

Title of the qualification	Florist			U1
EQF level	Level 6 (Master)			
Unit of learning outcomes	Work organisation			
	KNOWLEDGE	SKILLS	COMPETENCES	
U1.1 Business organisation - structure of the company areas <ul style="list-style-type: none"> • Delivery • Manufacturing • Sale • Warehouse • Stay / social rooms 	She/He <ul style="list-style-type: none"> • has extensive knowledge of the principles of design: <ul style="list-style-type: none"> ⇒ operational organization ⇒ construction of the areas of operation. • knows the structure and functions of other companies. • knows modern and traditional facilities for the respective functions. 	She/He <ul style="list-style-type: none"> • confidently surveys the work processes in the company. • assess the purpose of each room. • questions the processes and assesses changes. 	She/He <ul style="list-style-type: none"> • analyzes the rooms according to the functions and creates logical and ergonomic workplaces: <ul style="list-style-type: none"> ⇒ workplace conditions ⇒ working methods ⇒ working methods ⇒ working procedures ⇒ workplace types. • optimizes processes in the different rooms, including those of the employees efficiently and logically. • chooses optimal offers of the facility according to the purpose of the rooms. • controls and optimizes occupational health and safety. • routinely manages, plans and organizes the deployment of employees in the different rooms. 	



			<ul style="list-style-type: none"> pays attention to traffic issues and parking issues.
<p>U1.2 Scheduling</p> <ul style="list-style-type: none"> Planning the work process Schedules related to the work orders: short and long term Timelines related to employee assignment Control and evaluate processes 	<p>She/He</p> <ul style="list-style-type: none"> has extensive knowledge of work organization and processes in-house and knows processes in other companies. 	<p>She/He</p> <ul style="list-style-type: none"> controls short-term and long-term processes confidently. evaluates processes. 	<p>She/He</p> <ul style="list-style-type: none"> can plan, organize, analyze, evaluate and make corrections to the short-term and long-term work processes of the course of business. plans workflows related to manufacturing and organizes routinely and comprehensively: <ul style="list-style-type: none"> ⇒ manufacturing processes ⇒ material properties. analyzes and coordinates individual orders and structures the process for the business and the employees and customers based on experience. analyzes the employee schedules according to the workload and the respective working time (vacation, breaks) in compliance with the legal requirements.

<p>U1.3 Logistics</p> <ul style="list-style-type: none"> • Planning • Control • Optimization and implementation of goods, information and personal flows 	<p>She/He</p> <ul style="list-style-type: none"> • knows all the criteria of logistics: <ul style="list-style-type: none"> ⇒ packaging ⇒ security ⇒ transport times ⇒ legal aspects ⇒ storage. 	<p>She/He</p> <ul style="list-style-type: none"> • can handle all logistics aspects or instruct employees. 	<p>She/He</p> <ul style="list-style-type: none"> • is able to routinely plan, handle, instruct and instruct, analyze and correct goods procurement and shipping: <ul style="list-style-type: none"> ⇒ according to the legal regulations ⇒ timely ⇒ environmentally friendly ⇒ efficiently.
<p>U1.4 Organization of the work process - workflows related to manufacturing</p> <ul style="list-style-type: none"> • Goods Procurement / Purchasing • Material properties (flowering time, durability) • Manufacturing processes • Presentation • Sale • Packaging • Logistics • Planning new processes 	<p>She/He</p> <ul style="list-style-type: none"> • knows the possibilities of the industry to procure goods: <ul style="list-style-type: none"> ⇒ pre-order (pre-order at fairs) ⇒ order. • knows all, even special, floristic processes in the production. • knows comprehensive aspects of product presentation and sales. • knows possibilities and sources for researching innovations in the market. 	<p>She/He</p> <ul style="list-style-type: none"> • can explain his/her experiences to others. • controls production and all processes: <ul style="list-style-type: none"> ⇒ merchandise presentation ⇒ sale • scrutinizes processes and pays attention to timely and contemporary implementations. • implements news. 	<p>She/He</p> <ul style="list-style-type: none"> • analyzes according to the business alignment / strategy, inventory, plans, compares offers and goods, orders and orders. • analyzes and initiates a wide variety of subject-related work processes and processes in a structured and logically sorted manner, responds to changes: <ul style="list-style-type: none"> ⇒ materials ⇒ work processes ⇒ blossoming times ⇒ storage times ⇒ durability. • masters comprehensive actions of the work processes and is able to achieve equal qualities with changing parameters:

			<ul style="list-style-type: none"> ⇒ order taking ⇒ quotations ⇒ complaint report. <ul style="list-style-type: none"> • controls news in legislation and technical changes in the shop floor.
<p>U1.5 Workplace design</p> <ul style="list-style-type: none"> • Setup workspace <ul style="list-style-type: none"> ⇒ Provide material and work equipment ⇒ Safety regulations ⇒ Fire protection • Ergonomics of the workplace / effective work 	<p>She/He</p> <ul style="list-style-type: none"> • has a great deal of experience and overview of setting up workstations. • is experienced in the selection of work equipment, materials and work equipment, providing tools and equipment for the respective work processes. • is very safe in dealing with ergonomic aspects: <ul style="list-style-type: none"> ⇒ working heights ⇒ water connection ⇒ electricity ⇒ viewing areas ⇒ light / brightness. 	<p>She/He</p> <ul style="list-style-type: none"> • supervises the setup of the workplaces. • monitors and analyzes the maintenance of materials and equipment. • creates ergonomic workplaces. 	<p>She/He</p> <ul style="list-style-type: none"> • is able to anticipate the workplace in line with the need for different processes and to oversee the provision of all necessary tools, tools, materials and materials. • controls the planning of work equipment and monitors the availability of work equipment and tools. • assesses ergonomic aspects to different situations and people and creates corresponding workplace situations.

