



MBO

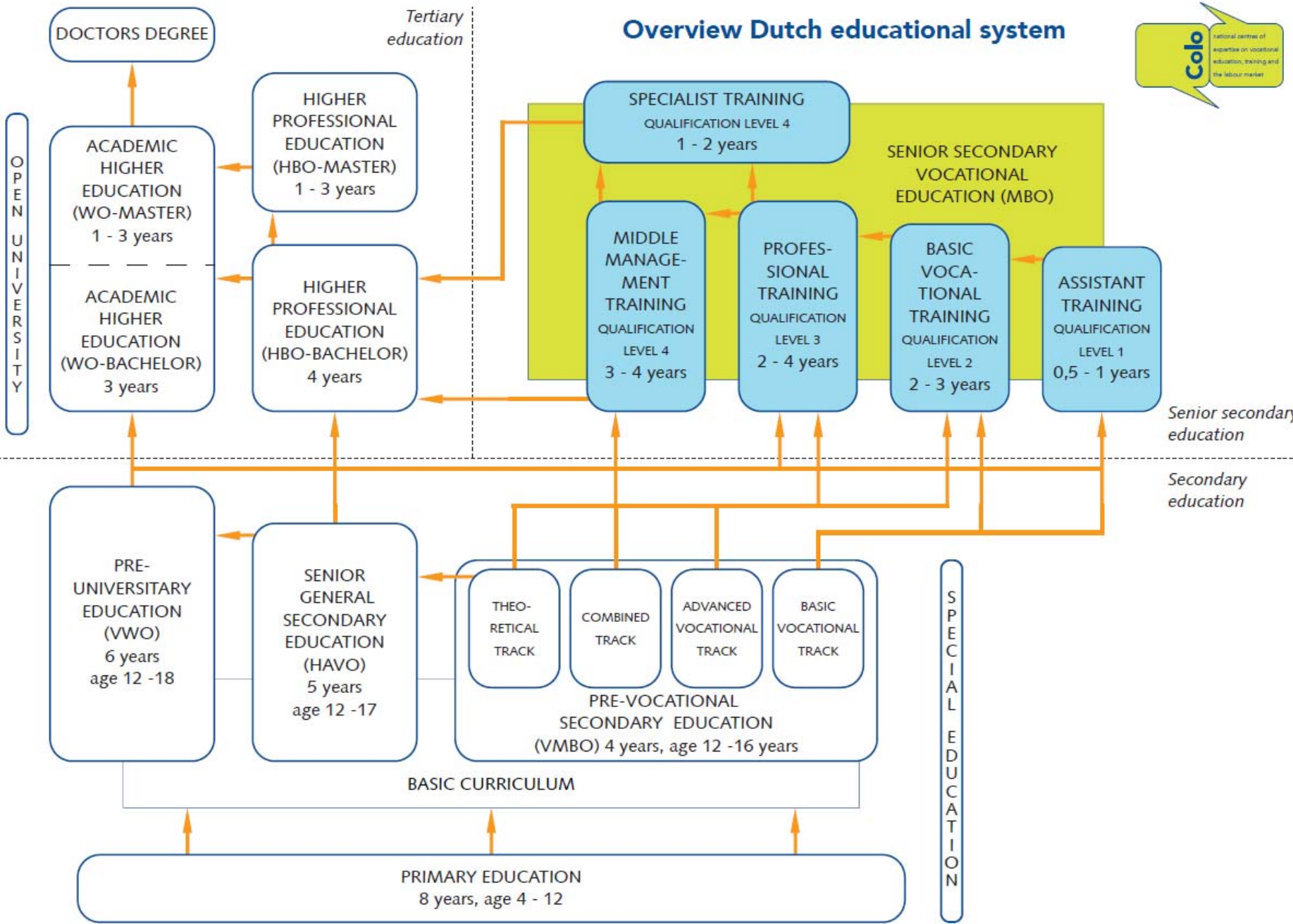
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HOW DO CREDIT SYSTEMS FIT INTO THE **DUTCH** EDUCATIONAL LANDSCAPE?

