Federal Democratic Republic of Ethiopia OCCUPATIONAL STANDARD



ETHIOPIAN CULTURAL FOOD PREPARATION



NTQF Level III



Ministry of Education September 2012

Introduction

Ethiopia has embarked on a process of reforming its TVET-System. Within the policies and strategies of the Ethiopian Government, technology transformation – by using international standards and international best practices as the basis, and, adopting, adapting and verifying them in the Ethiopian context – is a pivotal element. TVET is given an important role with regard to technology transfer. The new paradigm in the outcome-based TVET system is the orientation at the current and anticipated future demand of the economy and the labor market.

The Ethiopia Occupational Standard (EOS) is the core element of the Ethiopian National TVET-Strategy and an important factor within the context of the National TVET-Qualification Framework (NTQF). They are national Ethiopian standards, which define the occupational requirements and expected outcome related to a specific occupation without taking TVET delivery into account.

This document details the mandatory format, sequencing, wording and layout for the Ethiopian Occupational Standard comprised of Units of Competence.

A Unit of Competence describes a distinct work activity. It is documented in a standard format that comprises:

- Occupational title, NTQF level
- Unit code
- Unit title
- Unit descriptor
- Elements and Performance criteria
- Variables and Range statement
- Evidence guide

Together all the parts of a Unit of Competence guide the assessor in determining whether the candidate is competent.

The ensuing sections of this EOS document comprise a description of the respective occupation with all the key components of a Unit of Competence:

- chart with an overview of all Units of Competence for the respective level including the Unit Codes and the Unit Titles
- contents of each Unit of Competence (competence standard)
- occupational map providing the technical and vocational education and training (TVET) providers with information and important requirements to consider when designing training programs for this standards, and for the individual, a career path

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UNIT OF COMPETENCE CHART

Occupational Standard: Ethiopian Cultural Food Preparation

Occupational Code: CST ECF

NTQF Level III

CST ECF3 01 0912

Prepare, Cook and Serve Food for Food Service CST ECF3 02 0912

Prepare Advanced Ethiopian Cultural Dishes and Beverages CST ECF3 03 0912

Prepare Stocks, Sauces and Soups

CST ECF3 04 0912

Prepare Vegetables, Fruit, Eggs and Farinaceous Dishes **CST ECF3 05 0912**

Select, Prepare and Cook Poultry

CST ECF3 06 0912

Select, Prepare and Cook Fish

CST ECF3 07 0912

Select, Prepare and Cook Meat

CST ECF3 08 0912

Prepare Hot and Cold Desserts

CST ECF3 09 0912

Plan and Prepare Ethiopian Food for Buffets

CST ECF3 10 0912

Prepare Foods According to Dietary and Cultural Needs **CST ECF3 11 0912**

Package Prepared Foodstuffs

CST ECF3 12 0912

Operate a Fast Food
Outlet

CST ECF3 13 0912

Transport and Store Food in a Safe and Hygienic Manner **CST ECF3 14 0912**

Implement Food Safety Procedures

CST ECF3 15 0912

Monitor Implementation of Work plan / Activities

CST ECF3 16 0912

Apply Quality Control

CST ECF3 17 0912

Lead Workplace Communication CST ECF3 18 0912

Lead Small Teams

CST ECF3 19 0912

Improve Business Practice

CST ECF3 20 1012

Maintain Quality System and Continuous Improvement

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Occupational Standard: Ethiopian Cultural Food Preparation Level III	
Unit Title	Prepare, Cook and Serve Food for Food Service
Unit Code	CST ECF3 01 0912
Unit Descriptor	This unit describes the performance outcomes, skills and knowledge required to prepare, cook and serve Ethiopian Cultural food items for a food service. It incorporates aspects of preparing, cooking and serving a variety of food items for a service period in a hospitality enterprise, using a range of basic cooking methods and working as part of a team. The unit integrates key technical and organisational skills required by a short order cook or caterer. It brings together the skills and knowledge covered in individual units and focuses on the way these must be applied in a commercial kitchen or catering enterprises.
	Food service periods may be breakfast, lunch, dinner, supper or special functions and events.
	Styles of menus may be classical, contemporary or ethnic and may be formal or informal according to enterprise requirements

Elements	Performance Criteria
Organize and prepare Ethiopian	1.1Calculate Ingredients quantities for a dish and determine requirements for quality and style according to recipes and specifications.
cultural food for food service	1.2Prepare a job checklist for food that is clear, complete and appropriate to the situation.
	1.3Liaise with other team members about menu requirements and job roles.
	1.4Follow a work schedule to maximize efficiency, taking into consideration roles and responsibilities of other team members.
	1.5 <i>Organize and prepare food items</i> in correct quantities and according to requirements.
	1.6Store food items appropriately in readiness for service
Cook and serve menu items for food service	2.1Identify and use <i>appropriate commercial equipment</i> to produce menu items.
	2.2Cook and serve menu items according to <i>menu type</i> and service style, using appropriate <i>cookery methods</i> .
	2.3Meet special requests or dietary requirements of customers under direction.
	2.4Work cooperatively as part of a kitchen team.

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	2.5Follow workplace safety and hygiene procedures according to enterprise and legislative requirements
Complete end of service	3.1Carry out end of service procedures according to enterprise practices and regulatory requirements.
requirements	3.2Store food items appropriately to minimize food spoilage, contamination and wastage, and label them according to enterprise procedures.
	3.3 Participate in post-service debrief

Variable	Range
Organising and preparing food items (mise en place) includes as required:	 cleaning and preparing vegetables and other ingredients preparing and portioning meat, poultry and seafood preparing stocks, sauces and dressings preparing garnishes cooking soups and other precooked items preparing or cooking desserts Selecting and using service ware and equipment.
Appropriate commercial equipment may include: but not limited to these,	 electric, gas or induction ranges deep-fryers Traditional utensils steamers
Menu type will vary according to the enterprise and occasion and may include:	 à la carte set menu (table d'hôte) Function or buffet
Cookery methods may include:	 boiling poaching steaming stewing braising baking Charcoal grilling shallow frying deep-frying stir-frying pan-frying blanching

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Special requests or dietary requirements of customers may include:	 cultural needs and restrictions specific dietary requirements related to medical requirements, such as food exclusions for allergies and medications, and diabetic or other diets
include.	 preferences for particular ingredients and cooking methods, such as vegetarian
	Religious restriction
End of service	safe storage of food items
procedures may include:	 cleaning procedures related to kitchen and equipment
include.	debriefing sessions
	 quality reviews
	• restocking
	 preparations for the next food service period

Evidence Guide	Evidence Guide		
Critical aspects of Competence	 Assessment requires evidence that the candidate: ability to prepare a variety of different recipes and Ethiopian cultural food backgrounds ability to prepare a number of cultural foods within realistic timeframes ability to present cultural foods attractively and creatively 		
Underpinning Knowledge and Attitudes	 Demonstrates knowledge of: historical development and current trends in cultural food suitable ingredients and food combinations for use in cultural foods compatible dressings and sauces for incorporating into or accompanying cultural foods methods of attractive presentation for cultural food nutritional values of cultural food ingredients and the effects of cooking on nutrients culinary terms commonly used in the industry with regard to cultural foods principles and practices of hygiene related to working in a kitchen, including appropriate uniform and other personal protective equipment 		
Underpinning Skills	Demonstrates skills to: • knife skills to prepare a range of cultural foods • safe work practices, particularly when using knives • logical and time-efficient work flow • waste minimisation techniques and environmental considerations in relation to cultural foods		

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	 problem-solving skills to deal with problems such as shortages of food items, mistakes or problems in commodities or meals produced, and equipment failure literacy skills to read menus, orders and instructions Numeracy skills to calculate quantities and portions against orders.
Resources Implication	Access is required to real or appropriately simulated situations, including work areas, materials and equipment, and to information on workplace practices and OHS practices.
Assessment Methods	Competency may be assessed through: Interview / Written Test / Oral Questioning Observation / Demonstration
Context of Assessment	Competency may be assessed in the work place or in a simulated work place setting

Occupational Standard: Ethiopian Cultural Food Preparation Level III	
Unit Title	Prepare Advanced Ethiopian Cultural Dishes and Beverages
Unit Code	CST ECF3 02 0912
Unit Descriptor	This unit describes the performance outcomes, skills and knowledge required to prepare and present Ethiopian cultural foods and beverages in a commercial kitchen or catering operation.
	Ethiopian dishes are foods that normally include a range of hot and cold dishes which can be either classical or modern, and vary in ethnic and cultural origins.

Elements	Performance Criteria
Prepare cultural	1.1Identify <i>cultural foods</i> for menu items.
food & beverages for service	1.2Arrange condiments, fresh herbs, spices, powdered red pepper, powdered peas and traditional hot pepper paste.
	1.3Prepare traditional spiced butter.
	1.4Prepare sauces and staple cultural foods to enterprise requirements for specific dishes
	1.5 prepare Shiro, Berbere, Spices, herbs
	1.6Brew cultural beverages
Portion and present food and beverage	2.1Ensure that sufficient supplies of clean, undamaged crockery are available at temperatures appropriate to food being served.
	2.2Portion food according to enterprise policies and standard recipes.
	2.3present food neatly and attractively, without drips or spills, to the enterprise requirements for the specified dish, taking into consideration eye appeal, color and contrast, temperature of food, <i>service equipment</i> , and classical and innovative arrangement styles.
	2.4Serve food to be displayed in public areas in appropriate service ware at the correct temperature, in an attractive manner, without drips or spills and giving attention to color
	2.5 present beverage with appropriate cultural serving products
3. Work in a team	3.1Demonstrate good teamwork with all kitchen and food service staff to ensure timely, quality service of food.
	3.2Organize and follow a kitchen routine for food service to maximize food quality and minimize delays.
	3.3 Maintain a high standard of personal and work-related hygiene practices.

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Variable	Range
Cultural foods must be presented and served including: but not limited to these:	 Cold foods food items: fasting and non-fasting food
staple cultural foods may include; but not limited to these	InjeraKochoKitaGodere
Traditional beverage may include; but not limited to:	TelaTejAreke
Service equipment may include:	 Cultural food and beverage serving products buffet or appropriate table Cultural Ethiopian display items Traditional cooking pots and utensils Traditional brewing containers and cups

Evidence Guide	
Critical aspects of Competence	 Assessment requires evidence that the candidate: ability to prepare a variety of different recipes and cultural food and beverage backgrounds ability to prepare shiro, berbere, spices and herbs ability to prepare a number of cultural foods and beverages within realistic timeframes ability to present cultural foods beverages and attractively and creatively
Underpinning Knowledge and Attitudes	 Demonstrates knowledge of: historical development and current trends in cultural foods and beverages suitable commodities and food and beverage combinations for use in cultural foods and beverages compatible dressings and sauces for incorporating into or accompanying cultural foods methods of attractive presentation for cultural food and beverages nutritional values of cultural food ingredients and the effects of cooking on nutrients culinary terms commonly used in the industry with regard to

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	 cultural foods principles and practices of hygiene related to working in a kitchen, including appropriate uniform and other personal protective equipment
Underpinning Skills	Demonstrates skills to:
	knife skills to prepare a range of cultural foods
	safe work practices, particularly when using knives
	logical and time-efficient work flow
	waste minimisation techniques and environmental considerations in relation to cultural foods and beverages
	problem-solving skills to deal with problems such as shortages of food items, mistakes or problems in commodities or meals produced, and equipment failure
	literacy skills to read menus, orders and instructions
	 Numeracy skills to calculate quantities and portions against orders.
Resources Implication	Access is required to real or appropriately simulated situations, including work areas, materials and equipment, and to information on workplace practices and OHS practices.
Assessment	Competency may be assessed through:
Methods	Interview / Written Test / Oral Questioning
	Observation / Demonstration
Context of Assessment	Competency may be assessed in the work place or in a simulated work place setting

Occupational Standard: Ethiopian Cultural Food Preparation Level III		
Unit Title	Prepare Ethiopian Stocks, Sauces and Soups	
Unit Code	CST ECF3 03 0912	
Unit Descriptor	This unit describes the performance outcomes, skills and knowledge required to prepare various Ethiopian stocks, sauces and soups in a commercial kitchen or catering operation.	

