.</li> <li>• uses different materials, colors and techniques.</li> </ul>	<ul style="list-style-type: none"> <li>• analyzes fashion trends and styles of the shop windows of others, for example fashion shops.</li> <li>• analyzes various advertising topics and selects suitable advertising effective materials.</li> <li>• designed shop windows and pay attention to:           <ul style="list-style-type: none"> <li>⇒ location of the shop window</li> <li>⇒ focus of the customers</li> <li>⇒ action at a distance</li> <li>⇒ durability</li> <li>⇒ different topics.</li> </ul> </li> <li>• is able to plan, calculate and design different table decorations suitable for rooms according to analyzes:           <ul style="list-style-type: none"> <li>⇒ architectural styles</li> <li>⇒ table forms</li> <li>⇒ colour</li> <li>⇒ light</li> <li>⇒ room sizes</li> <li>⇒ wind</li> <li>⇒ sun</li> <li>⇒ backgrounds.</li> </ul> </li> <li>• applies a variety of decoration options for various events.</li> <li>• selects materials and accessories with spatial reference.</li> <li>• derives from the spatial</li> </ul>
--	--	--	--

	<p>decorations of the shop window.</p> <ul style="list-style-type: none"> <li>• knows techniques that are suitable for window dressing.</li> <li>• knows table and table shapes.</li> <li>• knows the architectural styles and historical flower arrangements for tables made in the era.</li> <li>• is able to put together suitable materials and materials to the architectural specifications.</li> <li>• knows the interaction between the table size and the floristry.</li> <li>• specifications for the restaurant operation are known:           <ul style="list-style-type: none"> <li>⇒ size of the workpieces</li> <li>⇒ placing the decoration on the tables</li> <li>⇒ space requirement of the place settings</li> <li>⇒ viewing areas</li> <li>⇒ stability.</li> </ul> </li> <li>• knows many ways to use floristry for the decoration of certain places as objects.</li> <li>• knows criteria of floristry for events and exhibitions.</li> <li>• knows many rules of store design:</li> </ul>	<ul style="list-style-type: none"> <li>• chooses goods carriers and accessories for the decoration of the store design.</li> <li>• develops a plan.</li> <li>• designed the flower shop.</li> <li>• uses different appropriate techniques and designs in the development of the decoration.</li> </ul>	<p>conditions:</p> <ul style="list-style-type: none"> <li>⇒ placements</li> <li>⇒ business forms</li> <li>⇒ material selection</li> <li>⇒ technique.</li> </ul> <ul style="list-style-type: none"> <li>• is interested in trends and fashion trends.</li> <li>• independently processes customer orders, taking into account their wishes and requirements.</li> <li>• routinely recognizes the characteristics of the room style and adjusts the objects.</li> <li>• is characterized by a professional understanding of function, space, style and colors of venues and exhibitions.</li> <li>• analyzes and observes the special spatial conditions and the utility and function of the floral decoration:           <ul style="list-style-type: none"> <li>⇒ captivity</li> <li>⇒ lighting</li> <li>⇒ presentation height</li> <li>⇒ movement risks.</li> </ul> </li> <li>• conceives and works for various well-known floristic spaces under consideration of the event itself.</li> </ul>
--	---	--	---

	<ul style="list-style-type: none"> <li>⇒ customer preferences</li> <li>⇒ customer guidance paths.</li> </ul>		<ul style="list-style-type: none"> <li>• is familiar with the design of the flower shop:             <ul style="list-style-type: none"> <li>⇒ captivity</li> <li>⇒ lighting</li> <li>⇒ presentation / goods carrier.</li> </ul> </li> <li>• hands over information, ideas and solutions for the less skilled workforce, monitors and corrects.</li> <li>• pays attention to regular reorganization and keep time frame.</li> </ul>
--	--	--	--

