



Examination Certificate

as per § 37 German Vocational Training Act
- Translation from German -

Tobias Schmid

born on 22 July 1993

has passed the final examination for the officially accredited profession of

Industrial Management Assistant

with the **overall grade good (81 points)**.

	Grade	Points
Business processes	good	84
Commercial management and controlling	satisfactory	71
Economics and social studies	sufficient	63
Field	good	88

Grade awarded by the vocational school: 1,87

Nürnberg, 10 July 2013

for signature and stamp see original

100 - 92 points | below 92 - 81 points | below 81 - 67 points | below 67 - 50 points | below 50 - 30 points | below 30 points
Grade 1 = excellent | Grade 2 = good | Grade 3 = satisfactory | Grade 4 = sufficient | Grade 5 = poor | Grade 6 = very poor



Explanatory notes on the certificate

Tobias Schmid

born on 22 July 1993

Industrial Management Assistant

The overall grade is based on the weighting specified in the vocational training regulations and given below:

Business processes	40 percent
Commercial management and controlling	20 percent
Economics and social studies	10 percent
Field	30 percent

The business processes section of the examination includes complex marketing, sales, procurement, supply, personnel and service-related tasks, processes and case studies. Students must demonstrate an ability to analyse business processes and develop solutions that benefit the company and satisfy the customer.

The field section of the examination requires the student to give a presentation and participate in a discussion of a task that has been carried out in his or her field of specialisation. The goal is to demonstrate a thorough understanding of complex, specialised tasks and general business processes, an ability to solve real-world problems as well as expertise in a specific business area.