

# Develop and update tourism industry knowledge

D2.TCC.CL1.07

**Assessor Manual** 







Specialist centre for foods, tourism & hospitality

Develop and update tourism industry knowledge

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**Assessor Manual** 



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# Competency Based Assessment (CBA) – An introduction for assessors

Assessment is the process of identifying a participant's current knowledge, skills and attitudes sets against all elements of competency within a unit of competency.

## **Suggested Assessment Methods**

For each unit of competency a number of assessment tools have been identified including:

- Work Projects
- Oral Questions
- Written Questions
- Third Party Statements
- Observation Checklists.

Instructions and Evidence Recording Sheets have been identified in this Assessment Manual for use by Assessors.

### **Alternative Assessment Methods**

Whilst the above mentioned assessment methods are suggested assessment methods, the assessor may use an alternate method of assessment taking into account:

- a) The nature of the unit
- b) The strengths of participants
- c) The number of participants in the class
- d) Time required to complete assessments
- e) Time dedicated to assessment
- f) Equipment and resources required.

Alternate assessment methods include:

- Practical demonstrations
- Practical demonstrations in simulated work conditions
- Problem solving
- Portfolios of evidence
- Critical incident reports
- Journals
- Oral presentations
- Interviews
- Videos
- Visuals/slides/audio tapes
- Case studies
- Log books

- Projects and Role plays
- Group projects
- Recognition of Prior Learning.

Whilst there is no specific instruction or evidence collection documents for all the alternative assessment methods, assessors can record competency in the 'Other' section within the 'Competency Recording Sheet'.

### **Selection of Assessment Methods**

Each assessor will determine the combination of Assessment Methods to be used to determine Competency for each Competency Unit on a student by student basis.

'Sufficient' evidence to support the 'Competent'/'Not Yet Competent' decision must be captured.

In practice this means a minimum of two - three Assessment Methods for each candidate for each Competency Element is suggested.

At least one method should provide evidence of practical demonstration of competence.

The following assessment methods deemed to provide evidence of practical demonstration of competence include:

- Practical Work Projects
- Third Party Statement
- Observation Checklist.

#### **Assessing Competency**

Competency based assessment does not award grades, but simply identifies if the participant has the knowledge, skills and attitudes to undertake the required task to the specified standard.

Therefore, when assessing competency, an assessor has two possible results that can be awarded:

- 'Pass Competent' (PC)
- 'Not Yet Competent' (NYC).

#### Pass Competent (PC)

If the participant is able to successfully answer or demonstrate what is required, to the expected standards of the performance criteria, they will be deemed as 'Pass Competent' (PC).

The assessor will award a 'Pass Competent' (PC) if they feel the participant has the necessary knowledge, skills and attitudes in all assessment tasks for a unit.

#### Not Yet Competent' (NYC)

If the participant is unable to answer or demonstrate competency to the desired standard, they will be deemed to be 'Not Yet Competent' (NYC).

This does not mean the participant will need to complete all the assessment tasks again. The focus will be on the specific assessment tasks that were not performed to the expected standards.

The participant may be required to:

a) Undertake further training or instruction

b) Undertake the assessment task again until they are deemed to be 'Pass Competent'.

## Regional Qualifications Framework and Skills Recognition System

The 'Regional Qualifications Framework and Skills Recognition System', also known as the 'RQFSRS' is the overriding educational framework for the ASEAN region.

The purpose of this framework is to provide:

- A standardised teaching and assessment framework
- Mutual recognition of participant achievement across the ASEAN region. This includes achievement in individual Units of Competency or qualifications as a whole.

The role of the 'RQFSRS' is to provide, ensure and maintain 'quality assurance' across all countries and educational providers across the ASEAN region.

#### **Recognition of Prior Learning**

Recognition of Prior Learning is the process that gives current industry professionals who do not have a formal qualification, the opportunity to benchmark their extensive skills and experience against the standards set out in each unit of competency/subject.

This process is a learning and assessment pathway which encompasses:

- Recognition of Current Competencies (RCC)
- Skills auditing
- Gap analysis and training
- Credit transfer.

#### Code of practice for assessors

This Code of Practice provides:

- Assessors with direction on the standard of practice expected of them
- Candidates with assurance of the standards of practice expected of assessors
- Employers with assurance of the standards maintained in the conduct of assessment.

The Code detailed below is based on the International Code of Ethics and Practice (The National Council for Measurement in Education [NCME]).

- The differing needs and requirements of the person being assessed, the local enterprise and/or industry are identified and handled with sensitivity
- Potential forms of conflict of interest in the assessment process and/or outcomes are identified and appropriate referrals are made, if necessary
- All forms of harassment are avoided throughout the planning, conducting, reviewing and reporting of the assessment outcomes
- The rights of the candidate are protected during and after the assessment
- Personal and interpersonal factors that are not relevant to the assessment of competency must not influence the assessment outcomes
- The candidate is made aware of rights and process of appeal
- Evidence that is gathered during the assessment is verified for validity, reliability, authenticity, sufficiency and currency
- Assessment decisions are based on available evidence that can be produced and verified by another assessor

- Assessments are conducted within the boundaries of the assessment system policies and procedures
- Formal agreement is obtained from both the candidate and the assessor that the assessment was carried out in accordance with agreed procedures
- The candidate is informed of all assessment reporting processes prior to the assessment
- The candidate is informed of all known potential consequences of decisions arising from an assessment, prior to the assessment
- · Confidentiality is maintained regarding assessment results
- The assessment results are used consistently with the purposes explained to the candidate
- Opportunities are created for technical assistance in planning, conducting and reviewing assessment procedures and outcomes.

#### Instructions and checklist for assessors

### Instructions

General instructions for the assessment

- Assessment should be conducted at a scheduled time that has been notified to the candidate
- Facilitators must ensure participants are made aware of the need to complete assessments and attend assessment sessions
- If a participant is unable to attend a scheduled session, they must make arrangements with the Assessor to undertake the assessment at an alternative time
- At the end of the assessment the Assessor must give feedback and advise the participant on their C/NYC status
- Complete the relevant documentation and submit to the appropriate department.

#### Preparation

- Gain familiarity with the Unit of Competency, Elements of Competency and the Performance Criteria expected
- Study details assessment documentation and requirements
- Brief candidate regarding all assessment criteria and requirements.

## Briefing Checklist

• Begin the assessment by implementing the following checklist and then invite the candidate to proceed with assessment.

