



Pearson

Pearson Edexcel Level 3 Diploma in Retail Skills (Sales Professional) (QCF)

Qualification Number: 600/3924/3

What is the purpose of this qualification?

This qualification is designed for learners who are already working in retail, or for those who would like to enter into the sector. The qualification supports progression to employment roles such as senior retail assistant, senior retail buyer, craft expert (e.g. someone who works in a bakery) or style advisor (such as a personal shopper or retail consultant). It is also beneficial to those already in similar roles to maximize their career development. It will allow the learner to develop skills and knowledge required for the sector, have existing skills recognised and achieve a nationally recognised Level 3 qualification.

This qualification is based on the Retail National Occupational Standards (NOS). The qualification has been approved as a component for the Retail Apprenticeship framework.

What does this qualification cover?

The Pearson Edexcel Level 3 Diploma in Retail Skills (Sales Professional) is a 43 credit and 181-238 guided learning hour (GLH) qualification. It consists of one mandatory unit plus a variety of optional units which learners must choose from to achieve the required credits.

Mandatory content:

- Work effectively and support others in a retail organization

An example of optional units:

- Source required goods and services in a retail environment
- Contribute to the continuous improvement of retail operations within own area of responsibility
- Produce staffing schedules to help a retail team to achieve its targets

- Maintain food safety while working with food in a retail environment
- Check stock levels and sort out problems with stock levels in a retail environment
- Demonstrate products to customers in a retail environment
- Monitor and solve customer service problems

Who could take this qualification?

This qualification is available to learners who are 16 years and older that can meet the required standards. It is aimed at learners who are working in the retail sector.

How is this qualification assessed?

All units within this qualification are internally assessed via a portfolio of evidence. The qualification and units are graded as pass/fail.

What could this qualification lead to?

Learners who achieve the Pearson Edexcel Level 3 Diploma in Retail Skills (Sales Professional) (QCF) can progress to a range of job roles or other retail qualifications at level 3 and above.

Qualifications:

- Edexcel Level 3 Certificate or Diploma in Retail Skills (Management) (QCF)
- Edexcel Level 3 Certificate or Diploma in Retail Skills (Visual Merchandising) (QCF)

Job roles:

- Retail assistant
- Retail buyer
- Retail manager
- Retail merchandiser

Who supports this qualification?

This qualification is supported by People 1st, the sector skills council for the retail sector.