

INTRODUCTION

Buying and storing are considered one of the most important activities of which all the institutions aim. So most administrations were settled and supervised by some specialists who should be well qualified with some sort of specifications should be described with some of the previous studies have referred to some problems that affect the financial matters and increase their budgets. So , the researcher tries to do his best to know the nature of these problems and how to deal with them effectively and perfectly. This may occur within clarifying the professional competencies should be described with by a sales man works at storing and commerce. More overdefining the lacks of these matters for putting a suitable cure for them.

Here in the problem of the study may be clear through:

RESEARCH PROBLEM

In the light of the previous introduction, the research problem can be outlined in the following questions :

- 1 - What are the required vocational competencies of the management and services schools students (three year system - section of purchases and stores) ?
- 2 - What's the level of third year students "section of purchases and warks of stores" in the cognitive side related to these compaterencies ?

- 3 - What is the level of third year students for performing these competencies ?

RESEARCH IMPORTANCE

The importance of this research is as follows :

- 1 - To present a list of the required vocational competencies for the students of management and services schools "section of purchases and works of stores".
- 2 - To help the concerned companies, institutions and establishments in putting a training programs for developing the level of the workers in the field of purchases and stores in these companies in order to perform their tasks duly .
- 3 - Clarifying the current level of the students for making and developing good programmes in this field .

RESEARCH PROCEDURES

To answer the research questions , the researcher use the following :

- 1 - Identifying the vocational required competencies for the management and services schools students (section of purchases and works of stores), Through :
 - a. Reviewing the previous literature and researchers in the field of competencies .
 - b. The nature of purchasing and storing works.
 - c. Opinions of business men , experts and managers of purchases and stores in different firms and organizations.

- a. The latest and recent techniques in the field of purchasing and storing .
- 2 - Preparing a list of the vocational competencies in its first shape and submitting it to a jury comitte .
- 3.- Preparing the final shape of the list of the competencies in the light of the jury committee's opinions.
- 4 - Preparing achievement test for knowing the cognitive domain related to storing and making sure of its reliability and validity .
- 5 - Preparing a situations test for measuring the students' level "the sample" and making sure of its reliability and validity .
- 6 - Selecting the sample from the third year students .
- 7 - Applying the test on the sample .
- 8 - Analyzing the results and interpreting them.
- 9 - Indroducing the suggestions and recommendations .

METHOD AND INSTRUMENT

The researcher has used the descriptive experimental methods with some questionnaires . Them he has shown it on some jury members who are managers and experts of faculty of commeree for clarifying a list of the required professional competencies for storing besides using the achievement test for measuring the cognitive side and operational matters.

RESEARCH RESULTS

The researcher had some findings as follows :

- 1 - Decreasing the current level of the students' achievement (sample of the research) of the cognitive sides related to the professional competencies connected to storing and buying works .
- 2 - Decreasing the current level of the students level(sample of the research) of the performing sides related to the professional competencies connected to storing and buying works.

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