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**REPUBLIC OF KENYA**

**NATIONAL OCCUPATIONAL STANDARDS**

**FOR**

**FOOD AND BEVERAGE SALES AND SERVICE**

**LEVEL 5**

****

**TVET CDACC**

**P.O BOX 15745-00100**

**NAIROBI**

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# FOREWORD

The provision of quality education and training is fundamental to the Government’s overall strategy for social economic development. Quality education and training will contribute to achievement of Kenya’s development blueprint, Vision 2030 and sustainable development goals.

Reforms in the education sector are necessary for the achievement of Kenya Vision 2030 and meeting the provisions of the Constitution of Kenya 2010. The education sector had to be aligned to the Constitution of Kenya 2010 and this resulted in the formulation of the Policy Framework for Reforming Education and Training (Sessional Paper No. 14 of 2012). A key feature of this policy is the radical change in the design and delivery of the TVET training. This policy document requires that training in TVET be competency based, curriculum development be industry led, certification be based on demonstration of competence and mode of delivery allows for multiple entry and exit in TVET programmes.

These reforms demand that industry takes a leading role in curriculum development to ensure the curriculum addresses its competence needs. It is against this background that these Occupational Standards were developed for the purpose of developing a competency-based curriculum for Food and Beverage Sales and Services Level 5. These Occupational Standards will also be the basis for assessment of an individual for competence certification.

It is my conviction that these Occupational Standards will play a great role towards development of competent human resource for the Hospitality sector’s growth and sustainable development.

**PRINCIPAL SECRETARY, VOCATIONAL AND TECHNICAL TRAINING**

**MINISTRY OF EDUCATION**

# PREFACE

Kenya Vision 2030 aims to transform the country into a newly industrializing, “middle-income country providing a high-quality life to all its citizens by the year 2030”. Kenya intends to create a globally competitive and adaptive human resource base to meet the requirements of a rapidly industrializing economy through life-long education and training. TVET has a responsibility of facilitating the process of inculcating knowledge, skills and attitudes necessary for catapulting the nation to a globally competitive country, hence the paradigm shift to embrace Competency Based Education and Training (CBET).

The Technical and Vocational Education and Training Act No. 29 of 2013 and Sessional Paper No. 14 of 2012 on Reforming Education and Training in Kenya, emphasized the need to reform curriculum development, assessment and certification. This called for a shift to CBET in order to address the mismatch between skills acquired through training and skills needed by industry as well as increase the global competitiveness of Kenyan labor force.

The TVET Curriculum Development, Assessment and Certification Council (TVET CDACC), in conjunction with Hospitality Sector Skills Advisory Committee (SSAC) have developed these Occupational Standards for a waiter. These standards will be the basis for development of competency-based curriculum for Food and Beverage Sales and Services Level 5.

The occupational standards are designed and organized with clear performance criteria for each element of a unit of competency. These standards also outline the required knowledge and skills as well as evidence guide.

I am grateful to the Council Members, Council Secretariat, Hospitality SSAC, expert workers and all those who participated in the development of these Occupational Standards.

**CHAIRPERSON, TVET CDACC**

# ACKNOWLEDGMENT

These Occupational Standards were developed through combined efforts of various stakeholders from private and public organizations. I am thankful to the management of the organizations for allowing their staff to participate in this course. I wish to acknowledge the invaluable contribution of industry players who provided inputs towards the development of these Standards.

I thank TVET Curriculum Development, Assessment and Certification Council (TVET CDACC) for providing guidance on the development of these Standards. My gratitude goes to Hospitality Sector Skills Advisory Committee (SSAC) members for their contribution to the development of these Standards. I thank all the individuals and organizations who participated in the validation of these Standards.

I acknowledge all other institutions which in one way or another contributed to the development of these Standards.

**CHAIRPERSON**

**HOSPITALITY SECTOR SKILLS ADVISORY COMMITTEE**

TABLE OF CONTENTS

[FOREWORD ii](#_Toc67666830)

[PREFACE iii](#_Toc67666831)

[ACKNOWLEDGMENT iv](#_Toc67666832)

[ACRONYMS vi](#_Toc67666833)

[KEY TO UNIT CODE vii](#_Toc67666834)

[OVERVIEW viii](#_Toc67666835)

[BASIC UNITS OF COMPETENCY 1](#_Toc67666836)

[DEMONSTRATE COMMUNICATION SKILLS 2](#_Toc67666837)

[DEMONSTRATE NUMERACY SKILLS 7](#_Toc67666838)

[DEMONSTRATE DIGITAL LITERACY 14](#_Toc67666839)

[DEMONSTRATE UNDERSTANDING OF ENTREPRENEURSHIP 18](#_Toc67666840)

[DEMONSTRATE EMPLOYABILITY SKILLS 25](#_Toc67666841)

[DEMONSTRATE ENVIRONMENTAL LITERACY 32](#_Toc67666842)

[DEMONSTRATE OCCUPATIONAL SAFETY AND HEALTH PRACTICES 39](#_Toc67666843)

[CORE UNITS OF COMPETENCY 45](#_Toc67666844)

[MANAGE FOOD AND BEVERAGE GUEST EXPERIENCE 46](#_Toc67666845)

[SUPERVISE ROOM SERVICE OPERATIONS 50](#_Toc67666846)

[MANAGE FOOD AND BEVERAGE OPERATIONS 55](#_Toc67666847)

[MANAGE BAR OPERATIONS 59](#_Toc67666848)

[MANAGE BANQUETS AND EVENTS OPERATIONS 64](#_Toc67666849)

[MANAGE SPECIALITY OUTLETS 69](#_Toc67666850)

[PERFORM FOOD AND BEVERAGE DEPARTMENT ADMINISTRATIVE DUTIES 74](#_Toc67666851)

# ACRONYMS

BC Basic Competency

CDACC Curriculum Development Assessment and Certification Council

CR Core Competency

F&B Food and Beverage

HOS Hospitality

ICT Information Communication Technology

OS Occupational Standards

OSH Occupation Safety and Health

OSHA Occupation Safety and Health Act

PPE Personal Protective Equipment

SOPs Standard Operating Procedures

SSAC Sector Skills Advisory Committee

TVET Technical and Vocational Education and Training

# KEY TO UNIT CODE

**HOS/OS/FB/BC/01/5 /A**

Industry or sector

Occupational Standards

Occupational area

Type of competency

Competency number

Competency level

Version control

# OVERVIEW

Food and Beverage Sales and Service Level 5 qualification consists of competencies that an individual must achieve to manage guest experience, ssupervise room service, perform food and beverage operations and manage bar operations. It also enables an individual to manage banquets and events operations, specialty outlets and perform food and beverage department administrative duties

The Units of Competency comprising Food and Beverage Sales and Service Management Level 5 qualification include the following:

**BASIC UNITS OF COMPETENCY**

|  |  |
| --- | --- |
| **Unit Code** | **Unit Title** |
| HOS/OS/FB/BC/01/5/A | Demonstrate communication skills |
| HOS/OS/FB/BC/02/5/A | Demonstrate numeracy skills |
| HOS/OS/FB/BC/03/5/A | Demonstrate digital literacy |
| HOS/OS/FB/BC/04/5/A | Demonstrate entrepreneurial skills |
| HOS/OS/FB/BC/05/5/A | Demonstrate employability skills |
| HOS/OS/FB/BC/06/5/A | Demonstrate environmental literacy |
| HOS/OS/FB/BC/07/5/A | Demonstrate occupational safety and health practices |

**CORE UNITS OF COMPETENCY**

|  |  |
| --- | --- |
| **Unit Code** | **Unit Title** |
| HOS/OS/FB/CR/01/5/A | Manage guest experience |
| HOS/OS/FB/CR/02/5/A | Supervise room service |
| HOS/OS/FB/CR/03/5/A | Perform food and beverage operations |
| HOS/OS/FB/CR/04/5/A | Manage bar operations |
| HOS/OS/FB/CR/05/5/A | Manage banquets and events operations |
| HOS/OS/FB/CR/06/5/A | Manage specialty outlets |
| HOS/OS/FB/CR/07/5/A | Perform food and beverage department administrative duties |

# BASIC UNITS OF COMPETENCY

# DEMONSTRATE COMMUNICATION SKILLS

**UNIT CODE: HOS/OS/FB/BC/01/5/A**

**UNIT DESCRIPTION**

This unit covers the competencies required to demonstrate communication skills. It involves meeting communication needs of clients and colleagues, contributing to the development of communication strategies, conducting workplace interviews, facilitating group discussions and representing the organisation

**ELEMENTS AND PERFORMANCE CRITERIA**

|  |  |
| --- | --- |
| **ELEMENT**  These describe the key outcomes which make up workplace function | **PERFORMANCE CRITERIA**  These are assessable statements which specify the required level of performance for each of the elements.  ***Bold and italicized terms*** ***are elaborated in the Range*** |
| 1. Meet communication needs of clients and colleagues | 1. Specific communication needs of clients and colleagues are identified and met based on workplace requirements 2. Different communication approaches are identified and applied according to clients’ needs 3. Conflict is identified and addressed as per the standards of the organization |
| 1. Contribute to the development of communication strategies | 1. Strategies for internal and external dissemination of information are developed, promoted, implemented and reviewed as per organizations’ strategic plan 2. Channels of communication are established and reviewed based on the workplace needs 3. Communication training needs are identified and provided according to SOPs 4. Work related network and relationship are maintained based on workplace requirements 5. Negotiation and conflict resolution strategies are maintained as per the workplace procedures |
| 1. Conduct workplace interviews | 1. ***Communication strategies*** are identified and employed in ***interview situations*** based on workplace requirements 2. Records of interviews are made and maintained in accordance with organizational procedures 3. Effective questioning, listening and nonverbal communication techniques are used based on needs |
| 1. Facilitate group discussions | 1. Mechanisms to enhance ***effective group interaction*** are identified and implemented according to workplace requirements 2. Strategies to encourage group participation are identified and used as per organizations’ procedures 3. Meetings objectives and agenda are set and followed based on workplace requirements 4. Relevant information is provided and feedback obtained according to set protocols 5. Evaluation of group communication strategies is undertaken in accordance with workplace guidelines 6. Specific communication needs of individuals are identified and addressed as per individual needs |
| 1. Represent the organization | 1. Relevant presentation are researched and presented based on internal or external communication forums requirements Presentation is delivered in a clear and sequential manner as per the predetermined time 2. Presentation is made as per appropriate media 3. Difference views are respected based on workplace procedures 4. Written communication is done as per organizational standards 5. Inquiries are responded according to organizational standard |

**RANGE**

This section provides work environment and conditions to which the performance criteria apply. It allows for different work environment and situations that will affect performance.

|  |  |
| --- | --- |
| **Variable** | **Range** |
| 1. Communication strategies may include but not limited to: | * Language switch * Comprehension check * Repetition * Asking confirmation * Paraphrase * Clarification request * Translation * Restructuring * Approximation * Generalization |
| 1. Effective group interaction may include but not limited to: | * Identifying and evaluating what is occurring within an interaction in a non-judgmental way * Using active listening * Making decision about appropriate words, behavior * Putting together response which is culturally appropriate * Expressing an individual perspective * Expressing own philosophy, ideology and background and exploring impact with relevance to communication * Openness and flexibility in communication |
| 1. Interview situations may include but not limited to: | * Establishing rapport * Eliciting facts and information * Facilitating resolution of issues * Developing action plans * Diffusing potentially difficult situations |

**REQUIRED SKILLS AND KNOWLEDGE**

This section describes the skills and knowledge required for this unit of competency.

