Federal Democratic Republic of Ethiopia OCCUPATIONAL STANDARD



INTERMEDIATE COMMUNICATION AND MULTIMEDIA EQUIPMENT SERVICING



NTQF Level III



Ministry of Education May 2011

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 Standards (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 Ethiopia 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 Ethiopia Occupational Standard which 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 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

UNIT OF COMPETENCE CHART

Occupational Standard: Intermediate Communication& Multimedia Equipment Servicing				
Occupational Code: EEL CMS				
NTQF Level III				
EEL CMS3 01 0511 Perform Maintenance of Communication and Multimedia equipment	EEL CMS3 02 0511 Assemble and Set-up Audio/Video Components and Systems	EEL CMS3 03 0511 Assemble and Erect Antenna and Signal Distribution Equipment		
EEL CMS3 04 0511 Commission Communication and Multimedia Equipment	EEL CMS3 05 0511 Develop Servicing Procedures for Communication and Multimedia Equipment	EEL CMS3 06 0511 Develop Basic Electronic System Design		
EEL CMS3 07 0511 Train Service Technician	EELCMS3 08 0511 Apply Quality Control	EEL CMS3 09 0511 Lead Workplace Communication		
EEL CMS3 10 0511 Lead Small Teams	EEL CMS3 11 0511 Improve Business Practice	EEL CMS3 12 1012 Maintain Quality System and Continuous Improvement Processes (Kaizen)		

Page 2 of 62 Ministry of Education Copyright	Intermediate Communication and Multimedia Equipment Servicing Ethiopian Occupational Standard	Version 2 May 2011
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Occupational Standard: Intermediate Electronics Communication & Multimedia Equipment Servicing		
Unit Title Perform maintenance of Communication and Multimedia equipment		
Unit Code	EEL CMS3 01 0511	
Unit Descriptor	This unit covers the knowledge, skills and attitudes required to maintain and repair advanced level Communication and Multimedia equipment including diagnosing faults, reassembling, testing and preparing reports.	

Elements	Performance Criteria		
1. Prepare unit, tools and workstation	1.1 Complete check-up of <i>advanced level Communication and</i> <i>Multimedia equipment</i> is conducted and defects are identified, verified and documented against customer description		
	1.2 Repair/maintenance history is verified in line with the company procedures		
	1.3 Service manuals and service information required for repair/maintenance are acquired as per standard procedure		
	1.4 Workstation is set/prepared for repair job in line with the company requirements and work specifications		
	1.5 Necessary <i>tools</i> , <i>test instruments and personal protective</i> <i>equipment</i> are prepared in line with job requirements		
2. Diagnose faults	2.1 Systematic <i>pre-testing procedure</i> is observed in accordance with manufacturer's instructions		
	2.2 System defects/fault symptoms are identified using appropriate tools and equipment and in accordance with safety procedures		
	2.3 Test instruments required for the job are used in accordance with user manuals		
	2.4 Circuits are checked and isolated using specified testing procedures		
	2.5 Identified defects and faults are explained to the <i>responsible person</i> in accordance with enterprise or company policy and procedures		
	2.6 Control settings/adjustments are checked in conformity with service-manual specifications		
	2.7 Results of diagnosis and testing are documented accurately and completely within the specified time		
	2.8 Customers are advised / informed regarding the status and serviceability of the unit according to company procedures		

