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# MARBLE TECHNICIAN

## **Trainer Guide**

National Vocational Certificate Level 4

Version 1 - JULY 2020



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#### 1. Introduction

Competence-based training helps to bridge the gap between what is taught in training and what tasks will be performed on the job. Training trainees to perform actual job functions helps to ensure that future front-line workers have the skills, knowledge and abilities required to perform their jobs properly, safely and effectively. In addition to competence-based training, assessment based on the performance of actual work competencies helps to ensure that:

- trainees are performing their work tasks as safely as possible
- performance gaps are recognized prior to serious incidents
- training can be implemented to improve competence.

There are significant benefits to competence-based training:

#### 1.1. Cost effectiveness

Since training activities and assessments in a competence-based approach are goal-oriented, trainers focus on clearly defined areas of skills, knowledge and understanding that their own industry has defined in the competence standards. At the same time, trainees are more motivated to learn when they realize the benefits of improved performance.

#### 1.2. Efficiency

The transfer gap between the training environment and working on the job is reduced substantially in a competence-based approach. This is because training and assessment are relevant to what needs to be done on the job. As a result, it takes less time for trainees to become competent in the required areas. This, in turn, contributes to improved efficiency where training and assessment are concerned.

#### 1.3. Increased productivity

When trainees become competent in the competence standards that their own industry has defined, when they know what the performance expectations are and receive recognition for their abilities through successful assessments, they are likely to be more motivated and experience higher job satisfaction. The result is improved productivity for organizations. The communication and constructive feedback between future employers and employees will improve as a result of a competence-based approach, which can also increase productivity.

#### 1.4. Reduced risk

Using a competence-based approach to training, development, and assessment, employers are able to create project teams of people with complementary skills. A trainee's record of the skills, knowledge and understanding relating to the competence standards they have achieved can be used by a future employer to identify and provide further relevant training and assessment for new skills areas. Competence standards can shape employee development and promotional paths within an organization and give employees the opportunity to learn more competencies beyond their roles. It can also provide organizations with greater ability to scale and flex as needed, thereby reducing the risk they face.

#### 1.5. Increased customer satisfaction

Employees who have been trained and assessed using a competence-based approach are, by the definition of the relevant competence standards, able to perform the required tasks associated with a job. The knock-on effect is that, in service-related industries, they are able to provide high service levels, thereby increasing customer satisfaction. In production or manufacturing industries, they are able to work closely to industry standards in a more effective and efficient way.

#### 2. Lesson plans

This manual provides a series of lesson plans that will guide delivery of each module for the Marble Technician Level 4 qualification. It is important for trainers to be flexible and be ready to adapt lesson plans to suit the context of the subject and the needs of their trainees.

Good teachers acknowledge that CBT means each and every trainee in the class learns at a different speed. The good teacher is prepared to throw aside the day's lesson plan and do something different (and unplanned) for the class even if it means 'writing' a lesson plans for each trainee to match their learning pace for that day or week.

Learning by doing is different from learning theory and then applying it. To learn to do something, trainees need someone looking over their shoulder saying 'it's not quite like that, it's like this', 'you do it like this because ...', or even 'tell me why you chose to do it like this?'.

In this way, trainees learn that theoretical knowledge is meaningless if it is not seen in the context of what they are doing. In other words, if a trainee doesn't know why they do something, they will not do it competently (skills underpinned by knowledge = competent performer).

This is how a *Marble Technician* acquires a practical grasp of the standards expected. It's not by learning it in theory, but because those standards are acquired through correction by people who show what the standards are, and correct the trainee where they do not meet those standards, and where they repeat it correction until they have internalized those standards.

#### 3. Demonstration of skill

Demonstration or modeling a skill is a powerful tool, which is used, in vocational training. The instructions for trainers for demonstration are as under:

- a) Read the procedure mentioned in the Trainer Guide for the relevant Learning Unit before demonstration.
- b) Arrange all tools, equipment and consumable material, which are required for demonstration of a skill.
- c) Practice the skill before demonstration to trainees, if possible.
- d) Introduce the skill to trainees clearly at the commencement of demonstration.
- e) Explain how the skill relates to the skill(s) already acquired and describe the expected results or show the objects to trainees.
- f) Carry out demonstration in a way that can be seen by all trainees.
- g) Use the same tools and materials that the learner will be using.
- h) Go through EACH of the steps involved in performing the skill.
- i) Go SLOWLY describe each step as it is completed.
- j) Encourage the learners to move around and watch what you are doing from a number of different angles.
- k) Identify critical or complex steps, or steps that involve safety precautions to be followed.
- I) Explain theoretical knowledge where applicable and ask questions to trainees to test their understanding.
- m) Try to involve the learners: Ask them questions about why they think the process may work that way.

- n) Repeat critical steps in demonstration, if required.
- o) Summarize the demonstration by asking questions to trainees.

Involvement in the process (actively seeing) is important at this stage. When you work on getting involved, getting people to participate, you make them a part of what is happening. Questions for clarification or explanation are important throughout the demonstration. It is up to the learners to ask questions about things they do not understand, but it is also important for trainers to seek out and elicit questions from learners. A trainer may need to do repeated demonstrations of difficult or complex skills.

#### 4. Overview of the program

**Course:** *Marble Technician Level 4* 

Total Course Duration: 900 Hours

#### Course Overview:

In this training program trainee will learn and acquire specialized knowledge and practical skills required to function as a Marble Technician both at domestic and commercial levels. Marble Technician will be responsible to Perform CAD/CAM Operations, Ensure Quality, Develop Professionalism and Develop Entrepreneur ship skills. The specific objectives of developing these qualifications are as under:

- Improve the overall quality of training delivery and setting national benchmarks for training of Marble Technician in the country
- Provide flexible pathways and progressions to learners enabling them to receive relevant, up-to-date and recent skills
- Provide basis for competency-based assessment which is recognized and accepted by employers
- Establish a standardized and sustainable system of training for Marble Technician in the country

Module Title and Aim	Learning Units	Theory <sup>1</sup> Days/hours	Workplace <sup>2</sup> Days/hours	Timeframe of modules
	LU1. Adopt Personal safety			
	LU2. Adopt workplace safety.			
	LU3. Adopt safety of tools and equipment		63	100
Module A. Maintain workplace Safety	LU4. Maintain First Aid Box	37		100
	LU5. Adopt Machines Safety			
	LU6. Adopt environmental regulation			
	LU1. Arrange Tools and Equipment			
Module B. Maintain Tools & Equipment.	LU2. Maintain tool Box	22 78		
	LU3. Calibrate measuring tools		100	
	LU4. Manage Inventory of tools and equipment			

4. Marble Technician TG L44

<sup>&</sup>lt;sup>1</sup> Learning hours in training provider premises,

<sup>&</sup>lt;sup>2</sup> Training workshop, laboratory and on-the-job workplace

	LU1. Apply basic Literacy skills			
Module C. Develop Basic Literacy &	LU2. Apply basic Numeracy skills			
Numeracy Skills	LU3. Perform Measurement	60	240	300
	LU4. Perform basic mathematical calculations			
	LU1. Identify Machine and its sizes.			
	LU2. Identify components & Attachments			
Module D. Identify Machines & Its	LU3. Identify capacities & capabilities of Machine			
Attachments	LU4. Identify basic tools and supplies associated with	22	78	100
	Machines			
	LU5. Maintain Inventory of Machines & attachment			
	LU1. Operate MS word			
	LU2. Operate MS Excel			
Module E. Develop Basic Computer	LU3. Operate MS Power Point	38	162	200
operating Skills	LU4. Perform Browsing			
	LU5. Print Document			
	LU1. Take Measurement			
	LU2. Draw different types of triangles.			
	LU3. Draw all six types of quadrilaterals			
	LU4. Draw Circle and its parts			
Module F. Construct Geometrical	LU5. Draw polygons,	35	165	200
Figures	<b>LU6.</b> Draw Ellipses (major axis = 10 cm, minor axis = 8 cm			
	with four methods.			
	<b>LU7.</b> Draw Parabola (major axis = $10 \text{ cm}$ and minor axis = $8$			
	cm with Three methods.			
	LU1. Adopt effective Listening			
Module G. Develop basic	LU2. Develop Nonverbal Communication Skill	20	80	100
communication Skill	LU3. Develop verbal communication Skill.			

