





National Vocational and Technical Training Commission (NAVTTC),
Government of Pakistan





#### **ACKNOWLEDGEMENTS**

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- Dr. Mugeem ul Islam, Director General (Skills, Standards and Curricula) NAVTTC
- Mr. Muhammad Naeem Akhtar, Senior Technical Advisor TSSP-GIZ,
- Mr. Muhammad Yasir, Deputy Director (SS&C Wing) NAVTTC
- Mr. Muhammad Ishaq, Deputy Director (SS&C Wing) NAVTTC
- Mr. Muhammad Fayaz Soomro, Deputy Director (SS&C Wing) NAVTTC

NAVTTC team under the leadership of Dr. Muquem ul Islam initiated development of CBT & A based qualifications of diploma level-5 as a reform project of TVET sector in November 2018 and completed 27 NVQF diplomas of Level-5 in September, 2019. It seems worth highlighting that during this endeavor apart from developing competency standards/curricula in conventional trades new dimensions containing high-tech trades in TVET sector in the context of generation IR 4.0 trades have also been developed which inter alia includes Robotics, Mechatronics, artificial intelligence, industrial automation, instrumentation and process control. Moreover, trades like entrepreneurship, green/environmental skills and variety of soft/digital skill have also been developed to equip the Pakistani youth with skills set as per requirement of the global trends. These skills have been made integral part of all the 27 diplomas.





Nobody has been more important in the pursuit of this project than Dr. Nasir Khan, Executive Director, NAVTTC, whose patronage and support remain there throughout the development process and lastly to thanks specially to Syed Javed Hassan, Chairman NAVTTC and Raja Saad Khan, Deputy Team Lead TSSP-GIZ who made it happened in this challenging time.





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#### 1. INTRODUCTION

Media and film production are the most popular field in current century. There is a highest overall job-market demand in different fields of media. Every field has variety of opportunities for individual. The course surveys the main topics in the field and introduces students to a variety of analytical perspectives. Media Studies covers all the formats related to Television and Film production such as drama, music programs, news, documentaries etc. This course will cover script/screen writing, videography / cinematography, editing and post production and animation etc.

This qualification is an industry recognized credential which helps trainees to excel in designing career—providing benefits to both individual and employer. This qualification provides reliable validation of skills and knowledge and can lead to accelerated professional development, improved productivity, and enhanced credibility. To meet Job Market Demand there is a need to strengthen and promote productive working relationship between the training providers and the industry to enhance quality of training delivery, enterprise competitiveness and access to decent employment. Provision contained in existing National Vocational Qualification Framework (NVQF) for various qualifications inter alia Media production trade has been identified for review and the further development of the missing levels, skills set and industry demanded occupational competencies. Further, this occupation has been developed in response to the demands of labor market and national priorities with the involvement of industry at key stages in the development process.

This course is designed for trainees who have grown up in a rapidly changing global multimedia environment and intend to become more skilled and technically equipped. Through an interdisciplinary comparative and historical lens, the course defines wide media spectrum. The main elements in the development of this qualification include; competency standards, structure, level, time allocation in credit hours, Tools and equipment's as per National Vocational Qualification Framework (NVQF) Development Manual 1 using the competency-based training an assessment-approach.





#### 2. PURPOSE OF THE QUALIFICATION

The purpose of this qualification is to set professional standards for Media jobs. These national qualifications will support training providers in enhancing the quality of training and assessment in Pakistan. The specific objectives of developing these qualifications areas under:

- Improve the overall quality of training delivery and setting national bench marks for trainees in the country,
- Providesflexiblepathwaysandprogressionstolearnersenablingthemtoreceive relevant, up-to-date and recent skills,
- Provides basis for competency-based assessment recognized and accepted by industry, nationally and internationally,
- Establishes standardized and sustainable system of training for trainees

#### 3. DATE OF VALIDATION

This national qualification has been validated by the Qualifications Validation Committee (QVC) on May 23, 2019 and remains valid for 10 years

#### 4. DATE OF REVIEW

This National Qualification shall be reviewed in May, 2022

#### **5. ENTRY REQUIREMENTS**

The entry requirements for this qualification are:

- Level-4 certified in the same qualification
- Matric (Science)





## **6. QUALIFICATIONS DEVELOPMENTCOMMITTEE**

The Qualifications Development Committee consisted of following members:

Sr.No	Name & Designation	Organization
1.	Dr. Haseeb Ur Rehman	CEO, Institute of Media Sciences Islamabad
2.	Prof Dr. Zafar Iqbal	Chairman, Department of Media & Communication Studies, International Islamic University Islamabad (IIUI)
3.	Dr. Shabir Hussain	Associate Professor, Bahria University
4.	Dr. Ayesha Qamar	Asst. Professor, Fatima Jinnah Women University, Rawalpindi
5.	Ihsan Qadir Hashmi	Chief Executive, IQ Hightech, Islamabad (former Director News and Current affairs PTV)
6.	Shakeel Adnan Hashmi	Senior Producer (PTV)
7.	Akmal Ghumman	Senior Writer/ Producer, Radio Pakistan
8.	Uzair Ahmad	Senior Producer, PTV Home
9.	Sarwar Muneer Rao	Columnist, Nawai-e-Waqt, (former Director News, PTV)
10.	Salman Mubarik	Director of Photography 92 News Channel
11.	Sadia Zafar	Instructor (DACUM) facilitator
12.	Arshad Hassan	Vice Principal, National Training Bureau





## 7. QUALIFICATION VALIDATION COMMITTEE

S.No.	Name & Designation	Organization
1.	Dr. Haseeb ur Rehman	CEO, Institute of Media Sciences Islamabad
2.	Dr. Ayesha Qamar	Asst. Professor, Fatima Jinnah Women University, Rawalpindi
3.	Ihsan Qadir Hashmi	Chief Executive, IQ Hightech, Islamabad (former Director News and Current affairs PTV)
4.	Ms. Jawaria Qazi	Web Administrator, Punjab Board of Technical Education, Lahore
5.	Ms. Uzma Adrees	DACUM Facilitator
6.	Fayaz A. Soomro	Deputy Director (Technical Education), NAVTTC HQs, Islamabad
7.	Engr. Rashid Ali Khan	Assistant Professor, Govt College of Technology, Dera Ismail Khan, KP-TEVTA

# 8. REGULATIONS FOR THE QUALIFICATION AND SCHEDULE OF UNITS

Not Applicable





SUMMARY OF COMPETENCYSTANDARDS				
Code	Competency Standards	Level	Credits	Category
0211-AVT&MP	Develop News and Current Affairs Programme	4	3	Technical
0211-AVT&MP	Carryout Radio broadcast	4	3	Technical
0211-AVT&MP	Develop Script	4	3	Functional
0211-AVT&MP	Social Media	4	3	Functional
0211-AVT&MP	Audio engineering	4	3	Functional
0211-AVT&MP	Video Production	4	3	Technical
0211-AVT&MP	Videography	4	3	Technical
0211-AVT&MP	Lightning techniques	4	3	Technical
0211-AVT&MP	editing and Production	4	3	Technical
0211-AVT&MP	Drama production	4	3	Technical
0211-AVT&MP	Graphics tool for video media	4	3	Technical
0211-AVT&MP	jib quad copter	4	3	Technical
0211-AVT&MP	Maya for beginners	4	3	Technical
0211-AVT&MP	Maya for Advanced level	4	3	Technical





Code	Competency Standards	Level	Credits	Category
0211- AVT&MP	Occupational health and safety	2	3	Technical
0211- AVT&MP	Communicate in the workplace	3	6	Technical
0211- AVT&MP	Develop professionalism	3	3	Technical
0211- AVT&MP	Comply with health and safety regulations	3	2	Technical





## 0211-AVT&MP-1. Write Screen Script

#### Overview

The purpose of the course is to learn about film and television screenplay structure, analyze dramatic strategies in film and television, learn and apply correct script form, and creatively engage in the various stages of original scriptwriting.

Com	petency Unit	Perfo	rmance Criteria
1.	Generate Script Idea	P1.	Perform Mind mapping
		P2.	Practice Brain storming
		P3.	Exercise Synaptic
2.	Demonstrate story telling	P1.	Describe storytelling and various tools of story
		writing	]
		P2.	Explain observation and listening techniques
		in stor	ytelling.
3.	Develop plot of story	P1.	Develop Exposition, Rising Action, Climax,
		Falling	g Action, Resolution in a story
4.	Develop Screenplay	P1.	Write screenplay basics
		P2.	Apply Principles of Screenplay writing and six
		princip	oles of Drama
5.	Develop story board	P1.	Develop Characters, Scene, Plot and
		Narra	tive
		P2.	Develop Visualization of Story Boarding
		P3.	Demonstrate visual road map

#### Knowledge & Understanding

- Television writing for friction and non-friction writing
- Write drama script for television
- Write Documentary for film and television
- Write Docu friction for film and television
- Evaluate script, Screen script, screenplay along with elements of Script
- Drafted script writing and edited types of script
- Illustrate different techniques for effective writing for film and drama
- Express screenplay and forms of screen play writing
- Outline writing process for screenplay
- State principles of screen play writing
- Define the primary purpose of story boards
- Describe scene slugs, Writing Descriptions and sceneries
- Define parentheticals, dialogues
- Method of calculating the duration of a screen script





## Tools and equipment

Sr. No	Tools
1	Paper
2	Pen
3	Pencil etc

## Critical Evidence(s) Required

- The candidate needs to produce following critical evidence(s) in order to be competent in this competency standard:
- Illustrated story board copy with detail explanation of every character assumed in the play.
- Evaluate script, Screen script, screenplay along with elements of Script
- drafted script writing and edited types of script





### 0211-AVT&MP-2. Use of Graphics Tool for Media

#### Overview:

This course will cover various areas of Graphic Design. Starting with an introduction to graphic design and its history and later moving towards a more hands on approach and using Computer Graphics software such as Illustrator, Photoshop and coral draw.

- To guide students about the important and most relevant historical perspectives of present systems of graphics sense and application
- To inspire students of new trends of graphics designing models and apply it in real world
- To get students into the habit of analyzing billboards and dynamics of graphics in nature and non-nature things
- To motivate students, think clearly and logically by amalgamate various tress of their prior formal and informal learning into a graphics design
- To make students understand the complexity of digital designing
- To assist students, broaden their vision to help contribute in existing designs knowledge for ensuring best motion customary and digital designing.

Competency Units	Performance Criteria
1. Design basic graphics	P1. Differentiate between bitmap and vector graphics P2. Use marquee tools.
	P3. Use gradients. P4. Using path to frame pictures
2. Perform Image treatment	P1. Use Photoshop as an image treatment tool P2. Select Image P3. Treat Image P4. Modifying a portrait P5. Apply Filters P6. Insert Text P7. Use post processing Techniques
3. <b>Design Logo</b>	P1. Use Illustrator P2. Use Corel Draw
4. Use Graphics for print	<ul> <li>P1. Select Material Type</li> <li>P2. Designs Print material using shapes</li> <li>P3. Use appropriate Colors</li> <li>P4. Develop Themes</li> <li>P5. Select Pattern</li> </ul>





	P6.	Han Tayturan and Chadan
	_	Use Textures and Shades
	P7.	Make dummy
	P8.	Insert text
	P9.	Insert Logos
	P10.	Use Color correction techniques
	P11.	Render Image
5. Use Graphics for	P1.	Split screen for graphic design
electronic media	P2.	Use chromo key
	P3.	Make layers
	P4.	Design tickers
	P5.	Insert text
	P6.	Use Color correction techniques
	P7.	Render video
6. Use graphics for	P1.	Design page
social media	P2.	Making transparent image for web
	P3.	Put different icons
	P4.	Make layers
	P5.	Add animated Objects
	P6.	Insert text

### **Knowledge and understanding**

- Graphics basics color theory basics elements of graphics design principles of graphic design.
- The basics of Photoshop, Photoshop work area, working with tools, working with palettes.
- Making selection and using selection tools
- adding motion effect exercise
- blending, modes effects
- adding artificial light to a scene
- Filmic glow and lens
- Flare
- Filters
- Essential image editing, blending images
- Typography and Layout creating and animating text
- Path and vector tools
- Working with cartoon character
- Camera raw essentials
- Theory of video composing in after affects software
- Understanding workspace





- Name bands and lower third logo bugs, anchor point, typography
- Puppet tool animation motion graphics

### **Equipment and Tools**

Sr. No	Tools
1	Photoshop
2	Corel Draw
3	Illustrator

## **Critical Evidence**

Design a Dummy newsletter





## 0211-AVT&MP-3. Use Lightning Techniques

#### Overview:

This course identifies characteristics of different light sources with emphasis on residential applications and examines the fundamentals of lighting design. Students will learn the foundations of lighting design with the goal of having a working knowledge of functional and aesthetic lighting solutions. Characteristics of different light sources will be examined and applications identified both in class and either through visiting a lighting facility or guest lectures.

Competency Units	Performance Criteria
1. Plan lighting for a production	P1. Use Three Point lighting P2. Light a single person P3. Light two or more persons in studio setting P4. Resolve light and shadow by using camera P5. Use light to create shadow P6. Eliminate shadows
2. Plan Studio lighting	P1. Use hot and cool lights P2. Use lighting equipment P3. Control lighting intensity P4. Give directions to light P5. Use atmospheric light P6. Use diffusers and screens
3. Use lighting techniques	<ul> <li>P1. Plan foreground, Mid and Background light</li> <li>P2. Use lighting grid</li> <li>P3. Arrange special effects</li> <li>P4. Use dimmers</li> <li>P5. Use reflectors</li> </ul>
4. Demonstrate lighting sources	P1. Install lights P2. Perform task in natural light P3. Use tungsten lamp P4. Use halogen lamp P5. Use internal reflector lamp/ PAR Lamp P6. Use HMI Lights P7. Plan light using fixtures P8. Plan light for on location and interviews





### **Knowledge and understanding**

- Understand Lighting
- Understand Hard light, Soft Light, Bounced Light
- Ability to control light intensity appropriately
- Balance light according to situation sheets
- Understand light for foreground, Mid and Back ground of an object.
- Identify what special effects can be giving while performing some task by use of lights

## **Equipment and Tools**

Sr. No	Tools
1	HMI Lights
2	Studio Cool lights
3	Studio Warm lights
4	Tungsten Lamp
5	Par Lamp
6	LED / SMD Lights
7	Light stand
8	Grid
9	Dimmers / lighting panel

## Critical Evidence(s) Required

Handle and set Lightening for Current affair program





## 0211-AVT&MP-4. Editing & Post Production

#### Overview:

It will cover all the essential fundamentals of Video Graphics and Non-Linear Editing (NLE). Students will learn latest trends of the post-production industry, understand the basic principles and techniques of audio and video editing and how to create professional videos from scratch

Competency Units	Performance Criteria
1. Use Basic Editing Systems	<ul> <li>P1. Plan Editing scheme</li> <li>Make Timeline</li> <li>P2. Use Linear Editing method</li> <li>P3. Use Video Transition</li> <li>P4. Use Non-Linear Editing method</li> <li>P5. Use Non-Linear Editing software</li> <li>Use Video effects</li> </ul>
2. Use Non-linear editing Features & Techniques	<ul> <li>P1. Capture videos</li> <li>P2. Capture Audio files</li> <li>P3. Create folders</li> <li>P4. Label folders</li> <li>P5. Use Software</li> <li>P6. Use Play Head</li> <li>P7. Drag and drop clips on Time</li> <li>P8. Trim clips</li> <li>P9. Create sequence on Timeline</li> <li>P10. Use Toolbars</li> <li>P11. Rearrange audio video files</li> <li>P12. Inserts effects</li> <li>P13. Embed video audio &amp; Graphics layers</li> <li>P14. Superimpose Text</li> <li>P15. Add Titles</li> <li>P16. Fine Tune assembled material on Time line.</li> <li>P17. Alter, enhance correct color</li> <li>P18. Prepare final project</li> <li>P19. Render Project</li> <li>P20. Expert Project Prepare</li> </ul>





#### **Knowledge and understanding**

- Understand Editing Principles
- Continuity Invisible editing, Motivation,
- Message delivery, audio consideration,
- Understand Linear Systems, Nonlinear Systems
- Knowledge of Linear editing with Single Source System, Expanded Single Source System,
- Multiple Source System
- Linear Editing suit Set up, Linear Editing Features and Techniques Assemble Editing, Insert Editing
- Knowledge of Video Transition, Cut, Dissolve, Super imposition, Freeze, Wipe,, Understanding functions to correct delete mistakes,
- condense or expand time, and to communicate an aesthetic
- Knowledge of Non-Linear editing,
- Knowledge of Non-Linear editing software, Avid, Final Cut Pro and Adobe Premiere
- Knowledge of Viewer, Browser, Canvas, Time line, play-head marker, Toolbars, Effects palette
- Knowledge of basic software packages such as Windows Movie Maker and professional software packages Avid, Final Cut Pro and Adobe Premiere
- Knowledge of Grabbing /Capturing from recording medium, Compressing, Storage, Juxtaposing and Rearranging Video & Audio Files

### **Equipment and Tools**

Sr. No	Tools
1	VCR Player
2	VCR Editor
3	Edit Controller
4	Cables
5	Video cassettes
6	Editing computer with Adobe premiere pro software
7	Editing computer
8	Video Editing software
9	Editing computer with Final cut pro software





## **Critical Evidence**

• The trainee will be able to edit all formats of the program





### 0211-AVT&MP-5. Use Animation for Beginners

### Overview

Participants will learn how to create work through the fundamentals of animation and 3D with Maya in organics. This course will get started on modeling with more consistent and professional results. It will explore NURBS, meshes and polygonal techniques to really help the production shine. It will touch on sculpting, in organic surfaces, reflectivity and tie it all together with movement and animation.

Competency Units	Performance Criteria	
1. Use work spaces for 3D modeling	<ul> <li>P1. Ensure overview of the workspace</li> <li>P2. Perform 3D modeling for rendering process</li> <li>P3. Perform 3D geometry</li> <li>P4. Ensure 3D projections</li> </ul>	
2. Perform sub division modeling	<ul> <li>P1. Use basic tools as per requirements (Selection, move, rotate, scale, grouping, trimming and parenting)</li> <li>P2. Handle vertex</li> <li>P3. Handle edges</li> <li>P4. Handle vertex faces</li> </ul>	
3. Perform Polygon Modeling	<ul><li>P1. Use line for modeling</li><li>P2. Perform reunion</li><li>P3. Use split tool</li></ul>	
4. Perform in organic model	<ul><li>P1. Use Mesh tools</li><li>P2. Use covers</li><li>P3. Use sub division modeling</li></ul>	
5. Apply shades and textures	<ul> <li>P1. Apply hyper shades</li> <li>P2. Use texture maps as per requirements</li> <li>P3. Apply UV mapping</li> <li>P4. Unwrap UV mapping</li> <li>P5. Use UV projections</li> </ul>	
6. Perform lighting techniques	<ul> <li>P1. Apply lightening techniques as per requirement</li> <li>P2. Use standards lights</li> <li>P3. Use V ray lights</li> <li>P4. Apply light effects</li> </ul>	
7. Apply Rigging	<ul> <li>P1. Create skeleton for 3D model</li> <li>P2. Move parts of objects within model</li> <li>P3. Create controllers</li> <li>P4. Apply Inverse Kinematics (IK)</li> <li>P5. Apply Forward Kinematics (FK)</li> </ul>	





## Knowledge understanding:

- 3D workflow from modeling to rendering process
- Maya workspaces and its uses
- Appropriate tools for enhancing details of models
- Key frames
- Theoretical explanations V Ray renderer
- Types of modeling
- Techniques of lighting

## **Equipment and Tools**

Sr. No	Tools
1.	CPU 64-bit Intel AMD multi core processor with SSE4.2 instruction set
2.	8GB of Ram
3.	Any Maya supported GPU
4.	Maya Software

### **Critical evidence:**

• The trainee will be able to create any 3D character model





#### 0211-AVT&MP-6. Use Animation for Advanced Level

#### Overview:

Participants will learn how to create work through the fundamentals of animation and 3D with Maya in organic. This course will get started on modeling with more consistent and professional results. It will explore NURBS, meshes and polygonal techniques to really help the production shine. It will touch on sculpting, organic surfaces, reflectivity and tie it all together with movement and animation.

