

## WP2: Qualification matrix

# EQF4-G | Gardener

### Descriptors on level 4:

**K:** Factual and theoretical knowledge in broad contexts within a field of work or study

**S:** A range of cognitive and practical skills required to generate solutions to specific problems in a field of work or study

**R/A:** Exercise self-management within the guidelines of work or study contexts that are usually predictable, but are subject to change; supervise the routine work of others, taking some responsibility for the evaluation and improvement of work or study activities

Unit	Unit title	
<b>0</b>	<b>Key competences and basic skills</b>	<b>R</b>
<b>0.A</b>	<b>Adaptability</b> <i>is about intrapreneurship, innovation, communication, analysing, critical thinking, cooperation etc.</i> - can investigate, learn, explore and innovate - thinks and analyses critically and solves issues - knows the value of other ideas, concerns and motives	EQF4-G EQF4-L
<b>0.C</b>	<b>Creativity</b> <i>is about problem solving, idea development, innovation etc.</i> - has an open and curious mindset in order to develop new ideas - puts new ideas into action to solve issues/problems or develop new services/products	EQF4-G EQF4-L
<b>0.S</b>	<b>Sustainability</b> <i>is about waste, water, energy, economy, people etc.- related to key competences and basic skills</i> - knows the basics of ecological processes in natural systems - plans and carries out work tasks in an environmentally sustainable way - adjusts working processes within a set of guidelines, in order to maintain sustainability in a changing environment - assesses the environmental impact of a work process	EQF4-G EQF4-L
<b>0.T</b>	<b>Technology</b> <i>is about basic digital tools (ICT, mobile phone, photo)</i> - - carries out work tasks using digital tools	EQF4-G EQF4-L

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	<ul style="list-style-type: none"> <li>- - knows relevant equipment and machinery</li> <li>- - knows basic legislation concerning reproduction of digital resources for private and commercial purpose</li> <li>- - understands the risks of web-based communication i.e. virus, malware</li> <li>- - evaluates web pages for relevance and reliability of content</li> <li>- - participates in evaluating the use of technology in a work task</li> </ul>				
<b>1</b>	<b>Sector core competence</b>	<b>Knowledge</b>	<b>Skills</b>	<b>Responsibility and autonomy</b>	<b>R</b>
<b>1.1</b>	<b>Production</b> (sector related) <i>is about workplace, tools, working procedures, botany (plant classification, botanical names, growing conditions)</i>	<ul style="list-style-type: none"> <li>- knows about workplace organization and effective work processes</li> <li>- knows a range of relevant tools, materials and techniques</li> <li>- has broad botanical knowledge</li> <li>- knows the plant classification, botanical names and the best growing conditions</li> <li>- knows quality characteristics of a broad range of flowers and plants</li> </ul>	<ul style="list-style-type: none"> <li>- designs the workplace according to ergonomic and effective aspects</li> <li>- plans and explains procedures</li> <li>- recognizes plants and their parts</li> <li>- recognises different soils and applies fertilizer accordingly</li> <li>- explains plant diseases and pests and their causes</li> <li>- chooses the most efficient method for their own work and for the team before work begins</li> <li>- adjusts this method if it gives better results</li> </ul>	<ul style="list-style-type: none"> <li>- self-manages</li> <li>- reacts to new requirements and deduces procedures from them</li> <li>- supervises others' routine work</li> <li>- is responsible for parts for the production</li> <li>- determines care requirements from the external appearance of a plant</li> <li>- takes some responsibility for selecting the appropriate crop protection agent and successfully changes the growing conditions</li> </ul>	<b>EQF4-L</b>
<b>1.2</b>	<b>Product development</b> (sector related) <i>is about: supply, partners/network, marketing, develop products (mapping needs, plan, work in a creative process, creative tools...)</i>	<ul style="list-style-type: none"> <li>- knows several sources of supply and partners in the sector and related sectors</li> </ul>	<ul style="list-style-type: none"> <li>- works with different partners, building networks and building sales markets</li> <li>- develops products</li> </ul>	<ul style="list-style-type: none"> <li>- observes the market, draws conclusions and reacts to current trends, under instruction</li> </ul>	<b>EQF4-L</b>