	LU4. Develop Written Communication Skills			
	LU1. Arrange Stones (Color, Size, Grade)			
	LU2. Regulate drainage of polluted water			100
	LU3. Identify location for dumping marble waste			
Module H. Prepare	LU4. Prepare log sheet for general maintenance			
Workplace/Housekeeping	LU5. Maintain Inventory	21	79	
	LU6. Ensure clear travel path			
	LU7. Store slabs (size, color, grade)			
	LU8. Load Marble Slabs			
	LU1. Install / Uninstall Electrical Motors			
Module I. Carryout Basic Electrical	LU2. Lay Cables			
Installation	LU3. Perform Basic Electrical Wiring	33	67	100
	LU4. Conduct Wiring Tests			
	LU1. Replace Belts			
	LU2. Replace cutting Blades		245	300
Module J. Maintain Marble Machines.	LU3. Replace bearings and shaft.	55		
	LU4. Replace Pulleys.			
	LU5. Replace trolley ropes.			
	LU1. Perform loading/unloading by Crane			
	LU2. Prepare Machine for cutting Marble			
	LU3. Perform vertical cutting			
	LU4. Perform cutting with Gang saw			
Module K. Cut Marble	LU5. Perform bridge Cutting.	52	52 248	300
	LU6. Perform cross cutting			
	LU7. Perform section cutting			
	LU8. Perform cutting with resizing machine.			
	LU9. Perform Table Cutting			

	LU1. Identify polishing tools & equipment	7		
	LU2. Apply polishing pads			
Module L. Perform Polishing of Marble	LU3. Apply sand paper	20 180	180	200
	LU4. Apply chemicals			
	LU5. Apply Buff for Shining.			
	LU1. Interpret Drawing & Design using CAD			
	LU2. Draw & Design the job using CAD			
Module M. Perform CAD/CAM	LU3. Load the desired Tools			
Operations	LU4. Perform Simulation	51	449	500
	LU5. Perform Material Loading			
	LU6. Perform CAM Operations			
	LU1. Adopt standard atmosphere at work place			
	LU2. Ensure safe environmental concerns	20	130	150
	LU3. Check quality of marble on receiving			
	LU4. Adopt accuracy in machining			
Module N. Ensure Quality	LU5. Check quality of cutting			
-	LU6. Ensure Quality of Polishing			
	LU7. Implement quality standards			
	LU8. Adopt quality of workmanship			
	LU9. Ensure quality at dispatching			
	LU1. Resolve problems or disagreements with others			
	LU2. Demonstrate work ethic			
	LU3. Work with others			100
Module O. Develop Professionalism	LU4. Work independently	28	28 72	
	LU5. Communicate with signals			
	LU6. Interpret documentation			
Module P. Develop Entrepreneurial Skills	LU1. Conduct Market survey	86	64	150

LU3. Identify needs of the market. LU4. Prepare Business plan			
LU5. Implement marketing activities			
LU6. Evaluate marketing performance.			
LU7. Develop Business promotion technique			
LU8. Develop Business competition Skills			
ΤΟΤΑΙ	600	2400	3000

	FORMAT FOR LESSON PLAN		
Module:			
Learning	Unit>		
Learning	Outcomes>		
Methods	Key Notes	Media	Time
	Introduction		
	State the Learning Objectives of the lesson. This allows the learners to organize their thoughts on what they will learn and to perform. Also state some questions to recall prior knowledge of learners to arouse their interest and motivation		
	Main Body		
	Present the new information or material that is to be learned. Demonstration of a skill relevant with the Learning Unit is also stated here. Also mention the teaching and learning methods for each learning element from <i>Trainer Guidelines</i> , the relevant media including handouts, power-point slides, videos, white board and time duration for each activity in the relevant columns		
	Conclusion		
	List the strategies used for summarizing and reviewing the lesson delivered. Also mention the strategies for formative assessment to ensure that the transfer of knowledge and skill has been achieved		
	Assessment		
	How this lesson will be assessed?		
	Tot	al time:	

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Module-13

### 5. Trainer's guidelines

### Module 13 : Perform CAD/CAM Operations

Learning Unit	Suggested Teaching / Learning Activities	Delivery Context	Media
LU1: Interpret Drawing & Design using CAD	<ul> <li>Deliver an illustrated presentation on Interpret Drawing &amp; Design using CAD. Ensure you address the importance of the following points: <ul> <li>Interpret the desired drawing and Design</li> <li>Transfer the desired drawing &amp; design to the concerned section/ person</li> <li>Perform supervision of the job as per drawing</li> </ul> </li> <li>Display a slide or flip chart with a key question relating to Interpret Drawing &amp; Design using CAD.</li> <li>Step 1 – Think</li> <li>Working on their own, each learner thinks about the question and makes notes of their responses or key points which they believe to be important.</li> <li>Step 2 – Pair</li> <li>For the next step, each learner pairs up with a partner. The two learners exchange their ideas and make further notes to add clarity to their own ideas.</li> <li>Step 3 – Share</li> <li>The final step is for you to invite different pairs to share the ideas they have discussed in response to the key question relating to Interpret Drawing &amp; Design using CAD.</li> <li>Learners must be able to practice and develop their knowledge and skills relating to Interpret Drawing &amp; Design using CAD in an appropriate practical setting. Ensure that learners have the opportunity to ask questions to support their understanding.</li> </ul>	Class room with multimedia aid, audio- visual facilities and flip charts Workshop or Workplace	<ul> <li>PPT Presentations.</li> <li>Videos</li> <li>Whiteboard</li> <li>Learning guide</li> <li>CAD Drawing</li> </ul>

LU2: Draw & Design the job using CAD	<ul> <li>Deliver an illustrated presentation on Draw &amp; Design the job using CAD. Ensure you address the importance of the following points:</li> <li>Consult catalogue as per client demand</li> <li>Set Interface in CAD software</li> <li>Make Multi view drawing &amp; design of the job</li> <li>Make 3D drawing &amp; design of the job/ part</li> <li>Render the job as per client's demand</li> <li>Plot/ print the job</li> <li>Prepare either:</li> </ul>	Class room with multimedia aid, audio-visual facilities and flip charts	<ul> <li>PPT Presentation</li> <li>Videos</li> <li>Whiteboard</li> <li>Learning guide</li> <li>CAD</li> </ul>
	<ul> <li>A flip chart / A PowerPoint slide / A handout</li> <li>showing the key topics about Draw &amp; Design the job using CAD. Go through all the key topics briefly and then allocate one key topic to each group.</li> <li>Learners need to work in their small groups discussing the key topic that has been allocated to their group. Each group should use a sheet of flip chart paper to record three main points from their discussions that relate to their key topic.</li> <li>After the discussion, begin the feedback session. Ask one group to come to the front of the class with their flipchart. Put up the flipchart where it can be easily seen by other learners. Ask the group to share the main points they have recorded for their key topic for Draw &amp; Design the job using CAD. Discuss these main points briefly with the whole group. Learners should make additional notes on the flip chart to record additional points their group had not identified.</li> <li>Then ask the next group to share their flipchart showing the main points they have recorded for the next key topic. Repeat the discussion activity with a summary. Photograph or scan all the flipcharts and use these to create a handout to distribute to all learners.</li> <li>Learners must be able to practice and develop their knowledge and skills relating to Draw &amp; Design the job using CAD in an appropriate practical setting. Ensure that learners have the opportunity to ask questions to support their understanding.</li> </ul>	Workshop or Workplace	