**Required Skills**

The individual needs to demonstrate the following skills:

* Active listening
* Giving/receiving feedback
* Interpretation of information
* Role boundaries setting
* Negotiation
* Communication

**Required Knowledge**

The individual needs to demonstrate knowledge of:

* Communication process
* Dynamics of groups and different styles of group leadership
* Communication skills relevant to client groups
* Flexibility in communication

**EVIDENCE GUIDE**

This provides advice on assessment and must be read in conjunction with the performance criteria, required skills and knowledge and range.

|  |  |
| --- | --- |
| 1. Critical aspects of Competency | Assessment requires evidence that the candidate:   1. Met communication needs of clients and colleagues 2. Contributed to the development of communication strategies 3. Conducted interviews 4. Facilitated group discussions 5. Represented the organization |
| 1. Resource Implications | The following resources should be provided:   1. Access to relevant workplace or appropriately simulated environment where assessment can take place 2. Materials relevant to the proposed activity or tasks |
| 1. Methods of Assessment | Competency in this unit may be assessed through:   1. Observation 2. Oral questioning 3. Written test 4. Portfolio of Evidence 5. Interview 6. Third party report |
| 1. Context of Assessment | Competency may be assessed   1. On the job 2. Off the job 3. During industrial attachment |
| 1. Guidance information for assessment | Holistic assessment with other units relevant to the industry sector, workplace and job role is recommended. |

# DEMONSTRATE NUMERACY SKILLS

**UNIT CODE: HOS/OS/FB/BC/02/5/A**

**UNIT DESCRIPTION**

This unit covers the competencies required to demonstrate numeracy skills. it involves calculating with whole numbers and familiar fractions, decimals, and percentages for work estimating, measuring, and calculating with routine metric measurements for work, using routine maps and plans for work, interpreting, drawing and constructing 2D and 3D shapes for work, interpreting routine tables, graphs and charts for work, collecting data and constructing routine tables and graphs for work and using basic functions of calculator.

**ELEMENTS AND PERFORMANCE CRITERIA**

|  |  |
| --- | --- |
| **ELEMENT**  These describe the key outcomes which make up workplace function. | **PERFORMANCE CRITERIA**  These are assessable statements which specify the required level of performance for each of the elements.  ***Bold and italicized terms*** ***are elaborated in the Range.*** |
| 1. Calculate with whole numbers and familiar fractions, decimals and percentages for work | 1. Mathematical information that may be partly embedded in routine workplace tasks and texts is selected and interpreted as per SOPs 2. Whole numbers and routine or familiar fractions, decimals and percentages including familiar rates are interpreted and comprehended as per SOPs 3. Calculations which may involve a number of steps are performed as per SOPs 4. Calculations done with whole numbers and routine or familiar fractions, decimals and percentages as per SOPs 5. Conversion between equivalent forms of fractions, decimals and percentages is done as per SOPs 6. Order of operations is applied to solve multi-step calculations as per SOPs 7. Problem solving strategies are appropriately applied as per SOPs 8. Estimations are made to check reasonableness of problem solving process, outcome and its appropriateness to the context and task as per SOPs 9. Formal and informal mathematical language and symbolism are used to communicate the result of the task as per SOPs. |
| 2. Estimate, measure, and calculate with routine metric measurements for work | 1. Measurement information in workplace tasks and texts are selected and interpreted in accordance with workplace requirements 2. Appropriate routine measuring equipment are identified and selected in accordance with workplace requirements 3. Measurements are estimated and made using correct units as per measurement manuals. 4. Estimations and calculations done as per routine measurements 5. Conversions performed routinely as per metric units 6. Problem solving processes are used to undertake the tasks as per workplace procedures. 7. Estimations are made to check reasonableness of problem solving process, outcome and its appropriateness to the context and task as per workplace procedures 8. Information is recorded using mathematical language and symbols appropriate to discuss the task as per workplace procedures. |
| 3. Use routine maps and plans for work | 1. Features are identified in routine maps and plans as per SOPs 2. Symbols and keys in routine maps and plans are clearly explained as per SOPs 3. Orientation of map to North is identified and interpreted as per SOPs 4. Understanding of direction and location is clearly demonstrated as per SOPs 5. Simple scale is applied to estimate length of objects, or distance to location or object as per SOPs 6. Directions are given and received using both formal and informal language as per SOPs |
| 4. Interpret, draw and construct 2D and 3D shapes for work | 1. Two dimensional shapes and routine three dimensional shapes identified in everyday objects and in different orientations in accordance with job specifications 2. The use and application of shapes elaborately explained as per SOPs 3. Formal and informal mathematical language and symbols used to describe and compare the features of two dimensional shapes and routine three dimensional shapes as per workplace procedures. 4. Common angles identified in accordance with SOPs 5. Common angles in everyday objects are appropriately estimated as per SOPs 6. Formal and informal mathematical language are used to describe and compare common angles as per workplace procedures. 7. Common geometric instruments used to draw two dimensional shapes as per SOPs 8. Routine three dimensional objects constructed from given nets as per SOPs. |
| 5. Interpret routine tables, graphs and charts for work | 1. Routine tables, graphs and charts identified in predominately familiar texts and contexts as per tables and graph manuals 2. Common types of graphs and their different uses identified as per SOPs 3. Features of tables, graphs and charts identified as per workplace procedures 4. Information in routine tables, graphs and charts located and interpreted as per workplace procedures 5. Calculations are perform to interpret information as per SOPs 6. How statistics can inform and persuade interpretations is explained as per SOPs 7. Misleading statistical information is identified as per workplace procedures. 8. Information relevant to the workplace is discussed as per workplace procedures. |
| 6. Collect data and construct routine tables and graphs for work | 1. Features of common tables and graphs identified as per SOPs 2. Uses of ***different tables and graphs*** identified as per job specifications 3. Data and variables to be collected are determined as per workplace procedures. 4. The audience is determined as per the workplace procedures 5. Method of data collection is select as per job requirement 6. Data is collected as per SOPs 7. Information is collated in a table as per SOPs 8. Suitable scale and axes determined as per job specifications 9. Graph to present information is drafted and drawn as per SOPs 10. Data checked to ensure that it meets the expected results and context as per workplace procedures 11. Information is reported or discussed using formal and informal mathematical language as per workplace procedures |
| 7. Use basic functions of calculator | * 1. Keys are identified and used for ***basic functions on a calculator*** as per SOPs   2. Calculation is done using whole numbers, money and routine decimals and percentages as per SOPs   3. Calculation done with routine fractions and percentages as per SOPs   4. Order of operations is applied to solve multi-step calculations as per SOPs   5. Results are interpreted, displayed and recorded as per workplace procedures   6. Estimations are made to check reasonableness of problem solving process, outcome and its appropriateness to the context and task as per workplace procedures   7. Formal and informal mathematical language and appropriate symbolism and conventions used to communicate the result of the task as per workplace procedures. |

**RANGE**

This section provides work environments and conditions to which the performance criteria apply. It allows for different work environments and situations that will affect performance.

|  |  |
| --- | --- |
| **Variable** | **Range** |
| 1. Use basic functions of calculator may include but not limited to: | * Addition * Multiplication * Calculate ratios * Conversion of ratios into percentages |
| 1. Different tables and graphs may include but not limited to: | * Bar Graphs * Flow Charts * Pie Charts * Pictograph * Line Graphs * Time Series Graphs * Stem and Leaf Plot * Histogram * Dot Plot * Scatter plot |

**REQUIRED SKILLS AND KNOWLEDGE**

This section describes the skills and knowledge required for this unit of competency.

**Required Skills**

The individual needs to demonstrate the following skills:

* Measuring
* Logical thinking
* Computing
* Drawing of graphs
* Applying mathematical formulas
* Analytical

**Required knowledge**

The individual needs to demonstrate knowledge of:

* Types of common shapes
* Differentiation between two dimensional shapes / objects
* Formulae for calculating area and volume
* Types and purpose of measuring instruments
* Units of measurement and abbreviations
* Fundamental operations (addition, subtraction, division, multiplication)
* Rounding techniques
* Types of fractions
* Different types of tables and graphs
* Meaning of graphs, such as increasing, decreasing, and constant value
* Preparation of basic data, tables & graphs

**EVIDENCE GUIDE**

This provides advice on assessment and must be read in conjunction with the performance criteria, required skills and knowledge and range.

|  |  |
| --- | --- |
| 1. Critical aspects of Competency | Assessment requires evidence that the candidate:   1. Calculated correctly with whole numbers and routine or familiar fractions, decimals and percentages 2. Estimated, measured and calculated with routine metric measurements 3. Applied simple scale to estimate length of objects or distance to location or object 4. Used formal and informal mathematical language to describe and compare common angles 5. Used common geometric instruments to draw two dimensional shapes 6. Collected data and constructed routine tables and graphs 7. Used basic functions of calculator correctly |
| 1. Resource Implications | The following resources should be provided:   1. Access to relevant workplace or appropriately simulated environment where assessment can take place 2. Materials relevant to the proposed activity or tasks |
| 1. Methods of Assessment | Competency may be assessed through:   1. Observation 2. Oral questioning 3. Written test 4. Portfolio of Evidence 5. Interview 6. Third party report |
| 1. Context of Assessment | Competency may be assessed:   1. On the job 2. Off the job 3. Industrial attachment |
| 1. Guidance information for assessment | Holistic assessment with other units relevant to the industry sector, workplace and job role is recommended. |

# DEMONSTRATE DIGITAL LITERACY

**UNIT CODE: HOS/OS/FB/BC/03/5/A**

**UNIT DESCRIPTION**

This unit covers the competencies required to demonstrate digital literacy. It involves identifying appropriate computer software and hardware, applying security measures to data, hardware, software in automated environment, applying computer software in solving tasks, applying internet and email in communication at workplace, applying desktop publishing in official assignment and preparing presentation packages**.**

**ELEMENTS AND PERFORMANCE CRITERIA**

|  |  |
| --- | --- |
| **ELEMENT**  These describe the key outcomes which make up workplace function | **PERFORMANCE CRITERIA**  These are assessable statements which specify the required level of performance for each of the elements.  ***Bold and italicized terms*** ***are elaborated in the Range*** |
| 1. Identify appropriate computer software and hardware | 1. Concepts of ICT are determined in accordance with computer equipment 2. Classifications of computers are determined in accordance with manufacturers specification 3. ***Appropriate computer software*** is identified according to manufacturer’s specification 4. ***Appropriate computer hardware*** is identified according to manufacturer’s specification 5. Functions and commands ofoperating system are determined in accordance withmanufacturer’s specification |
| 1. Apply security measures to data, hardware, software in automated environment | 1. ***Data security and privacy are classified*** in accordance with the prevailing technology 2. ***Security threats*** areidentified, **and *control measures*** are applied in accordance with laws governing protection of ICT 3. Computer threats and crimes are detected in accordance with Information security management guidelines 4. Protection against computer crimes is undertaken in accordance with laws governing protection of ICT |
| 1. Apply computer software in solving tasks | 1. ***Word processing concepts***are applied in resolving workplace tasks, report writing and documentation as per job requirements 2. ***Word processing utilities*** are applied in accordance with workplace procedures 3. Worksheet layout is prepared in accordance with work procedures 4. Worksheet is build and data manipulated in the worksheet in accordance with workplace procedures 5. Continuous data manipulated on worksheet is undertaken in accordance with work requirements 6. Database design and manipulation is undertaken in accordance with office procedures 7. Data sorting, indexing, storage, retrieval and security is provided in accordance with workplace procedures |
| 1. Apply internet and email in communication at workplace | 1. Electronic mail addresses are opened and applied in workplace communication in accordance with office policy 2. Office internet functions are defined and executed in accordance with office procedures 3. ***Network configuration*** is determined in accordance with office operations procedures 4. Official World Wide Web is installed and managed according to workplace procedures |
| 1. Apply desktop publishing in official assignments | 1. Desktop publishing functions and tools are identified in accordance with manufactures specifications 2. Desktop publishing tools are developed in accordance with work requirements 3. Desktop publishing tools are applied in accordance with workplace requirements 4. Typeset work is enhanced in accordance with workplace standards |
| 1. Prepare presentation packages | 1. Types of presentation packages are identified in accordance with office requirements 2. Slides are created and formulated in accordance with workplace procedures 3. Slides are edited and run in accordance with work procedures 4. Slides and handouts are printed according to work requirements |

**RANGE**

This section provides work environments and conditions to which the performance criteria apply. It allows for different work environments and situations that will affect performance.

|  |  |
| --- | --- |
| **Variable** | **Range** |
| 1. Appropriate computer hardware may include but not limited to: | * Computer case * Monitor * keyboard * mouse |
| 1. Data security and privacy may include but not limited to: | * Confidentiality of data * Cloud computing * Integrity -but-curious data surfing |
| 1. Security and control measures may include but not limited to: | * Counter measures against cyber terrorism * Risk reduction * Cyber threat issues * Risk management * Pass wording |
| 1. Security threats may include but not limited to: | * Cyber terrorism * Hacking |

**REQUIRED SKILLS AND KNOWLEDGE**

This section describes the skills and knowledge required for this unit of competency.