Elements	Performance Criteria	
Prepare stocks, glazes and	1.1Use ingredients and flavoring agents according to standard recipes and enterprise standards.	
essences required for menu items	1.2Produce a variety of stocks , glazes and essences to enterprise standards	
	1.3Use clarifying agents appropriately	
2. Prepare sauces	2.1Produce a variety of hot and cold sauces recipes	
required for menu items	2.2Make appropriate derivations from basic sauces	
	2.3Use a variety of thickening agents and convenience products appropriately.	
	2.4Evaluate sauces for flavor, color and consistency and rectify any problems	
3. Prepare soups required for	3.1Select and assemble the correct ingredients to produce soups , including stocks and prepared garnishes.	
menu items	3.2Produce a variety of soups to enterprise standards.	
	3.3Use clarifying and <i>thickening agents and methods</i> , and <i>convenience products</i> where appropriate.	
	3.4Evaluate soups for flavor, color, consistency, temperature and rectify any problems.	
	3.5Present soups at the right temperature in clean service ware without drips and spills, using suitable garnishes and accompaniments	
4. Store and reconstitute	4.1Store stocks, sauces and soups to maintain optimum freshness and quality.	
stocks, sauces and soups	4.2Reconstitute stocks, sauces and soups to appropriate standards of consistency.	

Variable	Range
Stocks and sauces may include; but not limited to these	must include a selection from each of the following:reduced saucesthickened sauces

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Soups must include a selection from each of the following:	 hot, warm and cold emulsion may include: chicken and fish stock beef stock lamb stock lentil, shiro, doro, clear broth oat bisque
Thickening agents and methods may include: Convenience products may include:	 beurre mani corn and potato flour modified starch stocks boosters flavour enhancers

Evidence Guide	
Critical aspects of Competence	 Assessment requires evidence that the candidate: ability to prepare a variety of Ethiopian stocks, sauces and soups from different recipes and cultural backgrounds detailed ingredients knowledge of different classifications of stocks, sauces and soups preparation of sauces and soups for customers within typical workplace conditions, including working within time constraints
Underpinning Knowledge and Attitudes	 Demonstrates knowledge of: principles and techniques of producing stocks, sauces and soups to industry standards common problems in stocks, sauces and soups and how to identify and rectify them culinary terms commonly used in the industry in relation to stocks, sauces and soups appropriate ingredients and food components that may be substituted to meet special dietary and cultural needs principles and practices of hygiene on a personal and professional level

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Underpinning Skills	Demonstrates skills to:	
	 using various stocks and bases for a range of soups and sauces 	
	logical and time-efficient work flow	
	 safe work practices, particularly in relation to bending and lifting 	
	 waste minimisation techniques and environmental considerations in relation to soups, stocks and sauces 	
	 problem-solving skills to deal with problems such as mayonnaise breaking or soup curdling, shortages of food items and equipment failure 	
	literacy skills to read orders and instructions	
	 numeracy skills to calculate quantities and portions against orders 	
	organisational skills and teamwork	
Resources Implication	Access is required to real or appropriately simulated situations, including work areas, materials and equipment, and to information on workplace practices and OHS practices.	
Assessment	Competency may be assessed through:	
Methods	Interview / Written Test / Oral Questioning	
	Observation / Demonstration	
Context of Assessment	Competency may be assessed in the work place or in a simulated work place setting	

Occupational Standard: Ethiopian Cultural Food Preparation Level III		
Unit Title	Prepare Vegetables, Fruit, Eggs and Farinaceous Dishes	
Unit Code	CST ECF3 04 0912	
Unit Descriptor	This unit describes the performance outcomes, skills and knowledge required to prepare various vegetables, fruit, eggs and farinaceous dishes in a commercial kitchen or catering operation.	
	Vegetables and fruit may be fresh, preserved or frozen, and selected according to seasonal availability, menu and enterprise requirements. A variety of vegetables and fruit dishes must be prepared and cooked. These may be various ethnic or cultural origins, and may be offered as main dishes, appetisers or salads, or accompaniments.	
	Potato accompaniments must include both classical and contemporary dishes.	

Elements	Performance Criteria
Prepare vegetable and	1.1Select vegetables and fruit in season according to availability, quantity, quality and price.
fruit dishes	1.2Select vegetables, fruit and potato accompaniments to complement and enhance menu items.
	1.3Prepare and, where appropriate, cook a variety of vegetables and fruit dishes using suitable cookery methods and preserving optimum quality and nutrition.
	1.4Where appropriate, select suitable sauces and accompaniments to be served with vegetables.
	1.5Present vegetable and fruit attractively using suitable garnishes, where appropriate
Prepare farinaceous	2.1Select and prepare a variety of <i>farinaceous foods</i> according to standard and enterprise recipes.
dishes	2.2Prepare farinaceous foods using appropriate methods to ensure optimum quality.
	2.3Select sauces and accompaniments that are appropriate to farinaceous foods
3. Prepare and cook egg-based dishes	3.1Prepare and cook a variety of egg-based dishes according to standard recipes, using a range of methods including boiling, frying and scrambling.
	3.2Prepare and cook egg dishes to ensure optimum and desired quality, consistency and appearance.
	3.3Select sauces and accompaniments appropriate to eggs.
	3.4Use eggs for a variety of <i>culinary uses</i>

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4. Store vegetables, eggs and farinaceous	4.1 Store fresh and processed eggs, vegetables and fruit, and farinaceous foodstuffs at correct temperatures and under correct conditions to maintain optimum freshness and quality
foodstuffs	

Variable	Range	
Farinaceous foods may include:	semolinapulses	
	cracked wheat	
	• oat	
	• cereals	
Egg-based dishes	scrambled egg	
must include:	boiled egg	
	fried egg	
Culinary uses must	aerating	
include: but not limited to these:-	setting	
iiiiiited to triese	• coating	
	enriching	
	emulsifying	
	glazing	
	clarifying	
	garnishing	
	thickening	

Evidence Guide		
Critical aspects of Competence	 Assessment requires evidence that the candidate: ability to prepare a variety of dishes using vegetables and fruit ability to prepare a variety of egg-based dishes, using a variety of methods ability to make a variety of farinaceous dishes and present them with suitable accompanying sauces detailed understanding of the different classifications of vegetables, fruit, eggs and farinaceous products preparation of dishes for customers within typical workplace time constraints 	
Underpinning Knowledge and Attitudes	 Demonstrates knowledge of: varieties and characteristics of vegetables, fruit, eggs and farinaceous foods past and current trends in culinary uses and dishes using 	

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	 vegetables, fruit, eggs and farinaceous foods nutrition related to vegetables, fruit, eggs and farinaceous dishes, in particular the food values of ingredients and the effects of cooking on the nutritional value of food culinary uses and common industry terms in relation to vegetables, fruit, egg and farinaceous dishes principles and practices of hygiene, in particular those related to the use of raw ingredients 	
Underpinning Skills	Demonstrates skills to:	
Oriderphining Okins	cutting and presentation techniques, particularly in relation to vegetables and fruit	
	organisational skills and teamwork	
	logical and time-efficient work flow	
	 waste minimisation techniques and environmental considerations in relation to vegetables, fruit, eggs and farinaceous dishes 	
	safe work practices, particularly in relation to using knives	
	 problem-solving skills to deal with problems such as shortages of food items, mistakes or problems in commodities or meals produced, and equipment failure 	
	literacy skills to read orders and instructions	
	numeracy skills to calculate quantities and portions against orders	
Resources Implication	Access is required to real or appropriately simulated situations, including work areas, materials and equipment, and to information on workplace practices and OHS practices.	
Assessment	Competency may be assessed through:	
Methods	Interview / Written Test / Oral Questioning	
	Observation / Demonstration	
Context of Assessment	Competency may be assessed in the work place or in a simulated work place setting	

Occupational Standard: Ethiopian Cultural Food Preparation Level III		
Unit Title	Select, Prepare and Cook Poultry	
Unit Code	CST ECF3 05 0912	
Unit Descriptor	This unit describes the performance outcomes, skills and knowledge required to select, prepare, cook, present and store poultry in a commercial kitchen or catering operation.	

Elements	Performance Criteria
Select and purchase poultry	1.1Select and purchase <i>poultry</i> according to quantity and quality required
Handle and store poultry	2.1Handle poultry efficiently and hygienically to minimize risk of food spoilage or cross-contamination.
	2.2Thaw frozen poultry correctly and safely.
	2.3Store poultry ensuring optimal storage conditions and temperature for poultry are maintained
3. Prepare, cook and present poultry	3.1Use poultry <i>preparation techniques</i> correctly.
	3.2Prepare and cook a variety of poultry dishes according to standard recipes and enterprise standards, using appropriate <i>cookery methods</i> .
	3.3Serve poultry according to enterprise standards, including carving, slicing or leaving whole.
	3.4 Present poultry using suitable sauces, garnishes and accompaniments.

Variable	Range
Poultry may include:	chicken, Jigra, Qoq
Poultry preparation techniques must include:	 de-boning filleting trimming marinating
Cookery methods for poultry must include:	 pot-roasting sautéing and braising poaching stewing boiling

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Evidence Guide	
Critical aspects of	Assessment requires evidence that the candidate:
Competence	Prepare and cook a variety of Ethiopian poultry dishes using a variety of culinary methods to enterprise standards
	Prepare dishes for customers within typical workplace time constraints
	Understand the different classifications of poultry
	 Understand and demonstrate particular storage and handling issues in relation to poultry.
Underpinning	Demonstrates knowledge of:
Knowledge and Attitudes	classification of varieties of poultry and poultry items
Attitudes	quality criteria for poultry
	appropriate cookery methods for poultry
	past and current trends in poultry dishes
	 nutrition related to poultry, including food values and any specific issues
	culinary terms commonly used in the industry relating to poultry
	 principles and practices of hygiene, particularly in relation to cross contamination
	costing, yield testing and portion control for poultry
Underpinning Skills	Demonstrates skills to:
	logical and time-efficient work flow
	waste minimisation techniques and environmental considerations in relation to poultry
	organisational skills and teamwork
	safe work practices, particularly in relation to cutting
	problem-solving skills to deal with problems such as shortages of food items and equipment failure
	literacy skills to read orders and instructions
	numeracy skills to calculate quantities and portions against orders
Resources Implication	Access is required to real or appropriately simulated situations, including work areas, materials and equipment, and to information on workplace practices and OHS practices.
Assessment	Competency may be assessed through:
Methods	Interview / Written Test / Oral Questioning
	Observation / Demonstration
Context of Assessment	Competency may be assessed in the work place or in a simulated work place setting
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Occupational Standard: Ethiopian Cultural Food Preparation Level III		
Unit Title	Unit Title Select, Prepare and Cook Fish	
Unit Code	CST ECF3 06 0912	
Unit Descriptor	This unit describes the performance outcomes, skills and knowledge required to select, prepare, present and store fish in a commercial kitchen or catering operation. Menu items to be produced from fish may include a variety of	
	dishes, of varying cultural and ethnic origins, and may involve raw or cooked fish.	