Page 3 of 62 Ministry of Education Copyright	Intermediate Communication and Multimedia Equipment Servicing Ethiopian Occupational Standard	Version 2 May 2011
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 in accordance with current industry standards 3.3 Defective parts/components are replaced with identical or recommended appropriate equivalent ratings 3.4 Repaired or replaced parts/components are soldered/mounted in accordance with the current industry standards 3.5 Control settings/adjustments are performed in conformity with service-manual specifications 3.6 Repair activity is performed within the required timeframe 3.7 Care and extreme precaution in handling the unit/product is observed as per procedures 3.8 Cleaning of unit is performed in accordance with standard procedures 4. Test repaired 4.1 Repaired units are reassembled according to manufacturer's 		
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 recommended appropriate equivalent ratings 3.4 Repaired or replaced parts/components are soldered/mounted in accordance with the current industry standards 3.5 Control settings/adjustments are performed in conformity with service-manual specifications 3.6 Repair activity is performed within the required timeframe 3.7 Care and extreme precaution in handling the unit/product is observed as per procedures 3.8 Cleaning of unit is performed in accordance with standard procedures 4.1 Repaired units are reassembled according to manufacturer's 		3.2 Electro-static discharge (ESD) protection procedure is followed in accordance with current industry standards
 in accordance with the current industry standards 3.5 Control settings/adjustments are performed in conformity with service-manual specifications 3.6 Repair activity is performed within the required timeframe 3.7 Care and extreme precaution in handling the unit/product is observed as per procedures 3.8 Cleaning of unit is performed in accordance with standard procedures 4.1 Repaired units are reassembled according to manufacturer's 		
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 3.7 Care and extreme precaution in handling the unit/product is observed as per procedures 3.8 Cleaning of unit is performed in accordance with standard procedures 4. Test repaired 4.1 Repaired units are reassembled according to manufacturer's 		
observed as per procedures3.8 Cleaning of unit is performed in accordance with standard procedures4. Test repaired4.1 Repaired units are reassembled according to manufacturer's		3.6 Repair activity is performed within the required timeframe
procedures 4. Test repaired 4.1 Repaired units are reassembled according to manufacturer's		
		•
product specifications	4. Test repaired product	4.1 Repaired units are reassembled according to manufacturer's specifications
4.2 Reassembled units are subjected to final testing and cleaning in conformity with manufacturer's specifications		
4.3 Service completion procedures and documentations are complied with based on workplace requirements		
4.4 Waste materials are disposed of in accordance with environmental requirements		·

Variable	Range
advanced level Communication and Multimedia equipment	 Audio-Video products and systems include but may not be limited to the following: Electronic musical instruments/keyboards DVD/VCD Player Television Home Portable PC Monitors
Service manuals	 May include but not limited to: Service manual/schematic diagram/parts list Operating instructions/User's/Owner's manual

Page 4 of 62	Ministry of Education Copyright	Intermediate Communication and Multimedia Equipment Servicing Ethiopian Occupational Standard	Version 2 May 2011
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Service Information	rvice Information May include but not limited to: job report sheets job order bill of materials customer index service flowchart stock and inventory record requisition slips (for acquisition of parts) supplier index		
Tools, Materials and Test InstrumentsMay include but not limited to: • variable power supply • step-down transformer • soldering iron/gun • desoldering tools • screwdriver (assorted) • wrenches (assorted) • Allen wrench/key • signal generator - AF/RF • multi-testers (analog/digital) • utility knife/stripper • pliers (assorted) • test jig • ESD-free work bench with mirror • Degaussing • RCA Cables/connectorsMay include but not limited to: • oscilloscope • TV pattern generator • high-grade magnifying with lamp • flashlight • cleaning brush • high voltage probe • ball peen hammer • soldering lead 			
Personal protective equipment	nal protective May include but not limited to:		
Pre- testing procedures	 Visual inspection of the unit with power off Interview of customer re history of unit Operate the unit according to manual to confirm defects 		
Responsible person immediate supervisor service supervisor / manager 			
 OHS requirements in accordance with legislation & regulations Use of proper tools and equipment Observe workplace environment and safety Adherence to safety requirements in handling the unit Use of protective device/shields Ethiopia Electrical Code 			
 Proper disposal of chemicals and components shall be based existing requirements of the law and chemical waste management Non-biodegradable parts or materials shall be packed and 			
Page 5 of 62 Ministry of Education Copyright Intermediate Communication and Multimedia Equipment Servicing Version 2 May 2011			

labeled properly for disposal

Evidence Guide	
Critical Aspects of Competence	 Assessment requires evidence that the candidate: prepared the unit and required materials, tools equipment and workshop properly applied safety rules and procedures identified faults and defects in accordance with testing procedures and documented the programs explained faults' defect to the responsible person and informed costumer accordingly used tools and equipment properly followed service manual specifications/instructions applied appropriate knowledge and technique on actual repair activity restored unit to normal operating condition within timeframe
Underpinning Knowledge and Attitudes	 Mensuration/Mathematics Conversion of units Applied mathematics Drawing and Schematic Diagram Reading and interpreting orthographic projections and isometric views Reading and interpreting electronic schematic symbols and diagram