<b>Title of the qualification</b>	Florist			<b>U8</b>
<b>EQF level</b>	Level 5 (Manager)			
<b>Unit of learning outcomes</b>	<b>Marketing and sales</b>			
	<b>KNOWLEDGE</b>	<b>SKILLS</b>	<b>COMPETENCES</b>	
<b>U8.1 Customer advice and service</b>	<p>She/He</p> <ul style="list-style-type: none"> <li>• knows customer types and corresponding preferences.</li> <li>• knows sales channels: <ul style="list-style-type: none"> <li>⇒ phone sale</li> <li>⇒ internet sale</li> <li>⇒ shop sale.</li> </ul> </li> <li>• masters sales strategies.</li> <li>• knows additional sales.</li> </ul>	<p>She/He</p> <ul style="list-style-type: none"> <li>• has a promotional appearance: <ul style="list-style-type: none"> <li>⇒ manners</li> <li>⇒ facial expressions</li> <li>⇒ gesture</li> <li>⇒ language.</li> </ul> </li> <li>• can advise customers.</li> <li>• can serve customers technically correct.</li> </ul>	<p>She/He</p> <ul style="list-style-type: none"> <li>• is able to provide customers with comprehensive information and advice.</li> <li>• is able to make offers for inquiries from customers considering the product range and techniques.</li> <li>• works with visualizing sales possibilities: <ul style="list-style-type: none"> <li>⇒ sketches</li> <li>⇒ template</li> <li>⇒ example pictures.</li> </ul> </li> <li>• responds to the different customer types with appropriate appearance and offers.</li> </ul>	
<b>U8.2 Preparation and conclusion of contracts, offers</b>	<p>She/He</p> <ul style="list-style-type: none"> <li>• masters the legal bases in trade.</li> </ul>	<p>She/He</p> <ul style="list-style-type: none"> <li>• can accept and process customer orders.</li> </ul>	<p>She/He</p> <ul style="list-style-type: none"> <li>• is able to routinely prepare and conclude sales contracts, supplier contracts, etc., and comply with</li> </ul>	



		<ul style="list-style-type: none"> <li>• can issue the following documents:                     <ul style="list-style-type: none"> <li>⇒ offer with calculation</li> <li>⇒ list of materials</li> <li>⇒ drawing / sketch.</li> </ul> </li> </ul>	<p>all components:</p> <ul style="list-style-type: none"> <li>⇒ timeframe</li> <li>⇒ formalities</li> <li>⇒ legal bases.</li> </ul>
<p><b>U8.3</b> <b>Promotion of sales</b></p> <ul style="list-style-type: none"> <li>• Flower shop design</li> <li>• Product presentation</li> <li>• Marketing actions / promotional measures</li> <li>• Use of different advertising platforms</li> <li>• Management / means of marketing</li> </ul>	<p>She/He</p> <ul style="list-style-type: none"> <li>• masters methods of analysis of market needs.</li> <li>• can distinguish and describe information from market needs.</li> <li>• knows common marketing measures in floristry:                     <ul style="list-style-type: none"> <li>⇒ posters</li> <li>⇒ stand-up display</li> <li>⇒ flyer</li> <li>⇒ goods presentations</li> <li>⇒ radio and television advertising</li> <li>⇒ fairs</li> <li>⇒ printed company paper and logos.</li> </ul> </li> <li>• knows advertising media.</li> <li>• knows ways of selling:                     <ul style="list-style-type: none"> <li>⇒ additional sales</li> <li>⇒ flower arranging via Fleurop.</li> <li>⇒ corporate business.</li> </ul> </li> <li>• knows different media.</li> </ul>	<p>She/He</p> <ul style="list-style-type: none"> <li>• can introduce changes to the product offering based on market analysis.</li> <li>• is able to find information from the market needs.</li> <li>• can apply comprehensive sales promotion measures tailored to the shop.</li> <li>• is able to use digital and print media.</li> <li>• is able to create presentations.</li> </ul>	<p>She/He</p> <ul style="list-style-type: none"> <li>• is able to process market analyzes, to prepare and submit an offer.</li> <li>• is able to apply various common advertising measures.</li> <li>• can control supply according to market demand.</li> <li>• is competent to create offers with the use of modern media and analyze the benefits.</li> </ul>