## **Checklist for Assessors**

Prior to the assessment I have:	Tick (√)	Remarks
Ensured the candidate is informed about the venue and schedule of assessment.		
Received current copies of the performance criteria to be assessed, assessment plan, evidence gathering plan, assessment checklist, appeal form and the company's standard operating procedures (SOP).		
Reviewed the performance criteria and evidence plan to ensure I clearly understood the instructions and the requirements of the assessment process.		
Identified and accommodated any special needs of the candidate.		
Checked the set-up and resources for the assessment.		
During the assessment I have:		
Introduced myself and confirmed identities of candidates.		
Put candidates at ease by being friendly and helpful.		
Explained to candidates the purpose, context and benefits of the assessment.		
Ensured candidates understood the assessment process and all attendant procedures.		
Provided candidates with an overview of performance criteria to be assessed.		
Explained the results reporting procedure.		
Encouraged candidates to seek clarifications if in doubt.		
Asked candidates for feedback on the assessment.		
Explained legal, safety and ethical issues, if applicable.		
After the assessment I have:		
Ensured candidate is given constructive feedback.		
Completed and signed the assessment record.		
Thanked candidate for participating in the assessment.		

### Instructions for recording competency

#### **Specifications for Recording Competency**

The following specifications apply to the preparation of Evidence Gathering Plans:

- A Competency Recording Sheet must be prepared for each candidate to ensure and demonstrate all Performance Criteria and Competency Elements are appropriately assessed. This Sheet indicates how the Assessor will gather evidence during their assessment of each candidate
- This Competency Recording Sheet is located at the end of the Assessment Plan
- It is the overriding document to record competency
- Assessor may vary the Competency Recording Sheet to accommodate practical and individual candidate and/or workplace needs
- Assessor must place a tick (✓) in the 'Assessment Method' columns to identify the methods of assessment to be used for each candidate
- Multiple Competency Elements/Performance Criteria may be assessed at the one time, where appropriate
- The assessor and participant should sign and date the Competency Recording Sheet, when all forms of evidence and assessment have been completed
- The assessor may provide and feedback or clarify questions which the participant may have in regards to the assessment grade or findings
- All documents used to capture evidence must be retained, and attached to the Competency Recording Sheet for each candidate for each Competency Unit.

# Instructions for different assessment methods

#### **Specifications for Work Project Assessment**

These guidelines concern the use of work projects.

The work projects identified in the Training Manuals involve a range of tasks, to be performed at the discretion of the Assessor.

Work project tasks can be completed through any form of assessment as identified in the Trainer and Trainee Manuals and stated at the start of this section.

Assessors should follow these guidelines:

- Review the Work Projects at the end of each 'Element of Competency' in the Trainee Manual to ensure you understand the content and what is expected
- Prepare sufficient resources for the completion of work activities including:
  - Time whether in scheduled delivery hours or suggested time participants to spend outside of class hours
  - Resources this may involve technical equipment, computer, internet access, stationery and other supplementary materials and documents
- Prepare assessment location (if done in class) making it conducive to assessment
- Explain Work Projects assessment to candidate, at the start of each Element of Competency. This ensures that participants are aware of what is expected and can collate information as delivery takes place.

• Assessors can use the following phrase as a guide (where an 'X' is identified, please input appropriate information):

"At the end of each Element of Competency there are Work Projects which must be completed. These projects require different tasks that must be completed.

These work projects are part of the formal assessment for the unit of competency titled X.

- You are required to complete these activities:
  - a) Using the 'X' method of assessment.
  - b) At 'X' location
  - c) You will have 'X time period' for this assessment.
- You are required to compile information in a format that you feel is appropriate to the assessment.
- Do you have any questions about this assessment?"
- Commence Work Project assessment:
- The assessor may give time for participants to review the questions at this time to ensure they understand the nature of the questions. The assessor may need to clarify questions.
- Participants complete work projects in the most appropriate format
- Participants must submit Work Project evidence to the assessor before the scheduled due date
- Assessor must assess the participant's evidence against the competency standards specified in each Element of Competency and their own understanding. The assessor can determine if the participant has provided evidence to a 'competent' standard.
- Transcribe results/details to Competency Recording Sheet
- Forward/file assessment record.

#### **Specifications for Oral Question Assessment**

These guidelines concern the use of oral questioning.

Assessors should follow these guidelines.

- Prepare Assessment Record for Oral Questioning. One record for each candidate:
  - Enter Student name
  - Enter Assessor name
  - Enter Location
- Familiarise self with Questions to be asked
- Prepare assessment location (table and chairs) making it conducive to assessment
- Explain Oral Questioning assessment to candidate, using the following phrase as a guide (where a 'X' is identified, please input appropriate information):

*"These oral questions are part of the formal assessment for the unit of competency titled X.* 

There are X questions and you are required to answer all of them to the best of your ability and I will record whether or not you have answered correctly.

We have 60 minutes for this assessment.

- I will give you feedback at the end of the assessment.
- Do you have any questions about this assessment?"
- Commence Oral Questioning assessment:
- Complete Assessment Record for the Oral Questioning by:
  - Ticking C or NYC, as appropriate
  - Entering 'Remarks' as required
  - Completing Oral Questioning within 60 minutes
- Complete Oral Questioning and provide feedback to candidate
- Transcribe results/details to Competency Recording Sheet
- Forward/file assessment record.

#### **Specifications for Written Question Assessment**

These guidelines concern the use of written questioning.

Assessors should follow these guidelines.

- Familiarise self with Questions and Answers provided.
- Print and distribute copies of 'Written Questions' for participants. Ideally this should take place with adequate time for participants to answer all questions before the expected due date.
- Explain Written Questioning assessment to candidate, using the following phrase as a guide (where a 'X' is identified, please input appropriate information):

"These written questions are part of the formal assessment for the unit of competency titled X.

There are X questions and you are required to answer all of them to the best of your ability.

You may refer to your subject materials, however where possible try to utilise your existing knowledge when answering questions.

Where you are unsure of questions, please ask the Assessor for further instruction. This may be answering the question orally or asking the assessor to redefine the question.

We have X time for this assessment.