Elements	Performance Criteria	
Select and store fish	1.1Select <i>fish</i> according to quality, seasonal availability, price and requirements for specific menu items.	
	1.2Estimate yields accurately for various types of fish	
	1.3Maintain and kill live fish, where used, in a humane manner and according to government regulations.	
	1.4Handle and store fish hygienically and correctly.	
	1.5Thaw frozen fish to ensure maximum quality, hygiene and nutrition.	
	1.6Where applicable, check date stamps and codes to ensure quality control	
Prepare and cook fish	2.1Clean, gut and fillet fish correctly and efficiently according to enterprise standards.	
	2.2Clean and prepare fish according to enterprise standards.	
	2.3 Cook fish to enterprise standards using a variety of cookery methods.	
	2.4Use fish by-products appropriately for a variety of dishes and menu items	
3. Present fish	3.1 Prepare and present fish for service	
	3.2Prepare suitable sauces and dips according to standard recipes and as required to accompany menu items	
	3.3Select plate presentations and garnishing techniques and use according to recipes and enterprise standards	
	3.4 Carry out service according to enterprise methods and standards	

Variable	Range
Fish must include:	Nile perch, tilapia, koroso, river fish

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Fish may be fresh, frozen or preserved, from ocean or freshwater, and includes:	 flat fish round fish fillets whitefish oily fish
Considerations for cooking fish must include:	 variety of fish cut and size or portion whole fish or fillets texture and types of flesh bone in or boneless portions
Considerations for preparing and presenting fish include:	 palatability visual appearance harmony of ingredients comparative size between dish and garnish quality and taste

Evidence Guide	
Critical aspects of Competence	 Assessment requires evidence that the candidate: ability to prepare and serve a variety of fish raw or cooked as appropriate to enterprise standards preparation of dishes for customers within typical workplace time constraints detailed understanding of the different classifications of fish understanding and demonstration of storage and handling issues related to fish
Underpinning Knowledge and Attitudes	 Demonstrates knowledge of: classification and varieties of fish appropriate cookery methods for fish criteria for judging the quality of fresh fish storage requirements for fish costing, yield testing and portion control for fish nutrition in relation to fish, in particular the nutritional value of fish and specific dietary issues, including allergies and intolerances culinary terms commonly used in the industry in relation to fish principles and practices of hygiene, particularly in relation to the handling and storage of fish

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Underpinning Skills Demonstrates skills to:		
Onderprining Okino	 cutting and presentation techniques, particularly in relation to fish 	
	waste minimisation techniques and environmental considerations in relation to fish	
	 safe work practices, particularly in relation to using sharp knives 	
	 problem-solving skills to deal with problems such as shortages of food items and inferior quality of commodities 	
	literacy skills to read orders and instructions	
	 numeracy skills to calculate quantities and portions against orders 	
Resources Implication	Access is required to real or appropriately simulated situations, including work areas, materials and equipment, and to information on workplace practices and OHS practices.	
Assessment Methods	Competency may be assessed through: • Interview / Written Test / Oral Questioning	
	Observation / Demonstration	
Context of Assessment	Competency may be assessed in the work place or in a simulated work place setting	

Occupational Standard: Ethiopian Cultural Food Preparation Level III	
Unit Title Select, Prepare and Cook Meat	
Unit Code	CST ECF3 07 0912
Unit Descriptor	This unit describes the performance outcomes, skills and knowledge required to select, prepare, cook and store meats in a commercial kitchen or catering operation.
	Meats include primary, secondary and portioned cuts of pork, lamb, beef and veal; and game, fancy meats and offal.
	Meats may be fresh, frozen or preserved.

Elements	Performance Criteria
Select meats	Select primary, secondary and portioned cuts of pork, lamb, beef and veal required for menu items.
	1.2 Select <i>game</i> , <i>fancy meats and offal</i> as required for menu items.
	1.3 Apply and use leftovers to minimize waste and maintain quality.
	Select low-cost cuts and meat products when and where appropriate.
	Select the best supplier for quality and price according to enterprise requirements.
	1.6 Minimize wastage through appropriate purchase and storage techniques
Prepare and portion meats	2.1 Select and use suitable <i>knives and equipment</i> for meat preparation and cooking.
	2.2 Prepare and portion meat cuts, game, fancy meats and offal according to menu requirements.
	2.3 Prepare and use suitable marinades where appropriate for a variety of meat cuts
Cook and present meats	3.1 Select and use a variety of appropriate <i>cooking methods</i> for meats.
· · · · · · · · · · · · · · · · · · ·	3.2 Cook and present a variety of primary, secondary and portioned meat cuts to standard recipe specifications.
	3.3 Cook and present a variety of game, fancy meats and offal to standard recipe specifications.
	3.4 Portion and serve meats according to menu requirements.
	3.5 Carve meats using the appropriate tools and techniques, taking into consideration meat structure, bone structure and minimal waste

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4. Store meats	4.1 Store fresh and preserved meats according to health regulations.
	4.2 Age fresh meat correctly, where required, to maximize and maintain quality.
	4.3 Thaw frozen meats correctly

Variable	Range
Game, fancy meats and offal may include:	 venison boar rabbit hare ox tails sweetbreads brains kidney liver
	tongueheart
Knives and equipment may include:	 butcher and boning knives saws and meat cleavers meat bats meat hooks knife sharpening equipment mincers bow choppers slicing machines food processors meat thermometers weighing scales
Preparation and portioning techniques must include:	 boning, cutting, trimming and mincing weighing and portioning tenderising
Cooking methods suitable for meat must include:	 roasting charcoal grilling frying braising stewing boiling

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Evidence Guide Critical aspects of Assessment requires evidence that the candidate: Competence detailed understanding of the different classifications of meats use of a wide range of meat types, cuts and products ability to use safe and accurate cutting techniques ability to use a variety of preparation techniques for meats, as appropriate ability to prepare and cook a variety of meat and meat dishes using suitable cooking techniques to enterprise standards preparation of dishes for customers within typical workplace time constraints hygienic handling and storing of meat Underpinning Demonstrates knowledge of: Knowledge and characteristics of types of meats, including type, cut, quality **Attitudes** and fat content characteristics of different meat cuts, including primary, secondary and portioned cuts principles and practices of storing, freezing and aging meat appropriate preparation and cookery methods for various cuts and types of meat uses and characteristics of various knives and equipment cutting techniques in relation to meat knife care and maintenance nutrition in relation to meats, including food values of meats culinary terms commonly used in the enterprise and industry in relation to meat and meat cuts principles and practices of hygiene, in particular in relation to handling and storing meat costing, yield testing and portion control for meat Underpinning Skills Demonstrates skills to: organisational skills and teamwork logical and time-efficient work flow waste minimisation techniques and environmental considerations in relation to meat safe work practices, in particular in relation to cutting problem-solving skills to deal with quality problems such as meat that is tough or has too much fat literacy skills to read menus, recipes and task sheets numeracy skills to calculate portions, and weigh and measure quantities of meat and meat portions

Resources Implication	Access is required to real or appropriately simulated situations, including work areas, materials and equipment, and to information on workplace practices and OHS practices.
Assessment Methods	Competency may be assessed through: Interview / Written Test / Oral Questioning Observation / Demonstration
Context of Assessment	Competency may be assessed in the work place or in a simulated work place setting

Occupational Standard: Ethiopian Cultural Food Preparation Level III		
Unit Title	Prepare Hot and Cold Desserts	
Unit Code	CST ECF3 08 0912	
Unit Descriptor	This unit describes the performance outcomes, skills and knowledge required to prepare a range of hot, cold Ethiopian desserts in a commercial kitchen or catering operation.	

Elements	Performance Criteria
Prepare and produce	1.1Select, measure and weigh ingredients according to recipe requirements
desserts and sweets	1.2Select and use appropriate <i>equipment</i> .
	1.3Use standard or enterprise recipes to produce a variety of hot and cold desserts and sweets appropriate for a variety of menus and catering establishments.
	1.4Produce creative and innovative desserts and sweets using a range of appropriate ingredients
2. Decorate, portion and	2.1Decorate desserts and sweets appropriately to enhance presentation.
present desserts and sweets	2.2Portion desserts and sweets according to enterprise standards
3. Prepare sweet sauces	3.1Prepare a range of hot and cold sauces to a desired consistency and flavor.
	3.2Use <i>thickening agents</i> suitable for sweet sauces where appropriate.
	3.3Store sauces to retain desired quality and characteristics
4. Prepare accompaniment	4.1Use accompaniments, garnishes and decorations to enhance taste, texture and balance.
s, garnishes and decorations	4.2Ensure that flavors and textures of garnishes complement desserts
5. Store desserts and sweets	5.1Store desserts and sweets at the appropriate temperature and under the correct conditions to maintain quality, freshness and customer appeal.
	5.2Select and use suitable packaging to preserve taste, appearance and eating characteristics.

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Variable	Range	
Equipment for making desserts and sweets may include: but not limited to these:-	 mixers blenders juicers or vitaminizers Ovens Frying pans 	
Desserts and sweets may include:	prepared fruitcrepes and omelettes	
Sauces may include:	 sugar syrups fruit syrups sauces flavoured butters honey syrups milk and milk products 	

Evidence Guide	Evidence Guide	
Critical aspects of	Assessment requires evidence that the candidate:	
Competence	 ability to prepare a variety of different types of desserts and sweets to enterprise standards 	
	 preparation of dishes for customers within typical workplace time constraints 	
	 ability to present desserts and sweets attractively and decoratively 	
	knowledge of dessert options and ingredients	
Underpinning	Demonstrates knowledge of:	
Knowledge and Attitudes	 details and characteristics of different types of desserts and sweets 	
	 varieties of suitable ingredients for desserts and sweets 	
	 culinary terms commonly used in the industry related to desserts and sweets 	
	 principles and practices of hygiene, particularly in relation to handling and storing dairy products and the safe management of shelf life 	
	 past and current trends in desserts and sweets 	
	 nutrition related to desserts and sweets, including food values of common desserts and low-fat or low-kilojoules alternatives and substituted ingredients 	
	 storage of sweets, desserts and dessert ingredients, particularly dairy products 	
	costing, yield testing and portion control for desserts	
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Underpinning Skills	 Demonstrates skills to: logical and time-efficient work flow organisational skills and teamwork waste minimisation techniques and environmental considerations in relation to desserts safe work practices in relation to handling hot and frozen products and equipment problem-solving skills to deal with shortages of equipment literacy skills to read menus, recipes and task sheets Numeracy skills to calculate portions, and weigh and measure quantities of ingredients.
Resources Implication	Access is required to real or appropriately simulated situations, including work areas, materials and equipment, and to information on workplace practices and OHS practices.
Assessment Methods	Competency may be assessed through: Interview / Written Test / Oral Questioning Observation / Demonstration
Context of Assessment	Competency may be assessed in the work place or in a simulated work place setting