Title of the qualification	Florist			U2
EQF level	Level 6 (Master)			
Unit of learning outcomes	Material (vegetable and non-vegetable) and tools			
	KNOWLEDGE	SKILLS	COMPETENCES	
U2.1 Botany <ul style="list-style-type: none"> • Structure of the plants <ul style="list-style-type: none"> ⇒ Cell ⇒ Morphology (root, shoot axis, leaves, flowers, fruits) • Life processes in plants <ul style="list-style-type: none"> ⇒ Water balance ⇒ Substance and energy change ⇒ Change of form ⇒ Reproduction ⇒ Physiology - irritability ⇒ Genetics • Plant knowledge <ul style="list-style-type: none"> ⇒ Systematics (structure of the plant kingdom) ⇒ Nomenclature - bot. names ⇒ Horticultural signs • Soil Science <ul style="list-style-type: none"> ⇒ Soils ⇒ Gardening earths ⇒ Substrates • Fertilizer teaching <ul style="list-style-type: none"> ⇒ Nutrition of the plant 	She/He <ul style="list-style-type: none"> • has outstanding knowledge of plants, also related to individual parts and can pass them on. • has extensive knowledge of the structure of plants. • has in-depth knowledge of a very wide range of plant parts. • has in-depth knowledge of life function and life processes of the plants. • knows the plant systematics. • has very comprehensive plant knowledge. • knows the origin of botanical names. • knows a broad spectrum of the types of merchandise. 	She/He <ul style="list-style-type: none"> • is very safe in the functioning of the individual plant parts and the differences in the structure. • comprehensively describes the life processes. • is very confident in dealing with the structure, she explains. • can name a large amount of plants and their parts. • is safe in dealing with botanical names and denominations. • is very familiar in dealing with horticultural signs. • recognizes different soils, substrates and soils. • leads employees, informs customers and monitors 	She/He <ul style="list-style-type: none"> • can also in the case of unknown plants from habitus close to the natural sites. • draws conclusions about the care from the habit of plants, or from the incorporation in the plant kingdom and passes on these instructions to customers and employees. • is able to assign functions to all plant parts and explain them to the customer or apprentice. • understands and observes genetic aspects. • concludes from the life processes on necessary care or derives care errors of clinical pictures. • can infer habitus and horticultural signs on plants, incorporation in 	



<ul style="list-style-type: none"> ⇒ Fertilizers and regulations ⇒ Fertilizer recommendations 	<ul style="list-style-type: none"> • knows horticultural signs. • knows the differences of soil, soils, substrates. • knows extensive aspects of plant nutrition. • knows a wide range of different fertilizers and plant strengthening agents and the composition and modes of action. • knows different application methods. 	<p>compliance with regulations.</p>	<p>plant families, properties and care.</p> <ul style="list-style-type: none"> • assigns the correct trade names and botanical names to a very large number of plants and plant parts and defines the properties. • knows some plant names in a foreign language. • explains uses. • chooses the respective substrates according to the plants. • analyzes the effects on yields, plant health and care in the specialist shop in connection with environmental aspects and regulations. • recognizes the relationship between functions of different fertilizers and application methods, retention periods and concentrations.
<p>U2.2 Materials and pots</p> <ul style="list-style-type: none"> • Binding tools • Plug-in auxiliary resources • Wires • Fabrics and ribbons • Candles 	<p>She/He</p> <ul style="list-style-type: none"> • keeps track of the latest trends in the world. • knows a wide variety of crossover materials that have been adopted 	<p>She/He</p> <ul style="list-style-type: none"> • tries current trends, techniques in combination of different materials. • works confidently with the most diverse materials and reacts very 	<p>She/He</p> <ul style="list-style-type: none"> • analyzes the properties of materials and pots, recommendations of employees or suppliers.

<ul style="list-style-type: none"> • Paper • Pots 	<p>from other trades or uses.</p>	<p>safely in handling on special properties.</p>	<ul style="list-style-type: none"> • also selects less well-known materials for specific uses and may justify this: <ul style="list-style-type: none"> ⇒ weatherproof ⇒ degradability ⇒ waterproof ⇒ wire size ⇒ tape features.
<p>U2.3 Care and storage</p>	<p>She/He</p> <ul style="list-style-type: none"> • knows extensive storage methods. • knows how to care for a wide range of materials and materials. 	<p>She/He</p> <ul style="list-style-type: none"> • controls the care and storage of the goods. 	<p>She/He</p> <ul style="list-style-type: none"> • leads with experience the employees in the care and storage of cut flowers, according to: <ul style="list-style-type: none"> ⇒ requirements after the harvest ⇒ depending on the origin. • experiments with new products on the market for care and storage, analyzes the results and draws conclusions. • decides very experienced for storage and explains the care measures: <ul style="list-style-type: none"> ⇒ which materials ⇒ which materials ⇒ in which form ⇒ how long ⇒ in which place ⇒ under which conditions. • assesses the need for storage and decides.