Competency Units	Performance Criteria	
1. Use work spaces for	P1.	Ensure overview of the workspace
organics modeling	P2.	Perform 3D modeling for rendering process
	P3.	Perform 3D geometry
	P4.	Ensure 3D projections
	P5.	Use workspaces/ interfaces
2. Make character modeling	P1.	Use nerves modeling
	P2.	Use curve modeling
	P3.	Use Polygon modeling
	P4.	Use Mesh tools
	P5.	Use sub division modeling
3. Use shades and textures	P1.	Use photo shop for making textures
for organic	P2.	Set up V ray material
	P3.	Set up standards material
	P4.	Use hyper shades
	P5.	Use U V Mapping
	P6.	Use un wrapping UV
4. Set lighting for organics	P1.	Use standard light
	P2.	Use V ray light
	P3.	Use light effects
5. Perform Rigging in	P1.	Create skeletons
organic	P2.	Create controllers
	P3.	Use IK and FK
	P4.	Use a facial rig

## Knowledge understanding:

- Camera and its properties
- Morphing and interface use for rigging
- Types of modeling
- Different basic tools for modeling





# **Equipment and Tools**

Sr. No	Tools
1.	CPU 64-bit Intel AMD multi core processor with SSE4.2 instruction set
2.	8GB of Ram
3.	Any Maya supported GPU
4.	Maya Software

## **Critical evidence:**

• The trainee will be able to create any 3D character model with organis









### 0211-AVT&MP-7. Produce Content for Social Media

#### Overview:

Social media has disrupted communication channels and created challenges for marketing in the digital age. The change of control of the brand has shifted from the company to the consumer. Brands have become perplexed by this new phenomenon requiring a new found dynamic to their approach. In this course, students will learn how to manage their brand (either personal or business) on social media and how to create a social media strategy.

Competency Units	Performance Criteria		
1. Create account an	P1. Create accounts or pages		
page on social media	<b>P2.</b> Build profile		
	P3. Share information		
2. Create content	P1. Write post		
	<b>P2.</b> Develop content strategies		
	P3. Seek feedback		
3. Create blogs	P1. Select area for blog writing		
	P2. Select Idea		
	<b>P3.</b> Do research for idea generation	n	
	<b>P4.</b> Gather material and reference	s for write up	
	<b>P5.</b> Organize ideas		
4. Create V logs / Vin	P1. Select area for V Log		
	P2. Select location		
	<b>P3.</b> Use tools for shooting		
	<b>P4.</b> Merge audio-video editing		
5. Use MOJO	<b>P1.</b> Use tools required for mobile jo	ournalism	
	<b>P2.</b> Make video clips from mobile p	phone	
	P3. Apply post production technique	ies	
	<b>P4.</b> Commercialize V log		

#### **Knowledge understanding:**

- Learn art of mobile journalism
- Ability to post V Logs in pages and get maximum responds by tagging
- Theoretical study of the social media
- Scope of V Log and audience analysis





# **Equipment and Tools**

Sr. No	Tools
1.	High speed internet connectivity
2.	MOJO Kit
3.	Any latest smart phone

## **Critical evidence:**

• The trainee will be able to create blog and V log an any social website with maximum feedback





### 0211-AVT&MP-8. Broadcast Radio Programs

#### Overview:

To create understanding about the basic concepts and perspectives for the medium of sound broadcasting.  $\Box\Box$  To signify the importance of the radio as medium of mass communication in the spheres of information, education and entertainment. To impart elementary knowledge about planning and presentation of radio programs. To introduce students to arrange of technical and conceptual skills involved in the production of radiobroadcast.

Competency Units	Performance Criteria	
1. Develop news for	P1.	Write news for radio
radio	P2.	Record news bulletin
	P3.	Edit news bulletin
2. <b>Develop radio</b>	P1.	Conduct research
features	P2.	Record Vox Pops
	P3.	Apply editing techniques
3. <b>Develop specialty</b>	P1.	Create specialty program (sports etc)
program for radio	P2.	Conduct research
	P3.	Add background music
4. Create commercials	P1.	Create public service messages
for radio	P2.	Create fillers
	P3.	Write audible Advertisements
5. <b>Develop drama and</b>	P1.	Create audio narratives
documentary radio	P2.	Add background music
	P3.	Apply editing techniques

#### Knowledge understanding:

- Elements of radio drama
- Characteristics of radio medium
- Terms used in radio (wind up, fade in fade out, montage, promos, jingles and disk jockey programs)
- Characteristics radio features
- Techniques and terminologies of radio commentary





# **Equipment and Tools**

Sr. No	Tools
1.	Adobe Audition CC
2.	Computer System

## **Critical evidence:**

• The trainee will be able to produce radio drama, radio advertisement and radio feature





### 0211-AVT&MP-9. Develop Campaign

#### Overview:

To create understanding about basic advertising techniques so that the students can plan and implement campaign strategies. This shall also enable trainees' different campaigns and analyze different forms of campaigns including Print, Electronic, and outdoor media and online media.

Competency Units	Performance Criteria	
1. Develop print media	P1. Create logo	
campaign	P2. Conduct research	
	P3. Make leaflets	
	P4. Make broachers	
	P5. Make standees	
	P6. Make posters	
	P7. Develop banners	
2. Develop Electronic media	P1. Conduct research	
campaign	P2. Develop Story board	
	P3. Select locations	
	P4. Use camera techniques	
	P5. Apply post production techniques	
	Make teasers	
	P1. Set social media marketing goals aligned to	
	business objectives	
	P2. Track meaningful metrics	
3. <b>Develop online media</b>	P3. Create audience persona	
campaign	P4. Conduct a social media object	
Campaign	<b>P5.</b> Set up accounts and improve existing profile	
	P6. Find inspiration	
	P7. Create social media content calendar	
	P8. Create posting schedule	

### **Knowledge understanding:**

- Characteristics of the social media marketing
- Audiences according to the print and electronic campaigns
- Functions of electronic media campaigns
- Functions of print media campaigns
- Theoretical perspectives of campaigns





# **Equipment and Tools**

Sr. No	Tools
1.	Computer System
2.	Glossy papers
3	Pan flex material
4	Video Cameras
5	Post production set up

### **Critical evidence:**

• The trainee will be able to produce radio drama, radio advertisement and radio features





#### 0211-AVT&MP-10. Use sound for Media

#### Overview:

The course is carefully designed to gives a solid foundation of theory knowledge augmented by as much hands- on experience of running sound systems in real gigs. Sound engineering involves the artistic and technical control of sound in the field of music. This course will develop a theoretical and practical understanding of the fundamentals of sound engineering including recording, mixing, and production and mastering. This will be achieved by theoretically and practically exploring the area of sound engineering through lectures and hands on exercise.

Competency Units	Performance Criteria
P1. Use sound for	P2. Use Microphone
media	P3. Demonstrate polar patterns of Microphones
	P4. Use audio cables
	<b>P5.</b> Demonstrate balanced and unbalanced microphone
	P6. Patch audio cables
	P7. Use amplifiers
	<b>P8.</b> Demonstrate acoustic and sound generating
	elements
	<b>P9.</b> Reduce noise ratio
P2. Use Microphone	P1. Install Microphone
	P2. Use Lavaliere Microphone,
	P3. Use hand microphone,
	Install boom mike
	Use Boom microphone,
	P4. Use headset microphone
	P5. Install Transmitter and receiver of wireless
	microphone
	P6. Use desk microphone
	Install stand microphone,
	Hang microphone Use shot gun microphone
	Install Parabolic microphone
	P7. Check Sound quality of microphone
P3. Check Sound	P1. Demonstrate tonality
Quality	P2. Create ambiance
	P3. Check Bass and treble
	P4. Demonstrate sound linearity
	<b>P5.</b> Reduce Audio noise
	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1





	<b>P6.</b> Reduce distortion
	P7. Reduce audio feedback
	P8. Demonstrate impedance
	P9. Check frequency response
P4. Use Audio cables &	P10. Prepare audio cables
connecters	P11. Use analog cables
	P12. Use digital cables
	P13. Use XLR (External line return) cables
	P14. Use RCA cables
	P15. Fix connectors
DE Operate Audia	
P5. Operate Audio	P17. Perform Audio Operation
Recording Systems	P18. Perform audio recording chain.
	P19. Operate analog recording system
	Operate digital recording system
	<b>P20.</b> Operate audio mixing console
	<b>P21.</b> Perform Studio Mixing
	Perform Live Field Mixing
	<b>P22.</b> Use sampling frequency and bit depth for
	P23. Manage audio equalization in multi-channel
	recording
P6. Edit Audio	P24. Use audio editing software as per requirement
	<b>P25.</b> Set up Digital Audio Workstation (DAW)
	<b>P26.</b> Edit Automatic Dialog Replacement (ADR)

## Knowledge and understanding

- Theoretical study of fundamental of sound
- Operating amplifier
- Process of audio signal to noise ratio
- Single-direction, bi-direction, Omni-directions microphones and ultra-directional microphone
- Installing and operating boom mike
- Dynamic, condenser and ribbon microphone





# **Equipment and Tools**

Sr. No	Tools
1.	Dynamic Microphone
2.	Condenser Microphone
3.	Ribbon Microphone
4.	Audio Amplifier
5.	Radio Transmitter
6.	Audio editing software
7.	Outdoor broadcast unit (OBU)
8.	Audit CONSOL and mixer

## **Critical Evidence**

• The trainee will be able to handle different kind of mike in different programs





### 0211-AVT&MP-11. Produce Drama

#### Overview:

It acquires knowledge of self and others through participation in and reflection on dramatic experience. it develops competency in communication skills through participation in and exploration of various dramatic disciplines and develop an appreciation of drama and theatre as a process and art form

Competency Units	Performance Criteria
1. Plan Pre- production	P1. Select the genre
stage for TV drama	P2. Generate idea for TV drama
	P3. Conduct research
	P4. Select Theme
	P5. Select topics
	P6. Prepare budget
	P7. Write Screen play
	Identify crew
	P8. Identify equipment
	P9. Make story boards
	P10. Caste characters
	Plan shooting
	P11. Select shooting location
	Conduct Scouting
	P12. Conduct rehearsal
	P13. Finalize costumes/props
	P14. Design set
O December 1	P15. Erect set
2. Record Drama	P1. Lit the set
	P2. Place Camera/s
	P3. Direct characters
	P4. Camera rehearsal
	P5. Direct characters P6. Shoot drama scenes
	P7. Record ADR P8. Record music score
3. Edit Drama	P1. Make timeline
5. Euit Diailia	
	P2. Add special effects





## Knowledge and understanding

- Psychology and social structure of Pakistan
- Literature review
- Identification of public demand
- Time and space relation with the help of graph

### **Equipment and Tools**

Sr. No	Tools
1.	Camera
2.	Post production set up

#### **Critical evidence:**

The trainee will be able to produce a drama on any topic genre





## 0211-AVT&MP-12. Operate JIB and Quad-Copter

#### Overview:

To create understanding about the basic concepts and perspectives for Jib Crane and Quad Operator. To signify the importance of the tools as medium of mass communication in the spheres of technical skills. To impart elementary knowledge of installation and working on these heavy mass medium machines skillfully. To introduce students to a range of technical and conceptual skills involved in the production of radio broadcast.

Competency Units	Performance Criteria
1. Use Manual JIB	<ul> <li>P1. Install Manual Jib</li> <li>P2. Demonstrate safety Measures for JIB</li> <li>P3. operator</li> <li>P4. Mount camera on JIB</li> <li>P5. Attach Preview Screen</li> <li>P6. Demonstrate Use of manual JIB</li> <li>P7. Uninstall Jib</li> <li>P8. Pack Jib</li> </ul>
2. Use Motorized JIB	P1. Demonstrate safety protocols P2. Install JIB P3. Install servo kit P4. Set control panel P5. Mount camera and P6. Patch cables P7. Install preview screen P8. Demonstrate camera settings for JIB P9. Demonstrate JIB shots and angles P10. Demonstrate camera moves for JIB P11. Capture 360 degree shot P12. Uninstall Jib P13. Pack Jib
3. Use Quad-copter	P1. Demonstrate safety and security protocols of Quad-Copter P2. Install Quad Copter P3. Patch cables with preview screen P4. Calibrate the quad-copter P5. set quad-copter for manual operation P6. Set quad-copter for auto operation P7. Use remote to operate quad-copter P8. Set altitude, weather and light





**P9.** Upgrade firmware

**P10.** Upgrade software

P11. Capture 360 degree shot

P12. Uninstall quad-copter

P13. Pack Quad Copter

### Knowledge and understanding

- Theoretical study of manual Jib,
- Safety and security
- Use tools for the installing Jib
- Ability to mount camera on Jib head
- DSLR and video camera
- Patching cables to preview screens
- Theoretical study of the motorized Jib
- Install servo kit
- Installation of the Quad Copter
- Calibrate drown

## **Equipment and Tools**

Sr. No	Tools
1.	Manual JIB Complete with head and weight
2.	Tools kit
3.	DSLR Camera
4.	SDI Monitor

#### **Critical evidence:**

The trainee will be able handle Jib and Quad Copter efficiently





#### 0211-AVT&MP-13. Produce News for Electronic Media

#### Overview

The course is intended to introduce trainees to build up basic broadcast writing, shooting and editing video, reporting skillfully. Trainees will also lean to analyze and criticize broadcast reporting and writing.

Competency Units	Performance Criteria		
1. Edit new story	P1. Write News Scripts in news writing pattern		
	P2. Make Headlines		
	P3. Edit news story		
	P4. Edit a simple picture suitable for Television		
	Broadcast		
	P5. Use Natural Sound- "natsots		
	P6. Edit raw footage		
	P7. Use Pictures & Graphics		
	P8. Write ticker		
2. Write Television	P1. Write a TV news story from Television News		
New script	raw footage		
	P2. Write intro		
	P3. Follow a script for a news package		
3. Create Package	P1. Identify news story values		
for bulletin	P2. Select News story for a package		
	P3. Edit news package		
	P4. Record on location piece to camera		
	P5. Record voice over		
4. News Anchoring	P1. Use techniques of stress and pause in anchoring		
	P2. Read styles in front of camera (facing camera live)		
	P3. Explain voice modulations		
	P4. Use teleprompter		
	P5. Go through confidence building exercises		

### **Knowledge & Understanding**

- Characteristics of the TV script
- Elements of the TV news stories
- Interviewing techniques
- Advance reporting





Use technology to produce broadcast, journalism product





## **Equipment and Tools**

Sr. No	Tools
1	Video camera
2	Post production set up
3	Voice Recorder

# Critical Evidence(s) Required

• The trainee will be able to plan and create a high-quality TV news story package





### 0211-AVT&MP-14. Perform Videographer (level 1)

#### Overview:

These qualifications will able trainees to operate cameras and handle its functions. It will also comprehend the trainees about camera lenses, camera movements and shot compositions. Trainees will be able to understand basic rules and essential of Videographer.

Competency Units	Performance Criteria		
1. Use Video	P1.	Use Digital single lens reflex (DSLR) camera	
Cameras P2.		Use Compact camera	
	P3.	Use mirror less camera	
	P4.	Use electronic news gathering (ENG) Camera	
	P5.	Use electronic field production (EFP) Camera	
	P6.	Use digital professional video camera	
	P7.	Demonstrate Safety measures of camera	
	P8.	Prepare Camera for operation	
2. Demonstrate	P1.	Perform panning	
camera moves.	P2.	Perform tilting	
	P3.	Perform trucking/tracking	
	P4.	Use camera pedestal	
	P5.	Use Camera dolly	
3. Use Camera	P1.	Demonstrate headroom	
Angles	P2.	Demonstrate look room	
	P3.	Demonstrate walking room.	
	P4.	Make close shot (CU)	
	P5.	Make big close up (BCU)	
	P6.	Make medium shot	
	P7.	Make medium close-up.	
	P8.	Make long shot	
	P9.	Make wide shot	
	P10.	Make establishing shot	
	P11.	Make low angle and	
	P12.	Make high angle shot	
	P13.	Make bird's eye view angle	
	P14.	Make canted shot	
	P15.	Make worm's eye view.	
	P16.	Demonstrate differential focus	





## **Knowledge & Understanding**

- Techniques of shots
- Different parallel movements
- Reflection characteristics
- Theoretical definitions
- Short compositions
- Theory of white balance
- Types of filters

## **Equipment and Tools**

Sr. No	Tools			
1	Compact Camera			
2	Canon 5D mark r DSLR Camera			
3	Voice Recorder			
4	Tripod			
5	Monopod			
6	Slider			
7	Straight track			
8	Straight track			
9	Lenses			

# Critical Evidence(s) Required

The trainee will be able to shoot a documentary.





## 0211-AVT&MP-15. Perform Videography (level 2)

#### Overview:

These qualifications will able trainees to operate cameras and handle its functions. It will also comprehend the trainees about camera lenses, camera movements and shot compositions. Trainees will be able to understand basic rules and essential of Videography.

Competency Units	Performance Criteria		
1. Use creative	P1. Use focus shift		
camera angles.	P2. Make Mirror shots		
	P3. Make Parallel movement		
	P4. Add movements to still objects.		
	P5. Demonstrate wall shadow		
	P6. Demonstrate reflections		
2. Make shot	P1. Make basic shot composition.		
composition	P2. Apply simplicity		
	P3. Apply rule of third.		
	P4. Apply rules of natural lines.		
	P5. Apply 360-degree rule		
	P6. Demonstrate white balance.		
	P7. Demonstrate positive and negative spaces.		
3. Use camera	P1. Attach camera lenses.		
lenses	P2. Detach camera lenses		
	P3. Demonstrate iris		
	P4. Demonstrate F-stop.		
	P5. Demonstrate focal length		
	P6. Demonstrate depth of field		
	P7. Use zoom lens.		
	P8. Use telephoto lens		
	P9. Use wide-angle lenses.		
	P10. Use narrow angle lens		
	P11. Clean lenses		
	P12. Demonstrate lens safety		
	P13. Understanding polarizing and colored filters		
	P14. Understanding neutral density filters and special		
	effects filters.		





4.	Use Filters	P1.	Use polarizing filters.
		P2.	Use color filters
		P3.	Use neutral density filters
		P4.	Use special effects filters.
		P5.	Use ND filters
		P6.	Use CP filters

## **Knowledge & Understanding**

- Techniques of shots
- Different parallel movements
- Reflection characteristics
- Theoretical definitions
- Short compositions
- Theory of white balance
- Types of filters

## **Equipment and Tools**

Sr. No	Tools
1	Compact Camera
2	Canon 5D mark r DSLR Camera
3	Voice Recorder
4	Tripod
5	Monopod
6	Slider
7	Straight track
8	Straight track
9	Lenses

## Critical Evidence(s) Required

The trainee will be able to shoot a documentary.





### 0211-AVT&MP-16. Use Adobe after Effects for beginners

#### Overview:

Create and work with extruded text and shapes directly in After Effects, using the new retraced 3D rendering engine for a polished final look. Master a wide variety of challenges and extend creativity with new tools such as variable mask feathering, 3D Camera Tracker, Rolling Shutter Repair, and more high-quality built-in effects to make your final product look the way intend.

Competency Units	Performance Criteria
Competency Units	renormance Criteria
1. Interface, workspace and getting around	P1. Use interface, workspace and getting around P2. Getting started P3. Creating a project P4. Importing and organizing footage P5. Creating a composition P6. Working with and arranging layers P7. Exploring effects P8. Modifying layer properties
2. Develop Basic animation and working with Effects	<ul> <li>P1. Importing footage using Adobe Bridge</li> <li>P2. Creating a new composition</li> <li>P3. Working with imported Illustrator files</li> <li>P4. Finding and applying Effects</li> <li>P5. Applying a preset</li> <li>P6. Previewing effects</li> <li>P7. Adding Transparency</li> <li>P8. Rendering a composition</li> </ul>
3. Animating text	<ul> <li>P1. Use text layers</li> <li>P2. Using a text animation preset</li> <li>P3. Scaling using key frames</li> <li>P4. Animating imported Photoshop text</li> <li>P5. Managing imported Photoshop text</li> <li>P6. Understanding parenting</li> <li>P7. Animating text using a path animation preset</li> <li>P8. Wiggle and randomizing text</li> <li>P9. Web-ready text animations</li> </ul>





4. Working with shape	P1.	Place shape in workspace
layers	P2.	Adding a basic shape layer
	P3.	Creating custom shapes
	P4.	Incorporating video and audio layers
	P5.	Applying a Cartoon effect
	P6.	Adding a title bar
5. Creating an	P1.	Anchor points and the Pan Behind tool
introductory multimedia	P2.	Masking video using vector shapes
presentation	P3.	Key framing a motion path
	P4.	Other animation possibilities
	P5.	Applying effects
	P6.	Creating an animated slide show
	P7.	Working with audio
	P8.	Zooming in for a final close-up
6. Working with masks	P1.	Creating a mask with the Pen tool
	P2.	Editing a mask
	P3.	Feathering the edges of a mask
	P4.	Feathering the edges of a mask
	P5.	Replacing the content of the mask
	P6.	Variable mask feathering
	P7.	Targetable layer panel
	P8.	Track Mattes
	P9.	Rotobezier masks
	P10.	Mask Interpolation
	P11.	Creating vignettes
	P12.	Adjusting the color





## Knowledge understanding:

<ul> <li>Understanding the</li> </ul>	e After Effects text tools
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• Knowledge of tool box

• Filters and textures

• Text animation

Blending modes

Masking

## **Equipment and Tools**

Sr. No	Tools
1.	Adobe After effects CC
2.	Computer system with High Processor Unit





## **Critical evidence:**

• The trainee will be able to produce Animated video of 90 Second for any organization.