<p><b>U8.4</b> <b>Cooperation in an international context</b></p>	<p>She/He</p> <ul style="list-style-type: none"> <li>• knows specialist terminology in a foreign language at a professional level.</li> </ul>	<p>She/He</p> <ul style="list-style-type: none"> <li>• is able to present at a professional level in a foreign language.</li> </ul>	<p>She/He</p> <ul style="list-style-type: none"> <li>• is competent to professionally analyze new knowledge and experiences in an international context and to apply and transfer new knowledge.</li> </ul>
---	---	---	---

<b>Title of the qualification</b>	Florist			<b>U9</b>
<b>EQF level</b>	Level 5 (Manager)			
<b>Unit of learning outcomes</b>	<b>Business management</b>			
	<b>KNOWLEDGE</b>	<b>SKILLS</b>	<b>COMPETENCES</b>	
<b>U9.1 Legal bases</b>	<p>She/He</p> <ul style="list-style-type: none"> <li>• has a secure and comprehensive knowledge of all facets of the country's legal bases with regard to: <ul style="list-style-type: none"> <li>⇒ quoting</li> <li>⇒ purchase</li> <li>⇒ sale</li> <li>⇒ distribution</li> <li>⇒ shipping</li> <li>⇒ delivery</li> <li>⇒ billing.</li> </ul> </li> </ul>	<p>She/He</p> <ul style="list-style-type: none"> <li>• is able to apply legislation for business creation and small business entities.</li> <li>• is able to apply legislation related to workers.</li> <li>• is able to apply marketing legislation.</li> </ul>	<p>She/He</p> <ul style="list-style-type: none"> <li>• is able to act in accordance with the legislation in different situations in the specialist shop: <ul style="list-style-type: none"> <li>⇒ youth protection law</li> <li>⇒ exchange, withdrawal, reclamation and guarantee</li> <li>⇒ purchase agreements</li> <li>⇒ commercial law</li> <li>⇒ employment Law</li> <li>⇒ tax law</li> <li>⇒ data protection law</li> <li>⇒ unfair competition</li> <li>⇒ shop hours law.</li> </ul> </li> </ul>	
<b>U9.2 Formation of an enterprise</b>	<p>She/He</p> <ul style="list-style-type: none"> <li>• knows business concepts and business models.</li> <li>• knows legal provisions for business start-ups for individual companies.</li> <li>• knows location criteria.</li> </ul>	<p>She/He</p> <ul style="list-style-type: none"> <li>• can choose a business model.</li> <li>• can work out a concept and seek advice.</li> <li>• may use general legislation to prepare the documents when</li> </ul>	<p>She/He</p> <ul style="list-style-type: none"> <li>• decides depending on the environment of the new business situation for suitable entrepreneurial start-up procedures: <ul style="list-style-type: none"> <li>⇒ creating a concept</li> <li>⇒ financing</li> </ul> </li> </ul>	





	<ul style="list-style-type: none"> <li>• knows financing possibilities.</li> <li>• knows specific tax regulations.</li> <li>• knows personnel regulations.</li> <li>• knows entrepreneurial necessary insurance and their processing options.</li> </ul>	<p>starting up a trade.</p> <ul style="list-style-type: none"> <li>• can a business reasons and sign up.</li> <li>• is able to compare individual insurances and different policies.</li> </ul>	<p>⇒ advertising concept.</p> <ul style="list-style-type: none"> <li>• is able to weigh and execute all necessary business decisions:                             <ul style="list-style-type: none"> <li>⇒ rental contract / purchase contract for business premises</li> <li>⇒ commercial office</li> <li>⇒ power supply</li> <li>⇒ multimedia connections</li> <li>⇒ personnel matters</li> <li>⇒ professional association</li> <li>⇒ insurance.</li> </ul> </li> <li>• can competently set up own commercial companies under legislation.</li> <li>• is competent to balance operational risks and to select suitable insurance cover according to various risks and to conclude and update contracts.</li> </ul>
<p><b>U9.3</b> Forms and principles of business organisation</p>	<p>She/He</p> <ul style="list-style-type: none"> <li>• knows the basics and differences of different company forms.</li> <li>• knows principles for the management of a trading company.</li> </ul>	<p>She/He</p> <ul style="list-style-type: none"> <li>• can comprehensively explain corporate forms and their differences.</li> </ul>	<p>She/He</p> <ul style="list-style-type: none"> <li>• can weigh the different criteria according to their business idea and choose a company form.</li> <li>• is competent to manage an own company with or without branch locations.</li> </ul>
<p><b>U9.4</b> Commercial management</p>	<p>She/He</p>	<p>She/He</p>	<p>She/He</p>