- The due date for completion of this assessment is X
- On this date you must forward the completed questions to the assessor by X time on the date of X
- Do you have any questions about this assessment?"
- The assessor may give time for participants to review the questions at this time to ensure they understand the nature of the questions. The assessor may need to clarify questions.
- Participants may record written answers (where possible)
- Participants must submit the written answers to the assessor before the scheduled due date
- Assessor must assess the participant's written answers against the model answers
  provided as a guide, or their own understanding. The assessor can determine if the
  participant has answered the questions to a 'competent' standard.

- Transcribe results/details to Competency Recording Sheet
- Forward/file assessment record.

#### **Specifications for Observation Checklist**

These specifications apply to the use of the Observation Checklist in determining competency for candidates.

Only an approved assessor is authorised to complete the Observation Checklist.

The assessor is required to observe the participant, ideally in a simulated environment or their practical workplace setting and record their performance (or otherwise) of the competencies listed on the Observation Checklist for the Competency Unit.

To complete the Observation Checklist the Assessor must:

- Insert name of candidate
- Insert assessor name
- Insert identify of location where observations are being undertaken
- Insert date/s of observations may be single date or multiple dates
- Place a tick in either the 'Yes' or 'No' box for each listed Performance Criteria to indicate the candidate has demonstrated/not demonstrated that skill
- Provide written (and verbal) feedback to candidate as/if appropriate
- Sign and date the form
- Present form to candidate for them to sign and date
- Transcribe results/details to Competency Recording Sheet for candidate
- Forward/file Observation Checklist.

This source of evidence combines with other forms of assessment to assist in determining the 'Competent' or 'Not Yet Competent' decision for the participant.

#### **Specifications for Third Party Statement**

These specifications relate to the use of a relevant workplace person to assist in determining competency for candidates.

The Third Party Statement is to be supplied by the assessor to a person in the workplace who supervises and/or works closely with the participant.

This may be their Supervisor, the venue manager, the Department Manager or similar.

The Third Party Statement asks the Supervisor to record what they believe to be the competencies of the participant based on their workplace experience of the participant. This experience may be gained through observation of their workplace performance, feedback from others, inspection of candidate's work etc.

A meeting must take place between the Assessor and the Third Party to explain and demonstrate the use of the Third Party Statement.

To complete the Third Party Verification Statement the Assessor must:

- Insert candidate name
- Insert name and contact details of the Third Party
- Tick the box to indicate the relationship of the Third Party to the candidate

- Present the partially completed form to the Third Party for them to finalise
- Collect the completed form from the Third Party
- Transcribe results/details to Competency Recording Sheet for candidate
- Forward/file Third Party Statement.

The Third Party must:

- Record their belief regarding candidate ability/competency as either:
  - Competent = Yes
  - Not Yet Competent = No
  - Unsure about whether candidate is competent or not = Not Sure
- Meet briefly with the assessor to discuss and/or clarify the form.

This source of evidence combines with other forms of assessment to assist in determining the 'Competent' or 'Not Yet Competent' decision for the candidate.

A separate Third Party Statement is required for each Competency Unit undertaken by the candidate.

# **Competency Standard**

UNIT TITLE: DEVELOP AND UPDATE TOURISM INDUSTRY KNOWLEDGE NOMINAL HOURS: 30		NOMINAL HOURS: 30	
UNI	UNIT NUMBER: D2.TCC.CL1.07		
		d knowledge required to generate and maintain basic knowled ion: this unit is specific to the host country in which it is deliver	
ELE	MENTS AND PERFORMANCE CRITERIA	UNIT VARIABLE AND ASSESSMENT GUIDE	
	nent 1: Source current information on the ism industry	Unit Variables The Unit Variables provide advice to interpret the scope and	
1.1	Identify sources of information on issues of economic, political and social significance, and obtain such information	competence, allowing for differences between enterprises an unit as a whole and facilitates holistic assessment. This unit applies to all industry sectors that are responsible in	
1.2	Identify sources of information on <i>tourism</i> <i>industry statistics and trends,</i> and obtain such information	tourism industry knowledge within the labour divisions of the may include: 1. Front Office	hotel and travel industries and
1.3	Identify sources of information on the relationship between the tourism industry and the <i>role of the local community/ies</i> , and obtain such information	<ol> <li>Housekeeping</li> <li>Travel Agencies</li> <li>Tour Operation</li> </ol>	
1.4	Identify sources of information on <i>tourism</i> <i>markets</i> and their relevance to <i>market</i> <i>segments</i> , and obtain such information	<ul> <li>Sources of information may include:</li> <li>Private and public sectors</li> <li>Media, including tourism-specific articles and general interview.</li> </ul>	prest tourism-orientated matters
1.5	Identify sources of information on the nature of the <i>relationship between tourism and other industries,</i> and obtain such information	<ul> <li>Text books, reference books, libraries</li> <li>Trade magazines and trade journals</li> <li>Publications and newsletters from suppliers and support in</li> </ul>	

<b>1.6</b> Identify sources of information on different		Government agencies
<i>tourism industry sectors</i> , their inter- relationships, the services available, and obtain such information	Trade unions	
	Head office and other properties within a linked chain of organisations	
1.7	<b>1.7</b> Identify sources of information on major <i>tourism industry bodies</i> , and obtain such information	Industry groups, associations and organisations, including local, regional and national bodies as well as international bodies, where appropriate to trade/business
		Internet searches
1.8	Identify sources of information on specific	Industry and trade seminars, meetings and conferences
	features of the local/regional tourism	Personal networking with colleagues and customers
	industry, and obtain such information	Internet research and searches
1.9	Identify sources of information on environmental issues, and obtain such information	Face-to-face meetings with relevant parties, such as industry tourism bodies and agencies
1.10	<b>1.10</b> Identify sources of information on <i>career</i> opportunities within the tourism industry and the allied roles and responsibilities of	Personal visits to organisations who hold relevant tourism industry information, such as peak bodies, government agencies, private research companies
		Telephone contact with personal networks
1 1 1	staff, and obtain such information Identify sources of information on <i>work</i>	Registering with information sources to receive information updates, newsletters, periodicals and statistics.
1.11	organisation and time management in the	Issues of economic, political and social significance may include:
	tourism industry, and obtain such information	Contribution that various tourism sectors make to the economy of the host country
1 1 2	Identify sources of information on <i>quality</i>	Employment created by tourism
1.12	assurance in the tourism industry, and	Impact of tourism on the social structure of the host country
	obtain such information	Political upheavals and their potential, perceived and actual impact on tourism.
1.13	<b>1.13</b> Identify sources of information on <i>current</i> and emerging tourism industry technology, and obtain such information	Tourism industry statistics and trends may be related to:
		Growth, decline and status of various industry sectors
		Percentage market share of various sectors, including definition and description of market segments