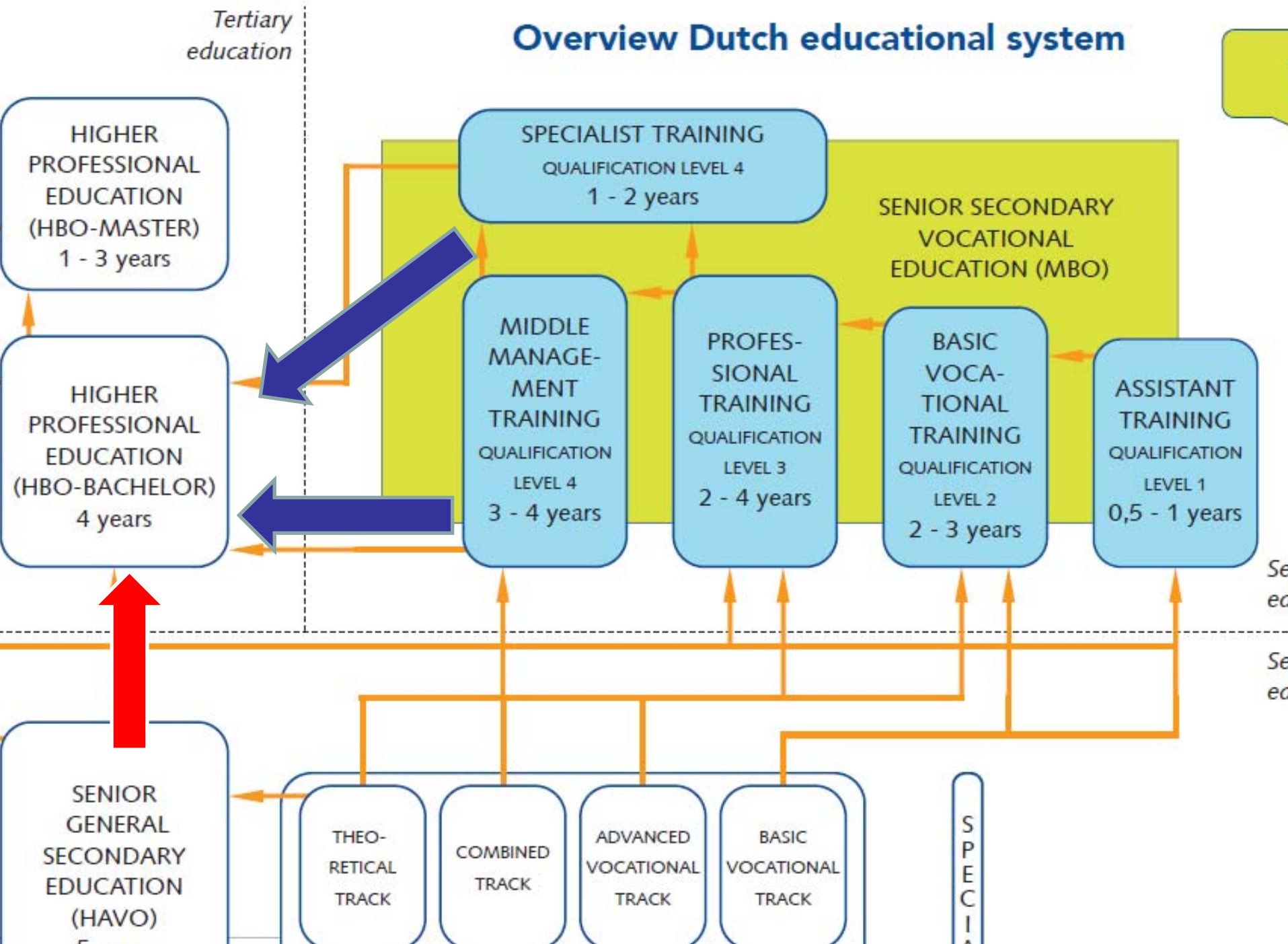




Overview Dutch educational system



Overview Dutch educational system



Dutch National Qualificationstructure

TRANSPARANCY
OF CURRICULA

- VET only
- Competence Based Learning
 - Vocational Based Learning
- Basic set of 25 Competencies for all qualifications
- 240 Qualification Files
 - Ca 700 qualifications
- Each qualification exists of 3-5 Coretasks
 - Coretasks with workprocesses
 - Competencies are integrated in workprocesses

Coherent set of KSC used to structure the curricula

Example of dutch Qualification sec. VET

National

Secondary Vocational Education (MBO) Qualifications

Hospitality/Bakery Entrepreneur



One qualificationfile with several qualifications

- *Bakery entrepreneur*
- *Hospitality manager/entrepreneur*
- *Café-bar manager/entrepreneur*
- *Fast food service manager/entrepreneur*