<ul style="list-style-type: none"> <li>• Accounting</li> <li>• Bookkeeping</li> <li>• Cash balancing</li> </ul>	<ul style="list-style-type: none"> <li>• knows entrepreneurial behavior.</li> <li>• masters analysis of the documents for calculation and prices.</li> <li>• knows value formation processes.</li> <li>• has knowledge of keeping simple and double-entry bookkeeping.</li> <li>• knows commercial activities in floristry specialist shops.</li> <li>• knows how to handle payment transactions.</li> </ul>	<ul style="list-style-type: none"> <li>• is able to create a calculation and sales price and to modify individual calculation items operatively.</li> <li>• can describe and categorize calculation methods.</li> <li>• is able to use computer billing programs.</li> <li>• can work the bookkeeping itself or perform preparatory activities.</li> <li>• masters all processes and principles of entrepreneurial trade in floristry.</li> <li>• is able to carry out all entrepreneurial business processes:             <ul style="list-style-type: none"> <li>⇒ plan</li> <li>⇒ execute</li> <li>⇒ check</li> <li>⇒ correct.</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• is competent to prepare and evaluate preliminary, total and final costing.</li> <li>• is able to select information and documents to change individual items in the calculation.</li> <li>• is competent to book and control bookkeeping transactions as well as to make the accounting conclusion of day-to-day business.</li> <li>• is competent to carry out all activities of commercial control and control and to analyze them accordingly and to react to different influences.</li> </ul>
---	--	---	--

<b>Title of the qualification</b>	Florist			<b>U10</b>
<b>EQF level</b>	Level 5 (Manager)			
<b>Unit of learning outcomes</b>	<b>Human resources management and training</b>			
	<b>KNOWLEDGE</b>	<b>SKILLS</b>	<b>COMPETENCES</b>	
<b>U10.1 Personnel management and conflict management</b>	<p>She/He</p> <ul style="list-style-type: none"> <li>• knows the methods of personnel management.</li> <li>• knows methods of employee motivation.</li> <li>• is safe in dealing with the personnel requirements in the different fields of floristry.</li> <li>• knows conflicts with customers, employees and suppliers.</li> <li>• knows different ways to deal with conflicts.</li> </ul>	<p>She/He</p> <ul style="list-style-type: none"> <li>• can create a personnel plan.</li> <li>• can identify skills and competencies of employees.</li> <li>• hands over tasks to individual employees and the entire team.</li> <li>• can motivate to improve the quality of work and rewards employees' performance.</li> <li>• recruits staff for all areas of specialty business.</li> <li>• settles conflicts.</li> <li>• is able to criticize constructively.</li> <li>• encourages people to solve problems without interference from third parties.</li> </ul>	<p>She/He</p> <ul style="list-style-type: none"> <li>• is able to routinely select, plan and divide personnel according to the needs of the business.</li> <li>• observes the laws, strengths and abilities of employees and aligns these criteria with each other's business needs.</li> <li>• fulfills role model function and promotes social cooperation.</li> <li>• understands the need to resolve conflicts between: <ul style="list-style-type: none"> <li>⇒ employees</li> <li>⇒ customer</li> <li>⇒ suppliers</li> <li>⇒ customers and employees.</li> </ul> </li> </ul>	
<b>U10.2</b>				