		1	1
LU3: Load the desired Tools	Lead a discussion about importance of Loading the desired Tools. Use real examples to support the discussion and ensure the discussion considers the following points: <ul> <li>Identify the required tools as per process</li> <li>Select the tools in the CAD/CAM software</li> <li>Load the tools in CAD/CAM software</li> </ul> <li>Prepare either: <ul> <li>A flip chart / A PowerPoint slides / A handout</li> <li>showing key topics for Load the desired Tools. Learners need to work in small groups discussing the key topics. Each group should make notes from their discussions that identify three main points that related to each key topic.</li> </ul> </li> <li>After the discussion, begin the feedback session. Ask one group to share the main points they have recorded for the first key topic for Load the desired Tools. Discuss these main points briefly with the whole group. Learners should make additional notes to record additional points their group had not identified.</li> <li>Then ask the next group to share the main points they have recorded for the second key topic. Repeat the discussion process. Continue until you have covered all the key topics. End the group discussion activity with a summary.</li> <li>Learners must be able to practice and develop their knowledge and skills relating to Load the desired Tools in an appropriate practical setting. Ensure that learners have the</li>	Class room with multimedia aid, audio- visual facilities and flip charts Workshop or Workplace	<ul> <li>PPT Presentations.</li> <li>Videos</li> <li>Whiteboard</li> <li>Learning guide</li> </ul>
LU4: Perform	opportunity to ask questions to support their understanding. Lead a discussion about Perform Simulation. Use real examples to support the discussion and ensure the discussion considers:	Class room with multimedia	<ul> <li>PPT Presentations.</li> <li>Videos</li> <li>Whiteboard</li> </ul>

Simulation	Convert CAD to CAM codes using the software	aid, audio-	Learning guide
	Run Simulation to check accuracy of process	visual facilities and flip charts	•
	Display a slide or flip chart with a key question relating to Perform Simulation.	flip charts	
	Step 1 – Think		
	Working on their own, each learner <b>thinks</b> about the question and makes notes of their responses or key points which they believe to be important.		
	Step 2 – Pair		
	For the next step, each learner <b>pairs</b> up with a partner. The two learners exchange their ideas and make further notes to add clarity to their own ideas.		
	Step 3 – Share	Workshop	
	The final step is for you to invite different pairs to share the ideas they have discussed in response to the key question relating to Perform Simulation.	or Workplace	
	Learners must be able to practice and develop their knowledge and skills relating to Perform Simulation in an appropriate practical setting. Ensure that learners have the opportunity to ask questions to support their understanding.		
LU5:	Discuss and demonstrate the Perform Material Loading and prompt learners to consider learn and apply the following:	Class room with	<ul> <li>PPT Presentations.</li> </ul>
Perform	Identify required parts of the job	multimedia	<ul><li>Videos</li><li>Whiteboard</li></ul>
Material Loading	Set the clamping/ vacuum sucking units as per parts of the job	aid, audio- visual facilities	Learning guide
	Load the job parts on the machine bed		•

	Prepare either: . A flip chart / A PowerPoint slide / A handout showing the key topics about Perform Material Loading. Go through all the key topics briefly and then allocate <b>one key topic</b> to each group. Learners need to work in their small groups discussing the key topic that has been allocated to their group. Each group should use a sheet of flip chart paper to record <b>three main points</b> from their discussions that relate to <b>their key topic</b> . After the discussion, begin the feedback session. Ask one group to come to the front of the class with their flipchart. Put up the flipchart where it can be easily seen by other learners. Ask the group to share the main points they have recorded for their key topic for Perform Material Loading. Discuss these main points briefly with the whole group. Learners should make additional notes <b>on</b> <b>the flip chart</b> to record additional points their group had not identified. Then ask the next group to share their flipchart showing the main points they have recorded for the next key topic. Repeat the discussion process. Continue until you have covered all the key topics. End the group discussion activity with a summary. Photograph or scan all the flipcharts and use these to create a handout to distribute to all learners. Learners must be able to practice and develop their knowledge and skills relating to Perform Material Loading in an appropriate practical setting. Ensure that learners have the opportunity to ask questions to support their understanding.	and flip charts • Workshop or Workplace	
LU6: Perform CAM Operations	<ul> <li>Discuss and demonstrate the importance of Perform CAM Operations and prompt learners to consider learn and apply the following: <ul> <li>Ensure the loading of desired tools/ bits in ATC.</li> <li>Calibrate the machine.</li> <li>Execute the machine to complete the process</li> <li>Take out the completed part Prepare either:</li> </ul> </li> <li>A flip chart / A PowerPoint slide / A handoutshowing the key topics about Perform CAM Operations. Go through all the key topics briefly and</li> </ul>	Class room with multimedia aid, audio- visual facilities and flip charts	<ul> <li>PPT Presentations.</li> <li>Videos</li> <li>Whiteboard</li> <li>Learning guide</li> </ul>

then allocate <b>one key topic</b> to each group.		
Learners need to work in their small groups discussing the key topic that has been allocated to their group. Each group should use a sheet of flip chart paper to record <b>three main points</b> from their discussions that relate to <b>their key topic</b> .	Workshop or Workplace	
After the discussion, begin the feedback session. Ask one group to come to the front of the class with their flipchart. Put up the flipchart where it can be easily seen by other learners. Ask the group to share the main points they have recorded for their key topic for Perform CAM Operations. Discuss these main points briefly with the whole group. Learners should make additional notes <b>on the flip chart</b> to record additional points their group had not identified.		
Then ask the next group to share their flipchart showing the main points they have recorded for the next key topic. Repeat the discussion process. Continue until you have covered all the key topics.		
End the group discussion activity with a summary. Photograph or scan all the flipcharts and use these to create a handout to distribute to all learners.		
Learners must be able to practice and develop their knowledge and skills relating to Perform CAM Operations in an appropriate practical setting. Ensure that learners have the opportunity to ask questions to support their understanding.		

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Module-14

### Module 14 : Ensure Quality

Learning Unit	Suggested Teaching / Learning Activities	Delivery Context	Media
LU1: Adopt standard atmosphere at work place	<ul> <li>Deliver an illustrated presentation on how to Adopt standard atmosphere at work place.</li> <li>Ensure you address the following points: <ul> <li>Assess proper lighting at workplace</li> <li>Assess appropriate ventilation</li> <li>Ensure good housekeeping</li> </ul> </li> <li>Prepare either: <ul> <li>A flip chart / A PowerPoint slide / A handout</li> <li>showing key topic how to Adopt standard atmosphere at work place. Learners need to work in small groups discussing the key topics. Each group should make notes from their discussions that identify three main points that related to each key topic.</li> </ul> </li> <li>After the discussion, begin the feedback session. Ask one group to share the main points they have recorded for the first key topic Adopt standard atmosphere at work place. Discuss these main points briefly with the whole group. Learners should make additional notes to record additional points their group had not identified.</li> <li>Then ask the next group to share the main points they have recorded for the second key topic. Repeat the discussion process. Continue until you have covered all the key topics. End the group discussion activity with a summary.</li> <li>Learners must be able to practice and develop their knowledge and skills relating to Adopt standard atmosphere at work place in an appropriate practical setting. Ensure that learners have the opportunity to ask questions to support their understanding.</li> </ul>	Class room with multimedia aid, audio- visual facilities and flip charts Classroom / Work place/Lab	<ul> <li>PPT Presentations</li> <li>Videos</li> <li>Whiteboard</li> <li>Multi media</li> </ul>