Element 2: Source information on compliance and related issues which impact	<ul> <li>Sources of overseas and international visitors and tourists, visitor arrivals' data, visitor arrivals' forecasts, outbound figures</li> </ul>
<ul><li>on the tourism industry</li><li>2.1 Identify sources of information on <i>legal</i></li></ul>	<ul> <li>Visitor numbers by market sector, such as business, tourist, adventure, sight-seeing, historic, visiting friends and families</li> </ul>
issues, and obtain such information	<ul> <li>Host country-specific facts on domestic and international visitors, including source countries, average spend, average stay length</li> </ul>
<b>2.2</b> Identify sources of information on <i>ethical issues,</i> and obtain such information	<ul> <li>Upcoming events and analysis of past events</li> </ul>
2.3 Identify sources of information on industrial	Host country-specific tourism research projects and results of targeted visitor surveys
and workplace relations issues, and obtain such information	Reports, publications and fact sheets
	<ul> <li>Existing, emerging, potential tourism products and services</li> </ul>
<b>2.4</b> Identify sources of information on current <i>issues of concern for the industry</i> , and obtain	Industry indicators.
such information	Role of the local community/ies might include:
Element 3: Use sourced tourism industry	<ul> <li>Local community problems and opinions relating to tourism</li> </ul>
information	• Impact of tourism on local communities, services, families; and use of land and facilities
<b>3.1</b> Share information with colleagues and customers	• Trends in various areas, such as employment, crime, pollution, infrastructure, house and land values.
3.2 Conduct work activities in accordance with	Tourism markets refers to:
legal requirements and ethical standards	Countries from which the host country draws its visitors.
<b>3.3</b> Apply industry knowledge and information to the day-to-day operation of the tourism business	<i>Market segments</i> may refer to the different experiences that visitors seek when visiting the country, such as:
business	Adventure
	Eco-tourism
	Indigenous experience
	Food and wine
	Cultural and heritage
	Agri-tourism

Spas and wellbeing
Sports tourism.
Relationship between tourism and other industries could relate to:
The nature, scope and context of the link between tourism and:
<ul> <li>Hospitality</li> </ul>
Entertainment
Support services
<ul> <li>Suppliers</li> </ul>
Arts
Sports
<ul> <li>Travel and transport</li> </ul>
Agriculture
Retail trade
<ul> <li>Science and research</li> </ul>
Government
Education.
Tourism industry sectors may include:
Meetings, incentives, conventions and events
Man-made and natural attractions, theme parks
Inclusive tours
Tour operators and tour wholesalers
Retail travel agents
Air, road and sea travel
Food, drink and accommodation
• Geographic areas, business sectors, or economic units as defined by the host country.
<ul> <li>Inclusive tours</li> <li>Tour operators and tour wholesalers</li> <li>Retail travel agents</li> <li>Air, road and sea travel</li> <li>Food, drink and accommodation</li> </ul>

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Training and qualifications required for promotion
Definition and description of the duties that attach to each position
Pre-requisites for starting own business.
Work organisation and time management may relate to:
Industry structure and organisational charts/hierarchies
Enterprise structure, including variations between sectors and between individual enterprises
Use of team/crew/work unit structures within the tourism industry
• Nature, role and importance of schedules, time tables and itineraries within travel and tourism.
Quality assurance considerations may relate to:
Bodies that verify tourism organisations and enterprises
Pre-requisites and on-going requirements for compliance
Costs and implementation requirements
Benefits.
Current and emerging tourism industry technology may include:
Communications systems and options, such as internal, or with existing or potential customers
Reservations systems
E-business
On-line promotion and bookings
• Equipment relevant to the operation and conduct of individual business, tours, trips, events and other industry activities.

gal issues will relate to the criminal and civil heads of law in the host country and address
gislated requirements, obligations and entitlements which may relate to:
Business registration and set-up requirements
Consumer protection
Duty of care
Insurance requirements
Equal opportunity and discrimination
Workplace and industrial relations
Child sex tourism protection
Occupational health and safety
Guarantees and warranties.
hical issues will often intersect with legal requirements/obligations and may relate to:
Over-booking
Honesty and full disclosure in advertising and promotion
Policies on gratuities
Client privacy and confidentiality
Price setting, including commissions payable
Application of free-of-charge 'familiarization' travel, accommodation, meals, entry fees to agents, coach captains, pilots, media, influential people and others
Gifts and free-of-charge services
Product recommendations.
dustrial and workplace relations issues may include:
Employment instruments and employment conditions
Remuneration
Diversity and equal opportunity issues

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Training
Promotions
Safety.
Issues of concern for the industry may relate to:
Government actions and initiatives
Impact of overseas/international events
Terrorism
Health scares
Environmental and social issues
Media action
Industry growth and/or contraction
Currency concerns.
Assessment Guide
Assessment must confirm knowledge:
• Knowledge of the different sectors of the hospitality industry and their inter-relationships, including a general knowledge of the role and function of the following labour divisions: food and beverage, front office, food production/kitchen operations, housekeeping, travel agencies and tour operations
• Knowledge of quality assurance, quality activities and continuous improvement in the hotel and travel industries and the role of individual staff members within the total quality process
Ability to research industry information sources
Ability to identify relevant information
<ul> <li>Knowledge of the role of trade unions and employer groups in the industry</li> </ul>
• Knowledge of environmental responsibilities of the industry, including waste minimization and recycling
• Knowledge of legislation, regulations and guidelines that apply to the hotel and travel industries.