Occupational Standard: Ethiopian Cultural Food Preparation Level III		
Unit Title	Plan and Prepare Ethiopian Food for Buffets	
Unit Code	CST ECF3 09 0912	
Unit Descriptor	This unit describes the performance outcomes, skills and knowledge required to plan and prepare Ethiopian foods for buffet situations. Buffets may be associated with functions; special occasions and celebrations; and breakfast, lunch or dinner service. Buffet items may be selected to meet the requirements of	
	particular cultural groups, or a particular cultural theme	

Elements	Performance Criteria
1. Plan the buffet	1.1Plan the buffet, including Ethiopian <i>foods</i> and display, according to enterprise and customer requirements, in consultation with relevant others.
	1.2Select appropriate food items according to season, budget, and occasion and customer requirements.
	1.3Calculate the buffet cost according to budget and reporting requirements.
	1.4Plan the layout and display of buffet, taking into consideration type of food, occasion and desired theme.
	1.5Where required, design and organize or produce a variety of appropriate buffet <i>centerpieces and decorations</i>
2. Prepare, produce and	2.1Use appropriate methods of cookery to prepare cold food, meats, poultry, fish and other foods for buffets.
present Ethiopian foods	2.2Produce sauces and garnishes suitable for buffet food items.
for buffets	2.3Carve and serve meats according to enterprise standards.
	2.4Serve and present hot and cold foods according to health and hygiene regulations.
	2.5Apply portion control to minimize wastage and maximize profit.
	2.6Display and present food items attractively and tastefully to maximize appeal
Prepare and produce desserts for buffets	3.1Prepare and produce desserts suitable for buffet presentation using standard and enterprise recipes
Store buffet items	4.1Store buffet items at a safe temperature, hygienically and correctly before and after buffet service time.

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Variable	Range
Ethiopian buffet foods may include:	 selection of cold and hot dishes forcemeats meats, poultry, fish, small goods, salads and cheeses hot and cold dessert
Centrepieces and decorations, made or arranged, may include:	 floral arrangements fruit and vegetable displays special theme items candles special occasion cakes Earthenware glassware and service ware ice, fruit or vegetable, salt

Evidence Guide		
Critical aspects of Competence	 Assessment requires evidence that the candidate: detailed understanding of the different nature and handling requirements for Ethiopian buffet food items preparation of dishes suitable for buffets within typical workplace time constraints safe and hygienic practices in the preparation and service of buffets 	
Underpinning Knowledge and Attitudes	 Demonstrates knowledge of: suitable types of foods and dishes for buffets to meet enterprise, customer, nutritional and cultural requirements characteristics of food items suitable for buffets and appropriate service conditions and temperatures to maintain optimum quality nutrition, in particular the effects of cooking on the nutritional value of food, and ensuring a nutritional balance in buffet menus culinary and technical terms commonly used in the industry associated with buffets principles and practices of hygiene, particularly related to issues surrounding buffet service legislation on food safety related to service of food for buffets 	

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Underpinning Skills	 Demonstrates skills to: a range of cookery skills for a variety of food items logical and time-efficient work flow presentation techniques for food items that make up a buffet waste minimisation techniques and environmental considerations in relation to buffets problem-solving skills to deal with problems such as food not being ready on time, or shortages of particular items literacy skills to read menus, recipes and task sheets numeracy skills to calculate portions, and weigh and measure quantities of ingredients 	
Resources Implication	Access is required to real or appropriately simulated situations, including work areas, materials and equipment, and to information on workplace practices and OHS practices.	
Assessment Methods	 Competency may be assessed through: Interview / Written Test / Oral Questioning Observation / Demonstration 	
Context of Assessment	Competency may be assessed in the work place or in a simulated work place setting	

Occupational Standard: Ethiopian Cultural Food Preparation Level III		
Unit Title	Prepare Foods According to Dietary and Cultural Needs	
Unit Code	CST ECF3 10 0912	
Unit Descriptor	This unit describes the performance outcomes, skills and knowledge required to prepare and cook foods to meet both basic and specific dietary and cultural needs, generally under instructions from others. It covers the ability to apply basic nutritional principles as well as deal with special dietary and cultural requirements normally encountered in a variety of hospitality and catering establishments. Special dietary and cultural requirements include therapeutic and contemporary eating regimes as well as customer requests and	
	preferences, and specific cultural and religious needs	

Elements	Performance Criteria		
Prepare and present foods to meet basic	1.1Select appropriate ingredients to ensure optimum quality of end products, including raw foods and convenience food products.		
nutritional needs	1.2Employ suitable preparation and cooking techniques to retain optimum nutritional values.		
	1.3Present a variety of nutritionally-balanced food in an appetizing and attractive manner		
2. Prepare and present foods to	2.1Identify the requirements for special diets according to instructions from <i>relevant persons</i> .		
meet special dietary requirements	2.2Select ingredients essential for special dietary requirements .		
Toquilomonio	2.3Modify food texture where appropriate to suit specific requirements.		
	2.4Present food in an appetizing and attractive manner		
3. Prepare foods to satisfy specific cultural or	3.1Identify and meet requirements for specific <i>cultural groups</i> or special customer requests, according to instructions from relevant persons.		
religious needs	3.2Employ appropriate equipment and cooking techniques for specific diets.		
	3.3Prepare and serve food taking into account specified or requested cultural or religious considerations.		
	3.4Present an adequate range of nutritionally balanced food in an appetizing and attractive manner.		
	3.5 Communicate specific cultural or religious requirements to be addressed in food preparation to other team members and customers as appropriate.		

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Variable	Range		
Relevant persons who give instructions or requests for special dietary requirements may include: Special dietary requirements may include:	 customers or family members supervisors and managers diet icians diet technicians health and medical personnel religious personnel vegetarian vegan modified sodium or potassium low-fat or low-cholesterol lacto-ovo high-fibre gluten-free high or low-energy diabetic modified texture high or low-protein fluids food exclusions for allergies and food intolerance food exclusions related to specific medications contemporary eating regimes and trends, such as macrobiotic, liver cleansing and elimination high or low carbohydrate 		
Special cultural groups may include any ethnic, cultural or religious groups with special dietary requirements or sanctions, such as:	 Christian(fasting and non fasting) Muslim 		

Evidence Guide	
Critical aspects of Competence	 Assessment requires evidence that the candidate: ability to prepare or modify a range of dishes to meet different dietary requirements knowledge of the dietary requirements of major cultural groups knowledge of the consequences of failing to address special requirements for food allergies, diabetes and other medical

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	 conditions and customer-identified drug-food interaction industry-realistic ratios of kitchen staff to customers preparation of dishes for customers with particular dietary needs within typical workplace time constraints
Underpinning Knowledge and Attitudes	Demonstrates knowledge of: cultural, dietary and special requirements that may apply in different contexts basic principles and practices of nutrition, including: nutrients and their food sources influences on food choice food and beverage selection influences food labeling and interpretation identification of food additives and preservatives health implications of food choices Dietary Guidelines, their role and general content main types and characteristics of special diets common dietary sensitivities, including food allergies and intolerance, diabetes and other medical conditions existence of drug-food interactions and the health and legal consequences of failing to address special requirements commodity knowledge of ingredients suitable for meeting basic nutritional and special dietary needs effects of various cooking methods and food storage on nutrients principles and practices of hygiene and legislation on food safety
Underpinning Skills	 Demonstrates skills to: a variety of cooking techniques and recipe modification to suit special dietary requirements logical and time-efficient work flow presentation techniques for food problem-solving skills to consider and respond to special customer needs and requests literacy skills to read menu options for customers with special dietary needs and preferences communication skills to liaise with other team members, clarify requirements, provide information and listen to and interpret information and non-verbal communication numeracy skills to calculate quantities, portions and kilojoules for given foods and quantities
Resources Implication	Access is required to real or appropriately simulated situations, including work areas, materials and equipment, and to information on workplace practices and OHS practices.

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Assessment Methods	Competency may be assessed through: Interview / Written Test / Oral Questioning Observation / Demonstration
Context of Assessment	Competency may be assessed in the work place or in a simulated work place setting

Occupational Standard: Ethiopian Cultural Food Preparation Level III		
Unit Title Package Prepared Foodstuffs		
Unit Code	CST ECF3 11 0912	
Unit Descriptor	This unit describes the performance outcomes, skills and knowledge required to package prepared foodstuffs for storage and transportation from one location to another.	
	The type of packaging used will vary according to the enterprise needs and the type of food being packaged	

Elements	Performance Criteria	
Ensure food is suitable for packaging, storage and transportation	1.1Ensure that food meets requirements prior to packaging in terms of quality, shelf life, microbiological condition and portion control	
Select packaging materials	2.1Select <i>packaging materials</i> appropriate to specific foods, storage or transport requirements and enterprise procedures	
Package food according to needs	 3.1Package food items using <i>appropriate packaging</i> procedures according to enterprise specifications. 3.2Label foods according to the international standard regulations. 3.3Comply with local and territory and national hygiene, OHS, and food and health regulation requirements. 3.4Observe <i>environmental requirements</i> for the food packaging 	
	area, including temperature control, humidity and design and construction of shelving and storage facilities.	

Variable	Range		
Packaging materials may include:	 cartons plastic cling wrap plastic or foil containers metal or plastic trays Traditional lunch box(Agelgel) 		
Appropriate packaging must be:	 non-contaminating of appropriate dimensions for selected food visually appropriate to functional need capable of protecting food from damage environmentally appropriate stackable and transportable 		

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Environmental	temperature control
requirements relate to:	• humidity
10.	 design and construction of shelving and storage facilities
	 protection from contaminants, including pests and foreign objects
	cleaning and sanitising packaging equipment and area

Evidence Guide		
Critical aspects of	Assessment requires evidence that the candidate:	
Competence	 safe packaging within food safety requirements and regulations 	
	 selection and use of suitable packaging materials and methods for a range of food item types 	
	industry-realistic timeframes for the packaging process	
Underpinning	Demonstrates knowledge of:	
Knowledge and Attitudes	 hygiene and food safety regulations, particularly related to storing and transporting food, including local and territory and national food and health regulations pertaining to food production and packaging 	
	characteristics and uses of different packaging materials	
	 environmental appropriateness of different packaging materials 	
	portion control practices and principles	
	functional design requirements for food packaging areas	
Underpinning Skills	Demonstrates skills to:	
	 safe work practices with regard to packaging, dealing with hot surfaces, lifting and bending 	
	 problem-solving skills to deal with minor problems such as breakage of materials, lack of sufficient quantities of materials and tight timelines 	
	 literacy skills to read instructions and orders and to write labels 	
	 numeracy skills to calculate quantities of food items and packaging materials for particular jobs 	
Resources Implication	Access is required to real or appropriately simulated situations, including work areas, materials and equipment, and to information on workplace practices and OHS practices.	
Assessment	Competency may be assessed through:	
Methods	Interview / Written Test / Oral Questioning	
	Observation / Demonstration	
Context of Assessment	Competency may be assessed in the work place or in a simulated work place setting	

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Occupational Standard: Ethiopian Cultural Food Preparation Level III Unit Title Operate a Fast Food Outlet	
Unit Descriptor	This unit describes the performance outcomes, skills and knowledge required to prepare and serve a limited range of food and menu items in a catering operation or small outlet in various venues in the hospitality and tourism industry. Food and menu items are limited and defined and include fast food or specific and routine meals such as breakfasts.