Learning Unit	Suggested Teaching / Learning Activities	Delivery Context	Media
LU2: Ensure safe environmental concerns	<ul> <li>Deliver an illustrated presentation on how to Ensure safe environmental concerns. Ensure you address the importance of the following points: <ul> <li>Dispose-off waste chemicals as per environmental standards</li> <li>Dispose-off marble waste as per SOP.</li> <li>Follow hazardous instructions</li> </ul> </li> <li>Display a slide or flip chart with a key question relating to Ensure safe environmental concerns.</li> <li>Step 1 – Think</li> <li>Working on their own, each learner thinks about the question and makes notes of their responses or key points which they believe to be important.</li> <li>Step 2 – Pair</li> <li>For the next step, each learner pairs up with a partner. The two learners exchange their ideas and make further notes to add clarity to their own ideas.</li> <li>Step 3 – Share</li> <li>The final step is for you to invite different pairs to share the ideas they have discussed in response to the key question relating to Ensure safe environmental concerns.</li> <li>Observe the students and give feedback to Improve the Knowledge and skills.</li> <li>Learners must be able to practice and develop their knowledge and skills relating to Ensure safe environmental concerns in an appropriate practical setting. Ensure that learners have the opportunity to ask questions to support their understanding.</li> </ul>	Workshop or Workplace	<ul> <li>PPT</li> <li>Presentation</li> <li>Videos</li> <li>Whiteboard</li> <li>Learning guide</li> </ul>

Learning Unit	Suggested Teaching / Learning Activities	Delivery Context	Media
LU3: Check quality of marble on receiving	<ul> <li>Lead a discussion about importance of how to Check quality of marble on receiving. Use real examples to support the discussion and ensure the discussion considers:</li> <li>Pay visit to the storing place</li> <li>Check physical condition of Marbles</li> <li>Segregate the damaged marbles</li> <li>Learners need to devise 10 quiz questions with answers based on Check quality of marble on receiving. They must make sure their questions cover key topics for how to Check quality of Marble on receiving.</li> </ul>	Class room with multimedia aid, audio- visual facilities and flip charts	<ul> <li>PPT Presentations <ul> <li>Videos</li> <li>Whiteboard</li> <li>Learning guide</li> </ul> </li> </ul>
	<ul> <li>Issue each learner with 10 blank cards. Each learner should number the cards and write their name on one side with a question about how to Check quality of marble on receiving. On the reverse of the card, they should write an appropriate answer to their question.</li> <li>For the quiz, arrange learners in two equal teams. Ask one learner to keep score using a suitable score-card. Player 1 for Team A asks one of their questions to Player 1 of Team B, who needs to answer the question. Discuss the answer with the group and ask the group to determine if the answer is correct. Player 1 of Team A then confirms the answer they had devised. (You need to correct answers if the learner's answer was not wholly correct.)</li> </ul>	Workshop or Workplace	
	<ul> <li>The scorekeeper records 1 mark for a correct answer under the appropriate team's score column. Play then passes to Player 1 of Team B, who asks their question to Player 1 of Team A, and so on.</li> <li>Total the scores at the end of the quiz to see which team won.</li> <li>After the quiz, collect learners' question/answer cards and check that answers provided were correct. Return any incorrect answers to learners and ask them to change their answer to the correct one.</li> <li>Learners must be able to practice and develop their knowledge and skills relating to Check quality of marble on receiving in an appropriate practical setting. Ensure that learners have the opportunity to ask questions to support their understanding.</li> </ul>		

Learning Unit	Suggested Teaching / Learning Activities	Delivery Context	Media
LU4: Adopt accuracy in machining	<ul> <li>Lead a discussion about how Adopt accuracy in machining. Use real examples to support the discussion and ensure the discussion considers: <ul> <li>Calibrate measuring instruments</li> <li>Ensure precise measuring instruments</li> <li>Check accuracy of machine</li> </ul> </li> <li>Divide the Trainees into Group and perform the following about how Adopt accuracy in machining</li> <li>Role play / Group Discussion / Brain storming</li> <li>Observe the students and give feedback to Improve the Knowledge and skill.</li> <li>Learners must be able to practice and develop their knowledge and skills relating Adopt accuracy in machining in an appropriate practical setting. Ensure that learners have the opportunity to ask questions to support their understanding.</li> </ul>	Class room with multimedia aid, audio- visual facilities and flip charts Workshop or Workplace	<ul> <li>PPT Presentations .</li> <li>Videos</li> <li>Whiteboard</li> <li>Learning guide</li> <li>Measuring Tools</li> <li>Calibrating Tools</li> </ul>
LU5: Check quality	Deliver an illustrated presentation on how to Check quality of cutting. Ensure you address the importance of the following points:	Class room with multimedia	PPT     Presentations

Learning Unit	Suggested Teaching / Learning Activities	Delivery Context	Media
of cutting	<ul> <li>Enlist specification as per demand</li> <li>Match length and width of marble with specification</li> <li>Inspect edges of marble</li> <li>Prepare either: A flip chart / A PowerPoint slides / A handout</li> <li>showing the key topics about Check quality of cutting. Go through all the key topics briefly and then allocate one key topic to each group.</li> <li>Learners need to work in their small groups discussing the key topic that has been allocated to their group. Each group should use a sheet of flip chart paper to record three main points from their discussions that relate to their key topic.</li> <li>After the discussion, begin the feedback session. Ask one group to come to the front of the class with their flipchart. Put up the flipchart where it can be easily seen by other learners. Ask the group to share the main points they have recorded for their key topic for Check quality of cutting. Discuss these main points briefly with the whole group. Learners should make additional notes on the flip chart to record additional points their group had not identified.</li> <li>Then ask the next group to share their flipchart showing the main points they have recorded for the next key topic. Repeat the discussion process. Continue until you have covered all the key topics.</li> <li>End the group discussion activity with a summary. Photograph or scan all the flipcharts and use these to create a handout to distribute to all learners.</li> <li>Learners must be able to practice and develop their knowledge and skills relating to Check quality of cutting in an appropriate practical setting. Ensure that learners have the opportunity to ask questions to support their understanding.</li> </ul>	aid, audio- visual facilities and flip charts Workshop or Workplace	• Videos • Whiteboard • Measuring Tools • Record Book
LU7: Implement quality standards	<ul> <li>Deliver an illustrated presentation on how to Implement quality standards. Ensure you address the importance of the following points:</li> <li>Interpret national and international standards</li> <li>Adopt national standard</li> <li>Adopt international standard</li> </ul>	Class room with multimedia aid, audio-visual	<ul><li>PPT</li><li>Presentation</li><li>Videos</li></ul>