		<ul style="list-style-type: none"> <li>- knows about core product development related to the green sector</li> </ul>	<ul style="list-style-type: none"> <li>- finds specific solutions to a customer's needs</li> <li>- uses different methods and creative tools</li> <li>- considers opportunities for establishing new business in accordance with current regulations, and ethical and ecological principles</li> </ul>	<ul style="list-style-type: none"> <li>- manages themselves in a product development process</li> <li>- takes some responsibility in supervising others in routine development work</li> </ul>	
<b>1.3</b>	<b>Communication and company</b> (sector related) <i>is about start-up/entrepreneurship, marketing, law and regulations, communicate with customers verbal and visual, sales and services</i>	<ul style="list-style-type: none"> <li>- knows about company forms, start-ups, requirements and regulations for companies</li> <li>- knows marketing opportunities and marketing measures</li> <li>- knows the common legal guidelines connected to green sector</li> <li>- knows business models, relevant laws and authorities</li> <li>- knows the applicable insurance companies</li> <li>- knows how to work in a working environment, together with other employees and trainees</li> </ul>	<ul style="list-style-type: none"> <li>- handles sales situations with an emphasis on professional customer care</li> <li>- observes legal and tax requirements when establishing and running a company</li> <li>- observes what is changing inside and outside the company and adjusts procedures / activities / methods with a view to the future</li> <li>- prepares simple budgets for operation and investments</li> <li>- uses digital tools to compile a simple economical overview for production</li> </ul>	<ul style="list-style-type: none"> <li>- manages themselves and others with some responsibility</li> <li>- implements new guidelines</li> <li>- manages routine work where other employees are involved, under instruction</li> <li>- communicates with customers in a sales and service context, within a limited area of responsibility</li> </ul>	<b>EQF4-L</b>

		- knows duties and rights of employees and employers	- prepares an employment contract in accordance with current legislation		
<b>1.4</b>	<b>Health and Safety</b> (sector related) <i>is about health precautions, safe working methods, cleanliness/hygiene, equipment, pesticides, botany, working environment</i>	- knows health and safety regulations that are relevant for work processes in the sector  - knows the requirements for health and safety clothing in the sector	- undertakes work tasks and activities in accordance with health and safety regulations  - uses the right work technique and appropriate protective measures  - derives changes from findings and controls  - carries out work operations in an ergonomically correct way	- chooses equipment and protective clothing suitable for weather and climate conditions and the task at hand  - takes responsibility for the health and safety situation for a limited part of the work process or routine work  - keeps up to date and adapts to new health and safety legislation and regulations  - instructs and manages employees and trainees within basic tasks and clear guidelines	<b>EQF4-L</b>
<b>1.S</b>	<b>Sustainability</b> (sector related) <i>is about sustainable use of resources, ecological footprint, fair trade, protection of the environment and species, UNs Sustainable Development Goals Knowledge of your green supply chain Cradle to cradle, circular economy</i>	- knows the ecological footprint of natural activity and production  - knows the dangers of pollution and excessive interference with nature	- describes and evaluates sustainable development and resource management, connected to limited assignments  - develops nature-based activities and products within a sustainability framework	- manages the use of natural resources in routine work or projects of a limited size, based on ecological understanding and ethical norms	<b>EQF4-L</b> <b>EQF4-F</b>

			- evaluates ways of re-using and multi-using products, and recycling waste		
<b>1.T</b>	<b>Technology</b> (sector related) <i>is about digital tools (for payment, communication, in the production)</i> <i>- technological tools (VR...)</i>	<ul style="list-style-type: none"> <li>- knows several machines, tools, devices and instruments used in this sector</li> <li>- knows about digital communication and technical components</li> <li>- knows about online trading</li> </ul>	<ul style="list-style-type: none"> <li>- chooses the right digital tools, devices and instruments in a work process</li> <li>- performs routine maintenance on tools and instruments under instruction</li> <li>- undertakes simple maintenance work on interiors, buildings and / or installations</li> <li>- uses digital tools for communication, calculation and information gathering</li> <li>- uses digital tools for communicating with authorities, stakeholders and costumers</li> </ul>	<ul style="list-style-type: none"> <li>- takes responsibility for the use and maintenance of buildings and equipment</li> <li>- undertakes tasks in communication, calculation and collection of information with digital tools independently</li> </ul>	<b>EQF4-L</b> <b>EQF4-F</b>

2	Occupational core competence	Knowledge	Skills	Responsibility and autonomy	R
2.1	<p><b>Gardener production</b>  <i>is about:</i>  <i>Plant life processes and growth conditions</i>  <i>Plant protection</i>  <i>Optimizing yield</i>  <i>Plant identification, classification and the use of plants</i>  <i>Growth requirements</i>  <i>Quality parameters</i>  <i>Plant maintenance indoor and outdoor</i>  <i>Storage, packaging, transport.</i></p>	<ul style="list-style-type: none"> <li>- knows how to describe the use of plants and plant products</li> <li>- knows how to explain the importance of cultivated plants as a food source, medicine, and culinary experience</li> <li>- knows how to explain legislations for use of pesticides in public spaces</li> <li>- knows how to explain post-harvest processes in plants and plant products</li> <li>- knows how to describe different storage methods for plant products</li> </ul>	<ul style="list-style-type: none"> <li>- carries out a cost-efficient horticultural production with focus on work efficiency, craftsmanship and precision</li> <li>- prevents, records and treats disease and damage to plants, and uses pesticides in accordance with regulations</li> <li>- controls plant development by pruning, shaping, irrigation, fertilizing and climate-control, and by chemicals in accordance with regulations</li> <li>- identifies and describes cultivated plants with botanical names</li> <li>- identifies poisonous and allergenic plants</li> <li>- makes a sketch of an area based on simple registration and surveying.</li> <li>- proposes a planting plan based on shape, colour of the plants, and purpose</li> <li>- ensures a healthy and vigorous plantation by</li> </ul>	<ul style="list-style-type: none"> <li>- plans, implements and evaluate a horticulture-related production and compile a system for documentation and quality control in accordance with current standards and legislations</li> <li>- plans, implement and assess the use of plants and plant products as aesthetic and cultural elements</li> <li>- determines adequate water use, fertilisation and pest control</li> </ul>	R