Page 6 of 62	Ministry of Education Copyright	Intermediate Communication and Multimedia Equipment Servicing Ethiopian Occupational Standard	Version 2 May 2011
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	 Safety Work Safety requirements and economy of materials with durability Knowledge in 5S application and observation of required procedure Materials, tools/instruments and equipment uses and specifications Identification of hand and power tools Proper care and use of tools Identification of test and measuring instruments Proper care and use of test and measuring instruments System and Processes Principles of Electrical Circuits Fundamentals of Direct Current Circuits Fundamentals of Electronic Components And Circuits Fundamentals of Digital Logics, Components & Circuits Fundamentals of Microprocessor Circuits And Programming Analysis of Troubles And Isolation Techniques Principles of Sound And Acoustics Fundamentals of Audio Amplifiers Fundamentals of Audio Source & Noise Reduction System Fundamentals of Color Television Fundamentals of Color Television 	
Underpinning Skills	 Demonstrates skills to: application of troubleshooting technique use and maintenance of test instruments, tools, & equipment application of work safety practices and time management application of substitution technique soldering/desoldering and wiring/cabling techniques schematic diagram reading skills 	
Resources Implication	 The following resources must be provided: tools, equipment and test instruments audio-video products and systems service manuals/schematics ESD free working area/bench complete electronic spare parts/supplies 	
Assessment Methods	 Competence may be assessed through: Interview / written test / oral questioning Observation/Demonstration 	
Context of Assessment	Competence may be assessed in the work place or in a simulated work place setting	
	ry of Education Copyright Intermediate Communication and Multimedia Equipment Servicing May 2011 Ethiopian Occupational Standard	

Occupational Title: Electronics & Communications Technology		
Unit Title	Assemble and set up audio/video components and	
	systems	
Unit Code	EEL CMS3 02 0511	
Unit Descriptor	This unit covers installing of fixed and non fixed audio/video components and systems in a residential or business environment. It encompasses safe working practices; secure placement and connection of system components, following written and oral instruction, procedures and customer relations.	

Elements		formance criteria
1. Prepare to install	1.1	1 3
audio/video		obtained and understood through established
components and		routines.
Systems.	1.2	Established OHS risk control measures are followed
		in preparation for the work.
	1.3	Safety hazards, which have not previously been
		identified, are reported and advise on risk control
		measures, are sought from the <i>work supervisor</i> .
	1.4	The nature and location of the work is obtained from
		work supervisor or other appropriate person to
		establish the scope of work to be undertaken.
	1.5	Advice is sought from the work supervisor and/or
		other appropriate person to ensure the work is
		coordinated effectively with others.
	1.6	Sources of materials that may be required for the
		work are established in accordance with established
		routines.
	1.7	Tools, equipment and testing devices needed to
		carry out the work are obtained and checked for
		correct operation and safety.
2. Install audio/video	2.1	Established OHS risk control measures for carrying
components and		out the work are followed.
systems	2.2	Circuits/machines/plant are checked as being
		isolated where necessary in strict accordance OHS
		requirements and procedures
	2.3	Audio/video components are installed to comply with
		standards and job specifications with sufficient
		excess to affect terminations.
	2.4	Accessories are installed straight and square in the
Ministry	f Education	Intermediate Communication and Multimedia Version 2
	pyright	Equipment Servicing May 2011 Ethiopian Occupational Standard

Ethiopian Occupational Standard

	1
	required locations and within acceptable tolerances
	2.5 Cables and conductors are terminated at
	accessories in accordance with manufacture's
	specifications and regulatory requirements.
	2.6 Procedures for referring non-routine events to
	immediate supervisor for directions are followed.
	2.7 The installation is carried out efficiently without waste
	of materials or damage to apparatus, circuits or the
	surrounding environment and using sustainable
	energy practices.
3. Complete installation	3.1OHS work completion risk control measures and
work and report.	procedures are followed.
	3.2 Work site is cleaned and made safe in accordance
	with established procedures.
	3.3Work supervisor is notified of the completion of the
	installation work in accordance with established
	routines.