<p>U2.4 Plant protection</p> <ul style="list-style-type: none"> • Integrated plant protection • Resistances • Biological plant protection • Vegetable pouring and spraying • Chemical plant protection • Patterns of damage and causes <ul style="list-style-type: none"> ⇒ Damage caused by culture ⇒ External influences, weather ⇒ Pathogens ⇒ Pests ⇒ Vegetable pests • Laws and Regulations • Application procedures • Protection of species 	<p>She/He</p> <ul style="list-style-type: none"> • has extensive knowledge to keep plants healthy and masters the specialist terminology: <ul style="list-style-type: none"> ⇒ dealing with optimal cultures ⇒ integrated pest management ⇒ variety of resistant breedings breeding ⇒ patterns of damage ⇒ causes of damage ⇒ care errors ⇒ laws ⇒ applications. • knows the wide range of pesticides on the market and their effects. • knows the criteria of species protection concerning the business. 	<p>She/He</p> <ul style="list-style-type: none"> • vividly explains the possible types of pest control. • explains how different means and possibilities work. • applies plant protection measures according to regulations and in compliance with health protection. • can explain to the client the types of pest control. • explains how different remedies work and recommends the use of beneficial organisms. • works with environmentally friendly materials. 	<p>She/He</p> <ul style="list-style-type: none"> • selects possible plant protection paths for damage pictures, analyzes the type of control related to the environmental impact and the benefit. • controls compliance with regulations in the business, an environmentally friendly disposal of plant protection products, according to the regulations. • can recommend to customers and less qualified personnel the optimal means from the market offer. • controls and supports less qualified employees in applying the physical, chemical and initiates in mechanical plant protection measures. • is very safe in dealing with the technical terms and fulfills his role model function.
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<p>U2.5 Use and maintenance of tools</p>	<p>She/He</p> <ul style="list-style-type: none"> • has a very comprehensive knowledge of tools and machines that can be used in the business. 	<p>She/He</p> <ul style="list-style-type: none"> • explains the working methods, safety regulations and can show all manners. 	<p>She/He</p> <ul style="list-style-type: none"> • is able to select and apply the most efficient tool with the right technology for the desired product. • maintains inspection obligations and maintenance obligations and instructs appropriate service providers. • routinely explain and guide the functions and operations of less qualified employees.
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Title of the qualification	Florist			U3
EQF level	Level 6 (Master)			
Unit of learning outcomes	Techniques			
	KNOWLEDGE	SKILLS	COMPETENCES	
U3.1 Preparation techniques - primary techniques <ul style="list-style-type: none"> • Cutting / dividing with different tools <ul style="list-style-type: none"> ⇒ Knife ⇒ Cutter ⇒ Secateurs ⇒ Loppers ⇒ Paper Scissors ⇒ Cutting machine ⇒ Glass cutter ⇒ Flex • Stabilizing <ul style="list-style-type: none"> ⇒ Props ⇒ Rails • Protecting <ul style="list-style-type: none"> ⇒ Unwrapping ⇒ Wrapping ⇒ Grow ⇒ Painting ⇒ Lining up (foil) • Extending the wire <ul style="list-style-type: none"> ⇒ Fork ⇒ Skewer ⇒ Wiring up chain 	She/He <ul style="list-style-type: none"> • masters the specialist terminology confidently and safely. • has a sound knowledge of the care of cut flowers: <ul style="list-style-type: none"> ⇒ remove excess leaves ⇒ cutting the flower stems ⇒ setting in clean containers with fresh water ⇒ cooling. • has in-depth knowledge of preparatory techniques and the necessary tools and materials. • has sound knowledge of the wire. • knows wire properties: <ul style="list-style-type: none"> ⇒ strength ⇒ selection ⇒ length. • knows material properties 	She/He <ul style="list-style-type: none"> • seeks new techniques and uses new techniques, tools and materials. • professionally and structurally implements his skills in cut flower care. • routinely implements preparation techniques. • select the appropriate tools and materials for the techniques. • selects the wire. • prepares the material: <ul style="list-style-type: none"> ⇒ cut to length ⇒ incision ⇒ plasters ⇒ quality control. • can use the different techniques routinely and quickly. 	She/He <ul style="list-style-type: none"> • develops new solutions for preparation techniques in dealing with new situations: <ul style="list-style-type: none"> ⇒ new machines ⇒ new tools ⇒ new materials with special properties ⇒ more efficiently adapted to customer requirements. • can pass on the knowledge in a structured teaching instruction. 	



	<ul style="list-style-type: none"> • knows the uses. 		
<p>U3.2 Manufacturing techniques</p> <ul style="list-style-type: none"> • Binding (bouquets, wreath, garland) with various tools / means of design <ul style="list-style-type: none"> ⇒ Tie wire ⇒ Cable ties ⇒ Grape wire ⇒ Rubber rings ⇒ Band ⇒ Bast ⇒ Fast binder • Plugging • Glueing <ul style="list-style-type: none"> ⇒ Hot glue ⇒ Wallpaper glue ⇒ Craft glue • Sticking <ul style="list-style-type: none"> ⇒ Adherence ⇒ Needles ⇒ Nailing ⇒ Tacking ⇒ Toothpick / skewers • Planting • Setting 	<p>She/He</p> <ul style="list-style-type: none"> • has a broad knowledge base. • knows bouquet binding techniques: <ul style="list-style-type: none"> ⇒ parallel ⇒ radial. • knows wreath-binding technique. • knows the technique for binding garlands. • knows the different plug-in techniques: <ul style="list-style-type: none"> ⇒ parallel ⇒ radial with different heights of growth points ⇒ parallel overlapping ⇒ free. • knows criteria for the selection of pots. • has sound knowledge of plug-in tools: <ul style="list-style-type: none"> ⇒ floral foam ⇒ natural ⇒ inorganic. • knows different adhesives. 	<p>She/He</p> <ul style="list-style-type: none"> • carries out technical experiments. • uses new techniques, tools and materials. • chooses: <ul style="list-style-type: none"> ⇒ binding tools ⇒ auxiliary material ⇒ material. • binds bouquets. • binds wreaths. • binds garlands. • can be in different techniques. • can plug into various plug-in tools. • creates different glueing processes. • can work out the different designs. • chooses: <ul style="list-style-type: none"> ⇒ pots to the location ⇒ tools ⇒ substrate ⇒ plants ⇒ design element. 	<p>She/He</p> <ul style="list-style-type: none"> • has knowledge in innovative and traditional production techniques and knows industry-independent production techniques (crossover floristry). • is very secure in dealing with changes and plans all components autonomously and with foresight: <ul style="list-style-type: none"> ⇒ materials ⇒ customer request ⇒ tools and machines.