Coretasks with workprocesses

Core Task	Work Process		Q1	Core Task	Work Process		Q1	Q2	Q3	Q4
Core task 1: Performs entrepreneurial tasks					2.13	Surveys guest/customer/employee satisfaction	x	x	x	x
					2.14	Indicates and processes complaints	x	x	x	x
					2.15	Sets up the business space and maintains inventory	x	x	x	x
	1.1	Develops a business plan	x	Core task 3: Provides assistance in the bakery						
	1.2	Makes preparations for starting up an enterprise	x							
	1.3	Implements the business plan	x							
	1.4	Makes market analyses	x							
	1.5	Innovates the business	x							
	1.6	Determines the financial policy and the selling price	x		3.1	Performs preparatory tasks	x			
	1.7	Determines the personnel policy	x		3.2	Prepares bread and pastry products	x			
	1.8	Determines purchasing and inventory policy	x		3.3	Advises the customer	x			
	1.9	Maintains external contacts	x		3.4	Performs closing tasks	x			
Core task 2: Manages the business				Core task 4: Provides assistance in beverage and food establishments						
	2.1	Is responsible for financial administration and registration	x		4.1	Takes table reservations		x		
	2.2	Monitors and is responsible for the financial situation	x		4.2	Performs preparatory tasks in the hospitality establishment		x	x	x
	2.3	Monitors the inventory	x		4.3	Welcomes and informs/advises guests		x	x	x
	2.4	Purchases items and receives them	x		4.4	Takes orders and serves them		x	x	x
	2.5	Recruits and selects new employees	x		4.5	Makes beverages ready to be served			x	
	2.6	Performs performance and evaluation meetings	x		4.6	Prepares light meals and snacks			x	x
	2.7	Provides employees with information	x		4.7	Prepares the bill and says good-bye to guests		x	x	x
	2.8	Plans and assigns tasks	x		4.8	Creates and keeps an eye on the atmosphere		x	x	x
	2.9	Provides guidance to employees and manages them	x		4.9	Takes down special arrangements, parties or orders		x	x	x
	2.10	Implements (legal) regulations and instructions	x		4.10	Performs closing tasks in the hospitality establishment		x	x	x
	2.11	Monitors, evaluates and improves processes and procedures on the workflow	x		4.11	Closes up the establishment		x	x	x
	2.12	Promotes the business	x							



Core Task	Work Process	Q1	Q2	Q3	Q4
Core task 1: Performs entrepreneurial tasks					
	1.1 Develops a business plan	X	X	X	X
	1.2 Makes preparations for starting up an enterprise	X	X	X	X
	1.3 Implements the business plan	X	X	X	X
	1.4 Makes market analyses	X	X	X	X
	1.5 Innovates the business	X	X	X	X
	1.6 Determines the financial policy and the selling price	X	X	X	X
	1.7 Determines the personnel policy	X	X	X	X
	1.8 Determines purchasing and inventory policy	X	X	X	X
	1.9 Maintains external contacts	X	X	X	X



5. Description of the Core Tasks

This chapter describes the various core tasks of this qualification file.

5.1 Core Task 1: Performs entrepreneurial tasks

Core Task 1: Performs Entrepreneurial Tasks	Work Processes for Core Task 1	
Description of the core task: The hospitality/bakery entrepreneur makes choices for short-term and long-term business development. He determines the goals and core activities of the business and also describes the ways in which these must be achieved. The hospitality/bakery entrepreneur selects a business model. He orients himself to the market and to legal and societal frameworks and formulates a business plan. He continuously considers trends and development. If necessary, the corporate plan is adapted on the basis of these developments. The hospitality/bakery entrepreneur plans activities for starting up the business. He decides whether to establish himself and selects a business form. He makes preparations for starting his own company, starting a franchise model or taking over an existing organisation. He prepares by analysing the legal, organisational and financial aspects of starting a business. He discusses this with relevant people and entities and presents them his business plan. If becoming a part of a franchise, he concludes a franchise contract. If taking over an existing business, he formulates a letter of intent, which must result in a temporary purchasing contract. The hospitality/bakery entrepreneur carries out necessary administrative tasks.	1.1	Develops a business plan
	1.2	Makes preparations for starting up an enterprise
	1.3	Implements the business plan
	1.4	Makes market analyses
	1.5	Innovates the business
	1.6	Determines the financial policy and the selling price
	1.7	Determines the personnel policy
	1.8	Determines purchasing and inventory policy
	1.9	Maintains external contacts