<p><b>Human resource planning</b></p>	<p>She/He</p> <ul style="list-style-type: none"> <li>• knows the working time laws that apply in the country with respect to:                     <ul style="list-style-type: none"> <li>⇒ working hours of employees</li> <li>⇒ break times</li> <li>⇒ leave arrangements</li> <li>⇒ rest periods.</li> </ul> </li> </ul>	<p>She/He</p> <ul style="list-style-type: none"> <li>• creates the employee's work schedules for normal day-to-day business and creates schedules over a longer period of time:                     <ul style="list-style-type: none"> <li>⇒ annual leave</li> <li>⇒ cover plan</li> <li>⇒ parental leave replacement.</li> </ul> </li> </ul>	<p>She/He</p> <ul style="list-style-type: none"> <li>• coordinates the working time of employees, depending on the type and amount of work involved.</li> <li>• pays attention to the statutory provisions in personnel planning.</li> </ul>
<p><b>U10.3 Training and development of personnel</b></p> <ul style="list-style-type: none"> <li>• Identification of training needs of employees</li> <li>• Job description</li> <li>• Creation of a vocational training program</li> <li>• Implementation of education and training</li> </ul>	<p>She/He</p> <ul style="list-style-type: none"> <li>• knows the necessity of the education and training of the employees for the company success.</li> <li>• knows the labor laws.</li> <li>• knows job descriptions.</li> <li>• knows the country's vocational training programs, policies and rules.</li> <li>• knows the relevant vocational training regulations and framework curricula of the country.</li> <li>• knows the usual, simple training methods for vocational training.</li> <li>• has the necessary knowledge to carry out training.</li> </ul>	<p>She/He</p> <ul style="list-style-type: none"> <li>• can research opportunities for further education or training.</li> <li>• observes the trade press, expert forums on the Internet, to acquire new knowledge.</li> <li>• collects the work tasks of a job and puts them together in a list.</li> <li>• has basic experience in the training of apprentices.</li> <li>• designs the training plan according to plan and specifications.</li> <li>• is able to supervise education and guide trainees.</li> <li>• designed according to plan parts of specialized training and can perform training of various content.</li> </ul>	<p>She/He</p> <ul style="list-style-type: none"> <li>• continuously determines the training and further training needs of the small team, coordinates them with the needs of the company and determines appropriate training offers.</li> <li>• motivates the small team to further education.</li> <li>• shows a proactive attitude to the learning process.</li> <li>• prepares the remarks related to the job description and summarizes work tasks and responsibilities.</li> <li>• is able to summarize in-depth subject-specific training contents dissected into a training plan.</li> <li>• understands that modern</li> </ul>

			<p>education of young professionals is necessary.</p> <ul style="list-style-type: none"><li>• is able to pass on in-depth, subject-specific, subject-specific training contents to apprentices or less qualified colleagues, explain and control.</li></ul>
--	--	--	---

<b>Title of the qualification</b>	Florist			<b>U11</b>
<b>EQF level</b>	Level 5 (Manager)			
<b>Unit of learning outcomes</b>	<b>Quality control / assessment</b>			
	<b>KNOWLEDGE</b>	<b>SKILLS</b>	<b>COMPETENCES</b>	
<b>U11.1 Analysis</b>	She/He <ul style="list-style-type: none"> <li>knows the scope of quality control and its criteria.</li> </ul>	She/He <ul style="list-style-type: none"> <li>can perform quality control according to a plan and known criteria.</li> </ul>	She/He <ul style="list-style-type: none"> <li>is aware of the importance, necessity and consequences of good quality work.</li> <li>knows how to control quality and draw conclusions.</li> <li>can initiate and carry out a correction / improvement.</li> </ul>	
<b>U11.2 Consulting</b>	She/He <ul style="list-style-type: none"> <li>has comprehensive knowledge of the differences between personal and professional assessment.</li> <li>knows ways of controlling the consulting activity.</li> </ul>	She/He <ul style="list-style-type: none"> <li>can reflect his advisory activity / service behavior.</li> </ul>	She/He <ul style="list-style-type: none"> <li>is able to keep advice quality at a necessary level through controls and behavioral fixes.</li> <li>can conduct an advisory assessment of employees / colleagues.</li> </ul>	
<b>U11.3 Monitoring the quality of work</b>	She/He	She/He	She/He	