Elements	Performance Criteria	
Prepare for service	1.1Review menu or product list to determine required food items for <i>food outlet</i> .	
	1.2Check quantities and quality of products and <i>fast food</i> items and restock where necessary.	
	1.3Carry out <i>mise en place</i> to ensure sufficient and appropriate food items are prepared in order to commence service.	
	1.4Complete mise en place in an efficient and timely manner before service commences.	
	1.5Meet ongoing requirements for additional food items at an appropriate time.	
	1.6Display service area and food items in a clean, hygienic and attractive manner.	
	1.7Check that personal presentation and hygiene requirements are met and maintained throughout service.	
	1.8Carry out mise en place and cooking according to safety and hygiene requirements	
2. Serve customers	2.1Determine and meet customer requirements in terms of speed of service, quantity, quality, additions and modifications to standard recipes and special requirements.	
	2.2Use customer service skills to provide polite, efficient and effective service to customers and colleagues.	
	2.3Provide assistance to customers in selection of food items where required and provide information about certain substances in food that may cause harm to some individuals according to enterprise procedures and regulatory requirements.	
	2.4Employ selling skills according to enterprise practices where required.	
	2.5Operate equipment in a safe manner according to	

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	manufacturer instructions and principles of OHS
Cook and prepare food	3.1Select and use appropriate <i>equipment</i> correctly and safely for particular cooking methods.
	3.2Select and assemble correct ingredients according to enterprise practices.
	3.3Employ appropriate cooking methods according to enterprise procedures.
	3.4Heat foods requiring reheating at the correct temperature for the required length of time, according to enterprise practices and food safety principles.
	3.5Organize work in consultation with other team members where appropriate, to ensure that food is prepared or cooked in a timely manner and ongoing customer service is provided.
	3.6Use portion control in order to minimize waste
4. Present food	4.1Present food items attractively without drips or spills and according to enterprise requirements.
	4.2Portion food according to enterprise standards.
	4.3Present food in appropriate hot or cold storage or presentation equipment
5. Store food	5.1Store food in the correct manner according to principles and practices of hygiene and food safety.
	5.2Monitor, account for and reorder stock when required
6. Clean and	6.1Maintain equipment according to manufacturer instructions.
maintain equipment	6.2Clean equipment as required before, during and after completion of service

Variable	Range	
Food outlet may	food courts	
include:	 counters in canteens and cafeterias 	
	• mobiles	
	• trays	
	• stands	
	carts or caravans	
Fast food refers to	sauted meat	
food that has been	• sambusa	
prepared off site and requires re-	fish and chips	
thermal sing, and to	• sandwiches	
simple food items	cold food	
that require basic	Gell Tibs	

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cooking or preparation techniques, and may include:	breakfast items such as eggs, Dulet, firfir, kinche, bula, oats meal, difo, ambasha and other bakery items	
Mise en place refers to basic preparation before service, including:	 assembling and preparing ingredients for menu items cleaning, peeling and slicing fruit and vegetables preparing simple food items such as cold food, sandwiches, and garnishes selection and handling (thawing, reconstituting, regenerating and re-thermalising) of portion-controlled and convenience products display of goods in appropriate storage facility 	
Equipment may include:	 utensils cutlery microwaves deep-fryers hot plates rotisseries pans and urns bains marie food warmers 	
Cooking methods may include deep-frying and grilling and an appropriate selection from the following, according to enterprise requirements:	 hot plate reheating microwaving baking roasting boiling chargrilling and barbecuing 	

Evidence Guide	
Critical aspects of Competence	 Assessment requires evidence that the candidate: application of hygiene and safety principles and procedures ability to organise and prepare a range of foods efficiently and within realistic industry timeframes preparation of food items for customers on more than one occasion and within industry-realistic time constraints
Underpinning Knowledge and Attitudes	 Demonstrates knowledge of: principles and practices of personal and food hygiene and regulatory requirements related to food safety product knowledge of range of food offered

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Underning Skills Demonstrates skills to:			
Underpinning Skills	 Demonstrates skills to: a range of basic cooking skills for fast foods, including a selection appropriate to the enterprise from: ▶ hot plate ▶ reheating ▶ microwaving ▶ baking ▶ roasting ▶ boiling ➤ chargrilling and barbecuing ➤ waste minimisation techniques and environmental 		
	considerations in relation to the operation of a fast food outlet > safe work practices as required by OHS legislation and guidelines > problem-solving skills to deal with minor problems such as shortages of food items, difficult customers, burnt or undercooked food, and poor quality commodities > customer service and communication skills to liaise with other team members, clarify requirements, provide information and listen to and interpret information and nonverbal communication > literacy skills to read instructions, menus, recipes, task sheets and instructions and to write labels > numeracy skills to add up bills and calculate quantities or portions required		
Resources Implication	Access is required to real or appropriately simulated situations, including work areas, materials and equipment, and to information on workplace practices and OHS practices.		
Assessment Methods	Competency may be assessed through: Interview / Written Test / Oral Questioning Observation / Demonstration		
Context of Assessment	Competency may be assessed in the work place or in a simulated work place setting		

Occupational Standard: Ethiopian Cultural Food Preparation Level III			
Unit Title	Transport and Store Food in a Safe and Hygienic manner		
Unit Code	CST ECF3 13 0912		
Unit Descriptor	This unit describes the performance outcomes, skills and knowledge required to transport food from a food preparation area to another location. It also deals with holding or storage on its arrival. The unit applies to all catering operations but is particularly relevant to external catering and events.		
	Transportation refers to the moving of food and food items from one location to another. For example, transporting food from a kitchen to a school or hospital or providing event catering. It does not refer to the transport of food from the kitchen to the dining room or as part of room service. The person transporting the food may or may not be driving the vehicle		

Elements	Performance Criteria	
Identify appropriate food transportation	1.1Select suitable food <i>transportation</i> vehicles according to <i>legislative requirements</i>	
2. Transport food	2.1Package, load, restrain and unload food appropriately.	
safely and hygienically	2.2Employ hygienic work practices and observe OHS regulations.	
	2.3Maintain appropriate and accurate records of food transportation	
3. Store food safely and	3.1Select food storage conditions appropriate to specific food types .	
hygienically	3.2Maintain appropriate <i>environmental conditions</i> for specific food types to ensure freshness, quality and appearance.	
	3.3Ensure that storage and holding methods optimize nutritional quality and comply with relevant stock control principles.	
	3.4Employ hygienic work practices and observe OHS procedures and practices.	
	3.5Keep storage areas free from contaminants and pests.	

Variable	Range		
Type of transportation used:	will vary according to organisation needs and type of food being transported may include:		
	• vans		
	• cars		

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	refrigerated trucks		
	trolleys, carts and buggies		
Legislative requirements refer	temperaturelining		
to federal, state or	• sealing		
territory, and local regulations and guidelines and may apply to:	food safety programs		
Specific food types	dairy		
must include:	meat and fish		
	• eggs		
	fruit and vegetables		
	dried goods		
	frozen food		
Environmental	temperature		
conditions may involve:	• humidity		
involve.	exposure to light		
	exposure to weather		
	exposure to pests		

Evidence Guide		
Critical aspects of Competence	 Assessment requires evidence that the candidate: safe transport and storage of food items within food safety requirements and regulations transport of a range of food item types 	
Underpinning Knowledge and Attitudes	 Demonstrates knowledge of: hygiene and OHS requirements for food storage and transport advantages and disadvantages of different forms of transport for particular food items, quantities and circumstances safe storage principles and practices for different food types, including storage options characteristics of different food items and conditions required to maintain optimum freshness, palatability and safety 	
Underpinning Skills	 Demonstrates skills to: safe work practices, in particular loading and unloading, lifting and dealing with heated surfaces problem-solving skills to deal with minor problems such as delays with products, traffic congestion and getting lost literacy skills to read directions and instructions for venues and locations numeracy skills to calculate quantities during the packing and 	

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	unpacking process		
Resources Implication	Access is required to real or appropriately simulated situations, including work areas, materials and equipment, and to information on workplace practices and OHS practices.		
Assessment Methods	Competency may be assessed through: Interview / Written Test / Oral Questioning Observation / Demonstration		
Context of Assessment	Competency may be assessed in the work place or in a simulated work place setting		

Occupational Standard: Ethiopian Cultural Food Preparation Level III			
Unit Title	Implement Food Safety Procedures		
Unit Code	CST ECF3 14 0912		
Unit Descriptor	This unit describes the performance outcomes, skills and knowledge required to handle food safely during the storage, preparation, display, service and disposal of food within a range of service industry operations. It requires the ability to follow predetermined procedures as outlined in an organisation food safety program. This unit is one of three hierarchical units describing varying levels of participation in food safety processes:		
	Food safety is nationally legislated by the Food Standards Ministry of health, Ethiopia		
	In some cases food handlers and especially designated food safety supervisors, may be required to formally achieve competence in implementing safe food handling practices.		

Elements	Performance Criteria			
Implement procedures for food safety	1.1Access and use the relevant documents from the organization food safety program.			
	1.2Follow all food safety <i>policies and procedures</i> correctly and consistently according to organization food safety program requirements to ensure compliance of all food handling practices.			
	1.3Control all <i>food hazards</i> at <i>critical control points</i> .			
	1.4Complete any food safety monitoring processes and complete documents as outlined in the food safety program.			
	1.5Identify and report any practices that are inconsistent with the food safety program.			
	1.6Take any corrective actions within scope of job responsibility for <i>incidents where food hazards are found not to be under control</i>			
Store food safely	2.1Select food storage conditions appropriate to the specific <i>food type</i> .			
	2.2Store food in the appropriate environmental conditions so that it is protected from contamination and to ensure its freshness, quality and appearance.			
	2.3Store food at appropriately controlled temperatures and ensure that any frozen items remain frozen during storage			

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Prepare food safely	3.1Prepare food in a safe manner to ensure that it is protected from contamination.
	3.2Use cooling and heating processes that will not adversely affect the microbiological safety of the food.
	3.3Monitor temperature of food throughout the preparation process to achieve microbiological safety of the food at all times.
	3.4Ensure the safety of food prepared, served and sold to customers under other conditions
4. Provide safe single use items	4.1Store, display and provide single use items so that they are protected from damage and contamination.
	4.2Do not re-use items intended for single use
5. Maintain a clean environment	5.1Clean and sanitize equipment, surfaces and utensils used during food handling process.
	5.2Use appropriate containers and do not allow the accumulation of garbage and recycled matter.
	5.3Identify and report any equipment that requires cleaning or maintenance to ensure its cleanliness and safe operation.
	5.4Dispose of any chipped, broken or cracked eating, drinking or food handling utensils or report these if disposal is outside scope of responsibility.
	5.5Take measures within scope of responsibility to ensure food handling areas are free from animals and pests and report any incidents of animal or pest infestation
6. Dispose of food safely	6.1Mark and keep separate from other foodstuffs any food identified for disposal until disposal is complete.
	6.2Dispose of food promptly to ensure no cross-contamination of other foodstuffs.