Kerntaak 1 Onderneemt

1.1 werkproces: Ontwikkelt een ondernemingsplan

Omschrijving	De Ondernemer bakkerij maakt keuzes voor de bedrijfsontwikkeling op korte en lange termijn. Hij beschrijft de doelstellingen van de onderneming en de bedrijfsformule. Hij houdt continu rekening met de ontwikkelingen. Zo nodig wordt het ondernemingsplan op basis van deze ontwikkelingen bijgesteld.		
Gewenst resultaat	Een ondernemingsplan dat inspeelt op de ontwikkelingen van de onderneming aan te sturen. Het ondernemingsplan moet zodanig zijn opgesteld dat de commerciële positie van het bedrijf uitgebouwd kan worden. Het ondernemingsplan moet een nieuwe onderneming te starten of een bestaande onderneming te ontwikkelen.		
Competentie	Component(en)	Prestatie-indicator	Vakkennis en vaardigheden
Beslissen en activiteiten initiëren	- Beslissingen nemen - Afgewogen risico's nemen	Neemt een duidelijke beslissing over de bedrijfsformule, doelstellingen en het beleid van de bakkerij en weegt risico's af, zodat hij een ondernemingsplan op kan stellen.	*K: de markt en de concurrentie - K: de markt en de concurrentie (mo) de markt en de concurrentie - com: de markt en de concurrentie - K: de markt en de concurrentie - K: de markt en de concurrentie - K: een ondernemingsplan - K: wet- en regelgeving - V: Engels: lezen - V: Nederlands: lezen - V: Nederlands: schrijven - V: Nederlands: taalverzorging - V: ontwikkelen van commercieel beleid - V: rekenen: verbanden
Formuleren en rapporteren	- Correct formuleren - Nauwkeurig en volledig rapporteren - Structuur aanbrengen - Vlot en bondig formuleren	Schrijft een nauwkeurig en logisch gestructureerd ondernemingsplan, waarbij de juiste terminologie en uitdrukkingen voor de beslissingen genomen kunnen worden over het ondernemingsplan van de bakkerij.	
Analyseren	Informatie genereren uit gegevens en deze trekken samen	Analyseert relevante informatie over de markt, financiën, wet- en regelgeving, de groei en de positionering van de bakkerij op de markt en de concurrenties van deze informatie voor de bedrijfsformule en het beleid van de bakkerij, zodat hij gefundeerde beslissingen kan nemen over de onderneming.	
Ondernemend en commercieel handelen	- De markt en de spelers daarin kennen - Kansen en mogelijkheden identificeren en creëren - Kansen en mogelijkheden benutten - Uitbouwen van de commerciële positie van de organisatie	Volgt de trends en ontwikkelingen in de markt, herkent kansen en bedreigingen voor de commerciële positie van de bakkerij en anticipeert hierop, zodat de commerciële positie van de bakkerij uitgebouwd kan worden.	

CONTEXT

RESULT =
I.O.

COMPETENCIES

INDICATORS FOR
COMPETENCIES

SKILLS &
KNOWLEDGE

Qualification goals

- Triple Qualification
 - Profession
 - Good citizenship en Lifelong Learning
 - Permeability to Higher Education

Starting 2013-2014

- Basic skills:
 - Dutch,
 - calculation,
 - English



ACADEMIZATION



Learning pathways

- Institute (with internships)
- Apprenticeship (1 day at school)
- Same qualificationfiles
 - Inc: Basic skills

The general approach of having learning-place-independent curricula can be supported, provided that it is taken into account that certain LO (e. g. line maintenance) cannot be learnt at school.

Types of Permeability

Individual Types

- VET

- National system of RPL

- Access, Admission, Exemption

- HE

- Admission assessment from age 21



Types of Permeability

Institutional Types

- Partnerships / institutional cooperation
 - Exemption
 - Recognitions of credits in HE based on LO in VET
 - Integration of VET and HE courses
 - (Shortening the route)
 - HE focuses on Basic Skills



Types of Permeability

General Types

- Only formal qualifications
 - Access, admission, exemption (in some cases)
- Cross sectoral
 - VET level4 qualification gives access to all HE studies



Conclusion

- Most Dutch VET institutes do not see added value for Credit Points when it comes to permeability



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