Variables	Range statement
Unit scope	 This unit shall be demonstrated by assembling and setting up fixed and non -fixed audio/video systems in building and premises on: Systems are to consist of surround sound and multi-room speakers, central audio and home theatre components.
Occupational Health & Safety (OH&S)	 Check the equipment before you turn on for testing, Attention when using test instruments, Inject proper amount of audio/video signal, Proper handling of measuring device, Use heat sink while soldering and disordering, Disconnect battery when AC source is used, Disconnect AC screw when DC battery is used, Impedance of speaker must be greater or equal to impedance of amplifier, Unplug AC supply during installation, Remove shorted speaker, Proper handling of electrician hand tools.
Tools and Equipment	 Frequency counter, Blower, Video signal generator, Contact cleaner, Cleaning materials (brush, alcohol, cotton),Screw driver, Pliers, Amplifier, Microphone, Speaker, Multimeter, Oscilloscope, Soldering iron, Soldering lead, Tweezers, Signal generator, DC power supply, Brush, Insulation remover, Impedance matching transformer, extension cord, <i>washer</i> and screw.

Page 9 of 62 Mi	Ministry of Education Copyright	Intermediate Communication and Multimedia Equipment Servicing Ethiopian Occupational Standard	Version 2 May 2011
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Types and Sources of	• Organization rules, regulations and guidalines
Types and Sources of	 Organization rules, regulations and guidelines,
Information	Related documentations,
	Technical manuals,
	Sharing best practices
Required Knowledge	• Technical standards, regulations and codes for
	extra low voltage work
	Sound reproduction fundamentals
	Audio reproduction, electronic components
	Basic knowledge of power systems
	Customer handling
Definition of terms • Work supervisor refers an engineer v	
	supervises the work activity of the technician.
	Washer refers for a plastic holder used to fix
	screw.

Evidence guide	
Critical aspects of competence	 Reading and interpreting drawings of circuit arrangements and component locations. Placing and securing components and accessories accurately. Terminating cable and conductors correctly. Connecting components to manufacturer's instructions. Setting functional controls to customer's requirements. Testing functional operation. Completing necessary documentation including hand over all system/component documents to the customer. Dealing with unplanned events by drawing on essential knowledge and skills to provide appropriate solutions incorporated in a holistic assessment with the above listed items
Context of assessment	 Competency is assessed in the work place or simulated environment (software). The unit of competency should be assessed in conjunction with other relevant units in this occupation
Methods of assessment	The competency may be assessed through: • Practical assessment • Interview • Observation

Page 10 of 62 Ministry of Education Copyright Intermediate Communication and Multime Equipment Servicing Ethiopian Occupational Standard	lia Version 2 May 2011
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	Theoretical exam
	Portfolio Assessment (E.g. Certificate from training
	providers)
Resources for assessment	The following resources MUST be provided:
	Workplace or fully equipped assessment location
	with necessary tools and equipment and consumable
	materials
	Approved assessment tools
	Certified assessor /Assessor's panel

Page 11 of 62	Ministry of Education Copyright	Intermediate Communication and Multimedia Equipment Servicing Ethiopian Occupational Standard	Version 2 May 2011
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Occupational Standard: Intermediate communications and Multimedia Equipment			
Servicing	Servicing		
Unit of Competency	Assemble and erect reception antennae and signal		
Title	distribution equipment		
Unit code	EEL CMS3 03 0511		
Unit Descriptor	This unit covers the installation, positioning and securing of terrestrial and satellite arrays and dishes and associated amplifiers and the reticulation of cables and connection of multiple access outlets and associated equipment. It encompasses safe working practices, selection of antennae and distribution components, installation techniques, use of testing devices and following written and oral instruction and procedures.		

