

# TQUK Level 3 Certificate in Principles of Sales (RQF)

Written by Administrator

Qualification name	TQUK Level 3 Certificate in Principles of Sales (RQF)
Qualification type	RQF
Qualification number/ learning aim reference	601/7762/7
Credit	16
Guided learning hours	119 - 141
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 knowledge and understanding to support learners who are employed in a role at a team leader/supervisory level which includes sales. It could also be used as progression to employment. All the content is vocational.
Who is it for?	It is suitable both for learners who are employed in a job role which involves sales at a team leader/supervisory level and for those preparing for employment in the sector. 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 consists of four mandatory units which develop knowledge and understanding of legal, regulatory and ethical requirements, the sales environment, sales techniques and personal responsibilities. There is a choice of optional units which include sales targets, business awareness, customer service, online selling and competitor analysis.
What could the qualification lead to?	Successful learners can progress to other qualifications such as: TQUK Level 3 NVQ Diploma in Marketing (RQF) Level 4 Diploma in Marketing Management (QCF) Level 4 Diploma in Marketing Communications (Advertising) (QCF) Level 4 Award in Marketing (HL) Level 4 Award in Marketing in Action (HL) Level 4 Certificate in Professional Marketing (Customer Experience) (HL) Level 4 Certificate in Professional Marketing (Marketing in Action) (HL) Level 4 Award in Analysing the marketing environment (QCF) Level 4 Certificate/Diploma in Sales and Marketing Management (QCF) Level 4 Award in Managing a sales team Level 4 Award in Sales Negotiations Level 4 Award Operational Sales Planning or to employment in a job role which includes sales.
Structure/ rule of combination	Learners must achieve a minimum of 16 credits to gain the Level 3 Certificate in Principles of Sales. They must complete the four mandatory units in Group A (12 credits) and achieve a minimum of 4 credits from the Group B optional units, including at least two credits at Level 3.
Type of assessment	The recommended assessment methods for this qualification are: Practical Demonstration Group Discussion Case study Written assignment