#### 0211-AVT&MP-17. Use Adobe after Effects for advanced level

#### Overview:

The Advanced level of adobe after effects uses Shape layers to create cool backgrounds and intriguing results. Animate shapes, apply animation presets, and add repeaters to intensify their impact. Pull, squash, stretch, and deform objects real time with the Puppet tools. It helps creating realistic animations, fantastic scenarios, or modern art, the Puppet tools will expand the creative freedom.

Competency Units	Performance Criteria
1. Distorting objects	P1. Demonstrate the Puppet tools
with the puppet tools	P2. Adding Deform pins
	P3. Controlling deform pins
	<b>P4.</b> Animating pin positions
	<b>P5.</b> Recording animation
2. Working with	P1. Using Auto Trace
Illustrator, Bridge and After	<b>P2.</b> Working with solids
Effects	P3. Exporting numbered sequences
	P4. Working with Image Trace
3. Performing basic	P1. Demonstrate to color correction workflows
color correction	P2. Working with Levels
	P3. Working with Curves
	<b>P4.</b> Using Synthetic Aperture Color Finesse Simplified
4 Dandaring and	Interface Park 1
4. Rendering and output	P1. Demonstrate Render Settings
output	<ul><li>P2. Choosing templates for the rendering process</li><li>P3. Choosing templates for output modules</li></ul>
	<ul><li>P3. Choosing templates for output modules</li><li>P4. Exporting to different output media</li></ul>
	P5. Choosing render templates
	P6. Post render possibilities
5. Tracking and	P1. Motion stabilization
stabilization	P2. Motion tracking
	1 21 Wodon adoking
6. Use 3D Features	P1. Building a 3D object
	P2. Working with a null object
	P3. Working with 3D text
	<b>P4.</b> Creating a backdrop for 3D animation
	P5. Nesting a 3D composition





**P6.** Adding a camera

**P7.** Completing the scene

**P8.** Previewing the entire animation

### **Knowledge understanding:**

- Animating 3D objects
- Adding reflections to 3D objects
- Animating a camera
- Adjusting layer timing
- Characteristics of 3D lights
- Characteristics of Adding effects
- Motion blur

### **Equipment and Tools**

Sr. No	Tools
1.	Adobe After effects CC
2.	Computer system with High Processor Unit

#### **Critical evidence:**

• The trainee will be able to produce promotional video clip of 2 minutes for any organization.





## 0211-AVT&MP-18. Operate Special Camera Gadgets

#### Overview:

It will help to operate Special Camera Gadgets which are mounted on special gambles. It will enable trainees to perform different functions of these gambles for taking variety of shots smoothly.

Com	petency Units	Perfo	rmance Criteria
1.	Operate osmo Use Go Pro	P1. P2. P3. P4. P5. P6. P7. P1.	Prepare Osmo Demonstrate safety measures Unlock gamble Attach osmo with preview screen Demonstrate osmo operations uninstall osmo Pack osmo Prepare Go pro Demonstrate safety measures
		P3. P4. P5. P6. P7. P8.	Attach with preview screen  Mount as per demand  Demonstrate Go pro operations  Take under water shot  Make time lapse with go pro  Pack go pro
3.	Use Ronen	P1. P2. P3. P4. P5. P6.	Prepare Ronen Demonstrate safety measures Balance Ronen Attach with preview screen Demonstrate shot Uninstall Ronen Pack Ronen
4. cran	Use motorized e	P1. P2. P3. P4. P5.	Prepare crane Demonstrate safety measures Balance crane Attach with preview screen Demonstrate shot





**P6.** Uninstall crane

P7. Pack Crane

## Knowledge understanding:

Motorized crane

Ronin
 Go Pro
 Osmo

## **Equipment and Tools**

Sr. No	Tools
1.	Osmo
2.	Ronin
3.	Motorized Crane
4.	Go Pro

#### **Critical evidence:**

• The trainee will enable to use different camera for required shoot.





### 0211-AVT&MP-19. Operate Camera Mount

### Overview:

This will develop the in-depth knowledge of different types of cameras used these days and how to mount camera perfectly, it will enable them to get the knowledge of monopod, dolly slider differentiation and angles variation using these cameras techniques and mount them properly.

Competency Units	Performance Criteria
1. Mount Camera on Tripod	<ul> <li>P1. Prepare Tripod</li> <li>P2. Demonstrate safety measures</li> <li>P3. Fix camera on tripod</li> <li>P4. Balance bubble head</li> <li>P5. Demonstrate panning on tripod</li> <li>P6. Demonstrate tilting on tripod</li> <li>P7. Uninstall Camera</li> <li>P8. Pack Tripod</li> </ul>
2. Mount Camera on Monopod	P1. Prepare monopod P2. Demonstrate safety measures P3. Fix camera on monopod P4. Balance bubble head P5. Demonstrate panning on tripod P6. Demonstrate tilting on tripod P7. Uninstall monopod P8. Pack monopod
3. Mount Camera on Dolly	<ul> <li>P1. Prepare Dolly</li> <li>P2. Demonstrate safety measures</li> <li>P3. Fix camera on Dolly</li> <li>P4. Balance bubble head</li> <li>P5. Demonstrate panning on Dolly</li> <li>P6. Demonstrate tilting on dolly</li> <li>P7. Uninstall Camera</li> </ul>
4. Use Manual Slider	<ul> <li>P1. Prepare Slider</li> <li>P2. Demonstrate safety measures</li> <li>P3. Fix camera on Slider</li> <li>P4. Balance Slider</li> </ul>





	P5.	Demonstrate moving shot
	P6.	Uninstall Camera
	P7.	Pack Slider
5. Use motorized slider	P1.	Lay Slider
	P2.	Demonstrate safety measures
	P3.	Fix camera on Slider
	P4.	Balance Slider
	P5.	Demonstrate remote operation of slider
	P6.	Demonstrate moving shot
	P7.	Uninstall Camera
	P8.	Pack Slider
6. Use car suction	P1.	Prepare Car suction mount
mount	P2.	Demonstrate safety measures
	P3.	Fix camera on Car suction mount
	P4.	Balance Car suction mount
	P5.	Demonstrate trucking shot
	P6.	Uninstall Car suction mount
7. Use Stead cam	P1.	Prepare Stead cam
	P2.	Demonstrate safety measures
	P3.	Balance Stead cam
	P4.	Fix camera on Stead cam
	P5.	Take walking shot
	P6.	Uninstall Stead cam
8. Use Track	P1.	Lay track
	P2.	Place dolly
	P3.	Demonstrate safety measures
	P4.	Fix camera mount on track dolly
	P5.	Demonstrate track operations
9. Use shoulder	P1.	Prepare Shoulder harness
Harness	P2.	Demonstrate safety measures
	P3.	Balance Shoulder harness
	P4.	Fix camera on Shoulder harness
	P5.	Take walking shot
	P6.	Uninstall Shoulder harness





## Knowledge understanding:

Basics of camera

Monopod

• Dolly

• Tack

• Slider

## **Equipment and Tools**

Sr. No	Tools
1.	Tripod
2.	Monopod





3.	Dolly
4.	Slider
5.	Motorized Slider
6.	Stead cam
7.	Shoulder harness

## **Critical evidence:**

In this qualification, trainee will be able to mount camera efficiently.





#### 0211-AVT&MP-20. Direct Video Production

#### Overview:

This course focuses on all the basic fundamentals of television production. This course will also address all the mechanisms of a Television Station and working of its various departments along with the responsibilities and qualities of a TV producer.

Competency Units	Performance Criteria
1. Develop Idea	<ul> <li>P1. Conceive an idea</li> <li>P2. Brainstorm Idea</li> <li>P3. Write the idea</li> <li>P4. Conduct Research for video production</li> <li>P5. Identify type of video production</li> <li>P6. Write proposal for video production</li> </ul>
2. Plan Pre- production stage	<ul> <li>P1. Select crew</li> <li>P2. Air mark equipment</li> <li>P3. plan budget</li> <li>P4. Arrange boarding and lodging</li> <li>P5. Prepare plan for shooting</li> <li>P6. Conduct scouting</li> </ul>
3. Design Set	<ul> <li>P1. Erect set</li> <li>P2. Manage props</li> <li>P3. Prepare saturated screen for Chrome</li> <li>P4. Use scenic Backgrounds</li> <li>P5. Use Flow light patterns</li> <li>P6. Plan Staging techniques</li> <li>P7. Use scenic effects</li> <li>P8. Use scenic projection</li> </ul>
4. Makeup for video Production	<ul><li>P1. Make hairstyle/wig style</li><li>P2. Use color tone</li><li>P3. Use skin tone</li><li>P4. Apply Character makeup</li></ul>





## Knowledge understanding:

Methods of idea Generation

Basics of budgeting

• Stage techniques

Makeup techniques

Set design

## **Equipment and Tools**

Sr. No	Tools
1.	Tripod
2.	Monopod
3.	Dolly
4.	Slider
5.	Motorized Slider
6.	Stead cam
7.	Shoulder harness

#### **Critical evidence:**

• In this qualification, trainee will be able to mount camera efficiently





#### 0211-AVT&MP-21. Operate Studio Control Room equipment

#### Overview:

The qualification provides trainees relevant job training in a control room equipment. It will enable students enough skills to enter the job market with functional ability with television production and control room operation. Upon satisfactory completion of this course, students will be able to demonstrate familiarity with a control room and its operations. identify the various types of control room equipment. Operate control room equipment. identify all facets of television production and control room operations in preparation to enter the job market.

Competency Units	Performance Criteria
1. Identify Studio Floor Instruments	<ul> <li>P1. Conceive an idea</li> <li>P2. Brainstorm Idea</li> <li>P3. Write the idea</li> <li>P4. Conduct Research for video production</li> <li>P5. Identify type of video production</li> <li>P6. Write proposal for video production</li> </ul>
2. Identify Programmed Control Room (PCR)	<ul> <li>P1. Use Audio Console</li> <li>P2. Patch audio source with audio console</li> <li>P3. Use audio faders.</li> <li>P4. Identify Video Switcher</li> <li>P5. Install audio and video Monitor</li> <li>P6. Switch multi cameras</li> <li>P7. Use Talk Back system</li> <li>P8. Use multi effect switcher</li> <li>P9. Use Video router</li> </ul>
3. Specify Master control room (MCR)	<ul> <li>P1. Use character generator(CG)</li> <li>P2. Use camera control unit (CCU)</li> <li>P3. Use Digital Video Effects (DVEs)</li> <li>P4. Use video switcher</li> <li>P5. Identify video sources</li> <li>P6. Make Transitions</li> <li>P7. Use patch panel</li> </ul>





## **Knowledge and Understanding**

- Understand Audio Console
- Video Console
- Wires and switchers
- Talk back system
- Router and its characteristics

## **Equipment and Tools**

Sr. No	Tools
1.	Audio Video Console
2.	Led Monitor

#### **Critical evidence:**

• In this qualification, trainee will be able to mount camera efficiently





### 0211-AVT&MP-22. Write News Stories for Print Media

#### Overview

The course is intended to introduce students to the practical aspects of News reporting and editing. It would help students to develop and improve re-writing skills with an emphasis on how to analyze, recognize and rewrite the information provided in a filed story with a view to improve it. Through this course students will be able to:

Con	npetency Units	Performance Criteria
1.	Write News for Print	P1. Demonstrate Elements of News values P2. Develop Hard news and soft news P3. Develop soft news Stories
2.	Headline writing	P1. Write Kicker headline for both English and Urdu newspaper P2. Write hammer Headline for both English and Urdu newspaper P3. Write tripod Headline for both English and Urdu newspaper P4. Write Wicket headline for both English and Urdu newspaper P5. Develop Headline Patterns: Flush left, banner, cross line
3.	Lead Writing	P1. Develop lead for Hard news P2. Write Summary Lead P3. Write immediate identification P4. lead P5. Write direct address lead P6. Write Roundup lead P7. Write Narrative lead
4.	Story writing Styles	P1. Use Inverted pyramid for story writing P2. Use Hourglass style for story writing P3. Use Kabob style writing for story





5. news	Sub editing techniques for	P1. P2. P3. P4.	Using Sub-editing symbols Use symbols to edit a news paragraph Write captions. Adding details to fill space.
6.	Beat Reporting	P1. P2. P3. P4. Techr P5. P6. accide P7. P8. P9.	Develop Covering Crime Create Covering politics, Write Business and Commerce news, Create Education, Science & nology news Write Sports and culture news develop stories for Covering fires and ents Writing Obituaries. Covering Showbiz reporting Develop Health related news

#### **Knowledge & Understanding**

- It polishes the students anchoring and news presenter qualities
- with the added advantage of learning news reading complexities
- it will help to cover and make news package in different beats
- Students can be able to edit raw news as per requirement space.
- Creating a different headline and lead writing styles both for English and Urdu newspaper

#### **Equipment and Tools**

Sr. No	Tools
1.	Pen, paper and required stationery

#### Critical Evidence(s) Required

- The candidate needs to produce following critical evidence(s) in order to be competent in this competency standard:
- Effective writing techniques for journalism
- Use all writing techniques that is required for reporting and covering news issues.
- Have skills of editing news stories to different news style





#### 0211-AVT&MP-23. Develop Skills in Advertising

#### Overview

To enable students compare different advertisements and analyze different forms of advertising including Print, Electronic, and outdoor media and online media to direct students understand the important and most relevant historical perspectives of present systems of advertising, marketing production and consumption. To teach students in recent global advertising phenomena and its effects on culture and diversity. To acquire students into the practice of investigate advertising with reference to cultural background and new trends in advertising.

Competency Units	Performance Criteria
1. Write for advertising	<ul> <li>P1. Demonstrate Advertising Strategies</li> <li>P2. Develop Relationship of Objectives of Marketing and Advertising</li> <li>P3. Develop Primary and Selective Advertising</li> <li>P4. Unique Selling Proposition (USP)</li> <li>P5. Evaluation of the TV Commercial</li> <li>P6. Production For Tv</li> </ul>
2. Creative process for Advertising	<ul> <li>P1. Demonstrate Promotion in Point of Purchase (P.O.P.)</li> <li>P2. Stimulate Middlemen Traffic</li> <li>P3. Incentive Middlemen's Salespersons</li> </ul>
3. Promote personal sales	P1. Develop Communication& The process of the Sale P2. Demonstrate creative sale – Reasons that drive buying P3. Develop AIDA Model: Attention, Interest, Desire, Action How to develop a list of potential clients P4. Define territory P5. Secure the interview P6. Conduct Effective interview P7. Define Objections, how to rebut them, Closing the Sale P8. Selection and Training of Salespersons
4. Distribution and Channels of Distribution	<ul> <li>P1. The Function of Distribution Channels and Their Interrelation</li> <li>P2. Classifications of Middlemen</li> <li>P3. Policies And Strategies of Distribution</li> </ul>





#### **Knowledge & Understanding**

- Memory
- Perception
- Immediate memory
- Photographic memory (Eidetic)
- Short Term Memory
- Long Term Memory Categories of Memory
- Learning
- Forgetfulness
- Interference
- Repetition and Messages Recall

### **Equipment and Tools**

Sr. No	Tools
1.	Pen, paper and required stationery

## Critical Evidence(s) Required

• The Trainee would be able to develop advertisements for different medium as per requirement.





## **Entrepreneurship Skills:**

### 0211-AVT&MP-24. Investigate Micro Business Opportunities

#### Overview:

This competency describes the performance outcomes, skills and knowledge required to develop business ideas, and to investigate market needs and factors affecting potential market.

Competency Unit	Performance Criteria
1. Describe business ideas	P1. Gather information for business ideas from appropriate sources P2. List details of business ideas and opportunities P3. Research alternative business ideas in light of the resources available P4. Specify and list products and services to match business ideas P5. Identify and research potential customer information for business ideas P6. Identify and take into account financial, business and technical skills available when researching business opportunities
2. Market needs	P1. Collect information regarding market size and potential from appropriate sources P2. Investigate market trends and developments to identify market needs relative to business ideas P3. Gather market information from primary and secondary sources to identify possible market needs in relation to business ideas P4. Identify ethical and cultural requirements of the market and their impact on business ideas P5. Identify new and emerging markets and document their features P6. Identify and organise information on expected market growth or decline and associated risk factors
3. Investigate factors affecting the market	<ul> <li>P1. Identify projected changes in population, economic activity and</li> <li>P2. the labour force that may affect business ideas</li> <li>P3. Identify movements in prices and projected changes in</li> <li>P4. availability of resources</li> <li>P5. Review trends and developments and identify their potential</li> </ul>





P6. impact on business ideas

#### Knowledge and understanding

The candidate must be able to demonstrate underpinning knowledge and understanding required to carry out the tasks covered in this competency standard. This includes the knowledge of:

- Define entrepreneurship.
- Explain the concept of entrepreneurship
- Explain the various types of enterprise that exist in the community
- Identify and interpret the terms and elements involved in the concept of enterprise
- Appreciate that the advancement of individual and society in general when entrepreneurship is adopted
- Explain various motivational factors that entrepreneurs possess and utilize.
- Exhibit the skills needed to assess and evaluate a risk
- Describe the outline of small enterprise
- Describe the creativity and innovation
- Apply the techniques for developing creative abilities
- Explain the resources of business idea
- Explain the collective and creative thinking
- Explain how to generate a business idea
- Appreciate the importance of, and possess techniques for identifying and assessing business opportunities.
- Identify the various entrepreneurial characteristics
- Access personal potential for becoming future entrepreneurs.
- Identify leadership qualities which are essential to the success of entrepreneurs
- Identify self- management skills and how they are important to be enterprising
- Apply a rational approach to make personal and business decisions
- Explain the steps for decision making and rating of decision making skills
- Apply the rules of negotiation for resolving business issues

#### Critical Evidence(s) Required

The candidate needs to produce following critical evidence(s) in order to be competent in this competency standard:

Evidence of the following is essential:

- Thorough investigation of business opportunities and ideas
- Clearly identified products/services and customer information for each
- Thorough collection and analysis of market information and associated
- factors relating to business ideas
- Knowledge of ethical and cultural requirements.





