

TQUK Level 2 NVQ Diploma in Sales (RQF)

Written by Administrator

Qualification name	TQUK Level 2 NVQ Diploma in Sales (RQF)
Qualification type	RQF
Qualification number/ learning aim reference	601/7761/5
Credit	37
Guided learning hours	131-156
Minimum age	16
Availability	England, Wales and Northern Ireland
What are the primary and other purposes /outcomes?	The purpose of the qualification is to develop skills and competence of learners who are employed in a role which includes sales or as part of progression into the sales and marketing sector. All the learning is vocational.
Who is it for?	The qualification is designed for learners who are employed in a job role which includes sales. There are no specific entry requirements however learners should have a minimum of level two in literacy and numeracy or equivalent
What is included in the qualification?	The qualification develops skills and competence and consists of three mandatory units covering time planning, legal, regulatory and ethical requirements and customer service. There is a choice of optional units which cover areas including: selling by telephone or face-to-face, processing orders, selling at exhibitions, participating in meetings and analysing competitor information.
What could the qualification lead to?	Successful learners can progress to other qualifications such as: TQUK Level 2 NVQ Certificate in Marketing (RQF) TQUK Level 2 Certificate in Sales Principles(RQF) TQUK Level 3 Certificate in Principles of Marketing (RQF) TQUK Level 3 Certificate in Principles of Sales (RQF) TQUK Level 3 NVQ Certificate in Sales (RQF) TQUK Level 3 NVQ Diploma in Marketing (RQF) Learners who require a smaller qualification covering fewer areas may wish to consider the smaller TQUK Level 2 NVQ Certificate in Sales (RQF).
Structure/ rule of combination	The learner must achieve a minimum of 37 credits to gain the Level 2 NVQ Diploma in Sales. They must complete the three mandatory units in Group A (9 credits) and achieve a minimum of 4 credits from the Group B optional units. The remaining credits can be taken from Groups B and C, of which a maximum of 4 further credits can be taken from Group B.
Type of assessment	Portfolio of evidence.