

## Project Partners

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Centre of the Republic of  
Slovenia for VET



### Belgium

RREUSE – Network



### Bulgaria

Jordanka Andreeva – Smoljan



### United Kingdom

Coleg Morgannwg



### Austria

Die Umweltberatung Wien



### Germany

Qualifizierungs- und  
Arbeitsförderungsgesellschaft  
Dresden mbH



Bundesarbeitsgemeinschaft  
Arbeit e.V.



### Finland

Tervatulli Ltd.



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## QualiProSecondHand

A European Project on the  
Professionalisation of  
the Second Hand Sector

## SecondHand

Since many years, the Second Hand Market has counted among the growing markets in Europe. New European Union ordinances but also a changed consumer behaviour of the society have resulted in the fact that the Second Hand market has developed into an independent sector. The increasing professionalisation and the call for sector specific recognised qualifications are the focus of the research project QualiProSecondHand.



The Second Hand Sector as the subject of this project encompasses the commercial trade and the non-profit sale of a range of consumer goods of any kind as well as the main tasks involved such as the acquisition, the processing and the refeeding of the merchandise into the closed loop of goods. The aim is to make the used goods available again for their original purpose of use.

The project concentrates on the classical trade, which excludes the view of auction portals and auction enterprises as well as stock exchanges for the exchange of used goods. In addition a clear delimitation is to be made to the trade with real estate, antiques, automobiles and capital goods that have their separate markets and/or interfaces to other markets (e.g. Property market).

## Aim

The project QualiProSecondHand comprises partners from seven European countries. Their aim: The Second Hand sector will be surveyed with the aid of vocational educational scientific research instruments (sector analysis, case studies, and expert workshops). Apart from the identification of parameters for the promotion of the professionalisation and best practice solutions as well as the analysis of existing network and operating structures, the focus will be above all on a precise analysis of the sector specific requirements for the persons engaged.



This will form the basis for a European qualification profile. With the development of need and future oriented qualification concepts the professionalisation of the sector will be promoted and the quality will be improved.



First approaches to the development of a sector-specific initial training will be sustainable worked out.

## Products

- Synthesis report on work and employment in the Second Hand Sector
- Best-Practice-report on qualification profiles, methods and concepts in the Second Hand Sector
- Guideline for the development of new qualification opportunities
- Concepts for the development of qualification profiles in the vocational initial training of the Second Hand Sector
- Quality standards for qualification concepts with a focus on personnel development
- Proposals for a network design for the promotion of professionalisation processes
- A platform for the exchange of experiences and information

## Research Methods

A vocational educational scientific research design will be applied for the analysis of the work and employment structures within the Second-Hand Sector. The methods includes:

- Sector analysis
- Case studies
- Expert workshops.

It is the aim of vocational educational scientific research to access the contents of the world of work of a sector in a way that proposals for the shaping of educational processes can be worked out.