Assessment Guide
The following skills and knowledge must be assessed as part of this unit:
Research skills
Analytical skills
Questioning and communication skills
Compilation and classification of information and data
Networking skills.
Linkages To Other Units
Access and retrieve computer-based data
Work effectively with colleagues and customers
Gather and present product information
Use common business tools and technology
Access and interpret information
Source and package tourism products and services
Source and present information.
Critical Aspects of Assessment
Evidence of the following is essential:
Understanding of why tourism industry knowledge is important to the enterprise
Understanding of the different tourism sectors and market segments
Understanding of the host country legislation that applies to the tourism industry
• Demonstrated ability to research tourism information from a range of nominated sources
Demonstrated ability to obtain information from a range of nominated tourism sources
Demonstrated ability to capture, collate and store information from a range of nominated tourism sources so that it can be easily retrieved

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<ul> <li>Demonstrated ability to register for information updates from a range of nominated tourism sources</li> </ul>
• Demonstrated ability to share information with relevant stakeholders in the enterprise
<ul> <li>Demonstrated ability to apply information obtained from a range of nominated tourism sources to the day-to-day operation of the enterprise.</li> </ul>
Context of Assessment
This unit may be assessed on or off the job
<ul> <li>Assessment should include practical demonstration either in the workplace or through a simulation activity, supported by a range of methods to assess underpinning knowledge</li> </ul>
Assessment must relate to the individual's work area or area of responsibility.
Resource Implications
Training and assessment to include access to a real or simulated workplace, research tools and the integration of information obtained into the practical operation of the business; and access to workplace standards, procedures, policies, guidelines, tools and equipment.
Assessment Methods
The following methods may be used to assess competency for this unit:
Case studies
Observation of practical candidate performance
Oral and written questions
<ul> <li>Analysis of a portfolio of evidence, including travel documentation produced by the candidate</li> </ul>
Problem solving
<ul> <li>Role plays involving interaction with customers as part of the interpretation process prior to documentation production</li> </ul>
Third party reports completed by a supervisor
Project and assignment work.

Key Competencies in this Unit		
Level 1 = competence to undertake	tasks eff	ectively
Level 2 = competence to manage ta	sks	
Level $3 = competence$ to use concepts for evaluating		
Key Competencies	Level	Examples
Collecting, organizing and analysing information	3	Research, gather, analyse and collate information and data from a variety of sources, across a variety of media
Communicating ideas and information	2	Develop research questions to be asked; inform others regarding information obtained
Planning and organizing activities	2	Schedule research and analysis activities; organize follow-up activities on the basis of initial information sourced
Working with others and in teams	1	Identify research questions that others need answers to
Using mathematical ideas and techniques	1	Process research data and statistics to make them relevant to the individual enterprise
Solving problems	1	Overcome initial absence of research data
Using technology	3	Use internal and external systems and technologies to source and obtain required information

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# **Oral Questions**

Student name	
Assessor name	
Location/venue	
Unit of competency	Develop and update tourism industry knowledge D2.TCC.CL1.07
Instructions	<ol> <li>Ask student questions from the attached list to confirm knowledge, as necessary</li> </ol>
	<ol> <li>Place tick in boxes to reflect student achievement (Competent 'C' or Not Yet Competent 'NYC')</li> </ol>
	3. Write short-form student answer in the space provided for each question.

Questions		Response	
		С	NYC
1.	What sources do you use to obtain information on issues of social, economic and/or political significance to the tourism industry?		
2.	What sources do you use to obtain information on tourism industry trends and statistics?		

Questions		Response	
Q		С	NYC
3.	What sources do you use to obtain information about the relationship between the tourism industry and the role of the local community/ies?		
4.	What sources do you use to obtain information about tourism markets and their relevance to market segments?		
5.	What sources do you use to obtain information about the nature of the relationship between tourism and other industries?		

Questions		Response	
		С	NYC
6. What sources do you use to obtain information about different industry sectors, their interrelationships, and the services a tourism industry from them?			
7. What sources do you use to obtain information about major industry bodies?	or tourism		
8. What sources do you use to obtain information about spec the tourism industry in your local area?	cific features of		

Questions		Response	
	С	NYC	
9. What sources do you use to obtain information about environmental issues impacting on the tourism industries?			
10. What sources do you use to obtain information about career opportunities within tourism?			
11. What sources do you use to obtain information about work organisation and time management in the tourism industry?			

Questions		Response	
	С	NYC	
12. What sources do you use to obtain information about quality assurance in the tourism industry?			
13. What sources do you use to obtain information on current and emerging tourism industry technology?			
14. What sources do you use to obtain information on legal issues impacting the tourism industry?			

Questions		Response	
	С	NYC	
15. What sources do you use to obtain information on ethical issues impacting the tourism industry?			
16. What sources do you use to obtain information on industrial and workplace relations issues impacting the tourism industry?			
17. What sources do you use to obtain information on general issues of concern to workers and operators in the tourism industry?			

Questions		Response	
	С	NYC	
18. Give me an example of how you have/might share updated or new industry information with colleagues.			
19. Why is it important to ensure your workplace actions comply with legal requirements and ethical standards?			
20. Give me an example of how you might apply new or update industry knowledge to day-to-day workplace activities.			

### **Written Questions**

### Develop and update tourism industry knowledge D2.TCC.CL1.07

#### Student Name: \_\_\_\_\_

Answer all the following questions and submit to your Trainer.

1. Demand influences the tourism industry. What are three reasons why demand for the tourism industry has increased?

2. From which three sources can you find out about economic and political issues?

3. What are three examples of written materials you could use to source information relating to tourism industry statistics and trends?

4. What are three tourism industry statistics you would like to research if you were a manager?

What a commu	are two ways you can find out information about businesses in the local unity?
What a	are three market segments a tourism business would promote to?
What a segme	are two formal methods you can use to gather information on suitable mark nts?

10.	What information would you like to know about other businesses?
11.	What are three tourism industry sectors?
12.	What are three types of businesses that exist within the 'accommodation' sector?
13.	There is a range of tourism industry bodies within the community. What are two common goals they share?
14.	What are two types of tourism industry bodies?

	'True' or 'False' to the following statement: Visiting the local Tourist tion Center is a great way to find out about local businesses and events
rue	□ False □
Vhat is	'sustainable tourism?
Vhat ar	e three ways you can undertake sustainable tourism?
Vhat ar ndustry	e three steps you would take if you are seeking a career in the tourism ?

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	are already employed in the tourism industry, what could you do to improve you ce of promotion?
organ	n working in industry, it is important that you understand what is happening in you isation on a daily basis. What are three things you would normally need to know daily basis?
	management is important to ensure you are able to complete your tasks in a manner. What are two ways you can improve your time management?
	er 'True' or 'False' to the following statement: 'Quality' is determined by the mer, not the business.
True	
Expla	in the concept of 'quality assurance' and how you can achieve it.

responsibilities in following the law?
Both employers and employees must follow the law. What are two employ responsibilities in following the law?
Both employers and employees must follow the law. What are two employ responsibilities in following the law?
responsibilities in following the law?
What are two employer responsibilities in following the law?
What are two employer responsibilities in following the law?
What is ethics?