	<ul style="list-style-type: none"> • knows various bonding techniques according to the properties of the adhesives. • knows the technique of sticking for wreaths. • knows the different manipulations for the different designs. • has a sound knowledge of plant care. • knows plant communities. • knows climatic zones. • has sound knowledge of the material properties of the planters. • knows the technique of planting: <ul style="list-style-type: none"> ⇒ drainage ⇒ pouring edge. • has a sound knowledge of cut flower care. • knows the function of freshness preservatives. • knows hygiene regulations. 	<ul style="list-style-type: none"> • plants in pots. • can plant in plants / beds. • can use the profound knowledge of cut flower care in setting. • selects the vases appropriately. • prepares the adjusting water. 	
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<p>U3.3 Design techniques</p> <ul style="list-style-type: none"> • Winding • Threading • Pouring / sprinkling • Braiding • Piling • Knitting • Crocheting • Soldering • Sewing • Weaving • Clamping • Twirling • Noding 	<p>She/He</p> <ul style="list-style-type: none"> • is familiar with innovative design techniques and knows appropriate working methods (crossover floristry). • has sound knowledge of design techniques. • has in-depth knowledge of various materials. 	<p>She/He</p> <ul style="list-style-type: none"> • works clean and consistent. • works routinely and structured and solution-oriented. 	<p>She/He</p> <ul style="list-style-type: none"> • combines atypical design techniques, tools and materials from other professions with floristry. • analyzes, assesses various non-typical floristic techniques, tests new techniques and develops approaches to solutions, and expands his creative field through functioning new techniques. • can pass on the knowledge in a structured teaching instruction.
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Title of the qualification	Florist			U4
EQF level	Level 6 (Master)			
Unit of learning outcomes	Design			
	KNOWLEDGE	SKILLS	COMPETENCES	
U4.1 Order types <ul style="list-style-type: none"> • Symmetry • Asymmetry 	She/He <ul style="list-style-type: none"> • definitively also defines non-floristic order types. • can represent the theoretical foundations safely. 	She/He <ul style="list-style-type: none"> • highlights the differences in the workpieces. • can combine in all arrangement types. 	She/He <ul style="list-style-type: none"> • can compare the symmetry and asymmetry in the effect: <ul style="list-style-type: none"> ⇒ effect in space ⇒ occasion. • safely and routinely defines symmetry and asymmetry. • designed according to the order suitable in the different order types. 	
U4.2 Design type <ul style="list-style-type: none"> • Decorative • Vegetative • Formal-linear 	She/He <ul style="list-style-type: none"> • has professional safety to design types and certainly knows the respective criteria. 	She/He <ul style="list-style-type: none"> • can design in decorative, vegetative and formal-linear style. 	She/He <ul style="list-style-type: none"> • designs according to the order in the appropriate style. • selects the appropriate materials, pots and materials for the design types. • combines a logical order type and arrangement type. 	



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

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

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

<p>U4.7 Stylistics</p>	<p>She/He</p> <ul style="list-style-type: none"> • has an extended knowledge of typical architectural styles and their characteristics: <ul style="list-style-type: none"> ⇒ Ancient times (Sumerians, Egyptians, Greeks, Romans) ⇒ Middle Ages (Romanesque, Gothic) ⇒ Modern times (Renaissance, Baroque, Rococo, Classicism, Biedermeier, Art Nouveau, Bauhaus, Modern, Postmodernism). • has in-depth knowledge of suitable flowers. 	<p>She/He</p> <ul style="list-style-type: none"> • can enumerate characteristics and characteristics, explain and assign on the basis of photos or the example. • can work matching flower arrangements in different techniques and designs. • selects suitable material and materials. • selects suitable colors. • transfers the familiar to unknown spaces. 	<p>She/He</p> <ul style="list-style-type: none"> • develops design proposals for room decoration in and on buildings adapted to the architectural style. • is able to respond to changes adequately, to respond to customer requests. • pays attention to structural requirements, statics, monument protection.
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Title of the qualification	Florist			U5
EQF level	Level 6 (Master)			
Unit of learning outcomes	Thematic floristry			
	KNOWLEDGE	SKILLS	COMPETENCES	
Diverse workpieces on topics: <ul style="list-style-type: none"> • Colour • Texture • Seasons • Mood <ul style="list-style-type: none"> ⇒ Childlike ⇒ Cheerful ⇒ Elegant ⇒ Festive • Style <ul style="list-style-type: none"> ⇒ Vintage ⇒ Scandinavian ⇒ Exotic ⇒ Rustic • Material properties <ul style="list-style-type: none"> ⇒ Brittle ⇒ Climbing • Symbolism • Events related to topics <ul style="list-style-type: none"> ⇒ Exhibitions ⇒ Fairs • Topics of origin / home of Plants or materials <ul style="list-style-type: none"> ⇒ European ⇒ Alpin ⇒ Mediterranean 	She/He <ul style="list-style-type: none"> • is very familiar with a very large number of typical aspects of floristry with a theme reference. • knows material properties, special features and effects. • has theoretical knowledge from different fields. • knows color effects also in connection with textures. • knows different durability of the materials. 	She/He <ul style="list-style-type: none"> • works very familiar with the techniques and designs in floristry. • selects the materials. • select the technique. • can solve different kinds of problems. • works with different techniques. • tries market news, experiment with different techniques and materials. • can assemble the materials according to shelf life. • adapts to innovations. • can apply design rules. 	She/He <ul style="list-style-type: none"> • develops a variety of solutions, adapted to different standards, and to changing requirements. • plans complex activities, analyzes the results, takes responsibility for the quality. • provides information, ideas and solutions for the less skilled workforce. 	