#### Business idea

#### **Instruments & Consumables**

Sr. No	Description (Instruments)
1.	Calculator
2.	Ruler
3.	Papers and Pencil

## 0211-AVT&MP-25. Develop a Micro Business Proposal

#### Overview:

This competency describes the performance outcomes, skills and knowledge required to develop an ident business idea, to research the feasibility of the business opportunity and to present a business idea in formathat suit a range of stakeholders

Competency Unit	Performance Criteria
1. Evaluate business opportunities	P1. Identify and research key factors that influence viability of
	P2. Business ideas
	<b>P3.</b> Analyse business ideas in terms of personal or family
	P4. needs and commitments
	<b>P5.</b> Evaluate impacts of emerging or changing technology,
	<b>P6.</b> including e-commerce, on the business
	<b>P7.</b> Determine viability of business opportunity in line with
	<b>P8.</b> perceived risks, resources available, financial returns
	and
	P9. other outcomes sought
	P10. Assess and match personal
	<b>P11.</b> skills/attributes against those perceived as necessary
	for a particular business opportunity
	<b>P12.</b> Identify and assess business risks according to
	resources
	P13. available and personal preferences





2. Detail the business idea	<ul> <li>P1. Develop an accurate description of the business idea for key stakeholders</li> <li>P2. Develop an accurate summary of the major products and/or</li> <li>P3. services required to suit personal needs and requirements</li> </ul>
3. Prepare the business overview to suit different stakeholders	<ul> <li>P1. Present an accurate list of key stakeholders and their information requirements</li> <li>P2. Determine an acceptable method of presentation of information for each stakeholder</li> <li>P3. Provide accurate customised information to target audiences</li> </ul>





#### **Knowledge and understanding**

The candidate must be able to demonstrate underpinning knowledge and understanding required to carry out the tasks covered in this competency standard. This includes the knowledge of:

- State and local government legislative requirements relating to business operation, especially in regard to occupational health and safety (OHS) and environmental issues,
- Income and expenditure costing
- Principles of risk assessment relevant to the business opportunity

#### Critical Evidence(s) Required

The candidate needs to produce following critical evidence(s) in order to be competent in this competency standard:

Evidence of the following is essential:

- Accurate and complete outline of the business idea that considers the major elements of:
- products/services
- customers
- operations and processes
- income and expenditure
- resources
- marketing
- location

#### **Instruments & Consumables**

Sr. No	Description (Instruments)
1.	Calculator
2.	Ruler
3.	Papers and Pencil





## 0211-AVT&MP-26. Develop a Marketing Plan

#### Overview:

This competency describes the performance outcomes, skills and knowledge required to research, develop and present a marketing plan for an entrepreneurship business

Competency Unit	Performance Criteria
, , , , , , , , , , , , , , , , , , ,	
1. Devise marketing strategies	<ul> <li>P1. Evaluate marketing opportunity options that address organisational objectives, and evaluate their risks and returns in the selection process</li> <li>P2. Develop marketing strategies that address strengths and opportunities within the organisation's projected capabilities and resources</li> <li>P3. Develop strategies which increase resources or Organisational expertise where gaps exist between current</li> <li>P4. Capability and marketing objectives</li> <li>P5. Develop feasible marketing strategies and communicate</li> <li>P6. Reasons that justifies their selection</li> <li>P7. Ensure strategies align with organisation's strategic direction</li> <li>P8. Develop a marketing performance review strategy,</li> <li>P9. Incorporating appropriate marketing metrics to review of</li> <li>P10. Organisational performance against marketing objectives</li> </ul>
2. Plan marketing tactics	<ul> <li>P1. Detail tactics to implement each marketing strategy in</li> <li>P2. Terms of scheduling, costing, accountabilities and persons responsible</li> <li>P3. Identify coordination and monitoring mechanisms for scheduled activities</li> <li>P4. Ensure tactics are achievable within organisation's</li> <li>P5. Projected capabilities and budget</li> <li>P6. Ensure tactics meeting legal and ethical requirements</li> <li>P7. Ensure tactics provide for ongoing review of</li> <li>P8. Performance against objectives and budgets, and allow marketing targets to be adjusted if necessary</li> </ul>





# 3. **Prepare and preso** marketing plan

- **P1.** Ensure marketing plan meets organisational,
- **P2.** Well as marketing, objectives and incorporates
- **P3.** Marketing approaches and a strategic marketing

mix

- **P4.** Ensure marketing plan contains a rationale objectives and information that supports the choice of strategies and tactics
- **P5.** Present marketing plan for approval in the
- **P6.** required format and timeframe
- **P7.** Adjust marketing plan in response to feedback
- **P8.** From key stakeholders and disseminate for implementation within the required timeframe

### Knowledge and understanding:

The candidate must be able to demonstrate underpinning knowledge and understanding required to carry out the tasks covered in this competency standard. This includes the knowledge of culturally appropriate communication skills to relate to people from diverse backgrounds and people with diverse abilities

- Describe the market & marketing
- Differentiate between sellers and buyers' market
- Describe the five 'w' of market
- Explain the procedure for assessing the market size and demand
- Explain the major factors to be considered when selecting a location for a business
- Describe the basic types of business ownership and the limitation of each
- Explain the computation of initial and working capital needed to start an enterprise
- Identify the advantages and disadvantages of using various sources of capital to start an enterprise
- Explain the component of cost of product
- Explain the break even analysis for a new business
- Calculate the breakeven point for various new business

### **Critical Evidence(s) Required:**

The candidate needs to produce following critical evidence(s) in order to be competent in this competency standard:

Devising, documenting and presenting a marketing plan





- Detailing approaches and
- The marketing mix to achieve organizational marketing objectives.

Sr. No	Description (Instruments)
1.	Calculator
2.	Ruler
3.	Papers and Pencil

**Instruments & Consumables:** 





### 0211-AVT&MP-27. Develop & Review a Business Plan.

### Overview:

This competency standard covers the process of developing and reviewing business for a small business enterprise. It requires the application of knowledge and skills to determine the scope of the business plan, prepare a business plan, determine goals, trial systems, and document, monitor and review the business plan.

Competency Unit	Performance Criteria	
1. Determine	P1. Determine scope of the	
scope of business	business plan and associated systems is determined in	
	consultation with specialist personnel.	
	P2. Access accurate	
	information for inform business plan development	
	P3. Account for and	
	incorporate trends and seasonal variations into the business	
	plan.	
	P4. Account for strategic goals,	
	targets and directions of the enterprise in the development of	
	the business plan	
	P5. Comply Legal obligations in	
	developing the business plan.	
2. Prepare	P1. Develop operational goals and targets to meet the	
business plan	enterprise strategic plan.	
	<b>P2.</b> Identify and incorporate supply chains into the business	
	plan.	
	P3. Identify risk management needs are within the business	
	plan.	
	<b>P4.</b> Incorporate trial systems in order to test budgetary	
	impact and operational potential prior to full implementation of	
	the business plan.	
	<b>P5.</b> Set clear and measureable indicators of operational	
	performance to allow for realistic analysis of performance.	
3. <b>Document</b>	P1. Include fiscal and operational systems that enhance	
and review business	performance management and suit enterprise requirements.	
plan	<b>P2.</b> Incorporate resource considerations the business plan.	
	P3. Document accurately and clearly communicate business	
	Plan to all relevant parties.	
	P4. Monitor to identify strengths, weaknesses and	
	areas for improvement performance against the business plan	





**P5.** Make recommendations to improve the business plan and associated systems as required.





### Knowledge and understanding

The candidate must be able to demonstrate underpinning knowledge and understanding required to carry out the tasks covered in this competency standard. This includes the knowledge of:

- Appreciate the importance of business plan
- Explain the process of writing a business plan
- Develop feasibility for a business idea
- Realize the problem that may be encountered when starting a small business/Enterprise
- Develop a business plan for a small business on the standard format
- Evaluate the business plan in a real market satiation

The knowledge requirements for this competency standard are listed below:

### **Budgeting**

- Forecasting & operational systems
- relevant industrial awards and agreements
- communication techniques
- logical and analytic methods
- profit and loss and cash flow systems
- working knowledge of environmental, OHS, industrial relations, taxation, corporate and industry legislation as they relate to the enterprise

### Critical Evidence(s) Required

The candidate needs to produce following critical evidences in order to competent in this competency standard.

Competence in develop and review a business plan requires evidence that demonstrates ability to scope the business plan and determine key objectives and targets. It also requires competence in specifying key performance targets, assessing the relevance of the business plan, and trial systems. The business plan also needs to be documented and reviewed.

The skills and knowledge required to develop and review a business plan must be transferable to a different work environment. For example, if competence is demonstrated in developing a business plan for a small enterprise, it must also be evident in reviewing a business plan in medium or large enterprise environment.

#### **Instruments & Consumables**





Sr. No	Description (Instruments)
1.	Construction Lab Tools
2.	Rule, tape, square, hammer, hand saw, hand plane, chisel, shovel,
	wheelbarrow, sledge hammer, pick, mattock and crow bar and pinch bar
	forgiven tasks.





### 0211-AVT&MP-28. Organize Finances for the Micro Business

### Overview:

This competency standard describes the performance outcomes, skills and knowledge required to investigate the financial capacity to enter into a micro business, to determine the projected cash flow, to source finances and to monitor the profitability of the business.

Competency Unit	Performance Criteria
1. Ascertain own financial position and the ability to provide capital/equity for the business	P1. Realistically detail personal, family or community financial situation in terms of funds available and commitments already incurred P2. Determine equity finance and assets available for micro business from personal, family or community sources
2. Determine projected cash flow for the business	<ul> <li>P1. Determine the level of forecast business activity over a year and the business mix</li> <li>P2. Estimate establishment costs for the business and repayment schedule for borrowings</li> <li>P3. Calculate the monthly variable and fixed costs needed to conduct business activity over a year</li> <li>P4. Estimate personal drawings needed to be taken from the business</li> <li>P5. Estimate the monthly income generated by the business for a year based on price per unit item or hourly charge rate for labor</li> <li>P6. Develop a cash flow budget for the first year of business operation</li> <li>P7. Seek professional advice to estimate goods and services tax and operating</li> <li>P8. Finance required for the business</li> </ul>
3. Source the required funds to establish the business	<ul> <li>P1. Estimate required funding to establish and run the business based on expected sales and activity levels, available finances and commitments</li> <li>P2. Investigate methods of accessing alternative sources of finance</li> <li>P3. Identify strategies for meeting financial obligations</li> <li>P4. Implement plans to access available funds as required</li> </ul>
4. Monitor	P1. Maintain and review monthly





profitability of the	expenditure and inc	ome records
business	P2.	Compare equity at beginning
	and end of a year to	estimate business performance
	P3.	Assess the financial viability of
	the business after a	year of operation
	P4.	Seek professional advice on
	depreciation, insura	nce and tax implications of the business

### Knowledge and understanding

The candidate must be able to demonstrate underpinning knowledge and understanding required to carry out the tasks covered in this competency standard. This includes the knowledge of:

- Basic budgeting
- Basic costing for the business
- Financial commitments and requirements
- Financial reports and terminology
- Methods and relative costs of obtaining finance
- Own financial position
- Sources of advice and assistance.

### Critical Evidence(s) Required

The candidate needs to produce following critical evidences in order to competent in this competency standard.

Evidence of the following is essential:

- Investigation of own financial position and needs
- Investigation of projected cash flow for the business
- Estimation of the funding needed to establish and operate the business
- Assessment of the financial viability of the business
- Knowledge of basic budgeting.





### 0211-AVT&MP-29. Manage Human Resources

### Overview:

This competency standard covers the skills and knowledge required to manage human resources and to manage and develop human resources to achieve organization's operational objectives

Competency Unit	Performance Criteria
1. Lead and motivate people	<ul> <li>P1. Establish goals for people and teams to optimise achievement in work tasks.</li> <li>P2. Take into account the capabilities of people and teams.</li> <li>P3. Provide advice and support sensitive to the individual's needs to people in the performance of their duties.</li> <li>P4. Undertake activities to achieve commitment to common goals.</li> <li>P5. Recognise and encourage initiative and innovation</li> <li>P6. Recognise and communicate achievements within the organisation.</li> </ul>
2. Undertake human resource planning	<ul> <li>P1. Determine human resource needs within the anticipated operational needs and allocated budget.</li> <li>P2. Analyse alternatives to staffing levels which clearly demonstrate returns to the organisation.</li> <li>P3. Develop contingency plans for staffing which meet key provisions of the human resources plan.</li> <li>P4. Compare existing competencies of staff with the needs of the work group.</li> <li>P5. Plan staffing levels and negotiate with stakeholders within the organizational framework to achieve maximum efficiency of operations.</li> </ul>
3. Develop and facilitate performance	<ul> <li>P1. Negotiate performance criteria individuals, teams and work groups.</li> <li>P2. Review performance criteria a circumstances change.</li> <li>P3. Conduct performance appraisal based on clearly established and agreed performance criteria.</li> <li>P4. Identify and propose the total performance development system strategies to rectify performance shortfalls and recognise success.</li> </ul>





P5.	Address performance problems confidentially and in
a const	ructive and timely manner, in line with relevant
organis	ational procedures.

- **P6.** Make selections, transfers and promotions in accordance with organisation policies and supported with documented information.
- **P7.** Develop and implement mechanisms for the identification of human resource development needs within the work group taking account of the strategic plan for the organization.

# **4.** Facilitate training, education and development opportunities

- **P1.** Make information on planned training events widely available throughout the organisation.
- **P2.** Include training, education and development plans as part of individual/team performance plans.
- **P3.** Facilitate individual/team access to, and participation in, training, education and development opportunities.
- **P4.** Contribute coaching and mentoring effectively to the training, education and development of personnel in an environment of change.
- **P5.** Enhance training, education and development opportunities of individual, team and organisational performance.
- **P6.** Create workplace environment is which facilitates training, education and development

### **Knowledge and understanding**

The candidate must be able to demonstrate underpinning knowledge and understanding required to carry out the tasks covered in this competency standard. This includes the knowledge of:

- Describe the hiring method/Procedures
- Describe the term & conditions of services and job description for various employments
- Describe the characteristics of successful sales personals





- Communication principles
- Conflict resolution principles and practice
- Equal Employment Opportunity
- Grievance procedures
- Interpersonal relations
- Leadership theory and principles
- Management principles and practice
- Occupational Health and Safety
- Training and education principles
- Training need analysis

### Critical Evidence(s) Required

The candidate needs to produce following critical evidences in order to competent in this competency standard.

- It is essential that competence be demonstrated in the application of human resource management in a wide range of contexts in achieving the organization's objectives.
- Evidence should be gathered over a period of time in a range of actual or simulated workplace environments.
- Evidence of competent performance should be obtained by observing an individual in a management role within the workplace or exercise or operational environment. Knowledge may be accessed through written assignments, project reports, debriefings and action learning projects.





### 0211-AVT&MP-30. Market Products & Services

### Overview:

This competency standard covers the skills and knowledge required to market products and services

Competency Unit	Performance Criteria
1. Analyze market information	P1. Identify, research and analyse existing or new markets for existing or new products or services using techniques to ensure reliable data P2. Analyse past trends and developments to determine market variability and associated risks P3. Develop gross margin budgets to account for market variability P4. Identify and evaluate competing products to determine strengths and weaknesses of own products P5. Monitor market environment to ensure information is current and reliable P6. Identify the legal, ethical and environmental constraints of the markets and their effect on the enterprise P7. Identify product specifications that suit market requirements and price advantage at the time P8. Present clear and concise information to the enterprise management team.
2. Identify and evaluate factors to include in a marketing plan	<ul> <li>P1. Identify and evaluate production processes to ensure required product specifications are met</li> <li>P2. Identify and assess alternative selling strategies and techniques to identify marketing targets and methods</li> <li>P3. Identify and assess distribution channels and their role in your marketing strategies</li> <li>P4. Ensure the data used is reliable and the market environment and trends are substantiated</li> <li>P5. Evaluate the role of marketing professionals in providing advice</li> </ul>





3. Develop a marketing plan for your	P1. Establish marketing objectives based on current and
products and services	potential product specifications <b>P2.</b> Select appropriate production processes to ensure
	<b>P2.</b> Select appropriate production processes to ensure product specifications are met
	<b>P3.</b> Select selling strategies to ensure required prices are
	achieved
	P4. Select appropriate distribution channel options to
	ensure access to target markets is achieved efficiently and appropriately
	<b>P5.</b> Establish time-frames for production, distribution and
	selling activities
	<b>P6.</b> Develop a gross margin budget to demonstrate the cost effectiveness of the marketing plan
	<b>P7.</b> Develop partial gross margin budgets to account for market variability
4. Determine	P1. Prepare and record detailed plans for promotional
promotional strategies	activities
	<b>P2.</b> Outline objectives, level of exposure and available
	markets
	<b>P3.</b> Ensure strategies take account of time management and scheduling issues, and resource constraints
	<b>P4.</b> Create promotional materials that enhance the product
	and commercial presentation
	<b>P5.</b> Record and communicate priorities responsibilities,
	timelines and budgets for promotional activities.
5. Implement marketing activities	<b>P1.</b> Schedule planned marketing activities within appropriate timeframes
	<b>P2.</b> Develop measurable performance targets that meet business plan objectives
	<b>P3.</b> Organise distribution channels and ensure product and
	service information is accurate and readily available to clients
	P4. Implement marketing activities within budgetary
	constraints to meet legal, ethical and enterprise requirements
6. Evaluate	P1. Review the established marketing objectives to ensure
marketing performance.	they remain viable
	<b>P2.</b> Make an objective assessment of the marketing plan and its implementation by a comparison of valid and reliable
	data against the established objectives
	<b>P3.</b> Assess product, pricing and distribution policies in
	relation to market changes, marketing objectives and enterprise





### requirements

- **P4.** Identify areas of positive marketing performance and take corrective action to remedy poor marketing performance areas
- **P5.** Document and distribute information for continual analysis and effective planning management

### **Knowledge and understanding**

The candidate must be able to demonstrate underpinning knowledge and understanding required to carry out the tasks covered in this competency standard. This includes the knowledge of:

- Describe the life cycle of product
- Identify the various ways of selecting suppliers,
- Explain the inventory management of stock, raw material and finished goods etc.
- Appreciate the importance of financial record keeping in a small business
- Explain techniques to keep cost as low as possible
- Develop balance sheet for a small enterprise
- Explain the operating cycle concept
- Explain the income tax computation procedure for a small business
- Explain the basic scheme of sales tax
- Explain the assessment procedure for returns and filling of returns.

### **Critical Evidence(s) Required**

The evidence required to demonstrate competency in this unit must be relevant to workplace operations and satisfy holistically all of the requirements of the performance criteria and required skills and knowledge and include achievement of the following:

- Identify the marketable features of the product and potential markets
- Develop a range of marketing alternatives
- Collect and analyses data to assess alternatives in a marketing plan
- Evaluate performance targets and recommend modifications or improvements
- Implement and evaluate a marketing plan
- Plan to manage promotional activities.

0211-AVT&MP-31. Monitor and Review Business Performance

Overview.





This competency standard covers the skills and knowledge required tomonitor and review business performance

Competency Unit	Performance Criteria
1. Evaluate commercial performance	<ul> <li>P1. Gather and analyse data relating to enterprise performance to identify historical and current performance.</li> <li>P2. Review and analyse operational structures to determine the suitability of organisational processes to enterprise objectives.</li> <li>P3. Evaluate enterprise strengths and weaknesses against market conditions to determine current and future capacities.</li> <li>P4. Evaluate enterprise objectives are to identify variations and scope for future development.</li> </ul>
2. Allocate and co- ordinate business resources	<ul> <li>P1. Identify and communicate roles and responsibilities of personnel.</li> <li>P2. Identify resource requirements for enterprise and cost them using standard financial analysis techniques.</li> <li>P3. Calculate costs of ensuring sustainability of enterprise operations and factor into business planning for the enterprise.</li> </ul>
3. Identify performance requirements	<ul> <li>P1. Develop realistic performance indicators within available timeframes and resources</li> <li>P2. Identify and minimize factors inhibiting</li> <li>Performance against objectives.</li> <li>P3. Monitor and assess market conditions</li> <li>Based on relevant data.</li> <li>P4. Prepare and incorporate strategies and</li> <li>Programs to promote the sustainability of operations into enterprise procedures.</li> </ul>
4. Review business performance	<ul> <li>P1. Review regularly enterprise operations to identify opportunities for improvements in performance.</li> <li>P2. Monitor and anticipate impact of natural conditions on enterprise to assess sustainability of resource use.</li> <li>P3. Compare costs and estimates with resource allocation.</li> <li>P4. Determine operational plans to determine schedule of activities</li> </ul>





### Knowledge and understanding

The candidate must be able to demonstrate underpinning knowledge and understanding required to carry out the tasks covered in this competency standard. This includes the knowledge of:

- Rates of return for products and/or services
- Financial analysis techniques
- Structure and operation of small businesses relevant State/Territory Occupational Health and Safety (OHS)
- Legislative requirements
- Environmental conditions, positive environmental practices and negative impact minimisation measures
- Human resource requirements for the enterprise
- Transport requirements for the enterprise
- Enterprise/property improvement requirements.
- Market performance in commodities
- Statutory marketing requirements

### Critical Evidence(s) Required

The evidence required to demonstrate competency in this unit must be relevant to workplace operations and satisfy holistically all of the requirements of the performance criteria and required skills and knowledge and include achievement of the following:

- Gather and analyse data relating to enterprise performance
- Review operational structures to determine effectiveness
- Identify available resources to assess capacity
- Develop realistic performance indicators
- Review enterprise operations against performance indicators
- Plan to improve business performance by addressing results of review.