30.	What are two examples of ethical behaviour?
31.	Industrial relations relates to all activities involving staff. What are three areas that would be considered to be an 'industrial relations' activity?
32.	Which department in a business has the most information regarding 'industrial relations'?
33.	What are three causes for concern in the tourism industry?
34.	What are two labour issues in a tourism business?

What is	the most common way to communication with customers and why?	
What a	re two ways to ensure you complete your allocated tasks?	
	r 'True' or 'False' to the following statement: Tasks should not be priori isk is as important as each other.	itised
True	General False Ge	
How ca	an you incorporate knowledge and information into day to day operatio	ns?
	r 'True' or 'False' to the following statement: Sharing information with c	other
	is not important in the workplace.	

### **Answers to Written Questions**

### Develop and update tourism industry knowledge D2.TCC.CL1.07

The following are model answers only – Trainers/Assessors must use discretion when determining whether or not an answer provided by a Student is acceptable or not.

### 1. Demand influences the tourism industry. What are three reasons why demand for the tourism industry has increased?

- Necessity
- Employment
- Inflation
- Disposable income
- Costs of goods and services
- Opportunity costs
- Basic needs and wants
- Marketing and promotions.
- 2. From which three sources can you find out about economic and political issues?
  - Local government websites
  - Local community and council meetings
  - Economic and business websites
  - Legal journals
  - Industry publications
  - Newspapers
  - Internet research.

### 3. What are three examples of written materials you could use to source information relating to tourism industry statistics and trends?

- Trade magazines
- Hotel School Publications
- Newsletters
- Brochures
- Advertisements
- Reference books.

# 4. What are three tourism industry statistics you would like to research if you were a manager?

Whilst there are endless statistics that can be researched, some of these include:

- Types of tourism businesses
- Types and demographics of customers
- Top destinations
- Hotel occupancy percentages
- Reasons for stays
- Current industry information
- Destination countries
- Departure months
- Length of stay
- Type of organisation for the trip
- Transport mode
- Accommodation type
- Expenditure
- Popular tourist attractions.
- 5. A tourism business should help promote the local community. What are three businesses in the community you should know about?
  - Local attractions
  - Shopping and retail areas
  - Events and festivals
  - Eateries
  - Supermarkets
  - Local transport
  - Activities
  - Places of worship.

## 6. What are two ways you can find out information about businesses in the local community?

- Visiting local businesses and finding out what they provide
- Talking to management and staff of local businesses
- Collecting and reading brochures
- Keeping up with local media including radio stations, television, newsletters or newspapers
- Visiting the local Tourist Information Centre

- Attending town meetings
- Looking at notice boards in shopping centres.
- 7. What are three market segments a tourism business would promote to?
  - Business
  - Leisure
    - FIT (Free Independent Travellers) who arrange their own accommodation
    - Tours / coach groups
    - Honeymooners
    - Families
    - Elderly
  - Religious
  - Sporting.
- 8. What are two formal methods you can use to gather information on suitable market segments?
  - Customer comment cards
  - General Manager cocktail parties
  - Interviews and follow up calls
  - Meetings
  - Performance.
- 9. Answer 'True' or 'False' to the following statement: It is not a good idea to build relationships with other industries as they will take revenue away from your business.

The answer is false.

#### 10. What information would you like to know about other businesses?

- Opening and closing times
- Key features and benefits
- Costs
- Summary information about the business.

#### 11. What are three tourism industry sectors?

- Accommodation
- Attractions and theme parks
- Tour operators
- Inbound tour wholesaler
- Outbound tour wholesaler

- Retail travel agents
- Local, regional and national information services
- Meetings and events
- Corporate agents
- Airlines.

## 12. What are three types of businesses that exist within the 'accommodation' sector?

- Hotels/motels
- Guest houses/bed and breakfasts
- Caravan parks/camping grounds
- Resorts/time share properties
- Apartments/villas/cottages etc
- Conference/exhibition centres.

### 13. There is a range of tourism industry bodies within the community. What are two common goals they share?

- Provides a safe and secure offering to its customers
- Is regulated and operates in a legal and compliant manner
- Provides quality products and services to its customers
- Employs staff who have the necessary knowledge, skill relevant to the current industry needs and expectations.

#### 14. What are two types of tourism industry bodies?

- Ministries of Tourism
- Tourism Boards
- Industry Authorities
- Industry Associations
- Industry Unions.

#### 15. What are two ways you can promote local tourist businesses?

- Undertaking familiarisations tours
- Speak with management and staff of other businesses
- Identify the key products, services and selling points
- Stock brochures
- Understand operational aspects of the business.

### 16. Answer 'True' or 'False' to the following statement: Visiting the local Tourist Information Center is a great way to find out about local businesses and events.

The answer is true.

#### 17. What is 'sustainable tourism?

'Sustainable tourism' is based on the principles of sustainable development. It is based on 'minimising adverse impacts on local communities, heritage, landscapes, water resources, habitats and species while supporting social and economic development.

Taking care of the environment means taking care of the visitor and local community.

Any answer that identifies the protection of the community and environment will be acceptable.

#### 18. What are three ways you can undertake sustainable tourism?

There are no definite answers however any answer that can be deemed to help protect natural resources and the environment will be acceptable.

### 19. What are three steps you would take if you are seeking a career in the tourism industry?

- Understand the industry research the industry to gain a sound understanding of what the industry involves and current information and trends
- Understand the roles in the industry unless you know what types of jobs there
  are, you won't know which one will be of interest for you. In addition, managers
  often ask applicants about what they know about the job they are applying for
- Education educate yourself with the necessary knowledge or skills to be able to undertake the position you are seeking. This may be undertaking research activities, short courses through to tourism related qualifications
- Develop a resume develop a concise resume which clearly articulates your personal information and your skills sets
- Look at recruitment vacancies these may be advertisements in newspaper, advertised in the businesses themselves, through recruitment companies, on local notice boards, in shop windows, through word of mouth, recruitment days or internet searches
- Familiarise yourself with businesses conduct research on the business you are trying to seek employment with whether through personal visits or internet research
- Make yourself known visit businesses personally and try to introduce yourself to key recruitment contacts, whether Human Resources or departmental managers and supervisors.

