

## PRODUCT SHEET



### LEVEL 2 CERTIFICATE IN THE PRINCIPLES OF SALES (QCF)

#### Qualification Overview

The purpose of this FAQ Level 2 Certificate in Principles of Sales (QCF) is to provide the learner with the skills, knowledge and understanding of the sales environment. This qualification is aimed at those currently working in a sales role or wishing to progress into sales.

#### Qualification Structure

To achieve the FAQ Level 2 Certificate in Principles of Sales (QCF) learners must achieve a total of 18 credits, 14 from Mandatory group M and 4 from Optional group O .

#### Is this Qualification eligible for funding?

View the learning aims database at <https://gateway.imservices.org.uk/sites/LARA> for funding eligibility.

#### Support Materials Available

A support pack is available to centres approved to deliver this qualification. An Evidence Logbook is available to centres upon registration of Learners.

#### Progression Opportunities

QCF units may appear in other larger qualifications on the QCF, you can check this by visiting the Register of Regulated Qualifications at <http://register.ofqual.gov.uk>, use the URN to search for the unit and click on linked unit to the view the units of other qualifications.

#### KEY FACTS

Qualification Type	QCF
Level	2
Assessment Method	Portfolio of Evidence
FAQ Product Code	L2CPS
Qualification Accreditation Number	600/4416/0
Guided Learning Hours	131-156
Operational Start Date	01-Feb-2012
Review Date	See Future Website
Certification End Date	See Future Website
Age Ranges	Pre-16, 16-18, 19+