Module 15: M	laintain Machines		
Learning Unit	Suggested Teaching / Learning Activities	Delivery Context	Media
	Display a slide or flip chart with a key question relating to Implement quality standards.	facilities	Whiteboard
	Step 1 – Think	and	<ul> <li>Learning</li> </ul>
	Working on their own, each learner thinks about the question and makes notes of their responses or key points which they believe to be important.	flip charts	guide
	Step 2 – Pair		
	For the next step, each learner pairs up with a partner. The two learners exchange their ideas and make further notes to add clarity to their own ideas.		
	Step 3 – Share	Workshop or Workplace	
	The final step is for you to invite different pairs to share the ideas they have discussed in response to the key question relating to Implement quality standards.	Womplace	
	Observe the students and give feedback to Improve the Knowledge and skill.		
	Learners must be able to practice and develop their knowledge and skills relating to Implement quality standards in an appropriate practical setting. Ensure that learners have the opportunity to ask questions to support their understanding.		
LU8:	Lead a discussion about importance of how to Adopt quality of workmanship. Use real examples to support the discussion and ensure the discussion considers:	Class room with	<ul> <li>PPT Presentatior</li> </ul>
Adopt quality of workmanship	Appoint skilled worker	multimedia	
•	<ul> <li>Appoint right man for the right job</li> </ul>	aid, audio- visual	<ul> <li>Videos</li> </ul>
		facilities and flip charts	<ul> <li>Whiteboard</li> </ul>
	Provide adequate training		<ul> <li>Learning</li> </ul>
	Learners need to devise 10 quiz questions with answers based on Adopt quality of		

Learning Unit	Suggested Teaching / Learning Activities	Delivery Context	Media
	workmanship. They must make sure their questions cover key topics for how to Adopt quality of workmanship.		guide
	Issue each learner with 10 blank cards. Each learner should number the cards and write their name on one side with a question about how to Adopt quality of workmanship. On the reverse of the card, they should write an appropriate answer to their question.		
	For the quiz, arrange learners in two equal teams. Ask one learner to keep score using a suitable score-card. Player 1 for Team A asks one of their questions to Player 1 of Team B, who needs to answer the question. Discuss the answer with the group and ask the group to determine if the answer is correct. Player 1 of Team A then confirms the answer they had devised. (You need to correct answers if the learner's answer was not wholly correct.)	Workshop or Workplace	
	• The scorekeeper records 1 mark for a correct answer under the appropriate team's score column. Play then passes to Player 1 of Team B, who asks their question to Player 1 of Team A, and so on.		
	• Total the scores at the end of the quiz to see which team won.		
	• After the quiz, collect learners' question/answer cards and check that answers provided were correct. Return any incorrect answers to learners and ask them to change their answer to the correct one.		
	Learners must be able to practice and develop their knowledge and skills relating to Adopt quality of workmanship in an appropriate practical setting. Ensure that learners have the opportunity to ask questions to support their understanding.		
LU9: Ensure quality at dispatching	<ul> <li>Lead a discussion about how Ensure Quality at dispatching. Use real examples to support the discussion and ensure the discussion considers:</li> <li>Ensure segregation of damaged marbles</li> <li>Ensure safe handling of marbles during dispatch</li> </ul>	Class room with multimedia aid, audio- visual	<ul> <li>PPT Presentations         <ul> <li>Videos</li> </ul> </li> </ul>
	Divide the Trainees into Group and perform the following about how Ensure Quality at dispatching	facilities and flip charts	<ul><li>Whiteboard</li><li>Learning</li></ul>

Learning Unit	Suggested Teaching / Learning Activities	Delivery Context	Media
	Role play		guide
	Group Discussion		
	Brain storming		
	Observe the students and give feedback to Improve the Knowledge and skill.	Workshop or Workplace	
	Learners must be able to practice and develop their knowledge and skills relating Ensure Quality at dispatching in an appropriate practical setting. Ensure that learners have the opportunity to ask questions to support their understanding.		

# MARBLE TECHNICIAN

## **Trainer Guide**

National Vocational Certificate Level 4 Version 1 - JULY 2020

Module-15

### Module 15 : Develop Professionalism

Learning Unit	Suggested Teaching / Learning Activities	Delivery Context	Media
LU-1: Resolve Problems or disagreements with others	<ul> <li>Deliver an illustrated presentation on how to Resolve disagreements with others. Ensure you address the following points:</li> <li>Communicate effectively</li> <li>Adopt peaceful approach</li> <li>Determine cause of problem or disagreement.</li> <li>Discuss and resolve issues</li> <li>Prepare either:</li> <li>A flip chart / A PowerPoint slide / A handout</li> <li>showing the key topics about Resolve disagreements with others. Go through all the key topics briefly and then allocate <b>one key topic</b> to each group.</li> <li>Learners need to work in their small groups discussing the key topic that has been allocate do their group. Each group should use a sheet of flip chart paper to record three main points from their discussions that relate to their key topic.</li> <li>After the discussion, begin the feedback session. Ask one group to come to the front of the class with their flipchart. Put up the flipchart where it can be easily seen by other learners. Ask the group to share the main points they have recorded for their key topic for Resolve disagreements with others. Discuss these main points briefly with the whole group. Learners should make additional notes on the flip chart to record additional points their group had not identified.</li> <li>Then ask the next group to share their flipchart showing the main points they have recorded for the inext key topic. Repeat the discussion process. Continue until you have covered all the key topics.</li> <li>End the group discussion activity with a summary. Photograph or scan all the flipcharts and use these to create a handout to distribute to all learners.</li> <li>Learners must be able to practice and develop their knowledge and skills relating to Resolve disagreements with others in an appropriate practical setting. Ensure that learners have the opportunity to ask questions to support their understanding.</li> </ul>	Class room with multimedia aid, audio-visual facilities and flip charts	<ul> <li>PPT Presentations.</li> <li>Videos</li> <li>Whiteboard</li> <li>Learning guide</li> </ul>

	elop Professionalism		
Learning Unit	Suggested Teaching / Learning Activities	Delivery Context	Media

Learning Unit	Suggested Teaching / Learning Activities	Delivery Context	Media
LU-2: Demonstrate work ethics	<ul> <li>Deliver an illustrated presentation on how to Demonstrate Work ethics. Ensure you address the importance of the following points:</li> <li>Follow principles of work ethics in all situations.</li> <li>Adopt professional behavior <ul> <li>Display a slide or flip chart with a key question relating to Demonstrate Work ethics.</li> </ul> </li> <li>Step 1 - Think <ul> <li>Working on their own, each learner thinks about the question and makes notes of their responses or key points which they believe to be important.</li> <li>Step 2 - Pair</li> <li>For the next step, each learner pairs up with a partner. The two learners exchange their ideas and make further notes to add clarity to their own ideas.</li> <li>Step 3 - Share</li> </ul> </li> <li>The final step is for you to invite different pairs to share the ideas they have discussed in response to the key question relating to Demonstrate Work ethics <ul> <li>Learners must be able to practice and develop their knowledge and skills relating to Demonstrate Work ethics in an appropriate practical setting. Ensure that learners have the opportunity to ask questions to support their understanding.</li> </ul></li></ul>		<ul> <li>PPT Presentations.</li> <li>Videos</li> <li>Whiteboard</li> <li>Learning guide</li> </ul>
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Learning Unit	Suggested Teaching / Learning Activities	Delivery Context	Media
LU3: Work with other	<ul> <li>Lead a brainstorm on how to Work with others. Use ideas from the brainstorm to explain the following key points:</li> <li>Work as a team member to achieve common goals</li> <li>Keep open mind</li> <li>Participate in work place meetings</li> <li>Communicate accurately and clearly</li> <li>Co-ordinate job related activities</li> <li>Cooperate with others</li> </ul> Learners need to devise 10 quiz questions with answers based on performing single phase connection. They must make sure their questions cover key topics for Work with others. Issue each learner with 10 blank cards. Each learner should number the cards and write their name on one side with a question about how to Work with others. On the reverse of the card, they should write an appropriate answer to their question For the quiz, arrange learners in two equal teams. Ask one learner to keep score using a suitable score-card. Player 1 of Team A asks one of their questions the answer they had devised. (You need to correct answers if the learner's answer was not wholly correct.) The scorekeeper records 1 mark for a correct answer under the appropriate team's score column. Play then passes to Player 1 of Team B, who asks their question to Player 1 of Team A, and so on. Total the scores at the end of the quiz to see which team won. After the quiz, collect learners' question/answer cards and check that answers provided were correct one. To prepare for practical sessions, divide the trainees in small groups. Provide each group with different tasks related to Work with others. Check that each trainee understands their task. Trainees need to practice their skills to Work with others in a real or realistic environment. Learners must be able to practical setting. Ensure that learners have the opportunity to ask queestions to support their understanding.	Class room with multimedia aid, audio-visual facilities and flip charts	<ul> <li>PPT Presentations.</li> <li>Videos</li> <li>Whiteboard</li> <li>Learning guide</li> </ul>