**Required Skills**

The individual needs to demonstrate the following skills:

* Analytical skills
* Interpretation
* Typing
* Communication
* Basic ICT skills

**Required Knowledge**

The individual needs to demonstrate knowledge of:

* Software concept
* Functions of computer software and hardware
* Data security and privacy
* Computer security threats and control measures
* Technology underlying cyber-attacks and networks
* Cyber terrorism
* Computer crimes
* Detection and protection of computer crimes
* Laws governing protection of ICT
* Microsoft suite

**EVIDENCE GUIDE**

This provides advice on assessment and must be read in conjunction with the performance criteria, required skills and knowledge and range.

|  |  |
| --- | --- |
| 1. Critical Aspects of Competency | Assessment requires evidence that the candidate:   1. Identified and controlled security threats 2. Detected and protected computer crimes 3. Applied word processing in office tasks 4. Designed, prepared work sheet and applied data to the cells in accordance to workplace procedures 5. Opened electronic mail for office communication as per workplace procedure 6. Installed internet and World Wide Web for office tasks in accordance with office procedures 7. Integrated emerging issues in computer ICT applications 8. Applied laws governing protection of ICT |
| 1. Resource Implications | 1. Tablets 2. Laptops 3. Desktop computers 4. Calculators 5. Internet 6. Smart phones 7. Operation Manuals |
| 1. Methods of Assessment | Competency may be assessed through:   1. Written Test 2. Observation 3. Practical assignment 4. Interview/Oral Questioning |
| 1. Context of Assessment | Competency may be assessed in:   1. Off the job 2. On the job setting 3. Industrial attachment |
| 5. Guidance information for assessment | Holistic assessment with other units relevant to the industry sector, workplace and job role is recommended. |

# DEMONSTRATE UNDERSTANDING OF ENTREPRENEURSHIP

**UNIT CODE : HOS/OS/FB/BC/04/5/A**

**UNIT DESCRIPTION**

This unit covers the competencies required to demonstrate understanding of entrepreneurship. It involves demonstrating understanding of an entrepreneur, entrepreneurship, and self-employment, identifying entrepreneurship opportunities, creating entrepreneurial awareness, applying entrepreneurial motivation, developing business innovative strategies and developing business plan.

**ELEMENTS AND PERFORMANCE CRITERIA**

|  |  |
| --- | --- |
| **ELEMENT** | **PERFORMANCE CRITERIA** |
| 1. Demonstrate understanding of an Entrepreneur | 1. Entrepreneurs and Businesspersons are distinguished as per principles of entrepreneurship 2. ***Types of entrepreneurs*** are identified as per principles of entrepreneurship 3. Ways of becoming an Entrepreneur are identified as per principles of Entrepreneurship 4. ***Characteristics of Entrepreneurs*** are identified as per principles of Entrepreneurship 5. Factors affecting Entrepreneurship development are explored as per principles of Entrepreneurship |
| 1. Demonstrate understanding of Entrepreneurship and self-employment | 1. Entrepreneurship and self-employment are distinguished as per principles of entrepreneurship 2. Importance of self-employment is analysed based on business procedures and strategies 3. ***Requirements for entry into self-employment*** are identified according to business procedures and strategies 4. Role of an Entrepreneur in business is determined according to business procedures and strategies 5. Contributions of Entrepreneurs to National development are identified as per business procedures and strategies 6. Entrepreneurship culture in Kenya is explored as per business procedures and strategies 7. Born or made Entrepreneurs are distinguished as per entrepreneurial traits |
| 1. Identify Entrepreneurship opportunities | 1. Sources of business ideas are identified as per business procedures and strategies 2. Business ideas and opportunities are generated as per business procedures and strategies 3. Business life cycle is analysed as per business procedures and strategies 4. Legal aspects of business are identified as per procedures and strategies 5. Product demand is assessed as per market strategies 6. Types of ***business environment*** are identified and evaluated as per business procedures 7. Factors to consider when evaluating business environment are explored based on business procedure and strategies 8. Technology in business is incorporated as per best practice |
| 1. Create entrepreneurial awareness | 1. ***Forms of businesses*** are explored as per business procedures and strategies 2. Sources of business finance are identified as per business procedures and strategies 3. Factors in selecting source of business finance are identified as per business procedures and strategies 4. ***Governing policies*** on Small Scale Enterprises (SSEs) are determined as per business procedures and strategies 5. Problems of starting and operating SSEs are explored as per business procedures and strategies |
| 1. Apply entrepreneurial motivation | 1. ***Internal and external motivation*** factors are determined in accordance with motivational theories 2. Self-assessment is carried out as per entrepreneurial orientation 3. Effective communications are carried out in accordance with communication principles 4. Entrepreneurial motivation is applied as per motivational theories |
| 1. Develop innovative business strategies | 1. Business innovation strategies are determined in accordance with the organization strategies 2. Creativity in business development is demonstrated in accordance with business strategies 3. ***Innovative business strategies*** are developed as per business principles 4. Linkages with other entrepreneurs are created as per best practice 5. ICT is incorporated in business growth and development as per best practice |
| 1. Develop Business Plan | 1. Identified Business is described as per business procedures and strategies 2. Marketing plan is developed as per business plan format 3. Organizational/Management plan is prepared in accordance with business plan format 4. Production/operation plan in accordance with business plan format 5. Financial plan is prepared in accordance with the business plan format 6. Executive summary is prepared in accordance with business plan format 7. Business plan is presented as per best practice |

**RANGE**

This section provides work environment and conditions to which the performance criteria apply. It allows for different work environment and situations that will affect performance.

|  |  |
| --- | --- |
| 1. **Variable** | **Range** |
| 1. Types of entrepreneurs may include but not limited to: | * Innovators * Imitators * Craft * Opportunistic * Speculators |
| 1. Characteristics of Entrepreneurs may include but not limited to: | * Creative * Innovative * Planner * Risk taker * Networker * Confident * Flexible * Persistent * Patient * Independent * Future oriented * Goal oriented |
| 1. Requirements for entry into self-employment may include but not limited to | * Technical skills * Management skills * Entrepreneurial skills * Resources * Infrastructure |
| 1. Internal and external motivation may include but not limited to: | * Interest * Passion * Freedom * Prestige * Rewards * Punishment * Enabling environment * Government policies |
| 1. Business environment may include but not limited to: | * External * Internal * Intermediate |
| 1. Forms of businesses may include but not limited to: | * Sole proprietorship * Partnership * Limited companies * Cooperatives |
| 1. Governing policies may include but not limited to: | * Increasing scope for finance * Promoting cooperation between entrepreneurs and private sector * Reducing regulatory burden on entrepreneurs * Developing IT tools for entrepreneurs |
| 1. Innovative business strategies may include but not limited to: | * New products * New methods of production * New markets * New sources of supplies * Change in industrialization |

**REQUIRED SKILLS AND KNOWLEDGE**

This section describes the skills and knowledge required for this unit of competency.

**Required Skills**

The individual needs to demonstrate the following skills:

* Analytical
* Management
* Problem-solving
* Root-cause analysis
* Communication

**Required Knowledge**

The individual needs to demonstrate knowledge of:

* Decision making
* Business communication
* Change management
* Competition
* Risk
* Net working
* Time management
* Leadership
* Factors affecting entrepreneurship development
* Principles of Entrepreneurship
* Features and benefits of common operational practices, e. g., continuous improvement (kaizen), waste elimination,
* Conflict resolution
* Health, safety and environment (HSE) principles and requirements
* Customer care strategies
* Basic financial management
* Business strategic planning
* Impact of change on individuals, groups and industries
* Government and regulatory processes
* Local and international market trends
* Product promotion strategies
* Market and feasibility studies
* Government and regulatory processes
* Local and international business environment
* Relevant developments in other industries
* Regional/ County business expansion strategies

**EVIDENCE GUIDE**

This provides advice on assessment and must be read in conjunction with the performance criteria, required skills and knowledge and range.

|  |  |
| --- | --- |
| 1. Critical Aspects of Competency | Assessment requires evidence that the candidate:   1. Distinguished entrepreneurs and business persons correctly 2. Identified ways of becoming an entrepreneur appropriately 3. Explored factors affecting entrepreneurship development appropriately 4. Analysed importance of self-employment accurately 5. Identified requirements for entry into self-employment correctly 6. Identified sources of business ideas correctly 7. GeneratedBusiness ideas and opportunities correctly 8. Analysed business life cycle accurately 9. Identified legal aspects of business correctly 10. Assessed product demand accurately 11. Determined Internal and external motivation factors appropriately 12. Carried out communications effectively 13. Identified sources of business finance correctly 14. Determined Governing policy on small scale enterprise appropriately 15. Explored problems of starting and operating SSEs effectively 16. Developed Marketing, Organizational/Management, Production/Operation and Financial plans correctly 17. Prepared executive summary correctly 18. Determined business innovative strategies appropriately 19. Presented business plan effectively |
| 1. Resource Implications | 1. The following resources should be provided: 2. Access to relevant workplace where assessment can take place 3. Appropriately simulated environment where assessment can take place |
| 1. Methods of Assessment | 1. Written tests 2. Oral questions 3. Third party report 4. Interviews 5. Portfolio |
| 1. Context of Assessment | Competency may be assessed   1. On-the-job 2. Off-the –job 3. During Industrial attachment |
| 1. Guidance information for assessment | Holistic assessment with other units relevant to the industry sector, workplace and job role is recommended. |

# DEMONSTRATE EMPLOYABILITY SKILLS

**UNIT CODE: HOS/OS/FB/BC/05/5/A**

**UNIT DESCRIPTION**

This unit covers competencies required to demonstrate employability skills. It involves conducting self-management, demonstrating interpersonal communication, critical safe work habits, leading small teams, planning and organizing work, maintaining professional growth and development, demonstrating workplace learning, problem solving skills and managing workplace ethics.