### 20. If you are already employed in the tourism industry, what could you do to improve your chance of promotion?

- Talking with management and Human Resources to identify:
  - What knowledge, skills, education or experience is required to progress to a higher position
  - What further training opportunities are present

- Likely vacancies within the business, be it in the local organisation or in the chain
- The job roles and duties of higher positions. Gain an understanding of what you need to not only successfully get a higher position, but to be successful at it if you are given it
- Express your desire for progression:
  - Unless your manager knows you want to move to a higher position, you may be overlooked. It is good to be pro-active and plant the seed in the mind of management
  - Ask your manager for additional responsibilities or tasks to improve your skill set to demonstrate your motivation towards promotion.

# 21. When working in industry, it is important that you understand what is happening in your organisation on a daily basis. What are three things you would normally need to know on a daily basis?

- Special events
- Weather
- VIP and customer activities
- Emergencies
- Legal requirements
- Local attractions, festivals and events.

### 22. Time management is important to ensure you are able to complete your tasks in a timely manner. What are two ways you can improve your time management?

- Preparing a list of all activities to be performed
- Identifying tasks by '1,2,3' or 'a,b,c' to indicate their importance
- Prioritising and completing important tasks first
- Breaking time into small management chunks
- Use of a timer when completing activities
- Identifying and reducing time wasters
- Having the ability to say no to people or tasks that are not a priority.

## 23. Answer 'True' or 'False' to the following statement: 'Quality' is determined by the customer, not the business.

The answer is true.

#### 24. Explain the concept of 'quality assurance' and how you can achieve it.

'Quality assurance' (QA). This is a term used to systematically measure and compare aspects of operations within a business against operational standards of performance.

In essence these concepts have the same aim: to look at every aspect of a business's operation and see how it can be improved to improve the product or service provided to the customer.

#### 25. What is the purpose of technology in the tourism industry?

- Streamline and speed up access and delivery of tourism services .
- Improve management and profitability of tourism operations
- Enhance marketing of the industry as a whole and the businesses within it
- Improve the relationships between tourism businesses and its customers.

#### 26. What are three examples of how technology is used to improve tourism?

Any examples of technology improving tourism operations is acceptable. Possible answers may include:

- Standardized set of XML messages for the distribution of tour and activity data
- Short-term, purely spontaneous travel specials
- Dedicated travel apps
- Sharing of traveller's personal information to simplify bookings
- Advanced travel search engines
- Travellers to find activities and local content in a mobile optimized environment
- Small business owners to access the business travel market
- Hotels and resorts to communicate with guest through on property mobile before, during, and after their visit to the property.
- Hotels manage their online reputation and social media
- Friends to collaborate and plan trips together
- Travellers research and decide where to go, where to stay and what to do.

#### 27. Both employers and employees must follow the law. What are two employer responsibilities in following the law?

Employer responsibilities include:

- Complying with occupational health and safety regulations
- Providing equal and fair services to all people in accordance with EO legislation
- Paying relevant taxes and fees associated with the operation of the business
- Ensuring appropriate insurance is taken out to cover workers
- Offering products and services that conform to what is advertised
- Being a responsible corporate citizen and community member.

#### 28. What are two employer responsibilities in following the law?

Employee responsibilities extend to, though are not restricted to:

- Undertaking duties as they apply to their employment category
- Not acting in a discriminatory manner towards their employer, colleagues or customers
- Adhering to the regulations set out in the OH&S Act

- Representing the best interests of the business
- · Working to the best of their ability
- Keeping commercial information in confidence
- Being responsible and accountable for all money received on behalf of the business
- Obeying all lawful instructions from management.

#### 29. What is ethics?

Whilst ethical issues, may or may not be enforced by laws or regulations, there is a certain 'code' in which all businesses should operate under.

It is about doing something 'morally' right.

#### 30. What are two examples of ethical behaviour?

Any answer that is deemed to be 'morally' correct is acceptable.

### 31. Industrial relations relates to all activities involving staff. What are three areas that would be considered to be an 'industrial relations' activity?

- Recruitment & Retention
- Termination of staff
- Workplace health and safety
- Workplace agreements
- Harassment & Discrimination
- Conflict in the workplace.

### 32. Which department in a business has the most information regarding 'industrial relations'?

Human Resources.

#### 33. What are three causes for concern in the tourism industry?

- The state of the economy interest rates, currency exchange levels, level of employment
- Environmental considerations and concerns
- Terrorism
- Customer confidence
- Eco-tourism
- Sustainable tourism
- Impact of development in tourism
- Climate change
- Visa restrictions & tourism

- Cultural tourism
- Weather
- Technological and legislative changes that impact on the industry.

### 34. What are two labour issues in a tourism business?

- Pay rates
- The ability to recruit sufficient and properly trained or experienced staff
- Working conditions
- Training
- Mandatory licensing and certification requirements
- Superannuation / Insurance
- Disciplinary and dismissal procedures.

### 35. What are two ways you can communication with colleagues?

- Conversations
- Staff briefings
- E-mails
- Telephone calls
- Meetings.

### 36. What is the most common way to communication with customers and why?

Verbally is best, as it provides the opportunity to provide further explanation, use body language, provide examples and answer questions the customer may have.

### 37. What are two ways to ensure you complete your allocated tasks?

- Work quickly
- Practice being interrupted
- Practice tact and diplomacy
- Take a minute to plan and prioritise
- Ask for help where required.

## 38. Answer 'True' or 'False' to the following statement: Tasks should not be prioritised as each task is as important as each other.

The answer is false.

# 39. How can you incorporate knowledge and information into day to day operations?

- Working in accordance with new or revised requirements
- Using new knowledge to modify personal work practices
- Updating printed materials
- Supplying information to customers that incorporates the new knowledge.

## 40. Answer 'True' or 'False' to the following statement: Sharing information with other people is not important in the workplace.

The answer is false.

## **Observation Checklist**

Student name		
Assessor name		
Location/venue		
Unit of competency	Develop and update tourism industry knowledge	
	D2.TCC.CL1.07	
Dates of observation		
Instructions	<ol> <li>Over a period of time observe the student completing each of the following tasks:</li> </ol>	
	a) Source current information on the tourism industry	
	<ul> <li>b) Source information on compliance and related issues which impact on the tourism industry</li> </ul>	
	c) Use sourced tourism industry information	
	2. Enter the date on which the tasks were undertaken	
	3. Place a tick in the box to show they completed each aspect of the task to the standard expected in the enterprise	
	4. Complete the feedback sections of the form, if required.	