Learning Unit	Suggested Teaching / Learning Activities	Delivery Context	Media
LU4: Work independently	Lead a brainstorm discussion and demonstrate how to Work independently. Use ideas from         the brainstorm to explain the following key points:         • Confirm and clarify assignment         • Take initiative, anticipate and prepare for next steps in job         • Identify and resolve potential and actual problems         • Complete assignment         Prepare either:         Display a flip chart showing the following key question:         'What are the important steps to Work independently?'         Give each learner a sheet of paper and asked them to write their name at the top.         Explain to learners that they will be sharing their work with other learners.         Ask learners to write silently for 3-5 minutes answering the question displayed on the flip chart. When learners have completed writing, instruct them to pass their paper to the learner on their left. Each learner will read what their partner has passed to them and write a response. This will also be done silently.         After another 2-3 minutes, instruct the learners to paper to their left a second time. Repeat the same procedure, also done in silence.         At the end of the activity, ask the learners to return the paper to the original writer.         Allow learners a few moments to read over the responses to their writing.         Ask learners to work in pairs to reflect on and discuss the responses to the question on the flip chart.         When this activity is concluded, collect the papers and make copies for each learner.         Learners must be able to practic	Class room with multimedia aid, audio-visual facilities and flip charts	<ul> <li>PPT Presentations.</li> <li>Videos</li> <li>Whiteboard</li> <li>Learning guide</li> </ul>

Learning Unit	Suggested Teaching / Learning Activities	Delivery Context	Media
LU6: Interpret documentation	<ul> <li>Lead a brainstorm on Interpret documentation. Use ideas from the brainstorm to explain the following key points:</li> <li>Access and maintain documents</li> <li>Provide complete, legible and accurate information in documents.</li> <li>Interpret equipment inspection documentation from previous shifts before conducting pre-operational inspection</li> <li>Display a slide or flip chart with a key question relating to Interpret documentation</li> <li>Step 1 – Think</li> <li>Working on their own, each learner thinks about the question and makes notes of their responses or key points which they believe to be important.</li> <li>Step 2 – Pair</li> <li>For the next step, each learner pairs up with a partner. The two learners exchange their ideas and make further notes to add clarity to their own ideas.</li> <li>Step 3 – Share</li> <li>The final step is for you to invite different pairs to share the ideas they have discussed in response to the key question relating to Interpret documentation.</li> <li>Learners must be able to practice and develop their knowledge and skills relating to Interpret documentation in an appropriate practical setting. Ensure that learners have the opportunity to ask questions to support their understanding.</li> </ul>	Class room with multimedia aid, audio-visual facilities and flip charts	<ul> <li>Multi media</li> <li>Packing material</li> <li>Wight scale</li> </ul>

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## MARBLE TECHNICIAN

## **Trainer Guide**

National Vocational Certificate Level 4 Version 1 - JULY 2020

Module-16

Learning Unit	Suggested Teaching / Learning Activities	Delivery Context	Media
LU1: Conduct Market Survey	<ul> <li>Deliver an illustrated presentation on how to Conduct Market Survey. Ensure you address the importance of the following points: <ul> <li>Collect information regarding market size and potential from appropriate sources</li> <li>Investigate market trends and developments to identify market needs relative to business ideas</li> <li>Gather market information from primary and secondary sources to identify possible market needs in relation to business ideas</li> <li>Identify ethical and cultural requirements of the market and their impact on business ideas</li> <li>Identify new and emerging markets and document their features</li> <li>Identify and organize information on expected market growth or decline and associated risk factors</li> </ul> </li> <li>Prepare either: <ul> <li>A flip chart</li> <li>A PowerPoint slide</li> <li>A handout</li> </ul> </li> <li>showing key topic how to Conduct Market Survey. Learners need to work in small groups discussing the key topics. Each group should make notes from their discussions that identify <b>three main points</b> that related to <b>each key topic</b>.</li> </ul> <li>After the discussion, begin the feedback session. Ask one group to share the main points brey have recorded for the first key topic to conduct the Market Survey. Discuss these main points briefly with the whole group. Learners should make additional notes to record additional points their group had not identified.</li> <li>Then ask the next group to share the main points they have recorded for the second key topic. Repeat the discussion activity with a summary.</li> <li>Learners must be able to practice and develop their knowledge and skills relating to Conduct Market survey in an appropriate practical setting. Ensure that learners have the opportunity to ask questions to support their understanding.</li>	Class room with multimedia aid, audio- visual facilities and flip charts	<ul> <li>PPT Presentations</li> <li>Videos</li> <li>Whiteboard</li> <li>Multi media</li> </ul>
LU2: Develop basic	Deliver an illustrated presentation on how to Develop basic marketing skills. Ensure you address the importance of the following points:	Class room with multimedia	<ul><li> PPT</li><li> Presentation</li><li> Videos</li></ul>

marketing skills	<ul> <li>Present a design to the client as per requirement</li> <li>Finalize the business deal</li> <li>Purchase the equipment/tools and consumables as per agreed design</li> <li>Adopt correct means of transportation</li> <li>Select promotional means, according to target needs of clients</li> <li>Display a slide or flip chart with a key question relating to Develop basic marketing skills.</li> <li>Step 1 – Think</li> <li>Working on their own, each learner thinks about the question and makes notes of their responses or key points which they believe to be important.</li> <li>Step 2 – Pair</li> <li>For the next step, each learner pairs up with a partner. The two learners exchange their ideas and make further notes to add clarity to their own ideas.</li> <li>Step 3 – Share</li> <li>The final step is for you to invite different pairs to share the ideas they have discussed in response to the key question relating to Develop basic marketing skills.</li> <li>Observe the students and give feedback to Improve the Knowledge and skill.</li> <li>Learners must be able to practice and develop their knowledge and skills relating to Develop basic marketing skills in an appropriate practical setting. Ensure that learners have the opportunity to ask questions to support their understanding.</li> </ul>	aid, audio-visual facilities and flip charts	<ul> <li>Whiteboard</li> <li>Learning guide</li> </ul>
LU3: Identify needs of the market.	<ul> <li>Lead a discussion about importance of how to Identify needs of the market. Use real examples to support the discussion and ensure the discussion considers: <ul> <li>Analyse upcoming market trends.</li> <li>Develop Professional network.</li> <li>Demonstrate behavioural skills.</li> <li>Develop sound interpersonal skills</li> <li>Develop new designs.</li> <li>Learners need to devise 10 quiz questions with answers based on Identify needs of the market.</li> </ul> </li> </ul>	Class room with multimedia aid, audio- visual facilities and flip charts	<ul> <li>PPT Presentations.</li> <li>Videos</li> <li>Whiteboard</li> <li>Learning guide</li> </ul>