**ELEMENTS AND PERFORMANCE CRITERIA**

|  |  |
| --- | --- |
| **ELEMENT**  These describe the key outcomes which make up workplace function. | **PERFORMANCE CRITERIA**  These are assessable statements which specify the required level of performance for each of the elements.  ***Bold and italicized terms are elaborated in the Range*** |
| 1. Conduct self-management | 1. Personal vision, mission and goals are formulated based on potential and in relation to organization objectives 2. Emotional intelligence is demonstrated as per workplace requirements. 3. Individual performance is evaluated and monitored according to the agreed targets. 4. Assertiveness is developed and maintained based on the requirements of the job. 5. Accountability and responsibility for own actions are demonstrated based on workplace instructions. 6. Self-esteem and a positive self-image are developed and maintained based on values. 7. Time management, attendance and punctuality are observed as per the organization policy. 8. Goals are managed as per the organization’s objective 9. Self-strengths and weaknesses are identified based on personal objectives |
| 1. Demonstrate interpersonal communication | 1. Writing skills are demonstrated as per communication policy 2. Negotiation and persuasion skills are demonstrated as per communication policy 3. Internal and external stakeholders’ needs are identified and interpreted as per the communication policy 4. Communication networks are established based on workplace policy 5. Information is shared as per communication policy |
| 1. Demonstrate critical safe work habits | 1. Stress is managed in accordance with workplace policy. 2. Punctuality and time consciousness is demonstrated in line with workplace policy. 3. Personal objectives are integrated with organization goals based on organization’s strategic plan. 4. ***Resources*** are utilized in accordance with workplace policy. 5. Work priorities are set in accordance to workplace goals and objectives. 6. Leisure time is recognized and utilized in line with personal objectives. 7. ***Drugs and substances of abuse*** are identified and avoided based on workplace policy. 8. HIV and AIDS prevention awareness is demonstrated in line with workplace policy. 9. Safety consciousness is demonstrated in the workplace based on organization safety policy. 10. ***Emerging issues*** are identified and dealt with in accordance with organization policy. |
| 1. Lead small teams | 1. Performance targets for the ***team*** are set based on organization’s objectives 2. Duties are assigned in accordance with the organization policy. 3. ***Forms of communication*** in a team are established according to organization’s policy. 4. Team performance is evaluated based on set targets as per workplace policy. 5. Conflicts are resolved between team members in line with organization policy. 6. Gender related issues are identified and mainstreamed in accordance workplace policy. 7. Human rights and fundamental freedoms are identified and respected as Constitution of Kenya 2010. 8. Healthy relationships are developed and maintained in line with workplace. |
| 1. Plan and organize work | 1. Task requirements are identified as per the workplace objectives 2. Task is interpreted in accordance with safety (OHS ), environmental requirements and quality requirements 3. Work activity is organized with other involved personnel as per the SOPs 4. Resources are mobilized, allocated and utilized to meet project goals and deliverables. 5. Work activities are monitored and evaluated in line with organization procedures. 6. Job planning is documented in accordance with workplace requirements. 7. Time is managed achieve workplace set goals and objectives. |
| 1. Maintain professional growth and development | 1. Personal training needs are identified and assessed in line with the requirements of the job. 2. ***Training and career opportunities*** are identified and utilized based on job requirements. 3. Resources for training are mobilized and allocated based organizations and individual skills needs. 4. Licensees and certifications relevant to job and career are obtained and renewed as per policy. 5. Work priorities and personal commitments are balanced and managed based on requirements of the job and personal objectives. 6. Recognitions are sought as proof of career advancement in line with professional requirements. |
| 1. Demonstrate workplace learning | 1. Learning opportunities are sought and managed based on job requirement and organization policy. 2. Improvement in performance is demonstrated based on courses attended. 3. Application of learning is demonstrated in both technical and non-technical aspects based on requirements of the job 4. Time and effort is invested in learning new skills based on job requirements 5. Initiative is taken to create more effective and efficient processes and procedures in line with workplace policy. 6. New systems are developed and maintained in accordance with the requirements of the job. 7. Awareness of personal role in workplace ***innovation*** is demonstrated based on requirements of the job. |
| 1. Demonstrate problem solving skills | 1. Creative, innovative and practical solutions are developed based on the problem 2. Independence and initiative in identifying and solving problems is demonstrated based on requirements of the job. 3. Team problems are solved as per the workplace guidelines 4. Problem solving strategies are applied as per the workplace guidelines 5. Problems are analyzed and assumptions tested as per the context of data and circumstances |
| 1. Demonstrate workplace ethics | 1. Policies and guidelines are observed as per the workplace requirements 2. Self-worth and professionalism is exercised in line with personal goals and organizational policies 3. Code of conduct is observed as per the workplace requirements 4. Integrity is demonstrated as per legal requirement |

**RANGE**

This section provides work environment and conditions to which the performance criteria apply. It allows for different work environment and situations that will affect performance.

|  |  |
| --- | --- |
| **Range** | **Variable** |
| 1. Drug and substance abuse may include but not limited to: | Commonly abused   * Alcohol * Tobacco * Miraa * Over-the-counter drugs * Cocaine * Bhang * Glue |
| 1. Feedback may include but not limited to: | * Verbal * Written * Informal * Formal |
| 1. Relationships may include but not limited to: | * Man/Woman * Trainer/trainee * Employee/employer * Client/service provider * Husband/wife * Boy/girl * Parent/child * Sibling relationships |
| 1. Forms of communication may include but not limited to: | * Written * Visual * Verbal * Non verbal * Formal and informal |
| 1. Team may include but not limited to: | * Small work group * Staff in a section/department * Inter-agency group |
| 1. Personal growth may include but not limited to: | |  | | --- | | * Growth in the job * Career mobility * Gains and exposure the job gives * Net workings * Benefits that accrue to the individual as a result of noteworthy performance | |
| 1. Personal objectives may include but not limited to: | * Long term * Short term * Broad * Specific |
| 1. Trainings and career opportunities may include but not limited to | * Participation in training programs * Technical * Supervisory * Managerial * Continuing Education * Serving as Resource Persons in conferences and workshops |
| 1. Resource may include but not limited to: | * Human * Financial * Hardware * Software |
| 1. Innovation may include but not limited to: | * New ideas * Original ideas * Different ideas * Methods/procedures * Processes * New tools |
| 1. Emerging issues may include but not limited to: | * Terrorism * Social media * National cohesion * Open offices |
| 1. Range of media for learning may include but not limited to: | * Mentoring * peer support and networking * IT and courses |

**REQUIRED SKILLS AND KNOWLEDGE**

This section describes the skills and knowledge required for this unit of competency.

**Required Skills**

The individual needs to demonstrate the following skills:

* Communication
* Critical thinking
* Observation
* Organizing
* Negotiation
* Monitoring
* Evaluation
* Record keeping
* Problem solving
* Decision Making
* Resource utilization
* Resource mobilization

**Required Knowledge**

The individual needs to demonstrate knowledge of:

* Work values and ethics
* Company policies
* Company operations, procedures and standards
* Occupational Health and safety procedures
* Fundamental rights at work
* Personal hygiene practices
* Workplace communication
* Concept of time
* Time management
* Decision making
* Types of resources
* Work planning
* Resources and allocating resources
* Organizing work
* Monitoring and evaluation
* Record keeping
* Workplace problems and how to deal with them
* Gender mainstreaming
* HIV and AIDS
* Drug and substance abuse
* Leadership
* Safe work habits
* Professional growth and development
* Technology in the workplace
* Emerging issues
* Social media
* Terrorism
* National cohesion

**EVIDENCE GUIDE**

This provides advice on assessment and must be read in conjunction with the performance criteria, required skills and knowledge and range.

|  |  |
| --- | --- |
| 1. Critical aspects of Competency | Assessment requires evidence that the candidate:   1. Conducted self-management 2. Demonstrated interpersonal communication 3. Demonstrated critical safe work habits 4. Led small teams 5. Planned and organized work 6. Maintained professional growth and development 7. Demonstrated workplace learning 8. Demonstrated problem solving skills 9. Demonstrated workplace ethics |
| 1. Resource Implications | |  | | --- | | The following resources should be provided:   1. Access to relevant workplace where assessment can take place 2. Appropriately simulated environment where assessment can take place | |
| 1. Methods of Assessment | Competency in this unit may be assessed through:   1. Oral questioning 2. Portfolio of evidence 3. Third Party Reports 4. Written tests |
| 1. Context of Assessment | Competency may be assessed   1. On-the-job 2. Off-the –job 3. During Industrial attachment |
| 1. Guidance information for assessment | | Holistic assessment with other units relevant to the industry sector, workplace and job role is recommended. |

# DEMONSTRATE ENVIRONMENTAL LITERACY

**UNIT CODE: HOS/OS/FB/BC/06/5/A**

**UNIT DESCRIPTION**

This unit describes the competencies required to demonstrate understanding of environmental literacy. It involves controlling environmental hazard, controlling control environmental pollution, complying with workplace sustainable resource use, evaluating current practices in relation to resource usage, identifying environmental legislations/conventions for environmental concerns, implementing specific environmental programs and monitoring activities on environmental protection/programs.

**ELEMENTS AND PERFORMANCE CRITERIA**

|  |  |
| --- | --- |
| **ELEMENT**  These describe the key outcomes which make up workplace function. | **PERFORMANCE CRITERIA**  These are assessable statements which specify the required level of performance for each of the elements.  ***Bold and italicized terms*** ***are elaborated in the Range*** |
| 1. Control environmental hazard | 1. ***Storage methods*** for environmentally***hazardous*** materials are strictly followed according to environmental regulations and OSHS. 2. ***Disposal methods*** of hazardous wastes are followed always according to environmental regulations and OSHS. 3. ***PPE*** is used according to OSHS. |
| 1. Control environmental Pollution control | 1. Environmental pollution ***control measures*** are compiled following standard protocol. 2. Procedures for solid waste management are observed according to Environmental Management and Coordination Act 1999 3. Methods for minimizing ***noise pollution*** is complied with based on *Noise* and Excessive Vibration Pollution and Control Regulations, 2009 |
| 1. Demonstrate sustainable resource use | 1. Methods for minimizing wastage are complied with. 2. Waste management procedures are employed following principles of 3Rs (Reduce, Reuse, Recycle) 3. Methods for economizing and reducing resource consumption are practiced as per the Environmental Management and Coordination Act 1999 |
| 1. Evaluate current practices in relation to resource usage | 1. Information on resource efficiency **systems and procedures** are collected and provided to the work group where appropriate. 2. Current resource usage is measured and recorded by members of the work group. 3. Current purchasing strategies are analyzed and recorded according to industry procedures. 4. Current work processes to access information and data is analyzed following enterprise protocol. |
| 1. Identify Environmental legislations/conventions for environmental concerns | 1. Environmental ***legislations/conventions*** and local ordinances are identified according to the different ***environmental aspects/impact*** 2. ***Industrial standard/environmental practices*** are described according to the different environmental concerns |
| 1. Implement specific environmental programs | 1. Programs/Activities are identified according to organizations policies and guidelines. 2. Individual roles/responsibilities are determined and performed based on the activities identified. 3. Problems/constraints encountered are resolved in accordance with organizations’ policies and guidelines 4. Stakeholders are consulted based on company guidelines |
| 1. Monitor activities on Environmental protection/Programs | 1. Activities are periodically monitored and evaluated according to the objectives of the environmental Program 2. Feedback from stakeholders are gathered and considered in proposing enhancements to the program based on consultations 3. Data gathered are analyzed based on evaluation requirements 4. Recommendations are submitted based on the findings 5. Management support systems are set/established to sustain and enhance the program 6. Environmental incidents are monitored and reported to concerned/proper authorities |

**RANGE**

This section provides work environments and conditions to which the performance criteria apply. It allows for different work environments and situations that will affect performance.

|  |  |
| --- | --- |
| **Variable** | **Range** |
| 1. PPEs may include but not limited to: | * Mask * Gloves * Goggles * Safety hat * Overall * Hearing protector * Safety boots |
| 1. Environmental pollution control measures may include but not limited to: | * Methods for minimizing or stopping spread and ingestion of airborne particles * Methods for minimizing or stopping spread and ingestion of gases and fumes * Methods for minimizing or stopping spread and ingestion of liquid wastes |
| 1. Waste management procedures may include but not limited to: | * Sorting * Storing of items * Recycling of items * Disposal of items |
| 1. Resources may include but not limited to: | * Electric * Water * Fuel * Telecommunications * Supplies * Materials |
| 1. Workplace environmental hazards may include but not limited to: | * Biological hazards * Chemical and dust hazards * Physical hazards |
| 1. Organizational systems and procedures may include but not limited to: | * Supply chain, procurement and purchasing * Quality assurance * Making recommendations and seeking approvals |

**REQUIRED SKILLS AND KNOWLEDGE**

This section describes the skills and knowledge required for this unit of competency.