### 0211-AVT&MP-32. Manage Personal Finances

### Overview:

This unit of competency describes the outcomes required to develop, implement and monitor a personal budget in order to plan regular savings and manage debt effectively.

Competency Unit	Performance Criteria
1. Develop a personal budget	<ul> <li>P1. Calculate current living expenses using available information to prepare a personal budget.</li> <li>P2. Keep a record of all income and expenses for a short period of time to help estimate ongoing expenses.</li> <li>P3. Subtract total expenses from total income to determine a surplus or deficit budget for the specified period.</li> <li>P4. Find reasons for a deficit budget and ways to reduce expenditure identified.</li> <li>P5. Identify ways to increase income, if possible</li> </ul>
2. Develop longer term personal budget	<ul> <li>P1. Analyze income and expenditure and set longer term personal, work and financial goals.</li> <li>P2. Develop a longer-term budget based on the outcomes of short-term budgeting, and adjust to meet living, work and future career requirements.</li> <li>P3. Identify obstacles that might affect finances such as job loss, sickness or unexpected expenses contingency savings</li> <li>P4. Formulate a regular savings plan based on budget, using secure savings products and services.</li> <li>P5. Monitor expenditure against budget and identify areas of possible expenditure saving</li> </ul>
3. Identify ways to maximize future finances	<ul> <li>P1. Determine sources and ways to maximize personal income, including from work, investments or available government payments/allowances.</li> <li>P2. Get further education or training to maintain or improve future income.</li> <li>P3. Identify the need for debt to finance living and other expenses, and determine the appropriate levels of debt and repayment.</li> <li>P4. Consolidate existing debt, where possible, to minimize interest costs and fees.</li> <li>P5. Seek professional money management services, where available, to ensure financial plans are effective and achievable.</li> </ul>





### **Knowledge and understanding**

The candidate must be able to demonstrate underpinning knowledge and understanding required to carry out tasks covered in this competency standard. This includes the knowledge of:

- Explain the abilities to plan and organize to keep records and monitor a personal budget
- Describe abilities to set and review goals
- Explain basic financial management and record keeping to enable development and management of a personal budget
- Describe benefits of financial goal setting and personal budgeting to enable effective management of personal finances
- Outline numeracy skills to compare income and expenditure

### Critical Evidence(s) Required

The candidate needs to produce following critical evidence(s) to be competent in this competency standard:

A person who demonstrates competency in this unit must be able to provide evidence of the ability to manage personal finances. The evidence should integrate employability skills with workplace tasks and job roles and verify competency is able to be transferred to other circumstances and environments.

### **Performance requirements**

This competency is to be assessed using standard and authorized work practices, safety requirements and environmental constraints. Demonstrated evidence is required of the ability to:

- Develop a personal budget based on analysis of expenditure and income;
- Formulate goals and identify financial contingency plans; and
- Monitor expenditure for a period of up to 2 weeks





### 0211-AVT&MP-33. Coordinate a Work Team

### Overview:

This unit is concerned with the competencies required to achieve operational outcomes and effective working relationships through managing and developing individuals and teams.

Competency Unit	Performance Criteria
1. Develop and maintain a cooperative work group	<ul> <li>P1. Work contributions and suggestions from staff are continually sought and encouraged</li> <li>P2. Contributions to work group operations are acknowledged and suggestions are dealt with constructively</li> <li>P3. Develop staff skills according to work requirements</li> <li>P4. Implement new work practices</li> <li>P5. Address conflict between staff members in accordance with current personnel practices.</li> </ul>
2. Communicate objectives and required standards	<ul> <li>P1. Inform the staff of the objectives and standards required</li> <li>P2. Commit to objectives and standards</li> <li>P3. Practices of safe, fair and participative work principals are and promote to staff</li> </ul>
3. Provide feedback on performance	<ul> <li>P1. Give constructive feedback on all aspects of work performance provided to individuals and team</li> <li>P2. Access and address performance in a fair and timely manner in accordance with relevant guidelines, procedures and natural justice</li> </ul>
4. Support and participate in development activities	<ul> <li>P1. Assess training needs of all staff, implemented and promoted</li> <li>P2. Devise an action plan to meet individual and group training and development needs is collaboratively developed, agreed to and implemented</li> <li>P3. Identify specific training needs of individuals</li> <li>P4. Encourage staff in applying skills and knowledge in the workplace</li> <li>P5. Provide training to the required standard of the job</li> <li>P6. Support and encourage staff to attend training courses and to take up other development opportunities.</li> </ul>
5. Provide leadership direction and guidance to the work group	<ul> <li>P1. Link between the function of the group and the goals of the organization</li> <li>P2. Participate in decision making routinely to develop, implement and review work of the group and to allocate responsibilities where appropriate</li> </ul>





- **P3.** Give opportunities and encouragement to others to develop new and innovative work practices and strategies
- **P4.** Identify conflict and resolve with minimum disruption to work group function
- **P5.** Provide staff with the support and supervision necessary to perform work safely and without risk to health
- **P6.** Allocate tasks within the competence of staff and support with appropriate authority, autonomy and training
- **P7.** Supervise appropriately the changing priorities and situations and takes into account the different needs of individuals and the requirements of the task

### Knowledge and understanding

The candidate must be able to demonstrate underpinning knowledge and understanding required to carry out the tasks covered in this competency standard. This includes the knowledge of:

- Explain the principles of effective team operation
- Explain the principles of human resource management
- Describe the training delivery processes in the workplace
- Outline the industry assessment guidelines

### Critical Evidence(s) Required

The candidate needs to produce following critical evidence(s) to be competent in this competency standard:

A person who demonstrates competency in this unit must be able to provide evidence of the ability to coordinate a work team. The evidence should integrate employability skills with workplace tasks and job roles and verify competency is able to be transferred to other circumstances and environments.

### **Performance requirements**

This competency is to be assessed using standard and authorized work practices, safety requirements and environmental constraints. Evidence of the following is essential:

- Assessing and evaluating skills
- Working effectively in a team environment
- Achievement of work outcomes





### 0211-AVT&MP-34. Lead Small Teams

### Overview:

This unit describes the outcomes required to lead small teams including setting and maintaining team and individual performance standards.

Competency Unit	Performance Criteria
1. Facilitate team development	<ul> <li>P1. Identify work requirements, standards and purpose to team members.</li> <li>P2. Assist team to develop objectives, targets and key performance indicators relevant its purpose and workplace goals.</li> <li>P3. Allocate duties regard to the skills required to properly undertake the assigned task and according to company policy</li> <li>P4. Identify roles, responsibilities and expectations of each team member</li> <li>P5. Disseminate and discuss performance expectations to individual team members.</li> </ul>
2. Motivate and build the team	<ul> <li>P1. Develop positive and constructive relationships with and between team members</li> <li>P2. Facilitate team communication processes</li> <li>P3. Involve team members in the process of examining risks and options and making decisions, to ensure acceptance and support.</li> <li>P4. Encourage individual and team efforts and contributions</li> <li>P5. Strengths and weaknesses of team members are determined and sharing of work tasks is promoted to up skill team members.</li> <li>P6. Recognize team members' queries and discuss and deal with it.</li> </ul>
3. Facilitate and monitor team	<b>P1.</b> Monitor the implementation of work plan and team and individual performance against agreed strategies, targets and





#### effectiveness

standards, according to workplace policies and procedures.

- **P2.** Monitor performance against defined performance criteria and/or assignment instructions and corrective action taken if required.
- **P3.** Support team in identifying and resolving problems that may impede performance and to suggest improvements in team Performance.
- **P4.** Consult team members in any review and revision of team objectives and goals.
- **P5.** Address performance issues which cannot be rectified within the team to appropriate personnel according to employer policy.
- **P6.** Refer concerns of a team and individual are referred to next level of management or appropriate specialist and conduct negotiations on their behalf.
- **P7.** Keep team members inform of any changes in the priority allocated to assignments, or tasks which might impact on client/customer needs and satisfaction.
- **P8.** Monitor team operations to ensure that internal or external employer/client needs and requirements are met.
- **P9.** Provide follow-up communication on all issues affecting the team
- **P10.** Conduct team meetings to review work operations and address issues according to workplace policies and procedures.
- **P11.** Support team in identifying and resolving problems that may impede performance and to suggest improvements in team performance.
- **P12.** Consult team members in any review and revision of team objectives and goals.
- **P13.** Raise any inappropriate values and standards exhibited in the workplace with the person concerned.

### Knowledge and understanding

The candidate must be able to demonstrate underpinning knowledge and understanding required to carry out the tasks covered in this competency standard. This includes the knowledge of:

- Explain conflict resolution techniques
- Explain management styles
- Describe methods of monitoring performance





- Outline the relevant legal requirements
- Outline strategies for dealing effectively with team member complaints or grievances and
- Explain team dynamics and facilitation processes
- Describe communication skills
- State workplace policies and procedures

### **Critical Evidence(s) Required**

The candidate needs to produce following critical evidence(s) to be competent in this competency standard:

A person who demonstrates competency in this unit must be able to provide evidence of the ability to lead small teams. The evidence should integrate employability skills with workplace tasks and job roles and verify competency is able to be transferred to other circumstances and environments.

### **Performance requirements**

This competency is to be assessed using standard and authorized work practices, safety requirements and environmental constraints. Evidence of the following is essential:

- Demonstrate the ability to build positive team spirit and effectively manage overall team
- Performance within a workplace context;
- Demonstrate the ability to coordinate a work team in a range of contexts or occasions; and
- Show knowledge of leadership, motivation and teamwork principles.





0211-AVT&MP-35.
Sustainability

### **Develop Workplace Policy & Procedures for**

#### Overview:

This unit describes the skills and knowledge required to develop and implement a workplace sustainability policy and to modify the policy to suit changed circumstances. It applies to individuals with managerial responsibilities who undertake work developing approaches to create, monitor and improve strategies and policies within workplaces and engage with a range of relevant stakeholders and specialists.

Unit of Competency	Performance Criteria
1. Develop workplace sustainability policy	<ul> <li>P1. Define scope of sustainability policy</li> <li>P2. Gather information from a range of sources to plan and develop policy</li> <li>P3. Identify and consult stakeholders as a key component of the policy development process</li> <li>P4. Include appropriate strategies in policy at all stages of work for minimizing resource use, reducing toxic material and hazardous chemical use and employing life cycle management approaches</li> <li>P5. Make recommendations for policy options based on likely effectiveness, timeframes and cost</li> <li>P6. Develop policy that reflects the organization s commitment to sustainability as an integral part of business planning and as a business opportunity</li> <li>P7. Agree to appropriate methods of implementation,</li> </ul>
2. Communicate workplace sustainability policy	<ul> <li>P1. Promote workplace sustainability policy, including its expected outcome, to key stakeholders</li> <li>P2. Inform those involved in implementing the policy about expected outcomes, activities to be undertaken and assigned responsibilities</li> </ul>
3. Implement workplace sustainability policy	P1. Develop and communicate procedures to help implement workplace sustainability policy P2. Implement strategies for continuous improvement in resource efficiency P3. Establish and assign responsibility for recording systems to track continuous improvements in sustainability approaches
4. Review workplace	P1. Review workplace sustainability policy implementation





# sustainability policy implementation

- **P2.** Investigate successes or otherwise of policy
- **P3.** Monitor records to identify trends that may require remedial action and use to promote continuous improvement of performance
- **P4.** Modify policy and or procedures as required to ensure improvements are made

### **Knowledge and understanding**

The candidate must be able to demonstrate underpinning knowledge and understanding required to carry out the tasks covered in this competency standard. This includes the knowledge of:

- Outline the environmental or sustainability legislation, regulations and codes of practice applicable to the organization identify internal and external sources of information and explain how they can be used to plan and develop the organization s sustainability policy
- Explain policy development processes and practices
- Outline organizational systems and procedures that relate to sustainability
- Outline typical barriers to implementing policies and procedures in an organization and possible strategies to address them.

### Critical Evidence(s) Required

The candidate needs to produce following critical evidence(s) to be competent in this competency standard:

A person who demonstrates competency in this unit must be able to provide evidence of the ability to Develop workplace policy and procedures for sustainability. The evidence should integrate employability skills with workplace tasks and job roles and verify competency is able to be transferred to other circumstances and environments.

### **Performance requirements**

This competency is to be assessed using standard and authorized work practices, safety requirements and environmental constraints. Demonstrated evidence is required of the ability to:

- Scope and develop organizational policies and procedures that comply with legislative requirements and support the organizations sustainability goals covering at a minimum:
- Minimizing resource use
- Resource efficiency
- Reducing toxic material and hazardous chemical use





- Employing life cycle management approaches
- Continuous improvement
- Plan and implement sustainability policy and procedures including:
- Agreed outcomes
- Performance indicators
- Activities to be undertaken
- Signed responsibilities
- Record keeping, review and improvement processes
- Consult and communicate with relevant stakeholders to generate engagement with sustainability policy development, implementation and continuous improvement
- Review and improve sustainability policies.

### 0211-AVT&MP-36. Maintain Professionalism in the Workplace

### Overview:

This unit of competency describes the outcomes required maintain a professional image in the workplace, including behaving ethically, demonstrating motivation, respecting timeframes and maintaining personal appearance.

Unit of Competency	Performance Criteria
1. Respect work Time frames	<ul> <li>P1. Demonstrate punctuality in meeting, set working hours and times.</li> <li>P2. Utilize working hours only for working and follow company regulations.</li> <li>P3. Complete work tasks within deadlines according to order of priority</li> <li>P4. Supervisors are informed of any potential delays in work times or projects.</li> </ul>
2. Maintain personal appearance and hygiene	<ul> <li>P1. Clean hair, body and nails regularly.</li> <li>P2. Wear suitable cloths for the workplace, and respect local and cultural contexts</li> <li>P3. Meet specific company dress code requirements</li> </ul>
3. Maintain adequate distance with colleagues and clients	<ul> <li>P1. Respect personal space of colleagues and clients with reference to local customs and cultural contexts.</li> <li>P2. Keep sufficient distance from others</li> <li>P3. Avoid cross transmission of infections (especially through respiration).</li> </ul>
4. Work in an ethical	P1. Follow company values/ethics codes of ethics





# manner and/or conduct, policies and guidelines. P2. Use company resources in accordance.

- **P2.** Use company resources in accordance with company ethical standards.
- **P3.** Conduct personal behavior and relationships in accord with ethical standards and company policies.
- **P4.** Undertake work practices in compliance with company ethical standards, organizational policy and guidelines.
- **P5.** Instruct co-workers on ethical, lawful and reasonable directives.
- **P6.** Share company values/practices with coworkers using appropriate behavior and language.
- **P7.** Report work incidents/situations and/or resolved in accordance with company protocol/guidelines.

### **Knowledge and understanding**

The candidate must be able to demonstrate underpinning knowledge and understanding required to carry out the tasks covered in this competency standard. This includes the knowledge of:

- Explain application of good manners and right conduct
- Explain basic practices for oral and personal hygiene
- Describe common products used for oral and personal hygiene
- Outline the company code of conduct/values
- Outline the Company regulations, performance and ethical standards
- Explain work responsibilities/job functions
- Describe communication skills
- State workplace hygiene standards

### Critical Evidence(s) Required

The candidate needs to produce following critical evidence(s) to be competent in this competency standard:

A person who demonstrates competency in this unit must be able to provide evidence of the ability to maintain professionalism in the workplace .The evidence should integrate employability skills with workplace tasks and job roles and verify competency is able to be transferred to other circumstances and environments.

#### **Performance requirements**

This competency is to be assessed using standard and authorized work practices, safety requirements and environmental constraints. Evidence of the following is essential

Clarify and affirm work values/ethics/concepts consistently in the workplace;





- Comply with required working times;
- Conduct work practices satisfactorily and consistently, in compliance with work ethical standards, organizational policy and guidelines;
- Develop suitable hygiene
- Keep adequate distance while interacting with colleagues and clients.





0211-AVT&MP-37.
Development

Manage Personal Work Priorities & Professional

### Overview:

This unit describes the skills and knowledge required to create systems and process to organize information and prioritize tasks. It applies to individuals working in managerial positions who have excellent organizational skills. The work ethic of individuals in this role has a significant impact on the work culture and patterns of behavior of others as managers at this level are role models in their work environment.

Unit of Competency	Performance Criteria
<ol> <li>Establish personal work goals</li> <li>Set and meet own</li> </ol>	<ul> <li>P1. Serve as a positive role model in the workplace through personal work planning</li> <li>P2. Ensure personal work goals, plans and activities reflect the organization s plans, and own responsibilities and accountabilities</li> <li>P3. Measure and maintain personal performance in varying work conditions, work contexts and when contingencies occur</li> <li>P1. Take initiative to prioritize and facilitate competing</li> </ul>
work priorities	demands to achieve personal, team and organizational goals and objectives  P2. Use technology efficiently and effectively to manage work priorities and commitments  P3. Maintain appropriate work-life balance, and ensure stress is effectively managed and health is attended to
3. Develop and maintain professional competence	P1. Assess personal knowledge and skills against competency standards to determine development needs, priorities and plans P2. Seek feedback from employees, clients and colleagues and use this feedback to identify and develop ways to improve competence P3. Identify, evaluate, select and use development opportunities suitable to personal learning style/s to develop competence P4. Participate in networks to enhance personal knowledge, skills and work relationships P5. Identify and develop new skills to achieve and maintain a competitive edge





The candidate must be able to demonstrate underpinning knowledge and understanding required to carry out the tasks covered in this competency standard. This includes the knowledge of:

- Explain principles and techniques involved in the management and organization of:
- Performance measurement
- Personal behavior, self-awareness and personality traits identification
- A personal development plan
- Personal goal setting
- time
- Discuss management development opportunities and options for self
- Describe methods for achieving a healthy work-life balance
- Outline organization s policies, plans and procedures
- Explain types of learning style/s and how they relate to the individual
- Describe types of work methods and practices that can improve personal performance.

### Critical Evidence(s) Required

The candidate needs to produce following critical evidence(s) to be competent in this competency standard:

A person who demonstrates competency in this unit must be able to provide evidence of the ability to manage personal work priorities and professional development. The evidence should integrate employability skills with workplace tasks and job roles and verify competency is able to be transferred to other circumstances and environments.

#### **Performance requirements**

This competency is to be assessed using standard and authorized work practices, safety requirements and environmental constraints. Demonstrated evidence is required of the ability to:

- Use business technology to create and use systems and processes to organize and prioritize tasks and commitments
- Measure and maintain personal work performance including assessing competency against competency standards and seeking feedback
- Maintain an appropriate work-life balance to manage personal health and stress
- Participate in networks
- Develop a personal development plan which includes career objectives and an action plan
- Develop new skills.





### 0211-AVT&MP-38. Manage Workforce Planning

### Overview:

This unit describes the skills and knowledge required to manage planning in relation to an organization's workforce including researching requirements, developing objectives and strategies, implementing initiatives and monitoring and evaluating trends. It applies to individuals who are human resource managers or staff members with a role in a policy or planning unit that focuses on workforce planning.

Unit of Competency	Performance Criteria
1. Research workforce requirements	<ul> <li>P1. Review current data on staff turnover and demographics</li> <li>P2. Assess factors that may affect workforce supply</li> <li>P3. Establish the organization's requirements for a skilled and diverse workforce</li> </ul>
2. Develop workforce objectives and strategies	<ul> <li>P1. Review organizational strategy and establish aligned objectives for modification or retention of the workforce</li> <li>P2. Consider strategies to address unacceptable staff turnover, if required</li> <li>P3. Define objectives to retain required skilled labor</li> <li>P4. Define objectives for workforce diversity and cross-cultural management</li> <li>P5. Define strategies to source skilled labor</li> <li>P6. Communicate objectives and rationale to relevant stakeholders</li> <li>P7. Obtain agreement and endorsement for objectives and establish targets</li> <li>P8. Develop contingency plans to cope with extreme situations</li> </ul>
3. Implement initiatives to support workforce planning objectives	<ul> <li>P1. Implement action to support agreed objectives for recruitment, training, redeployment and redundancy</li> <li>P2. Develop and implement strategies to assist workforce to deal with organizational change</li> <li>P3. Develop and implement strategies to assist in meeting the organization's workforce diversity goals</li> <li>P4. Implement succession planning system to ensure desirable workers are developed and retained</li> <li>P5. Implement programs to ensure workplace is an employer of choice</li> </ul>
4. Monitor and evaluate	P1. Review workforce plan against patterns in exiting





### workforce trends

employee and workforce changes

- **P2.** Monitor labor supply trends for areas of over- or under-supply in the external environment
- **P3.** Monitor effects of labor trends on demand for labor
- **P4.** Survey organizational climate to gauge worker satisfaction
- **P5.** Refine objectives and strategies in response to internal and external changes and make recommendations in response to global trends and incidents
- **P6.** Regularly review government policy on labor demand and supply
- **P7.** Evaluate effectiveness of change processes against agreed objectives

### Knowledge and understanding

The candidate must be able to demonstrate underpinning knowledge and understanding required to carry out the tasks covered in this competency standard. This includes the knowledge of:

- Explain current information about external labor supply relevant to the specific industry or skill requirements of the organization
- Outline industrial relations relevant to the specific industry
- Describe labor force analysis and forecasting techniques

### Critical Evidence(s) Required

The candidate needs to produce following critical evidence(s) to be competent in this competency standard:

A person who demonstrates competency in this unit must be able to provide evidence of the ability to manage workforce planning. The evidence should integrate employability skills with workplace tasks and job roles and verify competency is able to be transferred to other circumstances and environments.

