


Title of the Qualification	Master Baker Crafts person				
Total ECVET Points					
EQF Level					
NQF Level	AT	DE	FR	NO	SI
Units of Learning outcomes	U1	Accounting and Controlling			
	U2	Budgeting, Calculation and Financing			
	U3	Entrepreneurship			
	U4	Human Resources Management			
	U5	Tutoring			
	U6	Marketing and Sales Management			
	U7	Production of bread, small breads and rolls			
	U8	Production of cakes, pastries and cookies			
	U9	Hygiene, Food-Safety and Food Quality			
	U10	Quality and Security Management			
	U11	Vocationally-specific Business Administration			
	U12	Production of snacks and sandwiches (country specific unit)			
	U13	Communication in an international context (country specific unit)			
Cross sectional Learning Outcomes	<p>To acquire the learning outcomes properly the following competences are essential:</p> <ul style="list-style-type: none"> ▪ s/he is able to act with social and ecological responsibility, ▪ s/he is able to adopt a quality management, ▪ s/he is able to use information and communication technology (ICT). 				

Title of the Qualification	Master Baker Craftsperson			U1	
EQF Level					
Generic Title of the Unit	Accounting and Controlling				
ECVET points / Relative Weight	AT	DE	FR	NO	SI
Learning outcomes					
S/he is able to apply basic accounting rules.	S/he is able <ul style="list-style-type: none"> to create a profit and loss statement, to carry out internal accounting, to conduct an inventory valuation. 			S/he is able <ul style="list-style-type: none"> to read and evaluate balance sheets, to make write-downs and provisions and transfer them onto a balance, to draw conclusions for the company. 	
				S/he is able to plan and implement actions to control and reduce the effects of deviations	

Title of the Qualification	Master Baker Crafts person			U2	
EQF Level					
Generic Title of the Unit	Budgeting, Calculation and Financing				
ECVET points / Relative Weight	AT	DE	FR	NO	SI
Learning outcomes					
S/he is able to draw up a cost estimate, calculate contribution margins and balance outcomes economically.	S/he is able to produce operational accounts.				
	S/he is able to calculate the costs of products and services and to analyse their profitability.				
	S/he is able to calculate the prices of products and services.				
	S/he is able to identify overall profit and losses.				
S/he is able to assess the company's investment needs and its financial resources.	S/he is able to select types of financing for corporate requirements, such as equity financing, self-financing and debt financing, leasing, factoring as well as types of public financing and subsidisation.				
S/he is able to calculate the company's performance ratios and take them into consideration.					
S/he is able to plan a budget by taking into account the relationship between operational accounts, calculations and results deviations.	S/he is able to draw up the bases for an investment budget, taking into account the company's liquidity and possible types of financing.			S/he is able to prepare a financial plan for the company, determine liquidity and identify the company's investment requirements.	
	S/he is able to conduct a cost control.				

Title of the Qualification	Master Baker Crafts person				U3	
EQF Level						
Generic Title of the Unit	Entrepreneurship					
ECVET points / Relative Weight	AT	DE	FR	NO	SI	
Learning outcomes						
S/he is able <ul style="list-style-type: none"> to make a location analysis, to develop a start up concept, to draw up a medium- and long-term business plan. 	S/he is able to able to plan and set corporate targets.					
	S/he is able to plan and organise work, production and business processes, taking into account procurement and warehousing processes.			S/he is able to evaluate and improve the company's organisational structures and processes.		
	S/he is able to plan, organize and coordinate the work-, production- and business-processes, also including storage and logistics.					
S/he is able to apply the aspects of civil law relevant for skilled craft businesses and SMEs as well as provisions of commercial law, crafts, commerce and industry, competition and taxation legislation.						
S/he is able to organise cooperation with companies.						
S/he is able to apply a self- and time-management.						

Title of the Qualification	Master Baker Craftsperson			U4	
EQF Level					
Generic Title of the Unit	Human Resources Management				
ECVET points / Relative Weight	AT	DE	FR	NO	SI
Learning outcomes					
S/he is able to apply the collective agreement and provisions of labour legislation.	S/he is able to determine and plan the company's need for staff and apply different methods of staff recruitment and selection.				
	S/he is able to lead and motivate staff responsibly.			S/he is able to resolve staff conflict.	
	S/he is able to develop the competences of staff according to current and future needs of the company and of the individuals.				