	They must make sure their questions cover key topics for how to Identify needs of the market. Issue each learner with 10 blank cards. Each learner should number the cards and write their name on one side with a question about how to Identify needs of the market. On the reverse of the card, they should write an appropriate answer to their question. For the quiz, arrange learners in two equal teams. Ask one learner to keep score using a suitable score-card. Player 1 for Team A asks one of their questions to Player 1 of Team B, who needs to answer the question. Discuss the answer with the group and ask the group to determine if the answer is correct. Player 1 of Team A then confirms the answer they had devised. (You need to correct answers if the learner's answer was not wholly correct.) The scorekeeper records 1 mark for a correct answer under the appropriate team's score column. Play then passes to Player 1 of Team B, who asks their question to Player 1 of Team A, and so on. Total the scores at the end of the quiz to see which team won. After the quiz, collect learners' question/answer cards and check that answers provided were correct one. Learners must be able to practice and develop their knowledge and skills relating to Identify needs of the market. in an appropriate practical setting. Ensure that learners have the opportunity to ask questions to support their understanding.		
LU4: Prepare Business plan	<ul> <li>Deliver an illustrated presentation on how to Prepare Business plan. Use real examples to support the discussion and ensure the discussion considers:</li> <li>Develop operational goals and targets to meet the enterprise strategic plan.</li> <li>Identify and incorporate supply chains into the business plan.</li> <li>Identify risk management needs are within the business plan.</li> <li>Set clear and measureable indicators of operational performance to allow for realistic analysis of performance.</li> </ul>	Class room with multimedia aid, audio- visual facilities and flip charts	<ul> <li>PPT Presentations.</li> <li>Videos</li> <li>Whiteboard</li> <li>Learning guide</li> </ul>
	Divide the Trainees into Group and perform the following about how to Prepare Business plan		
L	Role play		

	<ul> <li>Group Discussion</li> <li>Brain storming</li> <li>Observe the students and give feedback to Improve the Knowledge and skill.</li> <li>Learners must be able to practice and develop their knowledge and skills relating to Prepare Business plan in an appropriate practical setting. Ensure that learners have the opportunity to ask questions to support their understanding.</li> </ul>		
LU5: Implement marketing activities	<ul> <li>Deliver an illustrated presentation on how to Implement marketing activities. Ensure you address the importance of the following points:</li> <li>Schedule planned marketing activities within appropriate timeframes</li> <li>Develop measurable performance targets that meet business plan objectives</li> <li>Organize distribution channels and ensure product and service information is accurate and readily available to clients</li> <li>Implement marketing activities within budgetary constraints to meet legal, ethical and enterprise requirements</li> </ul> Prepare either: <ul> <li>A flip chart / A PowerPoint slides / A handout</li> <li>showing the key topics about Implement marketing activities. Go through all the key topics briefly and then allocate <b>one key topic</b> to each group.</li> <li>Learners need to work in their small groups discussing the key topic that has been allocated to their group. Each group should use a sheet of flip chart paper to record <b>three main points</b> from</li> </ul>	Class room with multimedia aid, audio- visual facilities and flip charts	<ul> <li>PPT Presentations.</li> <li>Videos</li> <li>Whiteboard</li> <li>Learning guide</li> </ul>

<ul> <li>their discussions that relate to their key topic.</li> <li>After the discussion, begin the feedback session. Ask one group to come to the front of the class with their flipchart. Put up the flipchart where it can be easily seen by other learners. Ask the group to share the main points they have recorded for their key topic for Implement marketing activities. Discuss these main points briefly with the whole group. Learners should make additional notes on the flip chart to record additional points they have recorded for their key topic. Then ask the next group to share their flipchart showing the main points they have recorded for the next key topic. Repeat the discussion process. Continue until you have covered all the key topics.</li> <li>End the group discussion activity with a summary. Photograph or scan all the flipcharts and use these to create a handout to distribute to all learners.</li> <li>Learners must be able to practice and develop their knowledge and skills relating to Implement marketing activities in an appropriate practical setting. Ensure that learners have the opportunity to ask questions to support their understanding.</li> </ul>		
<ul> <li>Deliver an illustrated presentation on how to Evaluate marketing performance. Ensure you address the importance of the following points: <ul> <li>Review the established marketing objectives to ensure they remain viable</li> <li>Assess product, pricing and distribution policies in relation to market changes, marketing objectives and enterprise requirements.</li> <li>Identify areas of positive marketing performance and take corrective action to remedy poor marketing performance areas.</li> </ul> </li> <li>Prepare either: <ul> <li>A flip chart</li> <li>A PowerPoint slide</li> <li>A handout</li> </ul> </li> <li>showing key topic how to Evaluate marketing performance. Learners need to work in small groups discussing the key topics. Each group should make notes from their discussions that identify three main points that related to each key topic.</li> </ul> <li>After the discussion, begin the feedback session. Ask one group to share the main points they have recorded for the first key topic to evaluate marketing performance. Discuss these main points briefly with the whole aroung elongthe performance area.</li>	Class room with multimedia aid, audio- visual facilities and flip charts	<ul> <li>PPT Presentations.</li> <li>Videos</li> <li>Whiteboard</li> <li>Multi media</li> </ul>
	After the discussion, begin the feedback session. Ask one group to come to the front of the class with their flipchart. Put up the flipchart where it can be easily seen by other learners. Ask the group to share the main points they have recorded for their key topic for Implement marketing activities. Discuss these main points briefly with the whole group. Learners should make additional notes on the flip chart to record additional points their group had not identified. Then ask the next group to share their flipchart showing the main points they have recorded for the next key topic. Repeat the discussion process. Continue until you have covered all the key topics. End the group discussion activity with a summary. Photograph or scan all the flipcharts and use these to create a handout to distribute to all learners. Learners must be able to practice and develop their knowledge and skills relating to Implement marketing activities in an appropriate practical setting. Ensure that learners have the opportunity to ask questions to support their understanding.	After the discussion, begin the feedback session. Ask one group to come to the front of the class with their flipchart. Put up the flipchart where it can be easily seen by other learners. Ask the group to share the main points briefly with the whole group. Learners should make additional notes on the flip chart to record additional points they have recorded for the next key topic. Repeat the discussion process. Continue until you have covered all the key topics.         End the group discussion activity with a summary. Photograph or scan all the flipcharts and use these to create a handout to distribute to all learners.       Learners must be able to practice and develop their knowledge and skills relating to Implement marketing activities in an appropriate practical setting. Ensure that learners have the opportunity to ask questions to support their understanding.       Class room with multimedia aid, audio-visual factorian distribution policies in relation to market changes, marketing objectives and enterprise requirements.       Class room with multimedia aid, audio-visual factorian distribution policies in relation to market changes, marketing objectives and enterprise requirements.         Identify areas of positive marketing performance and take corrective action to remedy poor marketing performance areas.       Prepare either:       A flip chart       A PowerPoint slide         A handout      showing key topic how to Evaluate marketing performance. Learners need to work in small groups discussion, begin the key topic.       Red key topic.       New for the wave for the feedback session. Ask one group to share the main points they have recorded for the first key topic to evaluate marketing performance. Discuss these main points they have recorded for the first key topic to evaluate marketing performance. Discuss th

	had not identified. Then ask the next group to share the main points they have recorded for the second key topic. Repeat the discussion process. Continue until you have covered all the key topics. End the group discussion activity with a summary. Learners must be able to practice and develop their knowledge and skills relating to Evaluate marketing performance in an appropriate practical setting. Ensure that learners have the opportunity to ask questions to support their understanding.		
LU7: Develop Business promotion technique	<ul> <li>Deliver an illustrated presentation on how to Develop Business promotion technique. Ensure you address the importance of the following points:</li> <li>Establish marketing objectives based on current and potential product specifications</li> <li>Select appropriate production processes to ensure product specifications are met</li> <li>Select selling strategies to ensure required prices are achieved</li> <li>Select appropriate distribution channel options to ensure access to target markets is achieved efficiently and appropriately</li> <li>Establish time-frames for distribution and selling activities</li> </ul> Display a slide or flip chart with a key question relating to Develop Business promotion technique. Step 1 – Think Working on their own, each learner thinks about the question and makes notes of their responses or key points which they believe to be important. Step 2 – Pair For the next step, each learner pairs up with a partner. The two learners exchange their ideas and make further notes to add clarity to their own ideas. Step 3 – Share The final step is for you to invite different pairs to share the ideas they have discussed in response to the key question relating to Develop Business promotion technique	Class room with multimedia aid, audio-visual facilities and flip charts	<ul> <li>PPT Presentations.</li> <li>Videos</li> <li>Whiteboard</li> <li>Multi media</li> </ul>