#### **Performance requirements**

This competency is to be assessed using standard and authorized work practices, safety requirements and environmental constraints. Demonstrated evidence is required of the ability to:

- Review and interpret information from a range of internal and external sources to identify:
- Current staff turnover and demographics
- Labor supply trends factors that may affect workforce supply





- Organization's workforce requirements objectives and strategies
- Manage workforce planning including developing, implementing, monitoring and reviewing strategies to meet workforce needs
- Review relevant trends and supply and demand factors that will impact on an organization's workforce
- Develop a workforce plan that includes relevant research and specific strategies to ensure access to a skilled and diverse workforce.





### 0211-AVT&MP-39. Undertake Project Work

### Overview:

This unit describes the skills and knowledge required to undertake a straightforward project or a section of a larger project. It covers developing a project plan, administering and monitoring the project, finalizing the project and reviewing the project to identify lessons learned for application to future projects. This unit applies to individuals who play a significant role in ensuring a project meets timelines, quality standards, budgetary limits and other requirements set for the project.

Competency Unit	Performance Criteria
1. Define project	<ul> <li>P1. Access project scope and other relevant documentation</li> <li>P2. Define project stakeholders</li> <li>P3. Seek clarification from delegating authority of issues related to project and project parameters</li> <li>P4. Identify limits of own responsibility and reporting requirements</li> <li>P5. Clarify relationship of project to other projects and to the organization's objectives</li> <li>P6. Determine and access available resources to undertake project</li> </ul>
2. Develop project plan	<ul> <li>P1. Develop project plan in line with the project parameters</li> <li>P2. Identify and access appropriate project management tools</li> <li>P3. Formulate risk management plan for project, including Work Health and Safety (WHS)</li> <li>P4. Develop and approve project budget</li> <li>P5. Consult team members and take their views into account in planning the project</li> <li>P6. Finalize project plan and gain necessary approvals to commence project according to documented plan</li> </ul>
3. Administer and monitor project	P1. Take action to ensure project team members are clear about their responsibilities and the project requirements P2. Provide support for project team members, especially with regard to specific needs, to ensure that the quality of the expected outcomes of the project and documented time lines are met P3. Establish and maintain required recordkeeping systems throughout the project P4. Implement and monitor plans for managing project finances, resources and quality P5. Complete and forward project reports as required to stakeholders





	P6.	Undertake risk management as required to ensure project
	outcomes are met	
	P7.	Achieve project deliverables
4. Finalize project	P1.	Complete financial recordkeeping associated with project and
	check for accuracy	
	P2.	Ensure transition of staff involved in project to new roles or
	reassignment to previous roles	
	P3.	Complete project documentation and obtain necessary sign-
	offs fo	or concluding project

### Knowledge and understanding

The candidate must be able to demonstrate underpinning knowledge and understanding required to carry out the tasks covered in this competency standard. This includes the knowledge of:

- Give examples of project management tools and how they contribute to a project
- Outline types of documents and other sources of information commonly used in defining the parameters of a project
- Explain processes for identifying and managing risk in a project
- Outline the organization's mission, goals, objectives and operations and how the project relates to them

### Critical Evidence(s) Required

The candidate needs to produce following critical evidence(s) to be competent in this competency standard:

A person who demonstrates competency in this unit must be able to provide evidence of the ability to undertake project work. The evidence should integrate employability skills with workplace tasks and job roles and verify competency is able to be transferred to other circumstances and environments.

### **Performance requirements**

This competency is to be assessed using standard and authorized work practices, safety requirements and environmental constraints. Demonstrated evidence is required of the ability to:

- Define the parameters of the project including:
- Project scope
- Project stakeholders, including own responsibilities
- Relationship of project to organizational objectives and other projects
- Reporting requirements
- Resource requirements





- Use project management tools to develop and implement a project plan including:
- Deliverables
- Work breakdown
- Budget and allocation of resources
- Timelines
- Risk management
- Recordkeeping and reporting
- Consult and communicate with relevant stakeholders to generate input and engagement in planning, implementing and reviewing the project
- Provide support to team members to enable them to achieve deliverables and to transition them as appropriate at completion of the project
- Finalize the project including documentation, sign-offs and reporting
- Review and document the project outcomes.





# 0211-AVT&MP-40. Prepare & Implement Negotiation

#### Overview:

This unit covers the skills, knowledge and attitudes required to prepare for and participate in a process of negotiation.

Unit Competency	Performance Criteria
1. Prepare for the negotiation	<ul> <li>P1. Identify objectives and preferred outcome of the negotiation and determine minimum acceptable outcome</li> <li>P2. Understand in relation to what can be offered and what is needed from the other party</li> <li>P3. Gather information regarding the other party – objectives, needs, preferences, resources, what they want to achieve – in order to determine best negotiating points</li> <li>P4. List and rank the issues to consider concessions that may be made.</li> <li>P5. Find examples and refine negotiation argument.</li> <li>P6. Check information to ensure it is correct and up-to-date.</li> <li>P7. Develop a negotiation plan that includes information about the other party and its interests and a set of responses and strategies to the anticipated tactics.</li> <li>P8. Prepare an agenda in advance, which includes discussion</li> </ul>
	topics, participants, location and schedule
2. Participate in negotiations	<ul> <li>P1. Analyze all aspects of the incident for degree of hazard, priorities, optional outcomes and appropriate strategies</li> <li>P2. Analyze and determine strategies and priorities on the incident sought from a range of sources</li> <li>P3. Assess long term objectives against resources and priorities</li> <li>P4. Apply a range of communication techniques to make and maintain contact with the key people</li> <li>P5. Provide clear and factual information to enable an honest and realistic assessment of the interests of the key people and their positions</li> <li>P6. Resolve the conflict and express their likely consequences clearly and do an analysis of the benefits</li> <li>P7. Reassess points of disagreements for common positive positions</li> </ul>
3. Coordinate support services	<b>P1.</b> Assess the need for support services in terms of the determined strategies and priorities
	P2. Negotiate the resources of support services according to





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	established procedures and availability		
	<b>P3.</b> Provide information on strategies to support services and		
	maintain the communication		
	<b>P4.</b> Delegate roles and responsibilities according to expertise		
	and resources		
4. Restore order	P1. Assess the incidents for degree of risk and take		
	appropriate action to reduce and remove the impact of the incident		
	and restore order		
	<b>P2.</b> Take action designed to minimize risk and the preserve the		
	safety and security of all involved		
	<b>P3.</b> Take action to prevent the escalation of the incident		
	appropriate to the circumstances and agreed procedures.		
	<b>P4.</b> Carry out the use of force for the restoration of control and		
	the maintenance of security in the least restrictive manner.		
	<b>P5.</b> Complete reports accurately and clearly provided to the		
	appropriate authority promptly		
	<b>P6.</b> Review, evaluate and analyze the incident and the		
	organizational response to it and report it promptly and accurately.		
5. Provide leadership.	P1. Link between the function of the group and the goals of the		
direction and	organization		
guidance	<b>P2.</b> Participate in decision making routinely to develop,		
to the work	implement and review work of the group and to allocate		
group	responsibilities where appropriate		
	<b>P3.</b> Give opportunities and encouragement to others to develop		
	new and innovative work practices and strategies		
	<b>P4.</b> Identify conflict and resolve with minimum disruption to		
	work group function		
	<b>P5.</b> Provide staff with the support and supervision necessary		
	to perform work safely and without risk to health		
	<b>P6.</b> Allocate tasks within the competence of staff and support		
	with appropriate authority, autonomy and training		
	<b>P7.</b> Supervise appropriately the changing priorities		
	and situations and takes into account the different		
	needs of individuals and the requirements of the		
	task		
	tuon		

# Knowledge and understanding

The candidate must be able to demonstrate underpinning knowledge and understanding required to carry out the tasks covered in this competency standard. This includes the knowledge of:





- Explain organization's policies, guidelines and procedures related to control and surveillance, safety and preventing and responding to incidents and breaches of orders covered in the range of variables.
- Explain organization's management and accountability systems
- Describe teamwork principles and strategies
- Outline the principles of effective communication
- Outline the guidelines for use of equipment and technology
- Explain code of conduct

#### Critical Evidence(s) Required

The candidate needs to produce following critical evidence(s) to be competent in this competency standard:

A person who demonstrates competency in this unit must be able to provide evidence of the ability to solve problems which jeopardize safety and security. The evidence should integrate employability skills with workplace tasks and job roles and verify competency is able to be transferred to other circumstances and environments.

#### **Performance requirements**

This competency is to be assessed using standard and authorized work practices, safety requirements and environmental constraints. Evidence of the following is essential:

- Evidence of effective communication strategies including negotiation, counseling, mediation, advocacy demonstrated under pressure working effectively in a team environment
- Evidence of knowledge and application of organizations policies, procedures and
- Guidelines for critical incidents
- Evidence of accurate and safe use of all emergency equipment
- Evidence of managing effective outcomes using strategic planning, team
- Leadership and situational analysis





#### 0211-AVT&MP-41. Manage Meetings

#### Overview:

This unit describes the skills and knowledge required to manage a range of meetings including overseeing the meeting preparation processes, chairing meetings, organizing the minutes and reporting meeting outcomes. It applies to individuals employed in a range of work environments who are required to organize and manage meetings within their workplace, including conducting or managing administrative tasks in providing agendas and meeting material. They may work as senior administrative staff or may be individuals with responsibility for conducting and chairing meetings in the workplace.

Competency Unit	Performance Criteria	
1. Prepare for meetings	<ul> <li>P1. Develop agenda in line with stated meeting purpose</li> <li>P2. Ensure style and structure of meeting are appropriate to its purpose</li> <li>P3. Identify meeting participants and notify them in accordance with organizational procedures</li> <li>P4. Confirm meeting arrangements in accordance with requirements of meeting</li> <li>P5. Dispatch meeting papers to participants within designated timelines</li> </ul>	
2. Conduct meetings	P1. Chair meetings in accordance with organizational requirements, agreed conventions for type of meeting and legal and ethical requirements  P2. Conduct meetings to ensure they are focused, time efficient and achieve the required outcomes  P3. Ensure meeting facilitation enables participation, discussion, problem-solving and resolution of issues  P4. Brief minute-taker on method for recording meeting notes in accordance with organizational requirements and conventions for type of meeting	
3. Follow up meetings	<ul> <li>P1. Check transcribed meeting notes to ensure they reflect a true and accurate record of the meeting and are formatted in accordance with organizational procedures and meeting conventions</li> <li>P2. Distribute and store minutes and other follow-up documentation within designated timelines, and according to organizational requirements</li> <li>P3. Report outcomes of meetings as required, within designated timelines</li> </ul>	





#### Knowledge and understanding

The candidate must be able to demonstrate underpinning knowledge and understanding required to carry out the tasks covered in this competency standard. This includes the knowledge of:

- Outline meeting terminology, structures, arrangements
- Outline responsibilities of the chairperson and explain group dynamics in relation to managing meetings
- Describe options for meetings including face-to-face, teleconferencing, webconferencing and using webcams
- Identify the relevant organizational procedures and policies regarding meetings, chairing and minutes including identifying organizational formats for minutes and agendas.

#### **Critical Evidence(s) Required**

The candidate needs to produce following critical evidence(s) to be competent in this competency standard:

A person who demonstrates competency in this unit must be able to provide evidence of the ability to manage meetings. The evidence should integrate employability skills with workplace tasks and job roles and verify competency is able to be transferred to other circumstances and environments.

#### **Performance requirements**

This competency is to be assessed using standard and authorized work practices, safety requirements and environmental constraints. Demonstrated evidence is required of the ability to:

- Apply conventions and procedures for formal and informal meetings including:
- Developing and distributing agendas and papers
- Identifying and inviting meeting participants
- Organizing and confirming meeting arrangements
- Running the meeting and following up
- Organize, take part in and chair a meeting
- Record and store meeting documentation
- Follow organizational policies and procedures.





#### 0211-AVT&MP-42. Organize Schedules

#### Overview:

This unit describes the skills and knowledge required to manage appointments and diaries for personnel within an organization, using manual and electronic diaries, schedules and other appointment systems. It applies to individuals employed in a range of work environments who provide administrative support to teams and individuals.

Competency Unit	Performance Criteria	
1. Establish schedule requirements	<ul> <li>P1. Identify organizational requirements and protocols for diaries and staff planning tools</li> <li>P2. Identify organizational procedures for different types of appointments</li> <li>P3. Determine personal requirements for diary and schedule items for individual personnel</li> <li>P4. Establish appointment priorities and clarify in discussion with individual personnel</li> </ul>	
2. Manage schedules	<ul> <li>P1. Identify recurring appointments and deadlines, and schedule these in accordance with individual and organizational requirements</li> <li>P2. Establish availability of attendees, and schedule new appointments in accordance with required timelines and diary commitments</li> <li>P3. Negotiate alternative arrangements and confirm when established appointments are changed</li> <li>P4. Record appointments and manage schedules in accordance with organizational policy and procedures</li> </ul>	

#### **Knowledge and understanding**

The candidate must be able to demonstrate underpinning knowledge and understanding required to carry out the tasks covered in this competency standard. This includes the knowledge of:





- Identify the key provisions of relevant legislation, standards and codes that affect aspects of business operations or the achievement of team goals
- Describe organizational requirements for managing appointments for personnel within the organization
- Summarize the range of appointment systems that could be used
- Outline important considerations when managing the schedules of others.

#### Critical Evidence(s) Required

The candidate needs to produce following critical evidence(s) to be competent in this competency standard:

A person who demonstrates competency in this unit must be able to provide evidence of the ability to organize schedules. The evidence should integrate employability skills with workplace tasks and job roles and verify competency is able to be transferred to other circumstances and environments.

#### **Performance requirements**

This competency is to be assessed using standard and authorized work practices, safety requirements and environmental constraints. Demonstrated evidence is required of the ability to:

• Appropriately manage the schedules of various individuals through a process of careful planning and negotiation.





# 0211-AVT&MP-43. Identify and Communicate Trends in Career Development

#### Overview:

This unit describes the skills and knowledge required to research and confirm career trends, Assess and confirm ongoing career development needs of target group and Maintain quality of career development services and professional practice conduct research to identify and communicate career trends. It establishes the need to interact professionally with others in assessing career needs, to effectively assist clients identify competencies they require for a career and employability in a given context. It also examines how to maintain quality of career development services and professional practice. It applies to individuals seeking to identify and communicate trends in career development.

Competency Unit	Performance Criteria		
1. Research and confirm career	P1. Apply knowledge of changing organizational		
trends	structures, lifespan of careers and methods of		
	conducting work search, recruitment and selection		
	processes		
	<b>P2.</b> Analyze changing worker and employer issues,		
	rights and responsibilities in context of changing work		
	practices		
	<b>P3.</b> Examine importance of quality careers		
	development services		
	<b>P4.</b> Maintain all research, documentation, sources		
	and references (electronic or physical) to a high degree		
	of currency and relevance		
	<b>P5.</b> Analyze implications of relevant policy,		
	legislation, professional codes of practice and national		
	standards relating to worker and employer issues		
	<b>P6.</b> Research changes and trends in theory of career		
	development counseling and practice		
	<b>P7.</b> Confirm clusters, levels and combinations of		
	transferable employability skills and preferences that		
	may open employment options spanning more than one		
O Access and confirms an acing	occupation or career pathway		
2. Assess and confirm ongoing	<b>P1.</b> Analyze history and records in assessing needs		
career development needs of	of target group		
target group	<b>P2.</b> Assess success of previous career development		
	services and techniques used for individual or target		
	group		
	<b>P3.</b> Deploy other means to investigate appropriate		
	care and counseling approaches as required		





	<b>P4.</b> Maintain privacy and security of all data, research and personal records according to relevant policy, legislation, professional codes of practice and national standards		
	P5. Establish existing work-life balance		
	requirements, issues and needs		
3. Maintain quality of career	P1. Analyze and review relevance of career theories,		
development services and	models, frameworks and research for target group		
professional practice	P2. Incorporate into career development services		
	and professional practice, major changes and trends		
	influencing workplace and career-related options and		
	choices		
	<b>P3.</b> Comply with all relevant policy, legislation, professional codes of practice and national standards that influence delivery of career development services		

#### **Knowledge and understanding:**

The candidate must be able to demonstrate underpinning knowledge and understanding required to carry out tasks covered in this competency standard. This includes the knowledge of:

- Explain client care and counseling techniques and processes in the context of career development services
- Describe diversity and its potential effects on career choices
- Outline human psychological development and needs in relation to careers development
- Outline relevant policy, legislation, codes of practice and standards relevant to career development
- Explain recruitment and selection processes in the context of career development services
- Describe a range of data gathering and research techniques
- Explain techniques used to analyze trends.

#### Critical Evidence(s) Required

The candidate needs to produce following critical evidence(s) to be competent in this competency standard:

A person who demonstrates competency in this unit must be able to provide evidence of the ability to identify and communicate trends in career development. The evidence should integrate employability skills with workplace tasks and job roles and verify competency is able to be transferred to other circumstances and environments.





#### **Performance Requirements**

This competency is to be assessed using standard and authorized work practices, safety requirements and environmental constraints.

Demonstrated evidence is required of the ability to:

- Research and analyze current economic, labor market, employment, career and vocational, educational and training trends
- Identify choices and career development needs for individuals and target groups within a given context
- Report and document management of research and career development materials
- Comply with all relevant local, state/territory and national legislation, policies and practices.





# 0211-AVT&MP-44. Apply Specialist Interpersonal and Counseling Interview Skills

#### Overview:

This unit describes the skills and knowledge required to communicate effectively, Use specialized counseling interviewing skills and use advanced and specialized communication skills in the client-counselor relationship. This unit applies to individuals whose job role involves working with clients on personal and psychological issues within established policies, procedures and guidelines.