	<ul style="list-style-type: none"> <li>• knows which possibilities of the quality controls can be carried out.</li> <li>• knows exam keys for evaluation.</li> </ul>	<ul style="list-style-type: none"> <li>• can perform checks and ratings.</li> </ul>	<ul style="list-style-type: none"> <li>• is aware of the importance of monitoring the quality of the work of the employees.</li> <li>• conducts regular assessments and introduces corrections in quality and training needs.</li> </ul>
--	--	---	--

<b>Title of the qualification</b>	Florist			<b>U12</b>
<b>EQF level</b>	Level 5 (Manager)			
<b>Unit of learning outcomes</b>	<b>Occupational safety and environmental protection</b>			
	<b>KNOWLEDGE</b>	<b>SKILLS</b>	<b>COMPETENCES</b>	
<b>U12.1 Occupational safety</b>	<p>She/He</p> <ul style="list-style-type: none"> <li>• is familiar with health and safety regulations.</li> <li>• knows the rules when working with sharp tools:             <ul style="list-style-type: none"> <li>⇒ knife</li> <li>⇒ scissors</li> <li>⇒ pliers</li> <li>⇒ saw.</li> </ul> </li> <li>• knows the operating instructions of power tools:             <ul style="list-style-type: none"> <li>⇒ drill</li> <li>⇒ screwdriver</li> <li>⇒ glue gun</li> <li>⇒ hotplate.</li> </ul> </li> <li>• knows the health hazard of chemicals used.</li> </ul>	<p>She/He</p> <ul style="list-style-type: none"> <li>• can explain the rules.</li> <li>• can use the appropriate protective equipment expertly.</li> <li>• checks whether the work of the employees is carried out according to the safety regulations.</li> </ul>	<p>She/He</p> <ul style="list-style-type: none"> <li>• works according to the safety regulations and health and safety regulations.</li> <li>• is able to explain these rules to others, monitor actions and make corrections.</li> <li>• analyzes alternatives for chemicals and uses them after weighing.</li> </ul>	



<b>U12.2</b> <b>Environmental protection</b>	She/He <ul style="list-style-type: none"> <li>• knows criteria of environmental protection.</li> <li>• knows criteria of species protection.</li> <li>• knows criteria of nature conservation.</li> <li>• knows criteria of water protection.</li> <li>• knows the corresponding legal requirements of the country.</li> </ul>	She/He <ul style="list-style-type: none"> <li>• can act in the sense of nature conservation, environmental protection and species protection.</li> </ul>	She/He <ul style="list-style-type: none"> <li>• is aware of the need for environmental protection.</li> <li>• can explain the recommended actions.</li> </ul>
<b>U12.3</b> <b>Waste prevention and waste disposal</b>	She/He <ul style="list-style-type: none"> <li>• knows ways of avoiding waste.</li> <li>• knows the types of waste and waste regulations.</li> </ul>	She/He <ul style="list-style-type: none"> <li>• separates waste.</li> <li>• can dispose of recyclable waste.</li> </ul>	She/He <ul style="list-style-type: none"> <li>• disposes of and sorts waste in an environmentally friendly way.</li> <li>• analyzes possibilities of waste prevention and reduces waste by reusable packaging, using alternative materials.</li> </ul>

<b>U12.4</b> <b>Energy</b>	She/He <ul style="list-style-type: none"> <li>• knows fossil fuels.</li> <li>• knows ecological energy sources.</li> <li>• knows possibilities of efficient energy use.</li> <li>• knows the principle of the ecological footprint.</li> </ul>	She/He <ul style="list-style-type: none"> <li>• acts responsibly and carefully with energy sources.</li> </ul>	She/He <ul style="list-style-type: none"> <li>• cares carefully in the daily environment with the use of energy and knows alternative sources of energy.</li> <li>• is able to explain to colleagues and apprentices the principles of economical use of energy.</li> </ul>
-------------------------------	--	--	---