

## 1. BEZEICHNUNG DES ZEUGNISSSES (DE)

**Abschlusszeugnis der Fachschule/Fachakademie  
Staatlich geprüfter Agrarbetriebswirt und Staatlich geprüfte Agrarbetriebswirtin**

## 2. TRANSLATED TITLE OF THE CERTIFICATE (EN)

**Leaving certificate of trade and technical school/trade and technical academy  
State-certified agricultural business manager**

This translation has no legal status

## 3. PROFILE OF SKILLS AND COMPETENCES

- Have the capacity to make economic judgements on the basis of broad and integrated knowledge and skills in agricultural theory, agricultural practice, law and social policy
- Be in possession of a deep understanding of market-oriented decision-making and action
- Plan, organise and coordinate the market-compliant and sustainable production of high-quality goods
- Take quality assurance aspects into account in designing and monitoring production and procedures on the basis of extensive practical and theoretical agricultural knowledge
- Apply deep knowledge of national and international legal provisions which are of relevance to the completion of agricultural and operational tasks
- Develop perspectives for a successful corporate strategy according due consideration to regional and company specific main focuses
- Operational leadership and management in company functional areas such as marketing, procurement, provision of goods and services, controlling, financing or human resources
- Have a high degree of competence in the deployment of project planning, implementation and control methods
- Market- and customer-oriented completion of management tasks at the middle management level
- Use knowledge of foreign languages in a way which is adequate to the situation
- Act with foresight and responsibility in considering and making decisions
- Use conflict management methods
- Appraise and lead people
- Detailed understanding of group structures, exerting a positive influence on groups and managing groups in a positive manner
- Cooperative and communicative behaviour within the team and in dealings with customers
- Assumption of entrepreneurial and social responsibility
- Demonstrate ethical, economic and ecological awareness within the context of sustainable development

### **(\*) Explanatory note**

This document is designed to provide additional information about the specified certificate and has no legal status in itself. The format of the description is based on the following texts: Council Resolution 93/C 49/01 of 3 December 1992 on the transparency of qualifications; Council Resolution 96/C 224/04 of 15 July 1996 on the transparency of vocational training certificates and Recommendation 2001/613/EC of the European Parliament and the Council of 10 July 2001 on mobility within the Community for students, persons undergoing training, volunteers, teachers and trainers.

More information on transparency is available at: [www.cedefop.eu.int/transparency](http://www.cedefop.eu.int/transparency)

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#### 4. RANGE OF OCCUPATIONS ACCESSIBLE TO THE HOLDER OF THE CERTIFICATE

State-certified agricultural business managers work autonomously and/or as part of a team in areas of activity within the agricultural industry.

#### 5. OFFICIAL BASIS OF THE CERTIFICATE

<b>Name and status of the body awarding the certificate</b> Public or state-recognised vocational school (Address see certificate).	<b>Name and status of the national/regional authority providing accreditation/recognition of the certificate</b> Highest education authority of the federal state (Ministry/Senate)
<b>Level of the certificate (national or international)</b> ISCED 2011: 655 DQR/EQF: 6	<b>Grading scale/pass requirements</b> 1 = excellent 2 = good 3 = average 4 = pass 5 = poor 6 = fail  In order to pass the examination, an overall score of at least "pass" is required.
<b>Access to the next level of education/training</b> General access to higher education (in accordance with the Higher Education Act of the federal state)	<b>International agreements</b> -
<b>Legal basis</b> Ordinance on trade and technical schools/trade and technical academies of the respective federal state	

#### 6. OFFICIALLY RECOGNISED WAYS OF ACQUIRING THE CERTIFICATE

State final examination:

1. following completion of training within the scope of the curriculum stipulated at a trade and technical school/trade and technical academy or
2. following admission as a non-pupil by the education authority of the federal state.

##### Additional information

**Entry requirements:** completion of recognised and relevant vocational education and training pursuant to the Vocational Training Act/Crafts and Trades Regulation Code or in accordance with the regulations of the federal states and one year of relevant occupational activity  
**or**  
 completion of vocational school or of an equivalent level of education and relevant occupational activity of at least 5 years.

**Duration of training:** at least 2 years (minimum of 2,400 hours)

**Educational aim:** Trade and technical schools/trade and technical academies are institutions which provide continuing vocational training for the assumption of management tasks. Trade and technical schools/trade and technical academies offer a range of organisational forms of teaching (full-time or part-time basis) which lead to a post-secondary state vocational education and training qualification in accordance with federal state law.

##### For further information, please visit:

www.kmk.org  
 www.berufenet.arbeitsagentur.de  
 www.europass-info.de