Unit of Competency	Performance Criteria
1. Communicate effectively	<ul> <li>P1. Identify communication barriers and use strategies to overcome these barriers in the client-counselor relationship</li> <li>P2. Facilitate the client-counselor relationship through selection and use of micro skills</li> <li>P3. Integrate the principles of effective communication into work practices</li> <li>P4. Observe and respond to non-verbal communication cues</li> <li>P5. Consider and respond to the impacts of different communication techniques on the client-counselor relationship in the context of individual clients</li> <li>P6. Integrate case note taking with minimum distraction</li> </ul>
2. Use specialized counseling interviewing skills	<ul> <li>P1. Select and use communication skills according to the sequence of a counseling interview</li> <li>P2. Identify points at which specialized counseling interviewing skills are appropriate for inclusion</li> <li>P3. Use specialized counseling communication techniques based on their impacts and potential to enhance client development and growth</li> <li>P4. Identify and respond appropriately to strong client emotional reactions</li> </ul>





# P1. Reflect on and evaluate own communication with clients P2. Recognize the effect of own values and beliefs on communication with clients P3. Identify and respond to the need for development of own skills and knowledge

#### Knowledge and understanding:

- The candidate must be able to demonstrate underpinning knowledge and understanding required to carry out tasks covered in this competency standard. This includes the knowledge of:
- Principles of person-centered practice
- Key objectives of counseling interviewing
- Stages of a counseling interview
- Potential impacts of using different communication skills and techniques in counseling contexts
- Communication techniques and micro-skills including:
- Attending behaviors active listening, reflection of content feeling, summarizing
- Questioning skills open, closed, simple and compound questions
- Client observation skills
- Noting and reflecting skills
- Providing client feedback
- Specialized counseling communication techniques, and how they are used, including:
- Challenging
- Reframing





- Focusing
- Components of the communication process including:
- Encoder and Decoder
- Primary factors that impact on the communication process including:
- Context
- Participants
- Rules
- Messages
- Channels
- Noise
- Feedback
- Communication barriers and resolution strategies, including:
- Environmental
- Physical
- Individual perceptions
- Cultural issues
- Age issues, disability, language
- Observational techniques including:
- Facial expressions
- Non-verbal behavior
- Posture
- Silence
- Ways in which different people absorb information, including:
- visual
- Auditory
- Kinesthetic
- Obstacles to the counseling process
- Impacts of trauma and stress on the communication process, including on:
- Concentration and attention
- Use of verbal and written language
- Use of body language
- Challenging within the counseling session
- Self-evaluation practices, including:
- How to recognize own biases
- Impact of own values on the counseling relationship

#### Critical Evidence(s) Required

The candidate needs to produce following critical evidence(s) to be competent in this competency standard:

A person who demonstrates competency in this unit must be able to provide evidence of the ability to apply specialist interpersonal and counseling interview skills. The evidence should





integrate employability skills with workplace tasks and job roles and verify competency is able to be transferred to other circumstances and environments.





#### **Digital Skills**

#### 0211-AVT&MP-45. Operate Word-processing Applications

#### Overview:

This unit describes the skills and knowledge required to operate word- processing applications and perform basic operations, including creating and formatting documents, creating tables and printing labels. It applies to individuals in the workplace using fundamental knowledge of word-processing under direct supervision or with limited responsibility.

Competency Unit	Performance Criteria
1. Create documents	<ul> <li>P1. Open word-processing application, create document and add data according to information requirements</li> <li>P2. Use document templates as required</li> <li>P3. Use simple formatting tools when creating the document</li> <li>P4. Save document to directory</li> </ul>
2. Customize basic settings to meet page layout conventions	P1. Adjust page layout to meet information requirements P2. Open and view different toolbars P3. Change font format to suit document purpose P5. Change alignment and line spacing according to document information requirements P6. Modify margins to suit the document purpose P7. Open and switch between several documents
3. Format documents	P1. Use formatting features and styles as required P2. Highlight and copy text from another area in the document or from another active document P3. Insert headers and footers to incorporate necessary data P4. Save document in another file format P5. Save and close document to a storage device
4. Create tables	P1. Insert standard table into document P2. Change cells to meet information





		require	requirements	
		P3. Insert and delete columns and rows as		
		necessary		
		P4.	Use formatting tools according to style	
		require	ements	
5.	Add images	P5.	Insert appropriate images into document and	
		custon	nize as necessary	
		P6.	Position and resize images to meet	
		docum	nent formatting needs	
6.	Print documents	P7.	Preview document in print preview mode	
		P8.	Select basic print settings	
		P9.	Print document or part of document from	
		printer		

#### **Knowledge and understanding**

The candidate must be able to demonstrate underpinning knowledge and understanding required to carry out the tasks covered in this competency standard. This includes the knowledge of:

- Describe formatting styles and their effect on formatting, readability and appearance of documents
- Identify organizational requirements for ergonomics, including work periods and breaks
- Select organizational style guide to use
- Outline purpose, use and function of word-processing software.

#### Critical Evidence(s) Required

A person who demonstrates competency in this unit must be able to provide evidence of the ability to create word documents that is clear to the target audience and easy to navigate. The evidence should integrate employability skills with workplace tasks and job roles and verify competency is able to be transferred to other circumstances and environments.





#### **Performance requirements**

This competency is to be assessed using standard and authorized work practices, safety requirements and environmental constraints. Demonstrated evidence is required of the ability to:

- Follow organizational ergonomic work health and safety (WHS) requirements and practices
- Create, open and retrieve documents using customized basic settings
- Format documents by creating tables and adding text, objects and images
- Save and prints documents.





# 0211-AVT&MP-46. Use Computer Applications

#### Overview:

This unit describes the performance outcomes, skills and knowledge required to identify, select and operate three commercial software packages, including a word-processing, a spreadsheet and presentation application package.

Competency Unit	Performance Criteria
1. Use appropriate OHS office work practices	<ul> <li>P1. Use safe work practices to ensure ergonomic, work organization, energy and resource conservation requirements are addressed</li> <li>P2. Use wrist rests and document holders where appropriate</li> <li>P3. Use monitor anti-glare and radiation reduction screens where appropriate</li> </ul>
2. Install and	P1. Select software to be installed
remove software	P2. Follow installation instructions
	P3. Delete un required software
3. Use appropriate	<b>P1.</b> Select word-processing software appropriate to perform
word-processing software	activity
Software	<b>P2.</b> Identify document purpose, audience and presentation
	requirements, and clarify with personnel as required  P3. Identify organizational requirements for text-based
	<b>P3.</b> Identify organizational requirements for text-based business documents and design document structure and layout
	to ensure consistency of style and image
	<b>P4.</b> Match document requirements with software functions to provide efficient production of documents
	<b>P5.</b> Use technical functions, other data and formatting to finalize documents
	<b>P6.</b> Ensure the naming and storing of documents in
	appropriate directories or folders and the printing of documents
	to the required specifications
4. Use appropriate	P1. Select spreadsheet software appropriate to perform
spreadsheet software	activity
	<b>P2.</b> Identify document purpose, audience and presentation
	requirements, and clarify with personnel as required
	<b>P3.</b> Enter simple formulas and functions using cell referencing where required
	referencing where required





	<ul> <li>P4. Customize spreadsheet settings and format documents to meet requirements</li> <li>P5. Ensure the naming and storing of documents in appropriate directories or folders and the printing of documents to the required specifications</li> </ul>		
5. Use appropriate	P1. Select software application package appropriate to		
presentation software	perform activity		
	<b>P2.</b> Identify purpose, audience and presentation		
	requirements, and clarify with personnel as required		
	P3. Use technical functions, other data and formatting		
	to finalize documents		
	P4. Ensure documents are named and stored in		
	appropriate directories or folders and printed to required		
	specifications		
	P5. Make a presentation		

#### **Knowledge and understanding**

The candidate must be able to demonstrate underpinning knowledge and understanding required to carry out the tasks covered in this competency standard. This includes the knowledge of:

- Application software packages used by the organization
- Basic technical terminology related to reading help files and responding to system help prompts
- Basic knowledge of system usage
- Current business practices related to using software to prepare reports
- Features and functions of commercial computing packages
- Import and export software functions
- Linking documents
- OHS principles and responsibilities for ergonomics, such as work periods and breaks
- Purpose, use and functions of applications
- Use of input and output devices
- Functions and uses of word processing, spreadsheet and presentation software

#### Critical Evidence(s) Required

A person who demonstrates competency in this unit must be able to provide evidence of the ability to identify, select and operate three commercial software packages, including a word-processing and a spreadsheet application package. The evidence should integrate





Employability skills with workplace tasks and job roles and verify competency is able to be transferred to other circumstances and environments.

#### **Performance requirements**

This competency is to be assessed using standard and authorized work practices, safety requirements and environmental constraints. Evidence of the ability to:

- Produce workplace documents using a minimum of three different software application packages
- Open, amend and save files and documents according to organizational requirements
- Use OHS principles and responsibilities for ergonomics, such as work periods and breaks
- Use help manuals and online help.
- This competency is to be assessed using standard and authorized work practices, safety requirements and environmental constraints. Demonstrated evidence is required of the ability to:
- Use an operating system in a variety of scenarios and across functions, including:
- Scheduling, loading, initiating, and supervising the execution of programs
- Allocating storage
- Initiating and controlling input and output operations
- Handling errors
- Identify and install suitable hardware components
- Install and upgrade application software.





#### 0211-AVT&MP-47. Create User Documentation

#### Overview:

This unit describes the performance outcomes, skills and knowledge required to create user documentation that is clear to the target audience and easy to navigate.

Competency Unit	Performance Criteria
1. Determine documentation standards and requirements	<ul> <li>P1. Determine documentation requirements</li> <li>P2. Investigate documentation and industry standards for requirements and determine appropriate application to user documentation</li> <li>P3. Design documentation templates using appropriate software and obtain approval from appropriate person</li> </ul>
2. Produce user documentation	<ul> <li>P1. Conduct a review of the subject system, program, network or application in order to understand its functionality</li> <li>P2. Gather existing technical, design or user specifications and supporting documentation</li> <li>P3. Create user documentation based on template to record the operation of the subject system, program, network or application</li> </ul>
3. Review and obtain sign-off	<ul> <li>P1. Submit user documentation to target audience for review</li> <li>P2. Gather and analyze feedback</li> <li>P3. Make changes to user documentation</li> <li>P4. Submit user documentation to appropriate person for approval</li> </ul>

#### Knowledge and understanding

The candidate must be able to demonstrate underpinning knowledge and understanding required to carry out the tasks covered in this competency standard. This includes the knowledge of:

- Content features, including clarity and readability
- Document design, web design and usability
- Functions and features of templates and style guides Instructional design principles





#### Critical Evidence(s) Required

A person who demonstrates competency in this unit must be able to provide evidence of the ability to create user documentation that is clear to the target audience and easy to navigate. The evidence should integrate employability skills with workplace tasks and job roles and verify competency is able to be transferred to other circumstances and environments.

#### **Performance requirements**

This competency is to be assessed using standard and authorized work practices, safety requirements and environmental constraints. Demonstrated evidence is required of the ability to create user documentation that:

- Meets business requirements
- Caters for a diverse readership
- Is clear to the target audience
- Is easy to navigate.





#### 0211-AVT&MP-48. Create Technical Documentation

#### Overview:

This unit describes the performance outcomes, skills and knowledge required to create technical documentation that is clear to the target audience and easy to navigate.

Competency Unit	Performance Criteria
1. Identify and analyze documentation requirements and client needs	P1. Consult with client to identify documentation requirements P2. Interpret and evaluate documentation requirements and confirm details with client P3. Investigate industry and documentation standards for requirements P4. Define and document the scope of work to be produced P5. Consult with client to validate and confirm the scope of work
2. Design documentation	P1. Identify information requirements with reference to layout and document structure P2. Create document templates and style guides consistent with information requirements P3. Conduct a review of the system in order to understand its functionality P4. Extract content that meets information requirements according to copyright restrictions P5. Develop the structure of the technical documentation giving focus to the flow of information, style, tone and content format P6. Validate the technical documentation structure with the client
3. Develop documentation	P1. Write technical documentation based on the template and scope of work using the information gathered P2. Translate technical terminology into plain English where appropriate P3. Apply content format and style according to documentation standards and templates
4. Evaluate and edit documentation	<ul><li>P1. Submit technical documentation to appropriate person for review</li><li>P2. Gather and analyze feedback</li></ul>





		Incorporate alterations into the technical entation
		Edit the technical documentation for technical ammatical accuracy
5. Prepare documentation for publication		Check that the completed technical entation meets client requirements and scope of
	approp	Submit the technical documentation to riate person for approval  Prepare the technical documentation for tion and distribution using appropriate channels

#### **Knowledge and understanding**

The candidate must be able to demonstrate underpinning knowledge and understanding required to carry out the tasks covered in this competency standard. This includes the knowledge of:

- Content features, such as clarity and readability
- Document design, web design and usability
- Functions and features of templates and style guides
- Instructional design principles
- Organizational policies, procedures and standards that cover document design.

#### Critical Evidence(s) Required

A person who demonstrates competency in this unit must be able to provide evidence of the ability to create technical documentation that is clear to the target audience and easy to navigate. The evidence should integrate employability skills with workplace tasks and job roles and verify competency is able to be transferred to other circumstances and environments.

#### **Performance requirements**

This competency is to be assessed using standard and authorized work practices, safety requirements and environmental constraints. Demonstrated evidence is required of the ability to:

- Establish customer needs
- Design and develop technical documentation, such as system, procedures, training material and user guides, incorporating appropriate standards
- Update document with client feedback
- Prepare documentation for publication.





#### 0211-AVT&MP-49. Operate Digital Media Technology

#### Overview:

This unit describes the performance outcomes, skills and knowledge required to identify, select and use a digital media package and supporting technologies.

Competency Unit	Performance Criteria
1. Use appropriate OHS office work practices	<ul> <li>P1. Use safe work practices to ensure ergonomic, work organization, energy and resource conservation requirements are addressed</li> <li>P2. Use wrist rests and document holders where appropriate</li> <li>P3. Use monitor anti-glare and radiation reduction screens where appropriate</li> </ul>
2. Identify and select appropriate digital media package	<ul> <li>P1. Identify the basic requirements of a design brief, including user environment</li> <li>P2. Research and review suitable available digital media packages</li> <li>P3. Select an appropriate digital media package to meet design brief requirements</li> </ul>
3. Use digital media package	<ul> <li>P1. Procure or create suitable data to meet requirements of the brief</li> <li>P2. Manipulate data using digital media package tools</li> <li>P3. Ensure naming and storing of documents in appropriate file format in directories or folders</li> </ul>
4. Review digital media design	<ul> <li>P1. Evaluate design for creative, dramatic and technical quality, file size, and suitability to meet the brief</li> <li>P2. Test and run any incorporated graphics, video or sound as part of a digital media presentation and present designs in the appropriate format</li> <li>P3. Review final product against design brief</li> </ul>

#### **Knowledge and understanding**

The candidate must be able to demonstrate underpinning knowledge and understanding required to carry out the tasks covered in this competency standard. This includes the knowledge of: Basic principles of visual design

Functions and features of digital media packages and technologies





- Graphic design and stylistic language conventions
- OHS principles and responsibilities for ergonomics, such as work periods and breaks
- Principles of digital imaging and file formats, video and sound file formats, file management and transfer systems
- Vendor product directions in digital media hardware and software
- Visualization and interpreting creative information, scripts (text) and images

#### **Critical Evidence(s) Required**

A person who demonstrates competency in this unit must be able to provide evidence of the ability to identify, select and use a digital media package and supporting technologies. The evidence should integrate employability skills with workplace tasks and job roles and verify competency is able to be transferred to other circumstances and environments.

#### **Performance requirements**

This competency is to be assessed using standard and authorised work practices, safety requirements and environmental constraints. Demonstrated evidence of the ability to:

- Identify basic requirements of a design brief
- Use digital media package to meet organizational requirements
- Use OHS principles and responsibilities for ergonomics, such as work periods and breaks
- Use help manuals and online help when appropriate
- Use digital media technologies to support design brief requirements.





0211-AVT&MP-50. Engagement Use Social Media Tools For Collaboration &

#### Overview:

This unit describes the performance outcomes, skills and knowledge required to establish a social networking presence using social media tools and applications. The unit specifically identifies the requirement to review, compare and use different types of social networking tools and applications.

Competency Unit	Performance Criteria
Describe different types of social media tools and applications	<ul> <li>P1. Explain characteristics of the term social media</li> <li>P2. Identify different types of social-media tools and applications</li> <li>P3. Illustrate some of the issues associated with the use of social media tools and applications</li> </ul>
2. Compare different types of social media tools and applications	<ul> <li>P1. Select one social media type for review</li> <li>P2. Review most popular tools and applications within that social media type</li> <li>P3. Itemize benefits across a range of the most popular tools and applications</li> <li>P4. Select most appropriate social media tool or application</li> </ul>
3. Set up and use popular social media tools and applications	<ul> <li>P1. Identify social media tools and applications for possible implementation</li> <li>P2. Initiate preferred social media tools and applications for use</li> <li>P3. Establish social media interface using text and file content</li> <li>P4. Initiate social networking interaction</li> <li>P5. Test and evaluate tools and applications for ease of use</li> <li>P6. Present findings</li> </ul>

#### Knowledge and understanding

The candidate must be able to demonstrate underpinning knowledge and understanding required to carry out the tasks covered in this competency standard. This includes the knowledge of:

Basic technical terminology in relation to social networking and social media





applications and tools

- Basic knowledge of uploading images, text files, pdf files, audio files, video files and link associated files
- Features and functions of social media applications Import and export software functions
- Linking documents
- OHS principles and responsibilities for ergonomics, including work periods and breaks
- Tagging to facilitate collaborative folks anomy
- Social media applications and procedures for connecting to social networking sites
- Use of input and output devices
- Use of RSS feeds to connect a social network.

#### Critical Evidence(s) Required

A person who demonstrates competency in this unit must be able to provide evidence of the ability to create technical documentation that is clear to the target audience and easy to navigate. The evidence should integrate employability skills with workplace tasks and job roles and verify competency is able to be transferred to other circumstances and environments.

#### **Performance requirements**

This competency is to be assessed using standard and authorized work practices, safety requirements and environmental constraints. Demonstrated evidence is required of the ability to:

- Establish customer needs
- Design and develop technical documentation, such as system, procedures, training material and user guides, incorporating appropriate standards
- Update document with client feedback
- Prepare documentation for publication.





#### 0211-AVT&MP-51. Use Digital Devices

#### Overview:

This unit describes the skills and knowledge required to use a range of digital devices, such as a digital camera, video camera, or personal digital assistant (PDA) device. It applies to individuals who require entry level information and communications technology (ICT) knowledge and literacy skills to support their work in a home office or small office environment.

Competency Unit	Performance Criteria
1. Prepare to use the digital device	P1. Review the instruction manual and ensure identified components are available P2. Identify the physical components of the digital device P3. Turn on and follow access procedures to activate the digital device P4. Alter the digital device settings to best suit intended use P5. Configure power management settings where appropriate to minimize power consumption, as an environmentally sustainable measure
2. Set up and use the digital device	P1. Identify and set the basic operating, security and menu settings P2. Navigate and manipulate the screen environment P3. Customize screen icons and access to applications where applicable P4. Use the digital device, and save and edit output where applicable P5. Identify more advanced features available and use as required
3. Access and use basic connectivity devices	<ul> <li>P1. Connect to external digital devices, such as computer devices or storage devices, to retrieve, copy, move and save information</li> <li>P2. Check physical connectivity of computer devices or storage devices to ensure operation and performance</li> <li>P3. Connect to a printer either through a computer device or directly, and use printer settings and print data</li> <li>P4. Access audio-visual devices to view and play a multimedia file</li> </ul>
4. Shut down digital device	<ul><li>P1. Save current work and back up important data</li><li>P2. Close open programs on the digital device and any computer device or storage device</li></ul>





**P3.** Shut down digital devices, according to manufacturer instructions

#### Knowledge and understanding

The candidate must be able to demonstrate underpinning knowledge and understanding required to carry out the tasks covered in this competency standard. This includes the knowledge of:

- Outline the capabilities and connectivity requirements of relevant
- Audio-visual devices
- Peripheral devices
- Storage devices
- List basic security functions
- Explain basic software operation and associated applications
- Explain digital device functions
- Explain digital device settings.

#### Critical Evidence(s) Required

A person who demonstrates competency in this unit must be able to provide evidence of the ability to use digital devices that is clear to the target audience and easy to navigate. The evidence should integrate employability skills with workplace tasks and job roles and verify competency is able to be transferred to other circumstances and environments.

#### **Performance requirements**

This competency is to be assessed using standard and authorized work practices, safety requirements and environmental constraints. Demonstrated evidence is required of the ability to:

- Turn on a digital device
- Use the menu features and navigate a graphical user interface
- Use device features to perform tasks
- Save the results of work.





#### **SOFT SKILLS**

#### 0211-AVT&MP-52. Understand The Work Place Policy & Procedures

#### Overview:

This unit describes the skills and knowledge required to develop and implement a workplace policy & procedures and to modify the policy to suit changed circumstances. It applies to individuals with managerial responsibilities who undertake work developing approaches to create, monitor and improve strategies and policies within workplaces and engage with a range of relevant stakeholders and specialists.