	Observe the students and give feedback to Improve the Knowledge and skill.		
	Learners must be able to practice and develop their knowledge and skills relating to Develop Business promotion technique in an appropriate practical setting. Ensure that learners have the opportunity to ask questions to support their understanding.		
LU8: Develop Business Competition skills	<ul> <li>Lead a discussion about importance of how to Develop Business Competition skills. Use real examples to support the discussion and ensure the discussion considers:</li> <li>Prepare and record detailed plans for promotional activities</li> <li>Outline objectives, level of exposure and available markets</li> <li>Ensure strategies take account of time management and scheduling issues, and resource constraints</li> <li>Create promotional materials that enhance the product and commercial presentation</li> <li>Record and communicate priorities, responsibilities, timelines and budgets for promotional activities.</li> <li>Learners need to devise 10 quiz questions with answers based on Develop Business Competition skills. They must make sure their questions cover key topics for how to Develop Business Competition skills.</li> <li>Issue each learner with 10 blank cards. Each learner should number the cards and write their name on one side with a question about how to Develop Business Competition skills. On the reverse of the card, they should write an appropriate answer to their question.</li> <li>For the quiz, arrange learners in two equal teams. Ask one learner to keep score using a suitable score-card. Player 1 of Team A asks one of their questions to Player 1 of Team B, who needs to answer the question. Discuss the answer with the group and ask the group to determine if the answer is correct. Player 1 of Team A then confirms the answer they had devised. (You need to correct answers if the learner's answer was not wholly correct.)</li> <li>The scorekeeper records 1 mark for a correct answer under the appropriate team's score column. Play then passes to Player 1 of Team B, who asks their question to Player 1 of Team A, and so on.</li> </ul>	Class room with multimedia aid, audio-visual facilities and flip charts	<ul> <li>PPT Presentations.</li> <li>Videos</li> <li>Whiteboard</li> <li>Multi media</li> </ul>

Total the scores at the end of the quiz to see which team won. After the quiz, collect learners' question/answer cards and check that answers provided were correct. Return any incorrect answers to learners and ask them to change their answer to the correct one.	
Learners must be able to practice and develop their knowledge and skills relating to Develop Business Competition skills in an appropriate practical setting. Ensure that learners have the opportunity to ask questions to support their understanding.	

## Frequently Asked Questions

1.	What is Competency Based Training (CBT) and how is it different from currently offered trainings in institutes?	Competency-based training (CBT) is an approach to vocational education and training that places emphasis on what a person can do in the workplace as a result of completing a program of training. Compared to conventional programs, the competency-based training is not primarily content based; it rather focuses on the competence requirement of the envisaged job role. The whole qualification refers to certain industry standard criterion and is modularized in nature rather than being course oriented.
2.	What is the passing criterion for CBT certificate?	You shall be required to be declared "Competent" in the summative assessment to attain the certificate.
3.	What are the entry requirements for this course?	The entry requirement for this course is 8th Grade or equivalent.
4.	How can I progress in my educational career after attaining this certificate?	You shall be eligible to take admission in the National Vocational Certificate Level-5 in Marble Technician. You shall be able to progress further and take admission in a level- 5, DAE or equivalent course (if applicable). In certain case, you may be required to attain an equivalence certificate from The Inter Board Committee of Chairmen (IBCC).
5.	If I have the experience and skills mentioned in the competency standards, do I still need to attend the course to attain this certificate?	You can opt to take part in the Recognition of Prior Learning (RPL) program by contacting the relevant training institute and getting assessed by providing the required evidences.
6.	What is the entry requirement for Recognition of Prior Learning program (RPL)?	There is no general entry requirement. The institute shall assess you, identify your competence gaps and offer you courses to cover the gaps; after which you can take up the final assessment.
7.	Is there any age restriction for entry in this course or Recognition of Prior Learning program (RPL)?	There are no age restrictions to enter this course or take up the Recognition of Prior Learning program
8.	What is the duration of this course?	The duration of the course work is 900.

9. What are the class timings?	The classes are normally offered 25 days a month from 08:00am to 01:30pm. These may vary according to the practices of certain institutes.
10. What is equivalence of this certificate with other qualifications?	As per the national vocational qualification's framework, the level-4 certificate is equivalent to Matriculation. The equivalence certificate can be obtained from The Inter Board Committee of Chairmen (IBCC).
11. What is the importance of this certificate in National and International job market?	This certificate is based on the nationally standardized and notified competency standards by National Vocational and Technical Training Commission (NAVTTC). These standards are also recognized worldwide as all the standards are coded using international methodology and are accessible to the employers worldwide through NAVTTC website.
12. Which jobs can I get after attaining this certificate? Are there job for this certificate in public sector as well?	You shall be able to take up jobs in the local or overseas construction companies in Marble Technician job profile.
13. What are possible career progressions in industry after attaining this certificate?	You shall be able to progress up to the level of supervisor after attaining sufficient experience, knowledge and skills during the job. Attaining additional relevant qualifications may aid your career advancement to even higher levels.
14. Is this certificate recognized by any competent authority in Pakistan?	This certificate is based on the nationally standardized and notified competency standards by National Vocational and Technical Training Commission (NAVTTC). The official certificates shall be awarded by the relevant certificate awarding body.
15. Is on-the-job training mandatory for this certificate? If yes, what is the duration of on-the-job training?	On-the-job training is not a requirement for final / summative assessment of this certificate. However, taking up on-the-job training after or during the course work may add your chances to get a job afterwards.
16. How much salary can I get on job after attaining this certificate?	The minimum wages announced by the Government of Pakistan in 2019 are PKR 17,500. This may vary in subsequent years and different regions of the country. Progressive employers may pay more than the mentioned amount. The Marble Operator normally earns 20,000 to 25,000 in the start.
17. Are there any alternative certificates which I can take up?	There are some short courses offered by some training institutes on this subject. Some institutes may still be offering conventional certificate courses in the field.

18. What is the teaching language of this course?	The leaching language of this course is Urdu and English.
19. Is it possible to switch to other certificate programs during the course?	There are some short courses offered by some training institutes on this subject. Some institutes may still be offering conventional certificate courses in the field.
20.What is the examination / assessment system in this program?	Competency based assessments are organized by training institutes during the course which serve the purpose of assessing the progress and preparedness of each student. Final / summative assessments are organized by the relevant qualification awarding bodies at the end of the certificate program. You shall be required to be declared "Competent" in the summative assessment to attain the certificate.
21. Does this certificate enable me to work as freelancer?	You can start your small business by purchasing your own required machine and can start earning 50,000 per month. You may need additional skills on entrepreneurship to support your initiative.

**Test Yourself (Multiple Choice Questions)** 

## National Vocational and Technical Training Commission (NAVTTC)

- 🚨 Plot 38, Kirthar Road, Sector H-9/4, Islamabad, Pakistan
- Section 4.5 St 9044 322
- ☞ +92 51 9044 322
- 🖄 info@navttc.org
- ⊗ www.navttc.org