Variable	Range
Policies and procedures may relate to:	 food receiving, storage, preparation, display, service and disposal methods of food hazard control for each critical point systematic monitoring of hazard controls and record keeping personal hygiene, suitable dress and personal protective equipment and clothing record maintenance corrective actions when hazards are found not to be under control pest control

	alagning and agritation
	cleaning and sanitation
	equipment maintenance
Food hazards may be:	anything related to food, including work practices and procedures, that have a potential to harm the health or safety of a person
	actual or potential
	chemical, microbiological or physical
	any food contaminated with chemical or microbiological elements
	foods highly susceptible to microbiological contamination
	food containing bacteria, moulds and yeast
	food containing broken glass, metal or foreign objects
	food containing chemicals and natural poisons
	insects and vermin
	 processes where food is vulnerable to contamination including:
	requirements for food to be touched by hand
	requirements for re-thermalisation or defrosting
	displays of food and buffets
	working with temperatures that promote the rapid growth of micro-organisms
Critical control	receiving
points are those	• storing
where there is high risk of	preparing
contamination or	processing
food spoilage,	displaying
including:	packaging
	serving
	transporting
	disposing
Food safety monitoring may	monitoring and recording temperature of cold and hot storage equipment
involve:	 monitoring and recording food temperatures using a temperature probe
	checking and recording that food is stored within appropriate time limits of receipt of goods
	visual examination of food for quality review
	bacterial swabs and counts
	chemical tests
Incidents where	food poisoning
food hazards are	customer complaints
found not to be	

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under control may	misuse of single use items
include:	stocks of out-of-date foodstuffs
	spoilt or contaminated food
	unclean equipment
	existence of pests and vermin
Food types may	• eggs
include:	dairy
	meat and fish
	fruit and vegetables
	dried goods
	frozen goods
Food prepared, served and sold to	 displaying any type of food for self-service, such as: buffets
customers under	> salad bars
other conditions	> condiments
may involve:	> tea and coffee
	 providing drink dispensing equipment
	pre-packaging food items
	 displaying and selling pre-packaged food
Ensuring the safety	
of food served and	 supervising the display of food to prevent contamination by customers
sold to customers under other	removing contaminated food without delay
conditions may	providing separate serving utensils for each dish
involve:	providing protective barriers
	displaying food under temperature control
	 using packaging materials suitable for use on the particular foodstuff
	 ensuring that packaging is not damaged during packaging or display process
	 ensuring that damaged packaging does not allow contamination
Items intended for	disposable cutlery, e.g. plastic or wooden spoons or stirrers
single use may	disposable plates, mugs, cups and bowls
include:	individually packaged sugars
	individually packaged condiments, e.g. tomato sauce
	individually packaged jams and spreads
	 individually packaged serves of coffee, tea and whitener
	face wipes and serviettes
	.a.co mpod and dormation

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Maintenance to ensure cleanliness and safe operation of equipment may involve:	 removal of food waste removal of grease removal of dirt removal of animal or pest waste and cleaning of affected area recalibration of measurement and temperature controls
Food identified for disposal may be:	 subject to recall not safe, or suspected of not being safe, for consumption destroyed disposed of so that it cannot be used for human consumption returned to supplier

Evidence Guide		
Critical aspects Competence	 Assessment requires evidence that the candidate: ability to access and interpret safe food handling procedures and consistently apply these during day-to-day food handling activities knowledge of critical control points and methods of food hazard control for each critical point project or work activities that show the candidate's ability to apply safe food handling practices on multiple occasions across a range of different food handling circumstances to ensure consistency in the application of food safety procedures 	
Underpinning Knowledge and Attitudes		
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	 average risk of harm from food contamination), such as: children or babies pregnant women aged persons people with immune deficiencies or allergies methods of food storage, production, display, service and disposal for the industry sector and food business, especially appropriate temperature levels for each of these
	 pregnant women aged persons people with immune deficiencies or allergies methods of food storage, production, display, service and disposal for the industry sector and food business, especially appropriate temperature levels for each of these
	 aged persons people with immune deficiencies or allergies methods of food storage, production, display, service and disposal for the industry sector and food business, especially appropriate temperature levels for each of these
	 people with immune deficiencies or allergies methods of food storage, production, display, service and disposal for the industry sector and food business, especially appropriate temperature levels for each of these
	methods of food storage, production, display, service and disposal for the industry sector and food business, especially appropriate temperature levels for each of these
	disposal for the industry sector and food business, especially appropriate temperature levels for each of these
	processes
	broad understanding of the main types of safety hazards and contamination that may be found in the main food types handled by the industry sector and food business
	broad understanding of the conditions for development of microbiological contamination for the main food types handled by the industry sector and food business
	broad understanding of the appropriate environmental conditions, including temperature controls, for the storage of the main food types handled by the industry sector and food business
	temperature danger zone for the main food types handled by the industry sector and food business and the two-hour and four-hour rule
	principles and methods of safe food handling
	 choice and application of cleaning, sanitising and pest control equipment and materials
Underpinning Skills [Demonstrates skills to:
	 operation of equipment, especially how to calibrate, use and clean a temperature probe and how to identify faults
	 literacy skills to read and interpret relevant components of organisation food safety program, including policies, procedures and flow charts that identify critical control points and to complete basic documentation relating to monitoring food safety
•	 numeracy skills to take and record temperatures and to calculate times
Implication i	Access is required to real or appropriately simulated situations, including work areas, materials and equipment, and to information on workplace practices and OHS practices.
Assessment	Competency may be assessed through:
Methods	 Interview / Written Test / Oral Questioning
	Observation / Demonstration
	Competency may be assessed in the work place or in a simulated work place setting

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Occupational Standard: Ethiopian Cultural Food Preparation Level III		
Unit Title	Monitor Implementation of Work plan/Activities	
Unit Code	CST ECF3 15 0912	
Unit Descriptor	This unit covers competence required to oversee and monitor the	
	quality of work operations within an enterprise. This unit may be	
	carried out by team leaders or supervisors.	

Elements Performance Criteria			
	Monitor and	1.1	Efficiency and service levels are monitored on an ongoing
٠.	improve		basis.
	•	1.2	
	workplace	1.2	Operations in the workplace support overall enterprise goals
	operations		and quality assurance initiatives.
		1.3	Quality <i>problems</i> and issues are promptly identified and
			adjustments are made accordingly.
		1.4	Procedures and systems are changed in consultation with
			colleagues to improve efficiency and effectiveness.
		1.5	Colleagues are consulted about ways to improve efficiency
			and service levels.
2.	Plan and	2.1	Current workload of colleagues is accurately assessed.
	organize	2.2	Work is scheduled in a manner which enhances efficiency
	workflow		and customer service quality.
		2.3	Work is delegated to appropriate people in accordance with
			principles of delegation.
		2.4	Workflow is assessed against agreed objectives and
			timelines and colleagues are assisted in prioritisation of
			workload.
		2.5	Input is provided to appropriate management regarding
			staffing needs.
3.	Maintain	3.1	Workplace records are accurately completed and
	workplace		submitted within required timeframes.
	records	3.2	Where appropriate completion of records is delegated and
			monitored prior to submission.

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4. Solve problems	4.1	Workplace problems are promptly identified and considered
and make		from an operational and customer service perspective.
decisions	4.2	Short term action in initiated to resolve the immediate
		problem where appropriate.
	4.3	Problems are analysed for any long term impact and
		potential solutions are assessed and actioned in
		consultation with relevant colleagues.
	4.4	Where problem is raised by a team member, they are
		encouraged to participate in solving the problem.
	4.5	Follow up action is taken to monitor the effectiveness of
		solutions in the workplace.

Variables	Range
Problems	May include but not limited to:
	difficult customer service situations
	equipment breakdown/technical failure
	delays and time difficulties
	• competence
Workplace	May include but is not limited to:
records	staff records and regular performance reports

Evidence Guide	
Critical Aspects	Assessment must confirm appropriate knowledge and skills to:
of Competence	ability to effectively monitor and respond to a range of
	common operational and service issues in the workplace
	understanding of the role of staff involved in workplace
	monitoring
	knowledge of quality assurance, principles of workflow
	planning, delegation and problem solving
Underpinning	Demonstrate knowledge of:
Knowledge and	roles and responsibilities in monitoring work operations
Attitudes	overview of leadership and management responsibilities
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principles of work planning and principles of delegation
typical work organization methods appropriate to the sector
quality assurance principles and time management
problem solving and decision making processes
industrial and/or legislative issues which affect short term
work organization as appropriate to industry sector
Demonstrate skills to:
monitoring and improving workplace operations
planning and organizing workflow
maintaining workplace records
Access is required to real or appropriately simulated work
areas, materials and equipment
Competence may be assessed through:
Interview / Written Test
Observation / Demonstration with Oral Questioning
Competence may be assessed in the workplace or in a
simulated workplace setting.

Occupational Standard: Ethiopian Cultural Food Preparation Level III		
Unit Title	Apply Quality Control	
Unit Code	CST ECF3 16 0912	
Unit Descriptor	This unit covers the knowledge, attitudes and skills required in	
	applying quality control in manufacturing works.	

Elements	Performance Criteria
1. Implement	1.1 Agreed quality standard and procedures are acquired and
quality	confirmed
standards	1.2 Standard procedures are introduced to organizational staff
	/ personnel.
	1.3 Quality standard and procedures documents are provided
	to employees in accordance with the organization policy.
	1.4 Standard procedures are revised / updated when
	necessary
2. Assess qualit	y 2.1 Services delivered are <i>checked</i> against organization
of service	quality standards and specifications
delivered	2.2 Service delivered are evaluated using the appropriate
	evaluation <i>parameters</i> and in accordance with
	organization standards
	2.3 Causes of any identified faults are identified and
	corrective actions are taken in accordance with
	organization policies and procedures
3. Record	3.1 Basic information on the quality performance is recorded
information	in accordance with organization procedures
	3.2 Records of work quality are maintained according to the
	requirements of the organization
4. Study causes	4.1 Causes of deviations from final outputs or services are
of quality	investigated and reported in accordance with organization
deviations	procedures
	4.2 Suitable preventive action is recommended based on

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	organization <i>quality standards</i> and identified causes of
	deviation from specified quality standards of final service
	or output
5. Complete	5.1 Information on quality and other indicators of service
documentation	performance is recorded.
	5.2 All service processes and outcomes are recorded.

Variable	Range
Quality check	Check against design / specifications
	Visual inspection and Physical inspection
Quality standards	materials
	• components
	• process
	• procedures
Quality	standard design / specifications
parameters	material specification

Evidence Guide		
Critical Aspects of	Assessment requires evidence that the candidate:	
Competence	Checked completed work continuously against organization	
	standard	
	Identified and isolated faulty or poor service	
	Checked service delivered against organization standards	
	Identified and applied corrective actions on the causes of	
	identified faults or error	
	Recorded basic information regarding quality performance	
	Investigated causes of deviations of services against	
	standard	
	Recommended suitable preventive actions	
Underpinning	Demonstrates knowledge of:	
Knowledge	Relevant quality standards, policies and procedures	

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	Characteristics of services
	Safety environment aspects of service processes
	Evaluation techniques and quality checking procedures
	Workplace procedures and reporting procedures
Underpinning	Demonstrates skills to:
Skills	interpret work instructions, specifications and standards
	appropriate to the required work or service
	carry out relevant performance evaluation
	maintain accurate work records
	meet work specifications and requirements
	communicate effectively within defined workplace
	procedures
Resource	The following resources should be provided:
Implications	Access to relevant workplace or appropriately simulated
	environment and materials relevant to the activity/ task
Methods of	Competence may be accessed through:
Assessment	Interview / Written Test
	Observation / Demonstration
Context of	Competence may be assessed in the workplace or in a
Assessment	simulated workplace setting.
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Occupational Sta	Occupational Standard: Ethiopian Cultural Food Preparation Level III	
Unit Title	Lead Workplace Communication	
Unit Code	CST ECF3 17 0912	
Unit Descriptor	This unit covers the knowledge, attitudes and skills needed to	
	lead in the dissemination and discussion of information and	
	issues in the workplace.	