Competency Units	Performance Criteria
1. Understand the work place personal appearance and hygiene	<ul> <li>P1. Clean hair, body and nails regularly</li> <li>P2. Wear suitable clothes for the workplace and respect local and cultural contexts</li> <li>P3. Meet specific company dress code requirements</li> </ul>
2. Maintain work in ethical manner	P1. Follow company value/ethics code of ethics/conduct policies and guidelines P2. Use company resources in accordance with company ethical standards P3. Conduct personal behavior and relationships in accord with company policy & procedures P4. Demonstrate ethical behavior with co-workers P5. Report work incident situations or resolve accordingly
3. Demonstrate the Work place behaviors	<ul><li>P1. Practice the positive behavior</li><li>P2. Avoid argue</li><li>P3. Flexibility in behavior to accept the resistance</li></ul>
4. Communicate workplace policy& procedures	<ul> <li>P1. Listen directions carefully</li> <li>P2. Ask relevant questions politely</li> <li>P3. Avoid to use abuse language/expression</li> <li>P4. Respect others</li> </ul>
5. Review the implementation of workplace policy & procedures	<ul><li>P1. Ensure proper implementation of policies</li><li>P2. Enlist the gaps for improvement</li><li>P3. Follow the feedback if any</li></ul>

#### **Knowledge and Understanding**

The candidate must be able to demonstrate underpinning knowledge and understanding required to carry out tasks covered in this competency standard. This includes the knowledge of:

- Rules, regulations and SOPs applicable to the organization
- Turnaround time to achieve target/goal.
- Operational hierarchal levels in an organization.





#### **Critical Evidence(s) Required**

The candidate needs to produce following critical evidence(s) to be competent in this competency standard:

A person who demonstrates competency in this unit must be able to provide evidence of the ability to understand workplace policy and procedures. The evidence should integrate employability skills with workplace tasks and job roles and verify competency is able to be transferred to other circumstances and environments.

#### **Performance requirements**

This competency is to be assessed using standard and authorized work practices, safety requirements and environmental constraints. Demonstrated evidence is required of the ability to:

- Identify the policies and procedures that comply with legislative requirements and support the organization goals.
- communicate with relevant supervisors





#### 0211-AVT&MP-53. Communicate The Work Place Policy & Procedure

#### Overview:

This unit describes the performance outcomes, skills and knowledge required to develop communication skills in the workplace. It covers gathering, conveying and receiving information, along with completing assigned written information under direct supervision.

Com	petency units	Performance criteria
1.	Identify workplace munication procedures	<ul> <li>P1. Identify organizational communication requirements and workplace procedures with assistance from relevant authority.</li> <li>P2. Identify appropriate lines of communication with supervisors and colleagues.</li> <li>P3. Seek advice on the communication method/equipment most appropriate for the task</li> </ul>
2.	Communicate at workplace	<ul> <li>P1. Use effective questioning, and active listening and speaking skills to gather and convey information</li> <li>P2. Use appropriate non-verbal behavior at all times</li> <li>P3. Encourage, acknowledge and act upon constructive feedback</li> </ul>
3.	Draft written information	P1. Identify and comply with required range of written materials in accordance with organizational policy and procedures Draft and present assigned written information for approval, ensuring it is written clearly, concisely and within designated timeframes.  P2. Ensure written information meets required standards of style, format and detail.  P3. Seek assistance and/or feedback to aid communication skills development
4.	Review document	P1. Check draft for suitability of tone for audience, purpose, format and communication style P2. Check draft for readability, grammar, spelling, sentence and paragraph construction and correct any inaccuracies or gaps in content. P3. Check draft for sequencing and structure P4. Check draft to ensure it meets organizational requirements P5. Ensure draft is proofread, where appropriate, by supervisor or colleague





#### **Knowledge and Understanding**

- Key provisions of relevant regulations that may affect aspects of business operations, such as privacy laws
- Organizational policies, plans and procedures.
- Barriers to communication
- Communication model
- Verbal and written communication techniques

#### **Required Skills**

- Communication skills to identify lines of communication, to request advice, to effectively question, to follow instructions, to receive feedback, and to convey messages clearly and concisely
- Culturally appropriate communication skills to relate to people from diverse backgrounds and to people with diverse abilities
- Literacy skills to identify work requirements, to draft written information and to process basic, relevant workplace documentation
- Problem-solving skills to solve routine problems related to the workplace, under direct supervision.

# Range of Variables

#### Competency unit terms

- Workplace procedures may include:
- Answering telephone calls
- Following instructions
- Informal discussions
- Requests from colleagues
- Using internet and email
- Using voice mail
- Workplace procedures related to specific tasks
- Appropriate people may include:
- Colleagues
- Other staff members
- Supervisors, mentors, trainers or assessors

#### Lines of communication may include:

- Formal and informal means
- Verbal or written

#### Communication method/equipment may include:

- Computer network systems
- Facsimile machines
- Personal computer equipment including hardware, keyboards, software and communication packages
- Telephones
- Written information may include:
- Electronic mail
- Facsimiles





- General correspondence or standard/form letters and memos
- Handwritten and printed materials
- Telephone messages or general messages

#### Standards may include:

- Organizational policies
- Standards set by workgroup

# **Assessment Evidence Criteria Critical Aspects of Evidence**

A person who demonstrates competency in this unit must be able to provide evidence of the ability to develop communication skills in the workplace. It covers gathering, conveying and receiving information, along with completing assigned written information under direct supervision. The evidence should integrate employability skills with workplace tasks and job roles and verify competency is able to be transferred to other circumstances and environments.

#### **Performance requirements**

This competency is to be assessed using standard and authorized work practices, safety requirements and environmental constraints. Demonstrated evidence is required of the ability to perform a number of routine workplace tasks which include:

- Clear, concise and correct verbal and written communication
- Promptly and appropriately following instructions
- Knowledge of relevant regulations and organization policies and procedures.





#### 0211-AVT&MP-54. Identify & Implement Workplace Policy & Procedures

#### Overview:

This unit describes the skills and knowledge required to develop and implement a workplace policy & procedures and to modify the policy to suit changed circumstances. It applies to individuals with managerial responsibilities who undertake work developing approaches to create, monitor and improve strategies and policies within workplaces and engage with a range of relevant stakeholders and specialists.

Competency Units	Performance Criteria
1. Identify workplace policy& procedures	<ul> <li>P1. Identify the workplace policy&amp; procedures</li> <li>P2. Apply appropriate strategies that can be used to measure whether your workplace health and safety obligations are being met.</li> <li>P3. Assure the policies are realistic has the time, resources and personnel to implement</li> <li>P4. Implement the policy&amp; procedures that reflects the organizations commitments</li> <li>P5. Ensure the appropriate methods of implementation, outcomes and performance indicators</li> </ul>
2. Implement workplace policy& procedures	<ul> <li>P1. Apply and assign responsibility for recording systems to track continuous improvements in policy &amp; procedures</li> <li>P2. Implement strategies for continuous improvement in effective and efficient information</li> </ul>
3. Communicate workplace policy& procedures	P1. Communicate procedures to help implement workplace policy P2. Inform those involved in implementing the policy about expected outcomes, activities to be undertaken and assigned responsibilities
4. Review the implementation of workplace policy & procedures	<ul> <li>P1. Identify the trends that may require remedial action</li> <li>P2. Record the trends that may require remedial action.</li> <li>P3. Ensure policy and procedures as required are made for continuous improvement of performance</li> </ul>

#### **Knowledge and Understanding**

The candidate must be able to demonstrate underpinning knowledge and understanding required to carry out tasks covered in this competency standard. This includes the knowledge of:

- Legislation, regulations and codes of practice applicable to the organization
- Internal and external sources of information and organizational policy& procedures
- Typical barriers to implementing policies and procedures in an organization.





#### Critical Evidence(s) Required

The candidate needs to produce following critical evidence(s) to be competent in this competency standard:

A person who demonstrates competency in this unit must be able to provide evidence of the ability to understand workplace policy and procedures. The evidence should integrate employability skills with workplace tasks and job roles and verify competency is able to be transferred to other circumstances and environments.

#### **Performance requirements**

This competency is to be assessed using standard and authorized work practices, safety requirements and environmental constraints. Demonstrated evidence is required of the ability to:

- Identify the policies and procedures that comply with legislative requirements and support the organization goals.
- Consult and communicate with relevant stakeholders
- Review and implement the policy and procedures.





# 0211-AVT&MP-55. Procedures

# **Analyze and Develop Workplace Policy and**

#### Overview:

This unit describes the skills and knowledge required to develop and implement a workplace policy & procedures and to modify the policy to suit changed circumstances. It applies to individuals with managerial responsibilities who undertake work developing approaches to create, monitor and improve strategies and policies within workplaces and engage with a range of relevant stakeholders and specialists.

Competency Units	Performance Criteria
1. Respect work timeframes	P1. Demonstrate punctuality in meeting, working hours and schedules
	<ul><li>P2. Complete work tasks within deadlines in according to order of priority</li><li>P3. Supervisors are informed of any delays in work times</li></ul>
	or projects
2. Preparation for meeting	P1. Develop agenda in line with meeting purpose P2. Selection of participants and notify them accordingly
<b>3</b>	P3. Confirm meeting arrangements according to the time P4. Record the minutes of the meeting
3. Decision making at workplace	<ul><li>P5. Define the problem, challenge, or opportunity.</li><li>P6. Generate an array of possible solutions or responses.</li></ul>
	<b>P7.</b> Evaluate the costs and benefits, or pros and cons, associated with each option.
	<b>P8.</b> Assess the impact of the decision and modify the course of action as needed.
4. Set and meet own work priorities	P1. Take initiative to prioritize and facilitate competing demands to achieve organization goals and objectives P2. Use technology efficiently and effectively to manage work priorities and commitments P3. Maintain appropriate work-life balance
5. Develop and	P1. Assess personal knowledge and skills against
maintain professional competence	P2. Participate in networks to enhance personal knowledge, skills and work relationships P3. Seek feedback from employees, clients and
	colleagues to develop and improve competence
6. Follow and implement work safety requirements	<ul> <li>P1. Identify and report emergency incidents</li> <li>P2. Practice organizational policy and procedures for responding to emergency incidents</li> <li>P3. Identify and implement workplace procedures and</li> </ul>
	work instructions for controlling risks





#### **Knowledge and Understanding**

The candidate must be able to demonstrate underpinning knowledge and understanding required to carry out tasks covered in this competency standard. This includes the knowledge of:

- Healthy work life balance
- Meeting terminologies, structures and arrangements
- Relevant organizational procedures and policies regarding meetings, chairing and minutes.
- Barriers to implement policies and procedures in an organization and possible strategies to address them.

#### Critical Evidence(s) Required

The candidate needs to produce following critical evidence(s) to be competent in this competency standard:

A person who demonstrates competency in this unit must be able to provide evidence of the ability to understand workplace policy and procedures. The evidence should integrate employability skills with workplace tasks and job roles and verify competency is able to be transferred to other circumstances and environments.

#### **Performance requirements**

This competency is to be assessed using standard and authorized work practices, safety requirements and environmental constraints. Demonstrated evidence is required of the ability to:

- Develop the policies and procedures that comply with legislative requirements and support the organization goals.
- Demonstrate conventions and procedures formal and informal meeting including;
- Establish meeting agenda
- Nominate & invite meeting participants
- organize and confirm meeting participants
- record and store the meeting document





#### 0211-AVT&MP-56. Undertake the Work Ethics Project

#### Overview:

This unit describes the skills and knowledge required to undertake a straightforward project or a section of a larger project. It covers developing a project plan, administering and monitoring the project, finalizing the project and reviewing the project to identify lessons learned for application to future projects. This unit applies to individuals who play a significant role in ensuring a project meets timelines, quality standards, budgetary limits and other requirements set for the project.

Competency Unit	Performance Criteria
1. Define project	P1. Access project scope and other relevant documentation P2. Seek clarification from delegating authority of issues related to project and project parameters P3. Identify limits of own responsibility and reporting requirements P4. Determine and access available resources to undertake project
2. Develop project plan	P1. Develop project plan in line with the project parameters P2. Identify and access appropriate project management tools P3. Formulate risk management plan for project, including Work Health and Safety (WHS) P4. Develop and approve project budget P5. Consult team members and take their views into account in planning the project P6. Finalize project plan and gain necessary approvals to commence project according to documented plan
3. Administer and monitor project	P1. Take action to ensure project team members are clear about their responsibilities and the project requirements P2. Provide support for project team members, especially with regard to specific needs, to ensure that the quality of the expected outcomes of the project and documented time lines are met P3. Establish and maintain required recordkeeping systems throughout the project P4. Implement and monitor plans for managing project finances, resources and quality P5. Complete and forward project reports as required to stakeholders P6. Undertake risk management as required to ensure project outcomes are met P7. Achieve project deadlines
4. Finalize project	P1. Complete financial recordkeeping associated with project and check for accuracy P2. Ensure transition of staff involved in project to new roles or reassignment to previous roles P3. Complete project documentation and obtain necessary





sign-offs for concluding project

#### **Knowledge and Understanding**

The candidate must be able to demonstrate underpinning knowledge and understanding required to carry out tasks covered in this competency standard. This includes the knowledge of:

- Give examples of project management tools and how they contribute to a project
- Outline types of documents and other sources of information commonly used in defining the parameters of a project
- Explain processes for identifying and managing risk in a project
- Outline the organization's mission, goals, objectives and operations and how the project relates to them
- Explain the organization's procedures and processes that are relevant to managing a project including:
- Lines of authority and approvals
- Quality assurance
- Human resources
- Budgets and finance
- Recordkeeping
- Reporting
- Outline the legislative and regulatory context of the organization in relation to project work, including work health and safety (WHS) requirements.

#### Critical Evidence(s) Required

The candidate needs to produce following critical evidence(s) to be competent in this competency standard:

A person who demonstrates competency in this unit must be able to provide evidence of the ability to undertake project work. The evidence should integrate employability skills with workplace tasks and job roles and verify competency is able to be transferred to other circumstances and environments.

#### **Performance requirements**

This competency is to be assessed using standard and authorized work practices, safety requirements and environmental constraints. Demonstrated evidence is required of the ability to:

- Define the parameters of the project including:
- Project scope
- Project stakeholders, including own responsibilities
- Relationship of project to organizational objectives and other projects
- Reporting requirements
- Resource requirements





- Use project management tools to develop and implement a project plan including:
- Deliverables
- Work breakdown
- Budget and allocation of resources
- Timelines
- Risk management
- Recordkeeping and reporting
- Consult and communicate with relevant stakeholders to generate input and engagement in planning, implementing and reviewing the project
- Provide support to team members to enable them to achieve deliverables and to transition them as appropriate at completion of the project
- Finalize the project including documentation, sign-offs and reporting
- Review and document the project outcomes.





Islamabad 31st May, 2019

#### **NOTIFICATION**

**No. F. 5(13)/2018-DD (TE):** In pursuance of sub-section (d) of section-6" Functions of the Commission" National Vocational & Technical Training Commission (NAVTTC) Act-2011, NAVTTC is pleased to approve and notify following qualifications in twenty (20) trades for Level 1-5 under National Vocational Qualification Framework (NVQF), which have been developed in compatibility with latest global trends in the fields and fulfilling requirements of competency based training and assessment (CBT&A) system. The qualifications have been developed and validated in collaboration with TEVTAs, QABs, industry and other relevant stakeholders: -

S#	National Vocational Qualifications
1.	National Qualification Level-5 diploma in Automobile Technology
2.	National Qualification Level-5 diploma in Civil Technology
3.	National Qualification Level-5 diploma in Construction Technology
4.	National Qualification Level-5 diploma in Information & Commutation Technology (ICT)
5.	National Qualification Level-5 diploma in Garment Manufacturing Technology
6.	National Qualification Level-5 diploma in Electrical Technology
7.	National Qualification Level-5 diploma in Electronics Technology
8.	National Qualification Level-5 diploma in Instrumentation Technology
9.	National Qualification Level-5 diploma in Computer Aided Design & Manufacturing
	(CAD /CAM)
10.	National Qualification Level-5 diploma in Mechanical Technology
11.	National Qualification Level-5 diploma in Graphics Designing
12.	National Qualification Level-5 diploma in Heating, Ventilation, Air-conditioning &
	Refrigeration (HVACR) Technology
13.	National Qualification Level-5 diploma in Media Production
14.	National Qualification Level-5 diploma in Hotel Management
15.	National Qualification Level-5 diploma in Professional Chef
16.	National Qualification Level-5 diploma in Tourism Management
17.	National Qualification Level-5 diploma in Hair & Beauty Services





18.	National Qualification Level-5 diploma in Fashion Designing
19.	National Qualification Level-5 diploma in Ceramics Technology
20.	National Qualification Level-5 diploma in Telecom Technology

- 2. All the TVET related institutions / organizations are required to implement aforementioned qualifications so that a uniform and standardized TVET qualification system is established in Pakistan and efforts are made for international equivalence / recognition of these qualifications.
- 3. Competency Standards of the above enlisted qualifications can be accessed at NAVTTC's website (www.navttc.org).

(Muqeem Islam)

Director General (Skill Standards & Curricula)

Phone: 051-9215385

#### Distribution:

- Federal Secretary, Ministry of Federal Education & Professional Training, Govt of Pakistan
- 2. Federal Secretary, Ministry of Overseas Pakistanis and Human Resource Development, Govt of Pakistan, Islamabad
- 3. Federal Secretary, Ministry of Industry and Production, Govt of Pakistan, Islamabad
- 4. Federal Secretary, Ministry of Textile Industry, Govt of Pakistan, Islamabad
- 5. Federal Secretary, Ministry of Commerce, Govt of Pakistan, Islamabad
- 6. Federal Secretary, Ministry of Railway, Govt of Pakistan, Islamabad
- 7. Federal Secretary, Ministry of Climate Change, Govt of Pakistan, Islamabad
- 8. Federal Secretary, Ministry of Religious Affairs, Govt of Pakistan, Islamabad
- 9. Federal Secretary, Ministry of Communication, Govt of Pakistan, Islamabad
- 10. Federal Secretary, Ministry of Aviation Division, Govt of Pakistan, Islamabad
- 11. Federal Secretary, Ministry of Science & Technology, Govt of Pakistan, Islamabad





- 12. Chairperson, Punjab Technical Education and Vocational Training Authority (P-TEVTA), Lahore
- 13. Managing Director, Khyber Pakhtunkhwa Technical Education and Vocational Training Authority (KP-TEVTA),
- 14. Managing Director, Sindh Technical Education and Vocational Training Authority (STEVTA), Karachi
- Chairman, Azad Jammu & Kashmir, Technical Education and Vocational Training Authority (AJ&K TEVTA), Muzafarabad
- 16. Director TVET Cell, Gilgit Baltistan, Gilgit
- 17. Director General, Punjab Vocational Training Council (PVTC), Punjab
- 18. Managing Director, Technology Upgradation and Skill Development Company (TUSDEC) Lahore
- 19. Project Director, Punjab Skill Development Program (PSDP) Lahore
- 20. CEO, Punjab Skill Development Fund, Lahore
- 21. Rector, UNTECH University Islamabad
- 22. National Deputy Leader, GIZ Islamabad
- 23. PS to Minister of Federal Education & Professional Training, Govt of Pakistan
- 24. PS to Special Adviser to the Prime Minister on Youth Affairs, Prime Minister's Office, Islamabad
- 25. Chairperson, Federal of Pakistan Chamber of Commerce and Industry (FPCCI), Karachi
- 26. Conveyor, Sector Skills Council (Textile/ Construction/ Renewable Energy/ Hospitality and Tourism)
- 27. Director Technical Education and Vocational Training Authorities (TEVTA), Balochistan
- 28. Chairman, Pakistan Tourism Development Corporation, Lahore
- 29. Chairman, PCSIR Headquarters, Islamabad
- 30. Director General, Pakistan Forest Institute, Peshawar
- 31. Chairman, Wafaq ul Madaris, Multan
- 32. Director General, Staff Welfare, Islamabad
- 33. Director General, NISTE Capital Administration and Development Division, Islamabad
- 34. Director General, National Training Bureau, Islamabad
- 35. Chairmen, Provincial Technical Education Boards
- 36. Chairmen, Provincial Trade Testing Boards





37. Secretary, IBCC, Islamabad: with the request that National qualifications of Level 5 diploma in the aforementioned trades may be considered equivalent to Diploma of Associate Engineer/HSSC after inclusion of compulsory courses in the light of IBCC general requirement.

#### Copy for information to: -

- 1. DG (P&D)/(A&F)/ (A&C) (S&C) NAVTTC
- 2. Director General(s), NAVTTC Regional Office(s).
- 3. Sr. Technical Advisor, TSSP-GIZ
- 4. Staff Officer to Chairman, NAVTTC
- 5. PS to Executive Director, NAVTTC Islamabad
- 6. Concerned File/ Office Copy