**Required Skills**

The individual needs to demonstrate the following skills:

* Observation
* Measuring
* Writing
* Communication
* Analytical
* Monitoring
* Evaluation

**Required Knowledge**

The individual needs to demonstrate knowledge of:

* Storage methods of environmentally hazardous materials
* Disposal methods of hazardous wastes
* Usage of PPE Environmental regulations
* OSHS
* Types of pollution
* Environmental pollution control measures
* Different solid wastes
* Solid waste management
* Different noise pollution
* Methods of minimizing noise pollution
* Solid Waste Act
* Methods of minimizing wastage
* Waste management procedures
* Economizing of resource consumption
* 3Rs principle
* Types of resources
* Techniques in measuring current usage of resources
* Calculating current usage of resources
* Types of workplace environmental hazards
* Environmental regulations
* Environmental regulations applying to the enterprise.
* Measurement and recording of current resource usage
* Analysis current work processes to access information and data Analysis of data and information
* Identification of areas for improvement
* Resource consuming processes
* Determination of quantity and nature of resource consumed
* Analysis of resource flow of different parts of the resource flow process
* Use/conversion of resources
* Causes of low efficiency of use
* Increasing the efficiency of resource use
* Inspection of resource use plans
* Regulations/licensing requirements
* Determine benefit/cost for alternative resource sources
* Benefit/costs for different alternatives
* Components of proposals
* Criteria on ranking proposals
* Regulatory requirements
* Proposals for improving resource efficiency
* Implementation of resource efficiency plans
* Procedures in monitor implementation
* Adjustments of implementation plan
* Inspection of new resource usage

**EVIDENCE GUIDE**

This provides advice on assessment and must be read in conjunction with the performance criteria, required skills and knowledge and range.

|  |  |
| --- | --- |
| 1. Critical Aspects of Competency | Assessment requires evidence that the candidate:   1. Controlled environmental hazard 2. Controlled environmental pollution 3. Demonstrated sustainable resource use 4. Evaluated current practices in relation to resource usage 5. Demonstrated knowledge of environmental legislations and local ordinances according to the different environmental issues /concerns. 6. Described industrial standard environmental practices according to the different environmental issues/concerns. 7. Resolved problems/ constraints encountered based on management standard procedures 8. Implemented and monitored environmental practices on a periodic basis as per company guidelines 9. Recommended solutions for the improvement of the Program 10. Monitored and reported to proper authorities any environmental incidents |
| 1. Resource Implications | The following resources should be provided:   1. Workplace with storage facilities 2. Tools, materials and equipment relevant to the tasks (ex. Cleaning tools, cleaning materials, trash bags, etc.) 3. PPE 4. Manuals and references 5. Legislation, policies, procedures, protocols and local ordinances relating to environmental protection 6. Case studies/scenarios relating to environmental Protection |
| 1. Methods of Assessment | Competency in this unit may be assessed through:   1. Observation 2. Oral questioning 3. Written test 4. Interview/Third Party Reports 5. Portfolio of evidence |
| 1. Context of Assessment | Competency may be assessed   1. On-the-job 2. Off-the –job 3. During Industrial attachment |
| 1. Guidance information for assessment | Holistic assessment with other units relevant to the industry sector, workplace and job role is recommended. |

# DEMONSTRATE OCCUPATIONAL SAFETY AND HEALTH PRACTICES

**UNIT CODE: HOS/OS/FB/BC/07/5/A**

**UNIT DESCRIPTION**

This unit specifies the competencies required to identify workplace hazards and risk, identify and implement appropriate control measures and implement OSH programs, procedures and policies/ guidelines

**ELEMENTS AND PERFORMANCE CRITERIA**

|  |  |
| --- | --- |
| **ELEMENT**  These describe the key outcomes which make up workplace function. | **PERFORMANCE CRITERIA**  These are assessable statements which specify the required level of performance for each of the elements.  ***Bold and italicized terms are elaborated in the Range*** |
| 1. Identify workplace hazards and risk | 1. ***Hazards*** in the workplace are identified ***based their indicators*** 2. Risks and hazards are evaluated based on legal requirements. 3. ***OSH concerns*** raised by workers are addressed as per legal requirements. |
| 1. Control OSH hazards | 1. Hazard prevention ***and control measures*** are implemented as per legal requirement. 2. Risk assessment is conductedand a risk matrix developed based on likely impact. 3. ***Contingency measures***, including ***emergency procedures*** during workplace ***incidents and emergencies*** are recognized and established in accordance with organization procedures. |
| 1. Implement OSH programs | 1. Company OSH program are identified, evaluated and reviewed based on legal requirements. 2. Company OSH programs are implemented as per legal requirements. 3. Workers are capacity built on OSH standards and procedures as per legal requirements 4. ***OSH-related records*** are maintained as per legal requirements. |

**RANGE**

This section provides work environments and conditions to which the performance criteria apply. It allows for different work environments and situations that will affect performance.

|  |  |
| --- | --- |
| **Variable** | **Range** |
| 1. Hazards may include but are not limited to: | * Physical hazards * Biological hazards * Chemical hazards * Ergonomics * Psychological factors * Physiological factors * Safety hazards * Unsafe workers’ act |
| 1. Indicators may include but are not limited to: | * Increased of incidents of accidents, injuries * Increased occurrence of sickness or health complaints/ symptoms * Common complaints of workers related to OSH * High absenteeism for work-related reasons |
| 1. Evaluation and/or work environment measurements may include but are not limited to: | * Health Audit * Safety Audit * Work Safety and Health Evaluation * Work Environment Measurements of Physical and Chemical Hazards |
| 1. OSH issues and/or concerns may include but are not limited to: | * Workers’ experience/observance on presence of work hazards * Unsafe/unhealthy administrative arrangements (prolonged work hours, no break time, constant overtime, scheduling of tasks) * Reasons for compliance/non-compliance to use of PPEs or other OSH procedures/policies/guidelines |
| 1. Prevention and control measures may include but are not limited to: | * Eliminate the hazard * Isolate the hazard * Substitute the hazard with a safer alternative * Use administrative controls to reduce the risk * Use engineering controls to reduce the risk * Use personal protective equipment * Safety, Health and Work Environment Evaluation * Periodic and/or special medical examinations of workers |
| 1. Safety gears /PPE (Personal Protective Equipment’s) may include but are not limited to: | * Arm/Hand guard, gloves * Eye protection (goggles, shield) * Hearing protection (ear muffs, ear plugs) * Hair Net/cap/bonnet * Hard hat * Face protection (mask, shield) * Apron/Gown/coverall/jump suit * Anti-static suits * High-visibility reflective vest |
| 1. Appropriate risk controls | * Eliminate the hazard altogether * Isolate the hazard from anyone who could be harmed * Substitute the hazard with a safer alternative * Use administrative controls to reduce the risk * Use engineering controls to reduce the risk * Use personal protective equipment |
| 1. Contingency measures may include but are not limited to: | * Evacuation * Isolation * Decontamination * Emergency personnel |
| 1. Emergency procedures may include but are not limited to: | * Fire drill * Earthquake drill * Basic life support/CPR * First aid * Spillage control * Decontamination of chemical and toxic * Disaster preparedness/management * Set of fire-extinguisher |
| 1. Incidents and emergencies may include but are not limited to: | * Chemical spills * Equipment/vehicle accidents * Explosion * Fire * Gas leak * Injury to personnel * Structural collapse * Toxic and/or flammable vapors emission. |
| 1. OSH-related Records may include but are not limited to: | * Medical/Health records * Incident/accident reports * Sickness notifications/sick leave application * OSH-related trainings obtained |

**REQUIRED SKILLS AND KNOWLEDGE**

This section describes the skills and knowledge required for this unit of competency.

**Required Skills**

The individual needs to demonstrate the following skills:

* Communication
* Interpersonal
* Presentation
* Risk assessment
* Evaluation
* Critical thinking
* Problem solving
* Negotiation

**Required Knowledge**

The individual needs to demonstrate knowledge of:

* General OSH Principles
* Occupational hazards/risks recognition
* OSH organizations providing services on OSH evaluation and/or work environment measurements (WEM)
* National OSH regulations; company OSH policies and protocols
* Systematic gathering of OSH issues and concerns
* General OSH principles
* National OSH regulations
* Company OSH and recording protocols, procedures and policies/guidelines
* Training and/or counseling methodologies and strategies

**EVIDENCE GUIDE**

This provides advice on assessment and must be read in conjunction with the performance criteria, required skills and knowledge and range.

|  |  |
| --- | --- |
| 1. Critical Aspects of Competency | Assessment requires evidence that the candidate:   1. Identified hazards in the workplace based their indicators 2. Evaluated workplace hazards based on legal requirements. 3. Addressed OSH concerns raised by workers as per legal requirements. 4. Implemented hazard prevention and control measures as per legal requirement. 5. Conducted risk assessment as per legal requirement. 6. Developed risk matrix based on likely impact. 7. Recognized and established contingency measures in accordance with organization procedures. 8. Identified, evaluated and reviewed company OSH program based on legal requirements. 9. Implemented company OSH programs as per legal requirements. 10. Capacity built workers on OSH standards and procedures as per legal requirements 11. Maintained OSH-related records as per legal requirements. |
| 1. Resource Implications | 1. The following resources should be provided: 2. Access to relevant workplace where assessment can take place 3. Appropriately simulated environment where assessment can take place |
| 1. Methods of Assessment | Competency in this unit may be assessed through:   1. Observation 2. Oral questioning 3. Written test 4. Portfolio of Evidence 5. Interview 6. Third party report |
| 1. Context of Assessment | Competency may be assessed:   1. On-the-job 2. Off-the –job 3. During Industrial attachment |
| 1. Guidance information for assessment | Holistic assessment with other units relevant to the industry sector, workplace and job role is recommended. |

# CORE UNITS OF COMPETENCY

# MANAGE FOOD AND BEVERAGE GUEST EXPERIENCE

**UNIT CODE:** **HOS/OS/FB/CR/01/5/A**

**UNIT DESCRIPTION**

This unit specifies the competencies required to manage food and beverage guests’ experience. It involves coordinating guest interactions, collecting, processing and disseminating guest information and handling guest’s complaints and feedback.