Title of the Qualification	Master Baker Craftsperson				U5	
EQF Level						
Generic Title of the Unit	Tutoring					
ECVET points / Relative Weight	AT	DE	FR	NO	SI	
Learning outcomes						
<p>S/he is able</p> <ul style="list-style-type: none"> to apply the formal regulations and legislation concerning Vocational Education and Training, to arrange a training contract. 	<p>S/he is able to assess the company's suitability for the training of young people.</p>		<p>S/he is able</p> <ul style="list-style-type: none"> to organise the training process, to implement a corporate training plan, to organise training cooperation projects with schools, training centres, companies and other VET providers. 			
	<p>S/he is able</p> <ul style="list-style-type: none"> to plan the training process, to examine the youths' training prerequisites, to recruit apprentices. 		<p>S/he is able to prepare apprentices for exams.</p>			
	<p>S/he is able</p> <ul style="list-style-type: none"> to train apprentices in terms of specialisation and pedagogy, to demonstrate responsibility for the special needs of young people. 		<p>S/he is able to resolve conflict with or between apprentices.</p>			

Title of the Qualification	Master Baker Craftsperson			U6	
EQF Level					
Generic Title of the Unit	Marketing and Sales Management				
ECVET points / Relative Weight	AT	DE	FR	NO	SI
Learning outcomes					
S/he is able to interpret analyses and studies of sales and procurement markets.	S/he is able to prepare a target group-specific market analysis, taking into account customers, suppliers, competitors, etc.		S/he is able to apply the appropriate instruments to design policies connected with pricing, terms and conditions, products and product lines and services, such as branding. In this context he/she is able to assess the impact of marketing measures.		
	S/he is able to draw up a marketing plan.				
S/he is able to negotiate and to handle contracting.	S/he is able to implement sales and after sales techniques.				

Title of the Qualification	Master Baker Craftsperson				U7	
EQF Level						
Generic Title of the Unit	Production of bread, small breads and rolls					
ECVET points / Relative Weight	AT	DE	FR	NO	SI	
Learning outcomes						
<p>S/he is able to choose ingredients, production methods and techniques for various types of</p> <ul style="list-style-type: none"> • white, brown and mixed bread, • traditional, specific, dietary and organic bread, • small breads and rolls. <p>S/he is able to apply the recipes.</p>	<p>S/he is able to demonstrate mastery in the production of these various types of bread, small breads and rolls.</p>			<p>S/he is able to design, decorate and present these various types of bread, small breads and rolls according to customers' orders.</p>		
				<p>S/he is able to modify existing recipes and production methods of bread, small breads and rolls.</p>		
				<p>S/he is able to develop innovative recipes and production methods of bread, small breads and rolls.</p>		

Title of the Qualification	Master Baker Craftsperson			U8	
EQF Level					
Generic Title of the Unit	Production of cakes, pastries and cookies				
ECVET points / Relative Weight	AT	DE	FR	NO	SI
Learning outcomes					
S/he is able <ul style="list-style-type: none"> to choose ingredients, production methods and techniques for various types of cakes, pastries and cookies, to apply the recipes. 	S/he is able to demonstrate advanced skills in the production of various types of cakes, pastries and cookies.			S/he is able to design, decorate and present various types of cakes, pastries and cookies according to customers' orders.	
				S/he is able to modify recipes and production methods of cakes, pastries and cookies.	

Title of the Qualification	Master Baker Craftsperson				U9	
EQF Level						
Generic Title of the Unit	Hygiene, Food-Safety and Food Quality					
ECVET points / Relative Weight	AT	DE	FR	NO	SI	
Learning outcomes						
S/he is able to apply the formal regulations of food safety, bacteriology and hygiene.			S/he is able to control storage, production and conservation processes.			
S/he is able to assess the physical, biological and chemical condition and development of ingredients and products.						
S/he is able to assess the quality of ingredients and products.						

Title of the Qualification	Master Baker Craftsperson			U10	
EQF Level					
Generic Title of the Unit	Quality and Security Management				
ECVET points / Relative Weight	AT	DE	FR	NO	SI
Learning outcomes					
S/he is able to use and maintain vocationally-specific machines, tools and materials.					
S/he is able to apply the vocationally-specific regulations concerning environmental protection.					
S/he is able to apply the regulations of personal and physical work protection.					

Title of the Qualification	Master Baker Craftsperson			U11	
EQF Level					
Generic Title of the Unit	Vocationally-specific Business Administration				
ECVET points / Relative Weight	AT	DE	FR	NO	SI
Learning outcomes					
S/he is able to plan and manage customers' orders and to select suppliers.					
S/he is able to promote products and services.					
S/he is able to carry out vocationally-specific calculations.					
S/he is able to carry out vocationally-specific personnel accounting and payment calculations.					

Title of the Qualification	Master Baker Craftsperson			U12	
EQF Level					
Generic Title of the Unit	Production of snacks and sandwiches				
ECVET points / Relative Weight	AT	DE	FR	NO	SI
					not applicable
Learning outcomes					
S/he is able <ul style="list-style-type: none"> to choose ingredients, production methods and techniques for snacks and sandwiches, to apply the recipes. 	S/he is able to demonstrate advanced skills in the preparation of snacks and sandwiches.			S/he is able to design, decorate and present snacks and sandwiches according to customers' orders.	
				S/he is able to modify recipes and production methods of snacks and sandwiches.	

Title of the Qualification	Master Baker Craftsperson			U13	
EQF Level					
Generic Title of the Unit	Communication in an international context				
ECVET points / Relative Weight	AT	DE	FR	NO	SI
	not applicable	not applicable		not applicable	not applicable
Learning outcomes					
S/he is able to perform a basic conversation in English.			S/he is able to use basic commercial vocabulary and start a negotiation in English in the bakery sector.		