


Title of the Qualification	Master Craftsperson in Joinery / Cabinetmaking				
Total ECVET Points					
EQF Level					
NQF Level	AT	DE	FR	NO	SI
Units	U1	Accounting and controlling			
	U2	Budgeting, costing and financing			
	U3	Entrepreneurship			
	U4	HR Management			
	U5	Vocational education and training			
	U6	Marketing and sales management			
	U7	Production of goods in the field of joinery			
	U8	Production of goods in the field of cabinetmaking			
	U9	Planning, specialist technology, quality control			
	U10	Communication in an international context			
Cross-sectoral learning outcomes	<p>To acquire the learning outcomes properly the following competences are essential:</p> <ul style="list-style-type: none"> ▪ he/she is able to act in a socially and ecologically responsible manner, ▪ he/she is able to introduce a quality management system, ▪ he/she is able to apply the information and communication technologies (ICT). 				

Title of the Qualification	Master Craftsperson in Joinery / Cabinetmaking			<h1>U1</h1>	
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 Craftsperson in Joinery / Cabinetmaking			<h1>U2</h1>	
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 Craftsperson in Joinery / Cabinetmaking			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 Craftsperson in Joinery / Cabinetmaking			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 Craftsperson in Joinery / Cabinetmaking			<h1>U5</h1>	
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</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 prepare apprentices for exams.</p>		
		<p>S/he is able to resolve conflict with or between apprentices.</p>			

Title of the Qualification	Master Craftsperson in Joinery / Cabinetmaking			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 qualification	Master Craftsperson in Joinery / Cabinetmaking			<h1>U7</h1>	
EQF level					
Generic Title of unit	Production of goods in the field of joinery				
ECVET points / Relative Weight	AT	DE	FR	NO	SL
Learning outcomes					
<p>S/he is able</p> <ul style="list-style-type: none"> to select production methods for joinery products (such as windows, doors, stairs, flooring/parquets, winter gardens, railings, façade claddings, shutters), apply different technologies, plan and monitor the required steps, to produce, fit and repair products at the level of a master craftsperson independently and by professionally and appropriately using the machinery and tools which are typical for the occupation in compliance with standards, to specify materials (such as wood, glass, plastic, etc.) and operate the machinery and tools required for production, to adapt, optimise and newly develop production methods for joinery products. 			<p>S/he is able</p> <ul style="list-style-type: none"> to plan, design and fit joinery products according to customer requests and operate a customer complaints management system, to plan jointly with external staff such as architects and designers by using appropriate technologies and to advise them, to plan a production flow which enables optimal utilisation of staff and machinery, to reorganise a production flow in unforeseen circumstances, to plan and carry out entire orders including the production of goods and services in which the production of some goods and the performance of some services are carried out by other skilled workers, to implement projects and conduct quality control of project outcomes, to apply instruments of data transmission such as CAD and instruct staff on their use. 		

Title of qualification	Master Craftsperson in Joinery / Cabinetmaking			U8	
EQF level					
Generic Title of unit	Production of goods in the field of cabinetmaking				
ECVET points / Relative Weight	AT	DE	FR	NO	SL
Learning outcomes					
<p>S/he is able</p> <ul style="list-style-type: none"> to select production methods for cabinetmaker's goods (such as interior fittings of halls, living rooms and bedrooms, closets, wall and ceiling coverings), apply different technologies, plan and monitor the required steps, to produce, fit and assemble products at the level of a master craftsperson independently and by professionally and appropriately using the machinery and tools which are typical for the occupation in compliance with standards, to produce cabinetmaker's goods according to specifications, fit and restore them, to specify materials (such as wood, glass, plastic, etc.) and operate the machinery and tools required for production, to adapt, optimise and newly develop production methods for cabinetmaker's goods. 			<p>S/he is able</p> <ul style="list-style-type: none"> to plan, design and fit cabinetmaker's goods according to customer requests and operate a customer complaints management system, to plan jointly with external staff such as architects and designers by using appropriate technologies and to advise them, to plan a production flow which enables optimal utilisation of staff and machinery, to reorganise a production flow in unforeseen circumstances, to plan and carry out entire orders including the production of goods and services in which the production of some goods and the performance of some services are carried out by other skilled workers, to implement projects and conduct quality control of project outcomes, to apply instruments of data transmission such as CAD and instruct staff on their use. 		

Title of qualification	Master Craftsperson in Joinery / Cabinetmaking			U9	
EQF level					
Title of unit	Planning, specialist technology, quality control				
ECVET points / Relative Weight	AT	DE	FR	NO	SL
Learning outcomes					
<p>S/he is able to apply job-specific legislation and regulations concerning environmental protection such as</p> <ul style="list-style-type: none"> • the regulation on dust values, • the permit for a business establishment and • the evaluation according to national regulations and standards. 					
<p>S/he is able to observe legal provisions on occupational safety and monitor their compliance such as</p> <ul style="list-style-type: none"> • the Employee Protection Act, • the maximum allowable concentration in the workplace and • the regulation on limit values. 					

Title of the Qualification	Master Hairdresser Craftsperson			U10	
Generic Title of the Unit	Communication in an international context				
	AT	DE	FR	NO	SI
	Not applicable	Not applicable	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 hairdressing sector.		