Elements	Performance criteria
1. Prepare to install and	1.1 OHS procedures for a given work area are identified, obtained
set up reception	and understood through established routines.
antennae and signal	1.2 Established OHS risk control measures are followed in
distribution systems	preparation for the work.
	1.3 Safety hazards, which have not previously been identified, are
	reported and advise on risk control measures, are sought from
	the work supervisor.
	1.4 The nature and location of the work is obtained from work
	supervisor or other appropriate person to establish the scope
	of work to be undertaken.
	1.5 Advice is sought from the work supervisor and/or other
	appropriate person to ensure the work is coordinated
	effectively with others.
	1.6 Sources of materials that may be required for the work are
	established in accordance with established routines.
	1.7 Tools, equipment and testing devices needed to carry out the work are obtained and checked for correct operation and
	safety.
2. Install reception	2.1 Established OHS risk control measures for carrying out the
antennae and signal	work are followed.
distribution systems	2.2 Circuits/components are checked as being isolated where
	necessary in strict accordance OHS requirements and
	procedures.
	2.3 The optimum location for an antenna to be installed is
	determine from signal tests and limitation imposed by the
	customer and regulation.
	2.4 Accessories are installed straight and square in the required
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Page 12 of 62 Ministry of Education Copyright Equipment Servicing Version 2 May 2011	Page 12 of 62	Ministry of Education Copyright		Version 2 May 2011
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	locations and within acceptable tolerances.
	2.5 Cables and conductors are terminated at accessories in
	accordance with manufacture's specifications and regulatory requirements.
	2.6 Procedures for referring non-routine events to immediate supervisor for directions are followed.
	2.7 The installation is carried out efficiently without waste of materials or damage to apparatus, circuits or the surrounding environment and using sustainable energy practices.
0. Ost un resention	<u> </u>
3. Set-up reception antennae and signal	3.1 OHS work completion risk control measures and procedures are followed.
distribution systems and report.	3.2 Adjustments are made to the antenna and the system to optimise reception at each outlet.
	3.3 Work site is cleaned and made safe in accordance with established procedures.
	3.4 Work supervisor is notified of the completion of the installation work in accordance with established routines.

Variables	Range statement
Unit scope	This unit covers the competences required to assemble and erect a reception antenna and signal distribution.
Occupational Health & Safety (OH&S)	 Apply OH&S requirements in accordance with regulations/codes of practice and enterprise safety policies and procedures. This may include: using of relevant protective clothing and equipment, use of hand tools and equipment, workplace environment and safe handling of material, use of fire fighting equipment, enterprise first aid, hazard control and hazardous materials and substances, using chemical proven gowns, rubber boots of appropriate size, Goggles, respirators, helmet, and head phones, gloves etc, Checking and fulfilling required safety devices before starting operation, Apply safe operating procedures regarding : electrical safety, machinery movement and operation, manual and mechanical lifting and shifting.
Tools and Equipment	Hand drill, power drill, drill bits, twist drill, Taps and dies, punches, glass cutter, cramps, Spanners (Wrenches), Pliers of various types, tweezers, wire strippers, Files various types, Hammer various types, Screw drivers various sizes, Bench grinder and vice, Brushes- soft and wire type, Saw-hacksaw, piercing saw, Crimping and anti crimping tools, Instruments- phase testers, side calliper, micrometer calliper, rules and tapes, Soldering irons, soldering suckers, de-soldering pump,