<ul style="list-style-type: none">• Scent• Plant Group<ul style="list-style-type: none">⇒ Grasses⇒ Bog plant⇒ Wet meadow			
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Title of the qualification	Florist			U6
EQF level	Level 6 (Master)			
Unit of learning outcomes	Event-related floristry			
	KNOWLEDGE	SKILLS	COMPETENCES	
<p>Diverse workpieces for:</p> <ul style="list-style-type: none"> • Public and representative events <ul style="list-style-type: none"> ⇒ Flower arrangements for openings ⇒ Inaugurations ⇒ State occasions ⇒ Anniversaries ⇒ Ceremonies ⇒ Award ceremonies ⇒ Television productions • Family celebrations <ul style="list-style-type: none"> ⇒ Wedding ⇒ Baptism ⇒ Mourning ⇒ Anniversaries ⇒ Birthdays • Floristry for religious festivals / religious holidays <ul style="list-style-type: none"> ⇒ Easter ⇒ Christmas ⇒ Baptism ⇒ Thanksgiving ⇒ Pentecost ⇒ Ascension ⇒ Other faiths 	<p>She/He</p> <ul style="list-style-type: none"> • is very familiar with a very large number of typical aspects of floristry for public events. • is very familiar with a very large number of typical aspects of family celebration floristry. • knows many aspects of floristry for religious festivals. • knows a lot of symbolics. • knows a great variety of typical floristic design possibilities. 	<p>She/He</p> <ul style="list-style-type: none"> • works very safely with the techniques and designs in floristry. • can choose suitable materials: <ul style="list-style-type: none"> ⇒ durability ⇒ occasion. • can create workpieces in different design types. • works in a logical and efficient technique. • creates sketches. • creates offers. • can create workpieces for family celebrations. • works safely with different techniques: <ul style="list-style-type: none"> ⇒ fixation ⇒ plug techniques 	<p>She/He</p> <ul style="list-style-type: none"> • develops a wide range of solutions for public events, adapted to different standards and to changing requirements. • plans and designs complex activities and offers, analyzes the results, takes responsibility for the quality. • analyzes, designs and develops individual work forms according to the client's wishes for a variety of family celebrations in accordance with the complex requirements. • considers the wishes of the customers during the customer discussion, formulates and justifies the offer. • takes responsibility for the quality. 	



<ul style="list-style-type: none"> • Festivals during the year: <ul style="list-style-type: none"> ⇒ Winter festivals (New Year's Eve, Carnival) ⇒ Spring Festival (May Day, Cherry Blossom Festival, Mother's Day, Women's Day) ⇒ Summer festivals (solstice, summer party, children's day) ⇒ Autumn festivals (beginning of the school year, sugar bag festival, kite festival, Halloween) 		<ul style="list-style-type: none"> ⇒ binding techniques ⇒ water supply options. • can design in different color harmonies and contrasts. • creates a variety of workpieces for religious festivals. • can work with different colors. • describes background of festivals during the year. • can design a variety of floristic workpieces for celebrations throughout the year: <ul style="list-style-type: none"> ⇒ different techniques ⇒ seasonal offers. • chooses suitable accessories for the occasions that underline this. • presents the idea in a clear sketch. • creates ideas, conceptions and offer. 	<ul style="list-style-type: none"> • recognizes cultural standards of the clients and can take these into account. • creates, conceives, and plans complex offers for orders of individual faith in all matters with great experience in a very wide range of possibilities according to specifications of the client the right design ideas matched to and explains in conversation with different visual means: <ul style="list-style-type: none"> ⇒ assortment ⇒ time ⇒ durability ⇒ colour ⇒ technique ⇒ location. • evaluates the reactions of the customers and can respond to changing circumstances accordingly.
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Title of the qualification	Florist			U7
EQF level	Level 6 (Master)			
Unit of learning outcomes	Room-related floristry			
	KNOWLEDGE	SKILLS	COMPETENCES	
<p>Diverse workpieces as jewelry or decoration:</p> <ul style="list-style-type: none"> • Architecturally appropriate floristry • Window decoration • Table decoration with spatial reference • Objects • Event and exhibition design • Shop design 	<p>She/He</p> <ul style="list-style-type: none"> • has a critical understanding of transitions from one epoch to the next. • can break styles at interfaces to fashion, art, etc. • knows different kinds of the shop windows. • knows the architectural styles and historical flower arrangements. • knows a lot of ways to use floristry for the decoration of certain places as objects. • knows a lot of possibilities for event and exhibition floristry. • knows all necessary conditions for events. • knows all the criteria of the store 	<p>She/He</p> <ul style="list-style-type: none"> • works very safely with the techniques and designs in floristry. • describes the different architectural styles based on characteristics. • describes a variety of decoration options for various events. • chooses plants and accessories with spatial reference. • creates sketches and material lists for offers. • develops calculations for room decoration with modern PC technology. • creates workpieces using a variety of contemporary / modern and proven techniques and designs. 	<p>She/He</p> <ul style="list-style-type: none"> • analyzes rooms, compares European architectural styles with worldwide developments. • develops design proposals and concepts for: <ul style="list-style-type: none"> ⇒ inside rooms ⇒ outdoor spaces ⇒ table decorations. • visualizes and calculates the design proposals and explains them. • plans complex activities, monitors, analyzes the results, takes responsibility for the quality. • creates workpieces using a wide range of techniques, materials and materials. • extends the knowledge of the current style epochs with country- 	