			choosing a combination of plants adapted to climate and soil on the planting site - establishes and maintains plantations in different environments - optimizes growth conditions		
<b>2.2</b>	<b>Gardener product development</b> <i>is about:</i> - develop products and concepts, work in a creative process in gardening, visualize/draw, use creative tools, tools and techniques in gardening, presentation, make model/prototype, calculate (Often included in production)	- knows opportunities to increase the value of a horticultural product through further processing	- proposes new gardening products based on local natural resources	- develops a horticulture business by developing new products and services - helps to introduce innovative technologies in relation to varieties, pests and diseases - assesses business opportunities based on natural resources - assesses and develops business opportunities for managed land	
<b>2.3</b>	<b>Communication and company</b> <i>is about:</i> -retail -framework conditions in the gardening sector -documentation	- knows cooperatives and other common company types related to sale and processing of horticulture products - knows framework conditions for the horticultural sector - knows forms of retail in the horticultural sector	- prepares products for sale, calculates and sets sales prizes - creates exhibits, plant arrangements, presentations - evaluates the use of packaging as part of marketing	- plans, implements and evaluates the sales of plants, plant products, and gardening services based on market and customer requirements for product selection and quality - trains employees and apprentices taking	

	<ul style="list-style-type: none"> <li>- laws and regulations, norms of business, entrepreneurship</li> <li>- sales and services in gardening</li> <li>- economics and management</li> <li>- marketing (web, social medias...)</li> </ul>		<ul style="list-style-type: none"> <li>- assesses quality and takes out goods for sale at the right time considering use and demand</li> <li>- prepares logistics and attends to control procedures and documentation requirements for storage, packaging and transport</li> <li>- markets plant products nationally and internationally in accordance with current regulations and follows routines for documentation</li> <li>- identifies and tests out gardening products and services in a market</li> <li>- prepares a tender for a simple work assignment in horticultural production</li> </ul>	<ul style="list-style-type: none"> <li>responsibility for their development,</li> <li>- supervises employees' routine work</li> <li>- integrates new things into the work process</li> </ul>	
<b>2.4</b>	<p><b>Health and Safety</b> <i>is about:</i></p> <ul style="list-style-type: none"> <li>- safe use of tools and remedies</li> <li>- regarding how the gardener works, handles plants with pesticides...</li> </ul>	<ul style="list-style-type: none"> <li>- explains legislation regulating use of pesticides in public spaces and living areas</li> </ul>	<ul style="list-style-type: none"> <li>- works according to legislation that regulates use of pesticides and handling of pesticide treated plant material</li> </ul>	<ul style="list-style-type: none"> <li>- assesses risks in gardening productions and carries out work in accordance with current health, environmental and safety legislation</li> </ul>	



<b>2.S</b>	<b>Sustainability</b> <i>is about:</i> <ul style="list-style-type: none"> <li>- waste prevention, reduce wastage, sustainable methods (re-use, recycle) and techniques, saving and efficient use of water, xero-gardening, rainwater harvesting, environmentally friendly materials and techniques, managing stock, using local products</li> </ul>	<ul style="list-style-type: none"> <li>- knows how business practises in gardening production and gardening services affects local communities, environment and biodiversity</li> </ul>	<ul style="list-style-type: none"> <li>- assesses environmental and energy economy measures in plant production</li> </ul>	<ul style="list-style-type: none"> <li>- takes responsibility for minimizing the environmental impact of a work task or work process in horticulture</li> <li>- evaluates the effects of water usage</li> <li>- evaluates possibilities such as rainwater extraction and xero-gardening and to use water efficiently</li> </ul>	
<b>2.T</b>	<b>Technology</b> <i>is about:</i> <ul style="list-style-type: none"> <li>- digital tools and technology</li> <li>- in communication, sales.</li> <li>- online web-based sales and ordering, relevant for retail trade</li> </ul>	<ul style="list-style-type: none"> <li>- knows relevant digital tools in production planning, product development, sales and marketing in gardening</li> </ul>	<ul style="list-style-type: none"> <li>- uses and maintains equipment, machinery and buildings in accordance with regulations</li> <li>- uses trucks and tractors in plant production in accordance with current legislation</li> <li>- uses digital tools for communicating with authorities, stakeholders and costumers</li> <li>- uses digital tools such as digital maps and digital control- and measurement instruments.</li> </ul>	<ul style="list-style-type: none"> <li>- carries out work tasks involving relevant digital tools in gardening autonomously</li> <li>- adapts usage and maintenance of vehicles and equipment to current legislation and standards</li> <li>- participates in the evaluation of the use of technology in a work task in gardening</li> </ul>	