**ELEMENTS AND PERFORMANCE CRITERIA**

|  |  |
| --- | --- |
| **ELEMENT**  These describe the key outcomes which make up workplace function. | **PERFORMANCE CRITERIA**  These are assessable statements which specify the required level of performance for each of the elements.  ***Bold and italicized terms*** ***are elaborated in the Range*** |
| 1. Coordinate guest interactions | 1. . Guest is welcomed as per workplace policy. 2. . Guest is guided to desired location as per workplace policy. 3. . An institution services are promoted based on its products. 4. ***. Options to enhance guest experience*** are recommended based on guest preference, status, and duration of stay and workplace policy. |
| 1. Collect, process and disseminate guest information | 1. . Guest contact details are taken and compiled as per workplace policy. 2. . Guest ***dietary preferences/needs*** and ***special requirements*** are obtained as workplace policy. 3. . Guest information is shared with relevant stakeholders as per workplace policy. |
| 1. Handle guest’s complaints | 1. The guests complain is received as per the work place procedures and SOPs. 2. The guest is listened to with empathy as per the SOPs. 3. The guest is isolate (where necessary) for privacy as per the SOPs. 4. Demonstrate calmness and professionalism when handling the guest complains as per the SOPs. 5. Details of complains are noted down as per SOPs and work place policy. 6. Solution options are offered to the guest as per the work place policy. 7. Follow up on the guest complain to ascertain satisfaction as per the SOPs. |
| 1. Handle guest’s feedback | 1. Feedback from the guests is obtained, analyzed and shared as per workplace policy. 2. Guest feedback is addressed as per workplace policy. 3. Action taken on guest information is followed-up and monitored as per workplace policy. 4. ***Compensation of guest experience*** is conducted as per workplace policy and SOPs. 5. Satisfaction of the guest is assessed based on guest feedback and/or future experience with the guest. |

**RANGE**

This section provides work environments and conditions to which the performance criteria apply. It allows for different work environments and situations that will affect performance.

|  |  |
| --- | --- |
| **Variable** | **Range** |
| * 1. Options to enhance guest experience may include but not limited to: | * + Menu options   + Seating arrangements   + Special orders |
| * 1. Dietary preferences/needs may include but not limited to: | * + Vegetarian meals   + Lactose intolerance   + Gluten intolerance   + Sugar free products   + Nut allergies   + Protein allergies |
| * 1. Special requirements may include but not limited to: | * + Birthday entertainment   + Wheelchair access   + Baby chairs   + Baby walkers   + Family seating   + Valet services   + Nanny services |
| * 1. Compensation of guest experience may include but not limited to: | * + Replacement service   + Complimentary meal/beverage   + Refund |

**REQUIRED SKILLS AND KNOWLEDGE**

This section describes the skills and knowledge required for this unit of competency.

**Required Skills**

This section describes the required skills which supports performance. These skills will need to be considered in the learning and assessment process.

* Communication
* Interpersonal
* F&B service skills
* Listening
* Problem solving
* Negotiation
* Attention to detail
* Analytical
* Leadership
* Entrepreneurial
* Critical thinking
* Information Technology (IT)
* Decision making
* Customer care

**Knowledge**

This section describes the required knowledge which supports performance. This knowledge will need to be considered in the learning and assessment process.

The individual needs to demonstrate knowledge of:

* F&B operations
* Business communication
* Customer care
* Property care and maintenance
* Basic culinary techniques
* Basic catering laws
* Hygiene and sanitation
* Food safety
* Basic marketing

**EVIDENCE GUIDE**

This provides advice on assessment and must be read in conjunction with the performance criteria, required skills, knowledge and range.

|  |  |
| --- | --- |
| * + - 1. Critical Aspects of Competency | Assessment requires evidence that the candidate:   1. Welcomed guests courteously. 2. Guided guests to the desired location. 3. Promoted institution products and services. 4. Recommended options to enhance guest experience. 5. Collected and compiled guest information. 6. Shared guest information with relevant stakeholders on time. 7. Obtained, analyzed and shared guest feedback from the guests. 8. Followed up and monitored action taken on guest information. 9. Conducted compensation of guest experience appropriately. 10. Assessed guest satisfaction. |
| * + - 1. Resource implications | The following resources must be provided:   * 1. An institution with a functional food and beverage department   2. Stationery |
| * + - 1. Methods of Assessment | Competency may be assessed through:   * 1. Observation   2. Written tests   3. Oral questioning   4. Third party report |
| * + - 1. Context of Assessment | Competency may be assessed:   * 1. On-the-job,   2. Off-the-job   3. Or a combination of these   4. During industrial attachment   Off the job assessment must be undertaken in a closely simulated workplace environment. |
| * + - 1. Guidance information for assessment | Holistic assessment with other units relevant to the industry sector, workplace and job role is recommended. |

# SUPERVISE ROOM SERVICE OPERATIONS

**UNIT CODE: HOS/OS/FB/CR/02/5/A**

**UNIT DESCRIPTION**

This unit specifies the competencies required to supervise room service operations. It involves preparing, carrying out and controlling room service operations.

**ELEMENTS AND PERFORMANCE CRITERIA**

| **Elements**  These describe the key outcomes which make up workplace function | **Performance Criteria**  These are **assessable statements** which specify the required level of performance for each of the elements.  ***Bold and italicized terms*** ***are elaborated in the Range*** |
| --- | --- |
| 1. Prepare for room service operations | * 1. Room service staff issensitized on room service procedures as per SOPs.   2. ***Room service station Fixture, Furniture and Equipment (FF&E)*** is setin accordance to workplace policy and number of guests/sizes of institution.   3. ***Room service operating equipment*** and ***service ware*** are prepared for use as per the menu.   4. Menus are confirmed as per ***management objectives*** and guest needs.   5. Daily tasks are assigned as per ***room service* *operational needs.*** |
| 1. Carry out room service operations | * 1. ***Daily specials*** are offered as per workplace policy.   2. Room service menus are availed as per SOPs.   3. Room service orders are taken as per the customer’s needs.   4. Room service tray is set up in accordance with room service SOPs.   5. Food and beverages are delivered to the room according to workplace policy and SOPs***.***   6. Room service operations are monitored according to SOPs.   7. Guest complaints/ compliments are handled as per workplace policy. |
| 1. Control room service operations | * 1. Point of salesystem is operated in accordance with room service SOPs.   2. Closing stocks are checked against established par levels.   3. Payment is received and processed as per organizational policy.   4. Safety and security issues are handled as per workplace policy and legal requirements.   5. Compliance to policy and regulations is confirmed as legal requirements. |

**RANGE**

This section provides work environments and conditions to which the performance criteria apply. It allows for different work environments and situations that will affect performance.

|  |  |
| --- | --- |
| **Variable** | **Range** |
| 1. Room service stationFixture, Furniture and Equipment (FF&E) may include but not limited to: | * + Cabinets   + Coolers   + Shelves   + Trolleys   + Trays   + Linen   + Cutlery   + Crockery   + Glassware   + Hollow ware   + Room service accessories   + Mini bar |
| 1. Room service operating equipment may include but not limited to: | * + Trolleys   + Foldable table   + Coffee making machine |
| 1. Service ware include but not limited to: | * + Cutlery   + Crockery   + Glassware   + Hollow ware   + Glasswasher |
| 1. Management objectives may include but not limited to: | * + Profitability   + Customer satisfaction   + Corporate image |
| 1. Room service operational needs may include but not limited to: | * + Customer’s order   + Special diets |
| 1. Daily specials may include but not limited to: | * + Cocktails   + Fresh fruit juices   + Shakes   + Smoothies |

**REQUIRED SKILLS AND KNOWLEDGE**

This section describes the skills and knowledge required for this unit of competency.

**Required Skills**

This section describes the required skills which supports performance. These skills will need to be considered in the learning and assessment process.

* F&B service technical skills
* Basic food production skills
* Basic analytical skills
* Leadership skills
* Communication
* Negotiation
* Interpersonal skills
* Entrepreneurial skills
* Critical thinking
* Problem solving
* Computer proficiency
* Customer care

**Required Knowledge**

This section describes the required knowledge which supports performance. This knowledge will need to be considered in the learning and assessment process.

The individual needs to demonstrate knowledge of:

* F&B operations
* Communication
* Guest relations
* Basic marketing
* Property care and maintenance
* Basic culinary techniques
* Basic catering law
* Hygiene and sanitation
* Food safety
* Health and safety

**EVIDENCE GUIDE**

This provides advice on assessment and must be read in conjunction with the performance criteria, required skills, knowledge and range.

|  |  |
| --- | --- |
| * + - 1. Critical Aspects of Competency | Assessment requires evidence that the candidate:   * 1. Set room service station Fixture, Furniture and Equipment in accordance to workplace policy and number of guests/sizes of institution.   2. Prepared room service operating equipment and service ware for use as per the menu.   3. Assigned daily tasks as per room service operational needs.   4. Took room service orders as per the customer’s needs.   5. Set room service tray in accordance with room service SOPs.   6. Delivered food and beverages to the room according to workplace policy and applicable law.   7. Handled guest complaints/ compliments as per workplace policy.   8. Checked closing stocks against established par levels.   9. Received and processed payment as per organizational policy. |
| * + - 1. Resource Implications | The following resources must be provided:   * 1. An institution with a functional food and beverage department / a food production unit   2. An accommodation unit /A simulation of an accommodation unit |
| * + - 1. Methods of Assessment | Competency may be assessed through:   * 1. Observation   2. Written tests   3. Oral questioning   4. Third party report |
| * + - 1. Context of Assessment | Competency may be assessed:   * 1. On-the-job,   2. Off-the-job   3. During industrial attachment   Off the job assessment must be undertaken in a closely simulated workplace environment. |
| * + - 1. Guidance information for assessment | Holistic assessment with other units relevant to the industry sector, workplace and job role is recommended. |

# MANAGE FOOD AND BEVERAGE OPERATIONS

**UNIT CODE: HOS/OS/FB/CR/03/5/A**

**UNIT DESCRIPTION**

This unit specifies the competencies required to manage food and beverage operations. It involves planning, carrying out food and beverage service operations and controlling food and beverage services.

**ELEMENTS AND PERFORMANCE CRITERIA**

| **ELEMENTS**  These describe the **key outcomes** which make up workplace function. | **PERFORMANCE CRITERIA**  These are **assessable statements** which specify the required level of performance for each of the elements.  ***Bold and italicized terms*** ***are elaborated in the Range*** |
| --- | --- |
| 1. Plan for operations in food and beverage service outlet | * 1. Food and beverage outlet is opened in accordance with workplace policy.   2. ***Food and beverage outlet operating equipment*** and **service ware** are prepared for use as per the menu or daily specials.   3. **F&B outlet furniture is set** in accordance to outlet policy and design.   4. Service stations are prepared in accordance with outlet policies and standard operating procedures.   5. Side boards are prearranged as per the menu and daily specials. |
| 1. Carry out food and beverage service operations | * 1. Tables are set in accordance with outlet SOPs.   2. **Daily specials** are offered as per F & B outlet policy.   3. Orders are taken as the SOPs   4. Food and beverages are served to the customer as per SOPs   5. Payment is received and processed as per organizational policy and SOPs.   6. Guest complaints/ compliments are handled as per workplace policy and SOPs. |
| 1. Control food and beverage services | * 1. Point of salesystem is operated in accordance with outlet SOPs.   2. Closing stocks are checked and recorded.   3. Safety and security issues are handled as per workplace policy and legal requirements.   4. Compliance to policy and regulations is confirmed as per legal requirements.   5. F & B outlet operations are monitored according to SOPs.   6. F & B service report is prepared and shared with relevant personnel as per workplace policy. |

**RANGE**

This section provides work environment and conditions to which the performance criteria apply. It allows for different work environment and situations that will affect performance.

|  |  |
| --- | --- |
| **Variable** | **Range** |
| 1. Operating equipment and service ware may include but not limited to: | * + Cutlery   + Crockery   + Glassware   + Hollow ware   + Trays   + Sideboards   + Linen   + Condiments   + Service Trolleys |
| 1. Daily special may include but not limited to: | * + Daily menus   + Signature dishes |
| 1. F & B outlet furniture may include but not limited to: | * + Tables   + Chairs   + Sideboard   + Trolleys |

**REQUIRED SKILLS AND KNOWLEDGE**

This section describes the skills and knowledge required for this unit of competency.

**Required Skills**

This section describes the required skills which supports performance. These skills will need to be considered in the learning and assessment process.

* F&B service skills
* Leadership
* Listening
* Attention to detail
* Communication
* Negotiation
* Interpersonal skills
* Entrepreneurial skills
* Critical thinking
* Problem solving
* Information Technology (IT)
* Decision Making

**Required Knowledge**

This section describes the required knowledge which supports performance. This knowledge will need to be considered in the learning and assessment process.