	<p>design.</p>	<ul style="list-style-type: none"> • chooses materials and accessories for decorating the shop windows. • works in appropriate techniques and designs in the development of the decoration. • develops plans and concepts. • designed the advertising windows with information carriers: <ul style="list-style-type: none"> ⇒ steles ⇒ posters ⇒ banners ⇒ objects. • discusses the design proposal with the clients. • describes decoration options for various events. • creates sketches for the ideas. • creates workpieces using various techniques and designs. • develops a plan for different objects. • can apply a variety of techniques. • chooses goods carriers and accessories for decoration. • develops a plan for various rooms and flower arrangements. 	<ul style="list-style-type: none"> specific features. • uses modern visualizations for representations. • is familiar with the goals of a shop window design. • analyzes various advertising themes for the specialist shop or for customer orders and designs complete advertising effective shop windows. • is responsible for the shop window design of the business and leads the employees. • is able to design and calculate table decorations suitable for rooms according to analyzes, to design and explain them according to the complex wishes of the client, to adapt and to organize the production. • analyzes routine spatial conditions: <ul style="list-style-type: none"> ⇒ placements ⇒ structural specifications ⇒ material selection ⇒ material selection ⇒ technique. • designed for customer orders, exhibitions in consideration of the
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		<ul style="list-style-type: none"> • uses different materials, colors and techniques. • chooses goods carriers and accessories for the decoration of the store design. • develops a plan. • designed the flower shop. • uses different appropriate techniques and designs in the development of the decoration. 	<p>wishes and requirements.</p> <ul style="list-style-type: none"> • is characterized by a very high professional understanding of event and exhibition floristry. • analyzes routinely the special spatial conditions and the purpose of the floral decoration: <ul style="list-style-type: none"> ⇒ captivity ⇒ lighting ⇒ presentation height ⇒ movement risks ⇒ theme. • designs complex and creates workpieces using a wide range of techniques, materials and materials in consideration of the event itself. • is responsible for store design and arranges holistic flower shops according to all professional aspects. • leads the employees. • involves innovations in the market.
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Title of the qualification	Florist			U8
EQF level	Level 6 (Master)			
Unit of learning outcomes	Marketing and sales			
	KNOWLEDGE	SKILLS	COMPETENCES	
U8.1 Customer advice and service	<p>She/He</p> <ul style="list-style-type: none"> • knows all customer types and corresponding preferences. • knows all sales channels: <ul style="list-style-type: none"> ⇒ phone sales ⇒ internet sales ⇒ poin of sale. 	<p>She/He</p> <ul style="list-style-type: none"> • is able to pass on knowledge and knowledge to others. • has a very exemplary and sales-promoting appearance. 	<p>She/He</p> <ul style="list-style-type: none"> • can assess customer groups and needs, possible order and sales figures and select and operate an appropriate business model. • is responsible for the assortment designs tailored to the customers and the business concept. • masters comprehensive sales strategies and additional sales. 	
U8.2 Preparation and conclusion of contracts, offers	<p>She/He</p> <ul style="list-style-type: none"> • masters the legal bases in trade. 	<p>She/He</p> <ul style="list-style-type: none"> • can create the following documents: <ul style="list-style-type: none"> ⇒ offer with calculation ⇒ internal calculation ⇒ recalculation ⇒ drawing ⇒ sketch ⇒ list of materials ⇒ purchase contract 	<p>She/He</p> <ul style="list-style-type: none"> • masters country-specific commercial law regulations in a broad context. • creates technically correct offers and contracts. • is competent to create offers with modern graphics and computer 	



		<ul style="list-style-type: none"> ⇒ rental contract ⇒ license agreement. 	programs.
<p>U8.3 Promotion of sales</p> <ul style="list-style-type: none"> • Flower shop design • Product presentation • Marketing actions / promotional measures • Use of different advertising platforms • Management / means of marketing 	<p>She/He</p> <ul style="list-style-type: none"> • has very extensive knowledge of location and equipment options of specialty stores. • knows cross-marketing measures. • knows all marketing measures in floristry: <ul style="list-style-type: none"> ⇒ posters ⇒ stand-up display ⇒ flyer ⇒ goods presentations ⇒ radio and television advertising ⇒ fairs ⇒ printed company paper and logos. • knows different advertising platforms. 	<p>She/He</p> <ul style="list-style-type: none"> • can introduce changes to the product offering based on market analysis. • is able to find information from the market needs. • can apply comprehensive sales promotion measures tailored to the shop. • is able to use digital and print media. • is able to create presentations. 	<p>She/He</p> <ul style="list-style-type: none"> • is able to develop and evaluate a marketing concept (marketing goals, marketing strategy) for the market launch. • is able to justify the potential applications of market-based marketing tools for sales and procurement of products and services. • creates optimal product presentations and shop designs taking into account the effect of the backgrounds / surfaces. • overview of areas and instruments of marketing and explains commonalities or differences in marketing with regard to procurement and sales markets. • determines the consequences of sales market policy decisions and justifies the decisions for a marketing mix. • can control supply according to market demand.

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

Title of the qualification	Florist			U9
EQF level	Level 6 (Master)			
Unit of learning outcomes	Business management			
	KNOWLEDGE	SKILLS	COMPETENCES	
U9.1 Legal bases	<p>She/He</p> <ul style="list-style-type: none"> • knows basic provisions on the division of the legal system (private and public law, contract law, property law, tax law, foundation-relevant legislation). • confidently and comprehensively masters all facets of the relevant legal bases of the country. 	<p>She/He</p> <ul style="list-style-type: none"> • applies legislation for business creation and business entities. • is able to apply legislation related to workers. • is able to apply marketing legislation. 	<p>She/He</p> <ul style="list-style-type: none"> • is able to act in accordance with the legislation in different situations in the specialist shop: <ul style="list-style-type: none"> ⇒ youth protection law ⇒ exchange, withdrawal, reclamation and guarantee ⇒ purchase agreements ⇒ commercial law ⇒ employment Law ⇒ tax law ⇒ data protection law ⇒ unfair competition ⇒ shop hours law. 	