Ele	ements	Perf	ormance Criteria
1.	Communicate	1.1	Appropriate <i>communication method</i> is selected
	information	1.2	Multiple operations involving several topics areas are
	about		communicated accordingly
	workplace	1.3	Questions are used to gain extra information
	processes	1.4	Correct sources of information are identified
		1.5	Information is selected and organized correctly
		1.6	Verbal and written reporting is undertaken when required
		1.7	Communication skills are maintained in all situations
2.	Lead	2.1	Response to workplace issues are sought
	workplace	2.2	Response to workplace issues are provided immediately
	discussion	2.3	Constructive contributions are made to workplace
			discussions on such issues as production, quality and
			safety
		2.4	Goals/objectives and action plan undertaken in the
			workplace are communicated.
3.	Identify and	3.1	Issues and problems are identified as they arise
	communicate	3.2	Information regarding problems and issues are organized
	issues arising		coherently to ensure clear and effective communication
	in the	3.3	Dialogue is initiated with appropriate staff/personnel
	workplace	3.4	Communication problems and issues are raised as they
			arise

Variable	Range		
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Methods of	Non-verbal gestures	Using telephone
communication	• Verbal	• Written
	Face to face	Using Internet
	Two-way radio	• Cell phone
	Speaking to groups	

Evidence Guide	
Critical Aspects of	Demonstrates skills and knowledge to:
Competence	Dealt with a range of communication/information at one time
	Made constructive contributions in workplace issues
	Sought workplace issues effectively
	Responded to workplace issues promptly
	Presented information clearly and effectively written form
	Used appropriate sources of information
	Asked appropriate questions
	Provided accurate information
Underpinning	Demonstrates knowledge of:
Knowledge and	Organization requirements for written and electronic
Attitudes	communication methods
	Effective verbal communication methods
Underpinning	Demonstrates skills to:
Skills	Organize information
	Understand and convey intended meaning
	Participate in variety of workplace discussions
	Comply with organization requirements for the use of
	written and electronic communication methods
Resources	The following resources must be provided: variety of
Implication	information, communication tools, simulated workplace
Methods of	Competence may be assessed through:
Assessment	Interview / Oral Questioning
	Observation/Demonstration

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Context of	Competence may be assessed in the workplace or in a
Assessment	simulated workplace setting.

Occupational Stan	Occupational Standard: Ethiopian Cultural Food Preparation Level III	
Unit Title	Lead Small Teams	
Unit Code	CST ECF3 18 0912	
Unit Descriptor	This unit covers the knowledge, attitudes and skills to lead	
	small teams including setting and maintaining team and individual performance standards.	

Ele	ements	Performance Criteria
1.	Provide team	1.1 Work requirements are identified and presented to team
	leadership	members
		1.2 Reasons for instructions and requirements are
		communicated to team members
		1.3 Team members' queries and concerns are recognized,
		discussed and dealt with
2.	Assign	2.1 Duties and responsibilities are allocated having regard to
	responsibilities	the skills, knowledge and aptitude required to properly
		undertake the assigned task and according to company
		policy
		2.2 Duties are allocated having regard to individual
		preference, domestic and personal considerations,
		whenever possible
3.	Set	3.1 Performance expectations are established based on client
	performance	needs and according to assignment requirements
	expectations	3.2 Performance expectations are based on individual team
	for team	members duties and area of responsibility
	members	3.3 Performance expectations are discussed and
		disseminated to individual team members
4.	Supervised	4.1 <i>Monitoring of performance</i> takes place against defined
	team	performance criteria and/or assignment instructions and
	performance	corrective action taken if required
		4.2 Team members are provided with <i>feedback</i> , positive

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support and advice on strategies to overcome any
deficiencies
.3 Performance issues which cannot be rectified or
addressed within the team are referenced to appropriate
personnel according to employer policy
.4 Team members are kept informed of any changes in the
priority allocated to assignments or tasks which might
impact on client/customer needs and satisfaction
.5 Team operations are monitored to ensure that employer/
client needs and requirements are met
.6 Follow-up communication is provided on all issues
affecting the team
.7 All relevant documentation is completed in accordance
with company procedures

Variable	Range	
Work requirements	client profileassignment instructions	
Team member's concerns	roster/shift details	
Monitor performance	formal processinformal process	
Feedback	formal processinformal process	

Evidence Guide			
Critical Aspects of	Assessment requires evidence that the candidate:		
Competence	maintained or improved individuals and/or team		
	performance given a variety of possible scenario		
	assessed and monitored team and individual performance		
	against set criteria		
	represented concerns of a team and individual to next level		

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	of management or appropriate specialist and to negotiate on their behalf
	 allocated duties and responsibilities, having regard to
	individual's knowledge, skills and aptitude and the needs of
	the tasks to be performed
	set and communicated performance expectations for a
	range of tasks and duties within the team and provided
	feedback to team members
Underpinning	Demonstrates knowledge of
Knowledge and	maintaining or improving individuals and/or team
Attitudes	performance given a variety of possible scenario
	assessing and monitoring team and individual performance
	against set criteria
	representing concerns of a team and individual to next level
	of management or appropriate specialist and to negotiate
	on their behalf
	allocating duties and responsibilities, having regard to
	individual's knowledge, skills and aptitude and the needs of
	the tasks to be performed
	• setting and communicating performance expectations for a
	range of tasks and duties within the team and providing
	feedback to team members
Underpinning	communication skills required for leading teams
Skills	informal performance counseling skills
	team building skills
	negotiating skills
Resource	access to relevant workplace or appropriately simulated
Implications	environment where assessment can take place
	materials relevant to the proposed activity or task
Methods of	Competence may be assessed through:
Assessment	Interview / Oral questioning / Written Test
	Observation/Demonstration

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Context of	Competency may be assessed individually in the actual	
Assessment	workplace or through accredited institution.	

Occupational Standard: Ethiopian Cultural Food Preparation Level III		
Unit Title	Improve Business Practice	
Unit Code	CST ECF3 19 0912	
Unit Descriptor	This unit covers the skills, knowledge and attitudes required in	
	promoting, improving and growing business operations.	

Elements	Performance Criteria		
1. Diagnose the	1.1	Data required for diagnosis is determined and acquired	
business	1.2	Competitive advantage of the business is determined	
		from the data	
	1.3	SWOT analysis of the data is undertaken	
2. Benchmark	2.1	Sources of relevant benchmarking data are identified	
the business	2.2	Key indicators for benchmarking are selected in	
		consultation with key stakeholders	
	2.3	Like indicators of own practice are compared with	
		benchmark indicators	
	2.4	Areas for improvement are identified	
3. Develop	3.1	A consolidated list of required improvements is developed	
plans to	3.2	Cost-benefit ratios for required improvements are	
improve		determined	
business	3.3	Work flow changes resulting from proposed improvements	
performance		are determined	
	3.4	Proposed improvements are ranked according to agreed	
		criteria	
	3.5	An action plan to implement the top ranked improvements	
		is developed and agreed	
	3.6	Organizational structures are checked to ensure they	
		are suitable	
4. Develop	4.1	The practice vision statement is reviewed	
marketing	4.2	Practice <i>objectives</i> are developed/reviewed	
and	4.3	Target markets are identified/refined	
promotional	4.4	Market research data is obtained	

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plans	4.5	Competitor analysis is obtained	
	4.6	Market position is developed/reviewed	
	4.7	Practice <i>brand</i> is developed	
	4.8	Benefits of practice/practice products/services are	
		identified	
	4.9	Promotion tools are selected/developed	
5. Develop	5.1	Plans to increase <i>yield per existing client</i> are developed	
business	5.2	Plans to add new clients are developed	
growth plans	5.3	Proposed plans are ranked according to agreed criteria	
	5.4	An action plan to implement the top ranked plans is	
		developed and agreed	
	5.5	Practice work practices are reviewed to ensure they	
		support growth plans	
6. Implement	6.1	Implementation plan is developed in consultation with all	
and monitor		relevant stakeholders	
plans	6.2	Indicators of success of the plan are agreed	
	6.3	Implementation is monitored against agreed indicators	
	6.4	Implementation is adjusted as required	

Variable	Range			
Data required	organization capability			
includes:	appropriate business structure			
	level of client service which can be provided			
	internal policies, procedures and practices			
	staff levels, capabilities and structure			
	market, market definition			
market changes/market segmentation				
market consolidation/fragmentation				
	• revenue			
	level of commercial activity			
	expected revenue levels, short and long term			
revenue growth rate				
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	break even data			
	pricing policy			
	revenue assumptions			
	business environment			
	economic conditions			
	social factors			
	demographic factors			
	technological impacts			
	political/legislative/regulative impacts			
	competitors, competitor pricing and response to pricing			
	competitor marketing/branding			
	competitor products			
Competitive	services/products			
advantage includes:	• fees			
	location			
	timeframe			
Objectives	Specific			
should be 'SMART', that	Measurable			
,	Achievable			
	Realistic			
	Time defined			
Market research	data about existing clients			
data includes:	data about possible new clients			
	data from internal sources			
	data from external sources such as:			
	trade associations/journals			
	Yellow Pages small business surveys			
	libraries			
	Internet			
	Chamber of Commerce			
	client surveys			

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	industry reports			
	secondary market research			
	primary market research such as:			
	telephone surveys			
	personal interviews			
	mail surveys			
Competitor	competitor offerings			
analysis	competitor promotion strategies and activities			
	competitor profile in the market place			
SWOT analysis	internal strengths such as staff capability, recognized			
includes:	• quality			
	internal weaknesses such as poor morale,			
	under-capitalization, poor technology			
	external opportunities such as changing market and			
	economic conditions			
	external threats such as industry fee structures, strategic			
	alliances, competitor marketing			
Key indicators	salary cost and staffing			
may include:	personnel productivity (particularly of principals)			
	profitability			
	fee structure			
	client base			
	size staff/principal			
	overhead/overhead control			
Organizational	legal structure (partnership, limited liability company, etc.)			
structures include:	organizational structure/hierarchy			
morade.	reward schemes			
Market position	product			
should include data on:	the good or service provided			
orda data orr.	product mix			
	the core product - what is bought			

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	the tangible product - what is perceived	
	the augmented product - total package of consumer	
	features/benefits	
	product differentiation from competitive products	
	new/changed products	
	 Price and pricing strategies (cost plus, supply/demand, 	
	ability to pay, etc.)	
	Pricing objectives (profit, market penetration, etc.)	
	cost components	
	market position	
	distribution strategies	
	marketing channels	
	• promotion	
	promotional strategies	
	target audience	
	communication	
	promotion budget	
Practice brand	practice image	
may include:	practice logo/letter head/signage	
	phone answering protocol	
	facility decor	
	• slogans	
	templates for communication/invoicing	
	style guide	
	writing style	
	AIDA (attention, interest, desire, action)	
Benefits may	features as perceived by the client	
include:	benefits as perceived by the client	
Promotion tools	networking and referrals	
include:	• seminars	
	advertising	
<u> </u>		