* F&B operations
* Property management
* Basic culinary techniques
* Basic catering law
* Hygiene and sanitation
* Food safety
* Basic marketing
* Business communication
* Basic human resource management
* Customer care

**EVIDENCE GUIDE**

This provides advice on assessment and must be read in conjunction with the performance criteria, required skills, knowledge and range.

|  |  |
| --- | --- |
| 1. Critical Aspects of Competency | Assessment requires evidence that the candidate:   * 1. Planned F&B outlet operating equipment and service ware for use as per the menu or daily specials.   2. Set F&B outlet furniture in accordance to outlet policy and design.   3. Prepared service stations in accordance with outlet policies and standard operating procedures.   4. Prearranged side boards as per the menu and daily specials.   5. Set tables in accordance with outlet sops.   6. Offered daily specials as per F & B outlet policy.   7. Handled guest complaints/ compliments as per workplace policy. |
| 1. Resource implications | The following resources must be provided:   * 1. An institution with a functional F&B department |
| 1. Methods of Assessment | Competency may be assessed through:   * 1. Observation   2. Written tests   3. Interviews   4. Project   5. Third party reports |
| 1. Context of Assessment | Competency may be assessed:   * 1. On-the-job   2. Off-the-job   3. Or a combination of these   4. During industrial attachment   Off the job assessment must be undertaken in a closely simulated workplace environment. |
| 1. Guidance information for assessment | Holistic assessment with other units relevant to the industry sector, workplace and job role is recommended |

# MANAGE BAR OPERATIONS

**UNIT CODE: HOS/OS/FB/CR/04/5/A**

**UNIT DESCRIPTION**

This unit specifies the competencies required to manage bar operations. It involves preparing for bar operations, performing and controlling bar operations. It also includes operating special bars.

**ELEMENTS AND PERFORMANCE CRITERIA**

|  |  |
| --- | --- |
| **Elements**  These describe the **key outcomes** which make up workplace function. | **Performance Criteria**  These are **assessable statements** which specify the required level of performance for each of the elements.  ***Bold and italicized terms*** ***are elaborated in the Range*** |
| 1. Prepare for bar operations | * 1. Bar is cleaned as per the SOPs   2. Bar is opened and closed in accordance with workplace policy and legal requirements.   3. ***Bar operating equipment*** ***and* *service ware*** are prepared for use as per the menu or daily specials.   4. ***Bar furniture*** is setin accordance to F&B outlet policy and design.   5. ***Mis en place*** is carried out as per outlet policy |
| 1. Perform bar operations | * 1. Bar is opened as per SOPs and legal requirements.   2. ***Bar specials*** are offered as per organisational policy.   3. Bar orders are taken   4. Drinks are prepared as per the recipes   5. Drinks are served as per orders made.   6. Bar operations are monitored according to SOPs.   7. Guest complaints/ compliments are handled as per workplace policy.   8. ***Bar sales summary*** is prepared as per organisational policy. |
| 1. Control bar operations | * 1. Closing stocks are checked against established par levels.   2. Revenue is recorded and secured as per accounting policy.   3. Safety and security issues are handled as per workplace policy and legal requirements.   4. Compliance to policy and regulations is confirmed as per legal requirements.   5. Bar control measures are implemented as per the work place policy and SOPs. |
| 1. Operate special bars | 1. Special bars are operated in line with SOPs and legal requirements. 2. Special bar closing procedures are carried out as per SOPs. |

**RANGE**

This section provides work environments and conditions to which the performance criteria apply. It allows for different work environments and situations that will affect performance.

|  |  |
| --- | --- |
| **Variable** | **Range** |
| * + - 1. Bar operating equipment and service ware may include but not limited to: | * + Cutlery   + Crockery   + Glassware   + Trays   + Sideboards   + Linen   + Condiments   + Blender   + Cocktail mixers   + Hollow ware   + Assorted bar accessories   + Coolers   + Glasswasher/ dishwasher |
| * + - 1. Bar furniture may include but not limited to: | * + Bar counters   + Tables   + Chairs   + Sideboards   + Trolleys   + Bar stools   + Cocktail tables   + Wine rack |
| * + - 1. Mis en place may include but not limited to: | * + Stock taking   + Chilling   + Preparing garnishes for cocktails   + Preparing ice cubes   + Restocking the bar |
| * + - 1. Bar specials may include but not limited to: | * + Cocktail of the day/week   + Bar special menu   + Promotional package   + Happy hour |
| * + - 1. Bar sales summary may include but not limited to: | * 1. Opening and closing stock   2. Sales   3. Breakages   4. Ullages |

**REQUIRED SKILLS AND KNOWLEDGE**

This section describes the skills and knowledge required for this unit of competency.

**Required Skills**

This section describes the required skills which supports performance. These skills will need to be considered in the learning and assessment process.

* Bar service skill
* Mixing skill
* Leadership
* Communication
* Report writing
* Negotiation
* Interpersonal skills
* Entrepreneurial skills
* Critical thinking
* Decision making
* Problem solving
* Information Technology (IT)

**Knowledge**

This section describes the required knowledge which supports performance. This knowledge will need to be considered in the learning and assessment process.

**Required Knowledge**

The individual needs to demonstrate knowledge of:

* Bar operations
* Mixology
* Basic accounting
* An institution and catering law
* Liquor licensing laws
* Hygiene and sanitation
* Food safety
* First aid
* Basic marketing
* Business communication
* Customer care

**EVIDENCE GUIDE**

This provides advice on assessment and must be read in conjunction with the performance criteria, required skills, knowledge and range.

|  |  |
| --- | --- |
| 1. Critical Aspects of Competency | Assessment requires evidence that the candidate:   * 1. Cleaned the bar as per the sops   2. Prepared bar operating equipment and service ware for use as per the menu or daily specials   3. Set bar furniture in accordance to F&B outlet policy and design.   4. Carried out mis en place as per outlet policy   5. Offered bar specials as per organisational policy.   6. Handled guest complaints/ compliments as per workplace policy.   7. Prepared bar service report as per organisational policy.   8. Prepared and served drinks as per set recipes.   9. Controlled bar operations |
| 1. Resource implications | The following resources must be provided:   1. A simulation of a functional bar/ A restaurant with a functional bar unit/ An institution with a functional bar unit 2. Stationery |
| 1. Methods of Assessment | Competency may be assessed through:   * 1. Observation   2. Written tests   3. Oral questioning   4. Third party report |
| 1. Context of Assessment | Competency may be assessed:   * 1. On-the-job   2. Off-the-job   3. During industrial attachment   Off the job assessment must be undertaken in a closely simulated workplace environment. |
| 1. Guidance information for assessment | Holistic assessment with other units relevant to the industry sector, workplace and job role is recommended. |

# MANAGE BANQUETS AND EVENTS OPERATIONS

**UNIT CODE: HOS/OS/FB/CR/05/5/A**

**UNIT DESCRIPTION**

This unit specifies the competencies required to manage banquets and events operations. It involves preparing, carrying out and controlling services in banquets and events.

**ELEMENTS AND PERFORMANCE CRITERIA**

| **Elements**  These describe the key outcomes which make up workplace function. | **Performance Criteria**  These are assessable statements which specify the required level of performance for each of the elements.  ***Bold and italicized terms*** ***are elaborated in the Range*** |
| --- | --- |
| 1. Prepare for banquets and events | * 1. ***Banquets and events*** reservations are taken and recorded as per workplace policy   2. Banquets and events standard operating procedures are followed in accordance with workplace policy.   3. Banquets and events ***communication tools*** are gathered as per workplace policy.   4. Work schedules are prepared as perbanquets and events forecast.   5. Banquets and events duties are assigned as per job description and workplace policy.   6. Banquets and events ***FF&E*** ***and*** ***service ware*** are set as per function and workplace policy.   7. ***Service stations*** are prepared in accordance with workplace policy and standard operating procedures. |
| 1. Carry out services in banquets and events | * 1. Tables are laid in accordance with banquets and events SOPs.   2. Guests are ***welcomed*** and sat   3. The starter is served and dirties cleared   4. The main meal is served and dirties cleared   5. The dessert is served and dirties cleared.   6. After meal drinks are served   7. Glassware is provided for toasting   8. Banquets and events operations are monitored according to SOPs.   9. Guest complaints/ compliments are handled as per workplace policy. |
| 1. Control services in banquets and events | 1. Point of salesystem is operated in accordance with banquets and events SOPs. 2. Closing stocks are checked against opening stocks. 3. Payment is received and processed according to work place policy 4. Safety and security issues are handled as per workplace policy and legal requirements. 5. Compliance to policy and regulations is confirmed as per legal requirements. 6. Banquets and events operations are evaluated according to SOPs. |

**RANGE**

This section provides work environments and conditions to which the performance criteria apply. It allows for different work environments and situations that will affect performance.

|  |  |
| --- | --- |
| **Variable** | **Range** |
| 1. Banquets and events may include but not limited to: | * + Banquets   + Wedding   + Wedding reception   + Anniversary   + Birthdays parties   + Cocktail parties   + MICE (Meetings, incentives, conferences and events) |
| 1. Communication tools may include but not limited to: | * + Menus   + Packages   + Flyers   + Brochures   + Banners   + Web based tools |
| 1. FF&E and service ware may include but not limited to: | * + Banqueting trucks   + Refrigerated truck   + Tables   + Chairs   + Linen   + Banqueting accessories |
| 1. Service stations may include but not limited to: | * + Food stations   + Bar   + Landing stations   + Seating plans   + Décor |
| 1. Welcomed may include but not limited to: | * + Napkins are offered   + Water is served   + Menu is offered   + Aperitif served |

**REQUIRED SKILLS AND KNOWLEDGE**

This section describes the skills and knowledge required for this unit of competency.

**Required Skills**

This section describes the required skills which supports performance. These skills will need to be considered in the learning and assessment process.

* F&B service skill
* Bar service skills
* Reservations
* Coordination
* Organizing
* Analytical
* Leadership
* Communication
* Report writing
* Negotiation
* Interpersonal
* Entrepreneurial
* Critical thinking
* Problem solving
* Information Technology (IT)
* Customer care
* Decision making

**Required Knowledge**

This section describes the required knowledge which supports performance. This knowledge will need to be considered in the learning and assessment process.

The individual needs to demonstrate knowledge of:

* F&B operations
* Sales and marketing
* Property care and maintenance
* Basic catering law
* Hygiene and sanitation
* Food safety
* Business communication
* Basic human resource management

**EVIDENCE GUIDE**

This provides advice on assessment and must be read in conjunction with the performance criteria, required skills, knowledge and range.

|  |  |
| --- | --- |
| 1. Critical Aspects of Competency | Assessment requires evidence that the candidate:   * 1. Set banquets and events FF&E and service ware as per function and workplace policy.   2. Prepared service stations in accordance with workplace policy and standard operating procedures.   3. Laid tables in accordance with banquets and events sops.   4. Welcomed guests are and sat   5. Served starter and cleared dirties   6. Served main meal and cleared dirties   7. Served dessert and cleared dirties.   8. Served after meal drinks   9. Provided glassware for toasting   10. Handled guest complaints/ compliments as per workplace policy.   11. Checked closing stocks against opening stocks.   12. Handled safety and security issues as per workplace policy and legal requirements. |
| 1. Resource Implications | The following resources must be provided:   1. A functional banqueting and events unit/A simulation of a functional banqueting and events unit 2. Stationery |
| 1. Methods of Assessment | Competency may be assessed through:   * 1. Observation   2. Written tests   3. Oral questioning   4. Third party report |
| 1. Context of Assessment | Competency may be assessed:   * 1. On-the-job,   2. Off-the-job   3. Or a combination of these   4. During industrial attachment   Off the job assessment must be undertaken in a closely simulated workplace environment. |
| 1. Guidance information for assessment | Holistic assessment with other units relevant to the industry sector, workplace and job role is recommended. |

# MANAGE SPECIALITY OUTLETS

**UNIT CODE: HOS/OS/FB/CR/06/5/A**

**UNIT DESCRIPTION**

This unit specifies the competencies required to manage specialty outlets. It involves preparing for specialty outlet operations, carrying out and controlling specialty outlet operations.