Did the candidate		
Element 1: Source current information on the tourism industry		
Identify sources of information on issues of economic, political and social significance, and obtain such information		
Identify sources of information on tourism industry statistics and trends, and obtain such information		
Identify sources of information on the relationship between the tourism industry and the role of the local community/ies, and obtain such information		
Identify sources of information on tourism markets and their relevance to market segments, and obtain such information		
Identify sources of information on the nature of the relationship between tourism and other industries, and obtain such information		
Identify sources of information on different tourism industry sectors, their inter- relationships, the services available, and obtain such information		

Identify sources of information on major tourism industry bodies, and obtain such information				
Identify sources of information on specific features of the local/regional tourism industry, and obtain such information				
Identify sources of information on environmental issues, and obtain such information				
Identify sources of information on career opportunities within the tourism industry and the allied roles and responsibilities of staff, and obtain such information				
Identify sources of information on work organisation and time management in the tourism industry, and obtain such information				
Identify sources of information on quality assurance in the tourism industry, and obtain such information				
Identify sources of information on current and emerging tourism industry technology, and obtain such information				
Element 2: Source information on compliance and related issues which impact on the tourism industry				
Identify sources of information on legal issues, and obtain such information				
Identify sources of information on legal issues, and obtain such information Identify sources of information on ethical issues, and obtain such information				
Identify sources of information on ethical issues, and obtain such information Identify sources of information on industrial and workplace relations issues,				
Identify sources of information on ethical issues, and obtain such information Identify sources of information on industrial and workplace relations issues, and obtain such information Identify sources of information on current issues of concern for the industry,				
Identify sources of information on ethical issues, and obtain such information Identify sources of information on industrial and workplace relations issues, and obtain such information Identify sources of information on current issues of concern for the industry, and obtain such information				
Identify sources of information on ethical issues, and obtain such information         Identify sources of information on industrial and workplace relations issues, and obtain such information         Identify sources of information on current issues of concern for the industry, and obtain such information         Element 3: Use sourced tourism industry information				
Identify sources of information on ethical issues, and obtain such information         Identify sources of information on industrial and workplace relations issues, and obtain such information         Identify sources of information on current issues of concern for the industry, and obtain such information         Element 3: Use sourced tourism industry information         Share information with colleagues and customers         Conduct work activities in accordance with legal requirements and ethical				

Feedback to student and	trainer/assessor		
Strengths:			
Improvements needed:			
General comments:			
Candidate signature		Date	
Assessor signature		Date	

# **Third Party Statement**

Student name:						
Name of third party:		Contact no				
Relationship to student:	Employer Supervisor Colleague Other     Please specify:      Please do not complete the form if you are a relative, close friend or have a conflict of     interest]					
Unit of competency:	y: Develop and update tourism industry knowledge D2.TCC.CL1.07					
•	sessed against industry competence ement of their competence.	cy standards a	and we	are see	eking	
	Please answer these questions as a record of their performance while working with you. Thank you for your time.					
Do you believe the trainee has demonstrated the following skills? Yes No sure						
Identifies sources of current information on a wide range of issues impacting on the tourism industry						
Obtains relevant information from identified sources of issues impacting on the workplace and the broader tourism industry						
Identifies and obtains relevant information on ethical, legal, industrial relations and other issues impacting on the tourism industry and the workplace						
Shares new/update industry knowledge with colleagues and customers						
Uses and applies new/u workplace activities	updated industry knowledge in day-	to-day				

Comments/feedback from Third Party to Trainer/Assessor:

Third party signature:	Date:
Send to:	

### **Competency Recording Sheet**

Name of Student		
Name of Assessor/s		
Unit of Competency	Develop and update tourism industry knowledge	D2.TCC.CL1.07
Date assessment commenced		
Date assessment finalised		
Assessment decision	Competent / Not Yet Competent (Circle one)	
Follow up action required (Insert additional work and assessment required to achieve competency)		
Comments/observations by assessor/s		

Place a tick ( $\checkmark$ ) in the column to reflect evidence obtained to determine Competency of the student for each Performance Criteria.

Element & Performance Criteria	Observation of skills	3rd Party Statement	Oral Questions	Written Questions	Work Projects	Other
Element 1: Source current information on the tourism industry						
Identify sources of information on issues of economic, political and social significance, and obtain such information						
Identify sources of information on tourism industry statistics and trends, and obtain such information						
Identify sources of information on the relationship between the tourism industry and the role of the local community/ies, and obtain such information						
Identify sources of information on tourism markets and their relevance to market segments, and obtain such information						
Identify sources of information on the nature of the relationship between tourism and other industries, and obtain such information						
Identify sources of information on different tourism industry sectors, their interrelationships, the services available, and obtain such information						

Element & Performance Criteria	Observation of skills	3rd Party Statement	Oral Questions	Written Questions	Work Projects	Other
Element 1: Source current information on the tourism industry						
Identify sources of information on major tourism industry bodies, and obtain such information						
Identify sources of information on specific features of the local/regional tourism industry, and obtain such information						
Identify sources of information on environmental issues, and obtain such information						
Identify sources of information on career opportunities within the tourism industry and the allied roles and responsibilities of staff, and obtain such information						
Identify sources of information on work organisation and time management in the tourism industry, and obtain such information						
Identify sources of information on quality assurance in the tourism industry, and obtain such information						
Identify sources of information on current and emerging tourism industry technology, and obtain such information						

Place a tick ( $\checkmark$ ) in the column to reflect evidence obtained to determine Competency of the student for each Performance Criteria.

Element & Performance Criteria	Observation of skills	3rd Party Statement	Oral Questions	Written Questions	Work Projects	Other
Element 2: Source information on compliance and related issues which impact on the tourism industry						
Identify sources of information on legal issues, and obtain such information						
Identify sources of information on ethical issues, and obtain such information						
Identify sources of information on industrial and workplace relations issues, and obtain such information						
Identify sources of information on current issues of concern for the industry, and obtain such information						

Place a tick ( $\checkmark$ ) in the column to reflect evidence obtained to determine Competency of the student for each Performance Criteria.

Element & Performance Criteria	Observation of skills	3rd Party Statement	Oral Questions	Written Questions	Work Projects	Other
Element 3: Use sourced tourism industry information						
Share information with colleagues and customers						
Conduct work activities in accordance with legal requirements and ethical standards						
Apply industry knowledge and information to the day- to-day operation of the tourism business						