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	press releases
	publicity and sponsorship
	• brochures
	newsletters (print and/or electronic)
	• websites
	direct mail
	telemarketing/cold calling
Yield per existing	raising charge out rates/fees
client may be increased by:	packaging fees
•	reduce discounts
	sell more services to existing clients

Evidence Gui	Evidence Guide			
Critical Aspect	The candidate must be able to demonstrate:			
of Competence	ability to identify the key indicators of business performance			
	ability to identify the key market data for the business			
	knowledge of a wide range of available information sources			
	 ability to acquire information not readily available within a business 			
	ability to analyze data and determine areas of improvement			
	ability to negotiate required improvements to ensure			
	implementation			
	ability to evaluate systems against practice requirements			
	and form recommendations and/or make recommendations			
	ability to assess the accuracy and relevance of information			
Underpinning	Demonstrates knowledge of:			
Knowledge an	data analysis			
Attitudes	communication skills			
computer skills to manipulate data and present inform				
	negotiation skills			
	problem solving			
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	planning skills	
	marketing principles	
	ability to acquire and interpret relevant data	
	current product and marketing mix	
	use of market intelligence	
	development and implementation strategies of promotion	
	and growth plans	
Underpinning	Demonstrates skill in:	
Skills	data analysis and manipulation	
	ability to acquire and interpret required data, current	
	practice systems and structures and sources of relevant	
	benchmarking data	
	applying methods of selecting relevant key benchmarking	
	indicators	
	communication skills	
	working and consulting with others when developing plans	
	for the business	
	planning skills, negotiation skills and problem solving	
	using computers to manipulate, present and distribute	
	information	
Resources	Access is required to real or appropriately simulated situations,	
Implication	including work areas, materials and equipment, and to	
	information on workplace practices and OHS practices.	
Methods of	Competence may be assessed through:	
Assessment	Interview / Written Test	
	Observation / Demonstration	
Context of	Competence may be assessed in the workplace or in a	
Assessment	simulated workplace setting.	

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Occupational Stand	dard: Ethiopian Cultural Food Preparation Level III	
Unit Title	Maintain Quality System and Continuous Improvement Processes (Kaizen)	
Unit Code	CST ECF3 20 1012	
Unit Descriptor	This unit of competence covers the skills and knowledge required to prevent process improvements in their own work from slipping back to former practices or digressing to less efficient practices. It covers responsibility for the day- to-day operation of the work/functional area and ensuring that quality system requirements are met and that continuous improvements are initiated and institutionalized.	

EI	ements	Per	formance Criteria
1.	Develop and maintain quality	1.1	Distribute and explain information about the enterprise's quality system to personnel
	framework within work area	1.2	Encourage personnel to participate in improvement processes and to assume responsibility and authority
		1.3	Allocate responsibilities for quality within work area in accordance with quality system
		1.4	Provide coaching and mentoring to ensure that personnel are able to meet their responsibilities and quality requirements
2.	Maintain quality documentation	2.1	Identify required quality documentation, including records of improvement plans and initiatives
		2.2	Prepare and maintain quality documentation and keep accurate data records
		2.3	Maintain document control system for work area
		2.4	Contribute to the development and revision of quality manuals and work instructions for the work area
		2.5	Develop and implement inspection and test plans for quality controlled products
3.	Facilitate the application of	3.1	Ensure all required procedures are accessible by relevant personnel
	standardized procedures	3.2	Assist personnel to access relevant procedures, as required
		3.3	Facilitate the resolution of conflicts arising from job
		3.4	Facilitate the completion of required work in accordance with standard procedures and practices

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4.	Provide training in quality	4.1	Analyze roles, duties and current competency of relevant personnel
	systems and improvement processes	4.2	Identify training needs in relation to quality system and continuous improvement processes (kaizen)
	processes	4.3	Identify opportunities for skills development and/or training programs to meet needs
		4.4	Initiate and monitor training and skills development programs
		4.5	Maintain accurate training record
5.	Monitor and review	5.1	Review performance outcomes to identify ways in which planning and operations could be improved
	performance	5.2	Use the organization's systems and <i>technology</i> to monitor and review progress and to identify ways in which planning and operations could be improved
		5.3	Enhance <i>customer service</i> through the use of quality improvement techniques and processes
		5.4	Adjust plans and communicate these to personnel involved in their development and implementation
6.	Build continuous	6.1	Organize and facilitate improvement team
	improvement process	6.2	Encourage work group members to routinely monitor key process indicators
		6.3	Build capacity in the work group to critically review the relevant parts of the value chain
		6.4	Assist work group members to formalize improvement suggestions
		6.5	Facilitate relevant resources and assist work group members to develop implementation plans
		6.6	Monitor implementation of improvement plans taking appropriate actions to assist implementation where required.
7.	Facilitate the	7.1	Analyze the job completion process
	identification of improvement	7.2	Ask relevant questions of job incumbent
	opportunities	7.3	Encourage job incumbents to conceive and suggest improvements
		7.4	Facilitate the trying out of improvements, as appropriate
8.	Evaluate relevant	8.1	Undertake regular audits of components of the quality system that relate to the work area
	components of quality system	8.2	Implement improvements in the quality system in accordance with own level of responsibility and workplace procedures

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8	8.3	Facilitate the updating of standard procedures and practices
8	8.4	Ensure the capability of the work team aligns with the requirements of the procedure

Variable	Range
Coaching and mentoring	May refer to: providing assistance with problem-solving providing feedback, support and encouragement teaching another member of the team, usually focusing on a specific work task or skill
Continuous improvement processes may include:	 May include: cyclical audits and reviews of workplace, team and individual performance evaluations and monitoring of effectiveness implementation of quality systems, such as International Standardization for Organization (ISO) modifications and improvements to systems, processes, services and products policies and procedures which allow the organization to systematically review and improve the quality of its products, services and procedures seeking and considering feedback from a range of stakeholders Kaizen Enterprise-specific improvement systems
Technology	May include: computerized systems and software such as databases, project management and word processing telecommunications devices any other technology used to carry out work roles and responsibilities
Customer service	May be: • internal or external • to existing, new or potential clients
Key process indicators	Key process indicators may include: statistical process control data/charts orders lost time, injury and other OHS records equipment reliability charts, etc.
Continuous improvement tools	May include: statistics cause and effect diagrams fishbone diagram Pareto diagrams

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- run charts
- X bar R charts
- PDCA
- Sigma techniques
- balanced scorecards
- benchmarking
- performance measurement
- upstream and downstream customers
- internal and external customers immediate and/or final

Evidence Guide Evidence of the following is essential: Critical Aspects of • taking active steps to implement, monitor and adjust plans, Competence processes and procedures to improve performance • supporting others to implement the continuous improvement system/processes, and to identify and report opportunities for further improvement knowledge of principles and techniques associated with continuous improvement systems and processes assist others to follow standard procedures and practices • assist others make improvement suggestions standardize and sustain improvements Assessors should ensure that candidates can: implement and monitor defined quality system requirements and initiate continuous improvements within the work area apply effective problem identification and problem solving techniques strengthen customer service through a focus on continuous improvement • implement, monitor and evaluate quality systems in the work area • initiate quality processes to enhance the quality of performance of individuals and teams in the work area • gain commitment of individuals/teams to quality principles and practices • implement effective communication strategies encourage ideas and feedback from team members when developing and refining techniques and processes analyze training needs and implement training programs • prepare and maintain quality and audit documentation Demonstrates knowledge of: Underpinning Knowledge and • principles and techniques associated with: **Attitudes** benchmarking best practice change management

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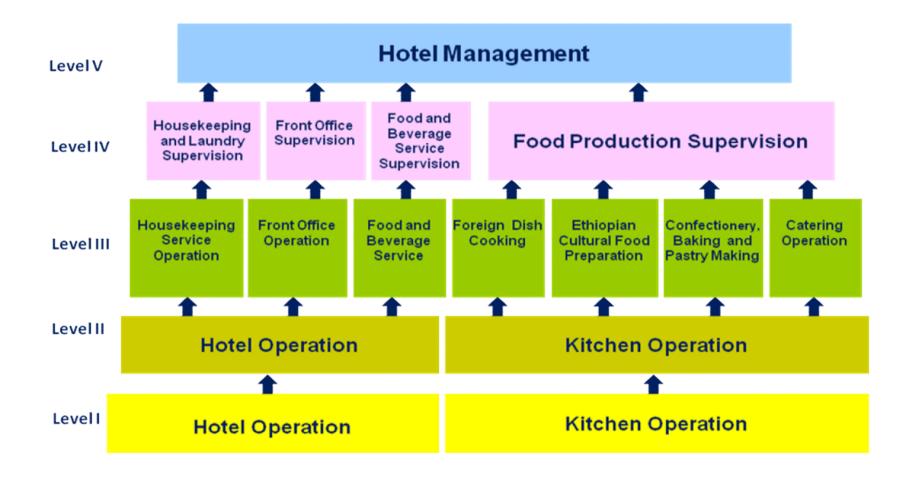
 continuous improvement systems and processes quality systems range of procedures available and their application to different jobs applicability of TAKT time and MUDA to jobs identification and possible causes of variability in jobs continuous improvement process for organization questioning techniques • methods of conceiving improvements suggestion and try out procedures relevant OHS • quality measurement tools for use in continuous improvement processes established communication channels and protocols communication/reporting protocols continuous improvement principles and process enterprise business goals and key performance indicators enterprise information systems management enterprise organizational structure, delegations and responsibilities policy and procedure development processes relevant health, safety and environment requirements relevant national and international quality standards and protocols standard operating procedures (SOPs) for the technical work performed in work area enterprise quality system Underpinning Skills Demonstrates skills to: coach and mentor team members • gain the commitment of individuals and teams to continuously improve innovate or design better ways of performing work • communicate with relevant people prioritize and plan tasks related to encouraging and improving use of standardized procedures • negotiate with others to resolve conflicts and gain commitment to standardized procedures facilitate other employees in improvement activities implement and monitor defined quality system requirements initiate continuous improvements within the work area apply effective problem identification and problem solving techniques • strengthen customer service through a focus on continuous improvement implement, monitor and evaluate quality systems • implement effective communication strategies encourage ideas and feedback from team members when

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	T
Resources	 developing and refining techniques and processes analyze training needs and implementing training programs prepare and maintain quality and audit documentation Access may be required to:
Implication	 workplace procedures and plans relevant to work area specifications and documentation relating to planned, currently being implemented, or implemented changes to work processes and procedures relevant to the candidate documentation and information in relation to production, waste, overheads and hazard control/management enterprise quality manual and procedures quality control data/records
Methods of Assessment	Competence in this unit may be assessed by using a combination of the following to generate evidence: • demonstration in the workplace • suitable simulation • oral or written questioning to assess knowledge of procedures and contingency management; principles and techniques associated with change management • review of the audit process and outcomes generated by the candidates
	Those aspects of competence dealing with improvement processes could be assessed by the use of suitable simulations and/or a pilot plant and/or a range of case studies and scenarios.
	In all cases, practical assessment should be supported by questions to assess underpinning knowledge and those aspects of competence which are difficult to assess directly.
Context of Assessment	Competence may be assessed in the work place or in a simulated workplace setting / environment.

Sector: Culture, Sports and Tourism

Sub-Sector: Hotel and Hospitality



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