<p>U9.2 Formation of an enterprise</p>	<p>She/He</p> <ul style="list-style-type: none"> • knows business concepts and business models. • knows legal provisions for business start-ups for individual companies. • knows location criteria. • knows financing possibilities. • knows specific tax regulations. • knows personnel regulations. • knows entrepreneurial necessary insurance and their processing options. 	<p>She/He</p> <ul style="list-style-type: none"> • can choose a business model. • can work out a concept and seek advice. • may use general legislation to prepare the documents when starting up a trade. • can a business reasons and sign up. • is able to compare individual insurances and different policies. 	<p>She/He</p> <ul style="list-style-type: none"> • decides depending on the environment of the new business situation for suitable entrepreneurial start-up procedures: <ul style="list-style-type: none"> ⇒ creating a concept ⇒ financing ⇒ advertising concept. • is able to weigh and execute all necessary business decisions: <ul style="list-style-type: none"> ⇒ rental contract / purchase contract for business premises ⇒ commercial office ⇒ power supply ⇒ multimedia connections ⇒ personnel matters ⇒ professional association ⇒ insurance. • can competently set up own commercial companies under legislation. • is competent to balance operational risks and to select suitable insurance cover according to various risks and to conclude and update contracts.
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U9.3 Forms and principles of business organisation	She/He <ul style="list-style-type: none"> • knows the characteristics of the different legal forms (eg capital, partnerships) and knows the criteria of choice of legal form. • has extensive knowledge of running a trading company. • knows the procedure and costs of legal proceedings (especially reminder and enforcement). 	She/He <ul style="list-style-type: none"> • can comprehensively explain corporate forms and their differences. 	She/He <ul style="list-style-type: none"> • is able to incorporate provisions of labor and social security law into its corporate strategy. • is able to evaluate a shareholder agreement. • can weigh the different criteria according to their business idea and choose a company form. • is competent to manage an own company with or without branch locations.
U9.4 Commercial management <ul style="list-style-type: none"> • Accounting • Bookkeeping • Cash balancing 	She/He <ul style="list-style-type: none"> • knows entrepreneurial behavior. • masters analysis of the documents for calculation and prices. • knows value formation processes. • has knowledge of keeping simple and double-entry bookkeeping. • knows commercial activities in floristry specialist shops. • knows how to handle payment transactions. 	She/He <ul style="list-style-type: none"> • is able to create a calculation and sales price and to modify individual calculation items operatively. • can describe and categorize calculation methods. • is able to use computer billing programs. • can work the bookkeeping itself or perform preparatory activities. • masters all processes and principles of entrepreneurial trade in floristry. 	She/He <ul style="list-style-type: none"> • masters the analysis of the documents for costing and prices confidently, decides operationally and modified (mixed costing). • controls entrepreneurial behavior, understands value-formation processes and applies them in everyday life. • is able to categorize calculation methods. • is competent to prepare and

		<ul style="list-style-type: none"> • is able to carry out all entrepreneurial business processes: <ul style="list-style-type: none"> ⇒ plan ⇒ execute ⇒ check ⇒ correct. 	<ul style="list-style-type: none"> • evaluate preliminary, total and final costing. • is able to present tools to enforce claims and justify its use. • can assess risks of payment defaults and provide options for monitoring incoming payments. • weighs up action to enforce claims and accelerate payments. • is competent to fulfill management and control methods in the company.
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Title of the qualification	Florist			U10
EQF level	Level 6 (Master)			
Unit of learning outcomes	Human resources management and training			
	KNOWLEDGE	SKILLS	COMPETENCES	
U10.1 Personnel management and conflict management	<p>She/He</p> <ul style="list-style-type: none"> • knows the methods of personnel management. • knows methods of employee motivation. • is safe in dealing with the personnel requirements in the different fields of floristry. • knows conflicts with customers, employees and suppliers. • knows different ways to deal with conflicts. 	<p>She/He</p> <ul style="list-style-type: none"> • can reward employees depending on work performance. • can evaluate the efficiency and commitment of employees. • monitors the classification and working methods of the employees. • leads the team in the store or in several branches. • is able to handle conflicts, detects conflicts between employees and can resolve conflicts. • able to plan staff so as to avoid conflict situations. 	<p>She/He</p> <ul style="list-style-type: none"> • can assess the skills and level of employees and assign tasks accordingly. • takes into account relevant regulations on collective bargaining, co-determination and occupational safety in the contract and work organization. • is able to research and assess payroll tax classes, the form of payment of income tax and liability of the employer as well as possibilities of benefits and reimbursement of expenses. • is able to validate and terminate employment relationships. • can explain suggestions for adjustments to the organizational design of business processes. 	

			<ul style="list-style-type: none"> • fulfills role model function and promotes social cooperation. • understands the need to resolve conflicts between: <ul style="list-style-type: none"> ⇒ employees ⇒ customer ⇒ suppliers ⇒ customers and employees.
<p>U10.2 Human resource planning</p>	<p>She/He</p> <ul style="list-style-type: none"> • knows all relevant labor laws in force in the country. 	<p>She/He</p> <ul style="list-style-type: none"> • controls personnel deployment plans legally secure. • corrects personnel plans. • aligns the planning with the job descriptions. • formulates goals and tasks for the staff. 	<p>She/He</p> <ul style="list-style-type: none"> • is able to identify and plan the staffing needs of the business and apply various methods of recruitment, motivation and selection. • is able to analyze basic elements of the social insurance system with regard to company-related duties and options and to take into account regulations on compulsory insurance, contribution, benefits and reporting regulations. • controls personnel planning in the short, medium and long term, taking into account: <ul style="list-style-type: none"> ⇒ existing labor law ⇒ situation at the labor and training market ⇒ liquidity of the business ⇒ personnel ratios

			<ul style="list-style-type: none"> ⇒ planning / goals of the company ⇒ internal and external factors. • is able to advertise vacancies, conduct recruitment and interviewing, and hire staff. • manages the estimation of the personnel requirement on the basis of the evaluations of the past fiscal years or comparative figures of similar companies.
<p>U10.3 Training and development of personnel</p> <ul style="list-style-type: none"> • Identification of training needs of employees • Job description • Creation of a vocational training program • Implementation of education and training 	<p>She/He</p> <ul style="list-style-type: none"> • has extensive knowledge of the need for education and training. • knows how the training needs of employees are determined. • knows the labor laws. • knows the contents of job descriptions. • knows the structure and content of training plans. • has the necessary knowledge to carry out education and training. • has pedagogical skills. 	<p>She/He</p> <ul style="list-style-type: none"> • can identify and select ways and means of acquiring knowledge. • supervises the implementation of the training in the company or the company-owned teaching group. • can analyze real education and training needs. • can create organizational charts and job descriptions. • explains job descriptions to the respective employees. • can pass on all necessary floristic knowledge to trainees in a structured and didactically 	<p>She/He</p> <ul style="list-style-type: none"> • prioritizes training needs, aligned with business goals. • is able to anticipate future training needs. • adjusts the job to the needs of the company, carry out regular checks and adjustments. • is aware of the importance of planning training and qualification. • is able to develop education and training plans for florists and implements educational goals. • is able to assess the impact of the