Page 13 of 62 Ministry of Education Copyright	Intermediate Communication and Multimedia Equipment Servicing Ethiopian Occupational Standard	Version 2 May 2011	
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	Eye protectors.
Types and sources of	Information source may include :
information	 diagrams or sketches, Occupational health and safety manual, Industry/workplace codes of practice, Organization operating procedures, Workplace guidelines/ workshop manuals, Manufacturer's catalogue/specification manual, Manufacturer's service and operation manuals, Design specification manual, Repair request documentation, job cards, Manufacturing and designing specifications and instructions, Records and reports, Virtual library.
Required Knowledge	Coaxial cable installation and terminationsTV antenna systems
	 Antenna installation and servicing
	 Occupational Health and Safety principles
	Electronic Safe working practices

Evidence guide			
Critical Aspects of competence	 Implement Occupational Health and Safety workplace procedures and practices, including the use of risk control measures as specified in the standard. Assemble and erect reception antenna and signal distribution equipment including: Reading and interpreting drawings of circuit arrangements and component locations. Placing and securing antenna and accessories accurately. Maintaining fire integrity. Terminating cable and conductors correctly. Adjusting for optimum reception at each outlet. Dealing with unplanned events by drawing on essential knowledge and skills to provide appropriate solutions incorporated in a holistic assessment with the above listed items. 		
Context of assessment	• Competency is assessed in the work place or simulated environment (software).		
	 The unit of competency should be assessed in conjunction with other relevant units in this occupation 		
Methods of assessment	The competency may be assessed through: Practical assessment Interview Observation 		
	 Theoretical exam Portfolio Assessment (E.g. Certificate from training 		
Page 14 of 62 Ministry of Copy			

	providers)
Resources for	The following resources MUST be provided:
assessment	 Workplace or fully equipped assessment location with necessary tools and equipment and consumable materials Approved assessment tools
	 Certified assessor /Assessor's panel

Page 15 of 62	Ministry of Education Copyright	Intermediate Communication and Multimedia Equipment Servicing Ethiopian Occupational Standard	Version 2 May 2011
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Occupational Title: Electronics & Communications Technology			
Unit of Competence Title: Commission communication & Multimedia Equipment			
Unit Code	EEL CMS3 04 0511		
Unit Descriptor	This competency standard unit covers undertaking commissioning procedures of electronics and communications systems to comply with predetermined parameters and delivery to client. It encompasses safe working practices, system parameter testing, analysis and adjusting to assure optimum performance, following procedures, and documenting final operating parameters and settings.		

Elements	Performance criteria
 Prepare to commission electronics and communications systems 	 1.1. OHS procedures for a given work area are obtained and understood. 1.2. Established OHS risk control measures and procedures in preparation for the work are followed. 1.3. Safety hazards that have not previously been identified are noted and established risk control measures are implemented. 1.4. Appropriate personnel are consulted to ensure the work is co-ordinated effectively with others involved on the work site. 1.5. System operating parameters are identified by reviewing system specifications and component technical data. 1.6. Tools, equipment, applications, and testing devices needed for the work are obtained in accordance with established procedures and checked for correct operation and safety. 1.7. Preparatory work is checked to ensure no unnecessary damage has occurred and complies with requirements. 1.8. Circuits are checked as being isolated, where necessary, in strict accordance OHS requirements and procedures.
2. Commission electronics and communications systems	 2.1. OHS risk control measures and procedures for carrying out the work are followed 2.2. Testing/measuring devices are connected and set up in accordance with requirements for a particular system. 2.3. Measurements and adjustments are made to electronics and communications equipment to provide optimum system performance in accordance with system specifications and/or regulatory requirements. 2.4. Decisions for dealing with unexpected situations are made

Page 16 of 62	ry of Education Copyright	Intermediate Communication and Multimedia Equipment Servicing Ethiopian Occupational Standard	Version 2 May 2011	
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	 from discussions with appropriate person and job specifications and requirements. 2.5. Methods for dealing with unexpected situations are selected on the basis of safety and specified work outcomes. 2.6. Systems' commissioning procedures are performed in accordance with requirements. 2.7. Commissioning is carried out efficiently without unnecessary waste of materials or damage to apparatus, the surrounding environment or services and using sustainable energy principles.
3. Completion and reporting of	3.1. OHS risk control work completion measures and procedures are followed.
commissioning activities.	3.2. Adjustment settings are documented in accordance with established procedures.
	3.3. Work site is cleaned and made safe in accordance with established procedures.
	3.4. Commissioning results and work completion are notified to appropriate person or persons in accordance with established procedures