**ELEMENTS AND PERFORMANCE CRITERIA**

| **Elements**  These describe the **key outcomes** which make up workplace function. | **Performance Criteria**  These are **assessable statements** which specify the required level of performance for each of the elements.  ***Bold and italicized terms*** ***are elaborated in the Range*** |
| --- | --- |
| 1. Prepare for specialty outlet operations | * 1. Specialty outlet menu is availed as per outlet concept.   2. Specialty outlet ***Furniture, Fittings and Equipment (FF&E)*** is set as per outlet concept.   3. Daily tasks are assigned as per ***outlet operational needs.***   4. Specialty outlet service SOPs are followed as per outlet concept.   5. Specialty outlet is opened in accordance with workplace policy.   6. Daily specials are confirmed in accordance with the ***outlet concept.***   7. ***Service stations*** are prepared in accordance with outlet policies and standard operating procedures.   8. Side boards are prearranged as per the menu and daily specials. |
| 1. Carry out operations of a Specialty outlet | * 1. Outlet set-up is done in accordance with outlet concept.   2. Daily specials are promoted as per outlet policy.   3. Orders are taken   4. Food and beverages are served according to customer needs   5. Billing is done as per work place SOPs   6. Outlet operations are monitored according to SOPs.   7. Guest complaints/compliments are handled as per workplace policy.   8. ***Speciality outlet activities*** are carried out according to ***applicable law*.** |
| 1. Control specialty outlet operations | * 1. ***Point of sale*** system is operated in accordance with outlet SOPs.   2. Opening stocks are checked against established par levels.   3. Portion control is applied   4. Payment is received and processed as per workplace policy   5. Safety and security issues are handled as per workplace policy and legal requirements.   6. Compliance to policy and regulations is confirmed as per legal requirements.   7. Closing stocks are checked against the sales and deliveries. |

**RANGE**

This section provides work environments and conditions to which the performance criteria apply. It allows for different work environments and situations that will affect performance.

|  |  |
| --- | --- |
| **Variable** | **Range** |
| 1. Speciality furniture, fittings and equipment (FF&E) may include but not limited to: | * Cutlery * Crockery * Glassware * Trays * Sideboards * Linen * Condiments * Table * Chairs * Mats * Lighting * Lampshades |
| 1. Outlet operational needs may include but not limited to: | * Shift coverage * Completion of tasks * Completion of service cycle * Type of clientele * Type of menu |
| 1. Outlet concept may include but not limited to: | * Theme and décor * Cuisine * Target clientele |
| 1. Service stations may include but not limited to: | * Sushi bars * Live cooking stations * Carving station |
| 1. Specialty outlet activities may include but not limited to: | * Entertainment * Celebrations * Fireworks displays |
| 1. Applicable Law may include but not limited to: | * Legal provisions * Health and safety * Employment act * An institution and restaurants act * EMCA 1999 |
| 1. Point of salemayinclude but not limited to: | * Micros stations * Cashiering stations * KOT (Kitchen order ticket) printers |

**REQUIRED SKILLS AND KNOWLEDGE**

This section describes the skills and knowledge required for this unit of competency.

**Required Skills**

This section describes the required skills which supports performance. These skills will need to be considered in the learning and assessment process.

* F&B service techniques
* Analytical skills
* Leadership skills
* Communication
* Negotiation
* Interpersonal skills
* Entrepreneurial skills
* Critical thinking
* Problem solving
* Information Technology (IT)
* Customer care
* Decision making

**Required Knowledge**

This section describes the required knowledge which supports performance. This knowledge will need to be considered in the learning and assessment process.

The individual needs to demonstrate knowledge of:

* F&B operations
* Special cuisine
* Specialty/ethnic culture
* Property care and maintenance
* Basic culinary terms
* Basic catering law
* Safety and security
* Hygiene and sanitation
* Food safety
* Basic sales and marketing
* Communication
* Basic human resource management

**EVIDENCE GUIDE**

This provides advice on assessment and must be read in conjunction with the performance criteria, required skills, knowledge and range.

|  |  |
| --- | --- |
| 1. Critical Aspects of Competency | Assessment requires evidence that the candidate:   * 1. Speciality outlet FF and E is set as per outlet concept.   2. Service stations are prepared in accordance with outlet policies and standard operating procedures.   3. Outlet set-up is done in accordance with outlet concept.   4. Orders are taken   5. Food and beverages are served according to customer needs   6. Billing is done as per work place SOPs   7. Guest complaints/compliments are handled as per workplace policy.   8. Portion control is applied |
| 1. Resource Implications | The following resources must be provided:   * 1. A functional Specialty food and beverage outlet with a food production unit / An institution with a specialty food and beverage outlet. |
| 1. Methods of Assessment | Competency may be assessed through:   * 1. Observation   2. Written tests   3. Oral questioning   4. Third party report |
| 1. Context of Assessment | Competency may be assessed:   * 1. On-the-job   2. Off-the-job   3. Or a combination of these   4. During industrial attachment   Off the job assessment must be undertaken in a closely simulated workplace environment. |
| 1. Guidance information for assessment | Holistic assessment with other units relevant to the industry sector, workplace and job role is recommended. |

# PERFORM FOOD AND BEVERAGE DEPARTMENT ADMINISTRATIVE DUTIES

**UNIT CODE: HOS/OS/FB/CR/07/5/A**

**UNIT DESCRIPTION**

This unit describes the competencies required to perform food and beverage department administrative duties. It involves performing and controlling departments’ activities. It also entails supervising food and beverage department personnel and performing organization duty management role.

**ELEMENT AND PERFORMANCE CRITERIA**

| **ELEMENT**  These describe the key outcomes which make up workplace function. | **PERFORMANCE CRITERIA**  These are assessable statements which specify the required level of performance for each of the elements.  ***Bold and italicized terms are elaborated in the Range*** |
| --- | --- |
| 1. Perform food and beverage department activities | * 1. Goals and objectives of the department are implemented based on the strategy of the organization.   2. Tasks are developed as per goals and objectives of the department and organization structure.   3. ***Required resources*** are determined based on tasks to be performed.   4. Departments’ operation plan is implemented based on the organizations master plan.   5. Departments plan implementation schedules are carried out based on tasks, objectives and resources availability.   6. Methods and tools for monitoring work progress are utilized based on implementation schedule. |
| 1. Control food and beverage department activities | * 1. Follow-up activities are conducted to track progress as per department operational targets.   2. Actual performance is measured and analyzed against expected performance targets.   3. Performance gaps correction activities are conducted as per progress report.   4. Resource utilization is monitored based on workplace policy. |
| 1. Supervise food and beverage department personnel | * 1. Human resource policy is implemented based on overall organization policy, best practices and SOPs.   2. Staff is recruited based on human resource policy.   3. Staff is inducted on the job based on human resource policy.   4. Staff is supervised and appraised based on human resource policy.   5. Staff performance feedback is given based on performance assessment results.   6. Staff is ***capacity built*** and mentored based on training needs assessment and appraisal reports.   7. Staff is compensated, ***motivated*** and welfare programmes implemented based on human resource policy.   8. Staff disciplinary evidence and reports are provided as per human resource policy. |
| 1. Perform organization duty management role | * 1. General organization operations are overseen as per SOPs and workplace policy.   2. Interdepartmental activities are coordinated as per workplace policy.   3. ***Guest complaints*** are received, handled and escalated as per workplace policy.   4. Fire, life and safety issues are handled as per workplace crisis policy and best practices.   5. Risk assessment is conducted as per workplace policy.   6. ***Staff issues*** are received, handled and escalated as per workplace policy. |

**RANGE**

This section provides work environments and conditions to which the performance criteria apply. It allows for different work environments and situations that will affect performance.

|  |  |
| --- | --- |
| **Variable** | **Range** |
| 1. Required resources may include but not limited to: | * Human resources * Capital * Materials * Supplies * Tools * Equipment |
| 1. Corrective activities may include but not limited to: | * Resources reallocation * Training/capacity building * Guidance and counselling * Mediation * Job rotation |
| 1. Capacity built may include but not limited to: | * Training * Coaching * Mentorship * Induction |
| 1. Motivation may include but not limited to: | * Salary increment /bonus * Promotion * Appraisal * Capacity * Flexible working hours * Recognition * End year party * Gifts /complementary * Job enrichment and enlargement |
| 1. Guest complaints may include but not limited to: | * Cold food * Poor WIFI connection * Poor TV reception * Slow service * Overcharging * Failure to refund change |
| 1. Staff issues may include but not limited to: | * Dressing (Grooming) * Absenteeism * Lateness * Intoxication * Harassment * Worker behavior e.g. (rudeness, failure to attend to details) |

**REQUIRED SKILLS AND KNOWLEDGE**

This section describes the skills and knowledge required for this unit of competency.

**Required Skills**

The individual needs to demonstrate the following skills:

* Food and beverages sales and service skills
* Bar service skills
* Reservations
* Coordination
* Report writing
* Evaluation
* Analytical
* Customer care
* Critical thinking
* Leadership skills
* Interpersonal skills
* Organizing
* Analytical
* Supervisory and leadership skills
* Communication
* Report writing
* Negotiation
* Interpersonal
* Entrepreneurial
* Problem solving
* Computer proficiency
* Customer care
* Decision making
* Listening
* Attention to details

**Required Knowledge**

The individual needs to demonstrate knowledge of:

* Customer care
* Basic human resource management
* Basic accounting
* Basic finance management
* Labour laws
* Labor relations
* Planning and budgeting
* Statutory legislations and regulations e.g. NHIF, NSSF, PAYE
* Management and leadership principles and practices
* Record keeping
* Organization structure (reporting structure)
* Networking and linkages
* Emerging issues

**EVIDENCE GUIDE**

This provides advice on assessment and must be read in conjunction with the performance criteria, required skills and knowledge and range statement.

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| 1. Critical aspects of Competency | Assessment requires evidence that the candidate:   1. Developed tasks as per goals and objectives of the department and organization. 2. Identified and allocated he required resources based on tasks to be performed. 3. Followed-up activities to track progress as per department operational targets. 4. Measured and analyzed actual performance against expected performance targets and maintained the records. 5. Follow-up activities are conducted to track progress as per department operational targets. 6. Actual performance is measured and analyzed against expected performance targets. 7. Performance gaps ***correction activities*** are conducted as per progress report. 8. Identified performance gaps and prepared ***corrective activities*** as per the performance gaps and organization policy. 9. Utilized tools for monitoring work progress. 10. Prepared, evaluated and disseminated departments performance reports. 11. Maintained work records as evidence of tracking progress. 12. Recommended corrective measures taken to fill up performance gaps. 13. Implemented human resource policy in management of department’s personnel. 14. Utilized the organization’s communication strategy. 15. Adhered to legal and statutory requirements. 16. Maintained records of received, handled and escalated guest complains 17. Received, handled and escalated staff issues prudently and appropriately. |
| 1. Resource Implications | The following resources should be provided:   1. An organization with operational food and beverage department. 2. Stationery |
| 1. Methods of Assessment | Competency in this unit may be assessed through:   1. Observation 2. Written tests 3. Oral questioning 4. Third party reports 5. Interviews 6. Project |
| 1. Context of Assessment | Competency may be assessed:   1. On-the-job 2. Off-the-job or a combination of both. 3. During Industrial attachment   Off the job assessment must be undertaken in a closely simulated workplace environment. |
| 1. Guidance information for assessment | Holistic assessment with other units relevant to the industry sector, workplace and job role is recommended. |