	<ul style="list-style-type: none"> • has extensive knowledge of the training organization. • know how detailed the level of education is to describe. 	<p>valuable teaching instruction.</p> <ul style="list-style-type: none"> • plans and monitors the education budget. 	<p>planned training and its effectiveness.</p> <ul style="list-style-type: none"> • plans and organizes the training and executes the training pedagogically and didactically correct or hands over the assignment to trainers. • assesses the level of training and initiates corrections. • acts as a role model for the trainees and trainers.
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Title of the qualification	Florist			U11
EQF level	Level 6 (Master)			
Unit of learning outcomes	Quality control / assessment			
	KNOWLEDGE	SKILLS	COMPETENCES	
U11.1 Analysis	<p>She/He</p> <ul style="list-style-type: none"> knows the scope of quality control and its criteria. 	<p>She/He</p> <ul style="list-style-type: none"> can judge the quality and performance. 	<p>She/He</p> <ul style="list-style-type: none"> is aware of the importance of quality of work for business success. is aware of the need to carry out controls in the company and to evaluate the quality of the work of each employee. carries out the analysis of the quality of the company in all matters and can evaluate and evaluate them. 	
U11.2 Consulting	<p>She/He</p> <ul style="list-style-type: none"> has comprehensive knowledge of the differences between personal and professional assessment. knows ways of controlling the consulting activity. 	<p>She/He</p> <ul style="list-style-type: none"> can reflect his advisory activity / service behavior. 	<p>She/He</p> <ul style="list-style-type: none"> is able to keep advice quality at a necessary level through controls and behavioral fixes. can conduct an advisory assessment of employees / colleagues. 	



U11.3 Monitoring the quality of work	She/He <ul style="list-style-type: none"> • knows norms and rules of quality standards. • knows internal regulations. 	She/He <ul style="list-style-type: none"> • creates and analyzes control plans and logs. 	She/He <ul style="list-style-type: none"> • is able to monitor compliance with operating procedures and internal regulations. • is aware of the importance of monitoring the quality of the work of the employees. • conducts regular assessments and introduces corrections in quality and training needs.

Title of the qualification	Florist			U12
EQF level	Level 6 (Master)			
Unit of learning outcomes	Occupational safety and environmental protection			
	KNOWLEDGE	SKILLS	COMPETENCES	
U12.1 Occupational safety	<p>She/He</p> <ul style="list-style-type: none"> • is familiar with health and safety regulations. • knows the rules when working with sharp tools: <ul style="list-style-type: none"> ⇒ knife ⇒ scissors ⇒ pliers ⇒ saw. • knows the operating instructions of power tools: <ul style="list-style-type: none"> ⇒ drill ⇒ screwdriver ⇒ glue gun ⇒ hotplate. • knows the health hazard of chemicals used. 	<p>She/He</p> <ul style="list-style-type: none"> • can safely work according to the safety regulations. • uses and recommends proper protective equipment. • controls compliance with safety regulations. 	<p>She/He</p> <ul style="list-style-type: none"> • controls the maintenance of the tools / machines according to the legal requirements. • directs the teachings according to the specifications. • works exemplary and prudently with all dangerous tools, machinery and chemicals, considering the dangers in the workplace and instructs other employees to avoid dangers. • regularly researches new technical solutions to improve quality and safety. 	
U12.2 Environmental protection	<p>She/He</p> <ul style="list-style-type: none"> • knows criteria of environmental 	<p>She/He</p> <ul style="list-style-type: none"> • can act in the sense of nature 	<p>She/He</p> <ul style="list-style-type: none"> • is aware of the need for 	



	<p>protection.</p> <ul style="list-style-type: none"> • knows criteria of species protection. • knows criteria of nature conservation. • knows criteria of water protection. • knows the corresponding legal requirements of the country. 	<p>conservation, environmental protection and species protection.</p>	<p>environmental protection, controls, evaluates and corrects its own actions and that of its employees.</p> <ul style="list-style-type: none"> • researches environmentally friendly suppliers and products.
<p>U12.3 Waste prevention and waste disposal</p>	<p>She/He</p> <ul style="list-style-type: none"> • knows ways of avoiding waste. • knows the types of waste and waste regulations. 	<p>She/He</p> <ul style="list-style-type: none"> • separates waste. • can dispose of recyclable waste. 	<p>She/He</p> <ul style="list-style-type: none"> • is responsible for the waste situation of the company, acts exemplary and disposes of and sorts waste in an environmentally friendly way. • researches ways of avoiding waste and reduces waste through reusable packaging, using alternative materials and is open to new ideas. • is aware of the role model function and acts accordingly.
<p>U12.4 Energy</p>	<p>She/He</p> <ul style="list-style-type: none"> • has extensive knowledge of fossil fuels. 	<p>She/He</p> <ul style="list-style-type: none"> • acts responsibly and carefully with energy sources. 	<p>She/He</p> <ul style="list-style-type: none"> • cares carefully in the daily environment with the use of

	<ul style="list-style-type: none"> • has extensive knowledge of ecological energy sources. • has extensive knowledge of the possibilities of efficient energy use. • has extensive knowledge of the term ecological footprint. 		<p>energy and knows alternative sources of energy.</p> <ul style="list-style-type: none"> • is able to explain to colleagues and apprentices the principles of economical use of energy.
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