

1. Title of the certificate ¹

**Δίπλωμα Επαγγελματικής Ειδικότητας Εκπαίδευσης και Κατάρτισης Επιπέδου 5 Ειδικότητα Ι.Ε.Κ.:
ΙΑΤΡΙΚΟΣ ΕΠΙΣΚΕΠΤΗΣ**

2. Translated title of the certificate ²

**Vocational Training Diploma Initial Vocational Training (I.E.K.) Level 5. Specialty of I.E.K.:
HEALTH VISITOR**

3. Profile of skills and competences

LEARNING OUTCOMES (KNOWLEDGE, SKILLS, COMPETENCES). A typical holder of the certificate is able to:

KNOWLEDGE

- Describe the routes of administration of medicines to the patient (orally, sublingually, subcutaneously, intravenously, intramuscularly, through inhalation, with transdermal application, rectally).
- Analyze fluently the terms: medicine absorption, bioavailability, bioequivalence, medicine distribution, drug excretion, medicine half-life, medicine levels in the body, pharmaceutical form.
- State in which organs the metabolism of medicines takes place, and how they are excreted from the body.
- Explain what the blood - brain barrier and placental barrier are as well as their role in the administration of drugs.
- Describe the pharmaceutical forms in which the pharmaceutical preparations are available (tablets, pills, capsules, sachets etc.).
- Explain the terms: contraindications, side effects, adaptation / personalization of dosage, medicine loading dose and medicine maintenance dose.
- Demonstrate basic knowledge of statistics, in order to be able to present and interpret study charts.
- State the basic principles of sales and marketing techniques.

SKILLS

- Describe fluently all the information referring to the pharmaceutical form, the indications / contraindications and bioavailability of the medicines promoted.
- Effectively analyse the advantages of the medicines presented in comparison to competitive medicines, both with regard to innovation / improvement of the living standard of patients, and to saving money.
- Answer clearly any question with regard to the medicines promoted.
- Constantly improve his/her skills in product promotion.
- Use with sufficiency the English language both at communication level and at pharmaceutical terminology level.
- Communicate fluently and with versatility, demonstrating acuteness and patience.
- Operate with ease the computer and navigates comfortably into the internet.

COMPETENCES

- Work autonomously, following the action plan of the company with which he/she collaborates.
- Collaborate effectively with his/her company and with the recipients of his/her services.
- Act with responsibility following the ethics of the profession.

4. Range of occupations accessible to the holder of the certificate ³

The holder of this specialisation diploma may work in the pharmaceutical industry, visiting physicians, dentists, pharmacists, clinics, hospitals, healthcare centres and insurance funds, in order to provide information about / promote the products of the company.

The Vocational Training Diploma is recognised as a qualification for appointment in the public sector falling in the category S.E. (Secondary Education) according to the Presidential Decree no.50/2001 (Greek Official Gazette 39/Vol.A/5-3-2001).

¹ In the original language. | ² If applicable. This translation has no legal status. | ³ If applicable.

5. Official basis of the certificate

Body awarding the certificate

E.O.P.P.E.P.
(National Organisation for the Certification of
Qualifications and Vocational Guidance)
Ethnikis Antistaseos 41 Avenue, 142 34 N. Ionia
<https://www.eoppep.gr/>

Level of the certificate (national or European) ¹

Level 5 National and European Qualifications Framework

Access to next level of education / training ¹

Yes

Legal basis

Law 2009/1992 on the National System of Vocational Education and Training
Law 4186/2013 on the Restructure of Secondary Education
Law 4763/2020 on National System of Vocational Education, Training and Lifelong Learning

Authority providing accreditation / recognition of the certificate

E.O.P.P.E.P.
(National Organisation for the Certification of Qualifications
and Vocational Guidance)
Ethnikis Antistaseos 41 Avenue, 142 34 N. Ionia
<https://www.eoppep.gr/>

Grading scale / Pass requirements

a) acquisition of the Vocational Training Certificate (V.E.K.) after successful completion of study at the Vocational Training Institute (I.E.K.)
b) acquisition of the Vocational Training Diploma after:
1. success in the theoretical part of Initial Vocational Training certification examinations (Grading scale = 1-20, Pass = 10) and
2. success in the practical part of the Initial Vocational Training certification examinations (Pass/Fail)

International agreements on recognition of qualifications¹

No

6. Officially recognised ways of acquiring the certificate

Total duration of the education / training leading to the certificate
Success in the the Initial Vocational Training certification examinations
4 semesters (until law 4186/2013) / 5 semesters (after law 4186/2013)

7. Additional information

Entry requirements ¹

Certificate of Upper Secondary School. Qualification of Level 4 (NQF/EQF) // Certificate Vocational Training School (SEK) – Qualification of Level 3 (NQF/EQF)
Following the voting of L. 4763/2020, only by an Upper Secondary Education certificate or an equivalent title of studies (Qualification of Level 4 NQF/EQF)

Indicative subjects taught:

Anatomy, Biochemistry, Microbiology, Physiology I, II, Principles of Business Administration, Business Communication, Computer Science I, II, III, IV, Nosology I, II, Marketing Principles, Sales techniques, Biostatistics, Toxicology, Pharmacology I, II, Marketing strategy, Medical and pharmaceutical English terminology, Public Relations, Organization and sales management, Legislation - Ethics, Pharmacoeconomics, Medicine market in Greece, Communication with the customer, Consumer behaviour.

More information

National Qualifications Framework : <https://nqf.gov.gr/> and <https://proson.eoppep.gr/en>

National Europass Centre: **EL/NEC - E.O.P.P.E.P.** National Organisation for the Certification of Qualifications and Vocational Guidance, Ethnikis Antistaseos 41 Avenue, 142 34 N. Ionia, Greece. T.0030 2102709000 europass@eoppep.gr
<http://europass.eoppep.gr> www.eoppep.gr

¹ If applicable.