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**NATIONAL STANDARD OF THE
PEOPLE'S REPUBLIC OF CHINA**

GB/T 28158-2025

Replacing GB/T 28158-2011

**Occupational classification and qualification management of
international trade**

国际贸易业务的职业分类与资质管理

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Foreword

This document is in accordance with the provisions of GB/T 1.1-2020 "Guidelines for standardization work Part 1: Structure and drafting rules for standardization documents" Drafting.

This document replaces GB/T 28158-2011 "Occupational Classification and Qualification Management for International Trade Business" and is consistent with GB/T 28158-2011.

In addition to structural adjustments and editorial changes, the main technical changes are as follows.

- a) Change the occupational classification of international trade business to Category 2 and the occupational level to Level 3 (see Chapter 4, 4.1 of the 2011 edition);
- b) The job content of international trade occupations has been changed (see Chapter 5, 4.2 of the 2011 edition);
- c) The occupational classification and qualification requirements have been modified (see Chapter 6, Chapter 5 of the 2011 edition);
- d) Changed "Professional Qualification Recognition and Management" to "Professional Qualification Evaluation and Management" and modified the content (see Chapter 7, 2011 Edition). Chapter 6 of).

Please note that some of the contents of this document may involve patents. The issuing organization of this document does not assume the responsibility for identifying patents.

This document is proposed and coordinated by the National Technical Committee for Standardization of Electronic Business (SAC/TC83).

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The previous versions of this document and the documents it replaces are as follows.

- First published in 2011 as GB/T 28158-2011;
- This is the first revision.

1 Scope

This document stipulates the occupational classification and grading, occupational work

content, occupational classification and qualifications, and occupational qualification evaluation for international trade business. and management.

This document applies to the occupational classification and qualification management of international trade business.

2 Normative references

GB/T 6565

3 Terms and Definitions

The following terms and definitions apply to this document.

3.1 International Trade

Commodity exchange activities between different countries (and/or regions).

4 Occupational classification and grading

According to GB/T 6565, international trade personnel belong to international business professionals. This document classifies international trade personnel into It is divided into the following two categories, and each occupational classification corresponds to three occupational levels - primary, intermediate and senior.

- a) Occupations related to international trade business operations refer to occupations directly involved in the operation of international trade business;
- b) International trade business auxiliary occupations refer to occupations that provide auxiliary services to occupations related to international trade business operations.

The correspondence between occupational classification and occupational level in international trade business is shown in Table 1.

Table 1 Correspondence between occupational classification and occupational level in international trade business Occupational classification. primary, intermediate, and senior Trade business operations Career Assistant International Trade Specialist International trade merchandiser International processing trade officer International trade document clerk International Trade Specialist International Trade Document Specialist Senior International Trade Specialist