Variables	Range Statement			
Unit scope	This competency standard unit shall be demonstrated in relation to commissioning different types of electronics and communications systems and associated components and controls.			
Occupational Health & Safety (OH&S)	Check the equipment before you turn on for testing, Attention when using test instruments, Inject proper amount of audio/video signal, Proper handling of measuring device, Use heat sink while soldering and disordering, Disconnect battery when AC source is used, Disconnect AC screw when DC battery is used, Impedance of speaker must be greater or equal to impedance of amplifier, Unplug AC supply during installation, Remove shorted speaker, Proper handling of electrician hand tools.			
Tools and Equipment	Frequency counter, Blower, Video signal generator, Contact cleaner, Cleaning materials (brush, alcohol, cotton),Screw driver, screw, Pliers, Amplifier, Microphone, Speaker, Multimeter, Oscilloscope, Soldering iron, Soldering lead, Tweezers, Signal generator, DC power supply, Brush, Insulation remover, Impedance matching transformer, extension cord, drilling machine, washer.			
Types and Sources of• Organization rules, regulations and guidelines,				

Page 17 of 62 Ministry of Education Copyright Intermediate Communication Equipment Ser Ethiopian Occupation	rvicing Version 2 May 2011
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Information	Related documentations,
	Technical manuals
	Sharing best practices
Required Knowledge	Commissioning processes and procedures
	 Occupational Health and Safety principles
	 Methods of on – the job training

Evidence guide	Description
Critical aspects of competence	 Identifying system design performance parameters and requirements Measuring and adjusting system components to provide optimum system performance Ensuring system operates within regulatory and/or specification requirements Documenting adjustment settings with established procedures Dealing with unplanned events by drawing on essential knowledge and skills to provide appropriate solutions incorporated in the holistic assessment with the above listed item
Context of assessment	 Competency is assessed in the work place or simulated environment (software). The unit of competency should be assessed in conjunction with other relevant units in this occupation
Methods of assessment	 The competency may be assessed through: Practical assessment Interview Observation Theoretical exam Portfolio Assessment
Resources for assessment	 The following resources MUST be provided: Workplace or fully equipped assessment location with necessary tools and equipment and consumable materials Approved assessment tools Certified assessor /Assessor's panel

Page 18 of 62	Ministry of Education Copyright	Intermediate Communication and Multimedia Equipment Servicing Ethiopian Occupational Standard	Version 2 May 2011
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Occupational Standard: Intermediate Communications & Multimedia Equipment Servicing			
Unit Title Develop Servicing Procedures for Communication & Multimedia Equipment			
Unit Code EEL CMS3 05 0511			
Unit Descriptor	This unit covers the knowledge, skills and attitudes required to develop servicing systems for consumer electronic products and associated circuits, including service schedules.		

Elements	Performance Criteria			
1. Plan and prepare servicing	1.1 OH&S policies and procedures to be followed are planned and prepared, and work is sequence in accordance with requirements			
system	1.2 Appropriate personnel are consulted to ensure the programs for servicing and maintenance are coordinated effectively with others involved in the work site			
	1.3 Programs to be developed for servicing and maintenance are checked against job requirements			
	1.4 Materials necessary to complete the work are identified and detailed in accordance with established procedures and checked against job requirements			
	1.5 Tools, equipment and testing instruments needed to carry out the work are identified and detailed in accordance with established procedures			
2. Implement servicing system	2.1 Normal function of <i>consumer electronics products</i> and associated circuits are ascertained and detailed in accordance with requirements			
	2.2 Circuits isolation and specified testing procedures are detailed where necessary			
	2.3 Servicing system on a trial basis is implemented			
	2.4 Response to <i>unplanned events or conditions</i> in accordance with established procedures are detailed			
	2.5 Approval to implement contingencies in accordance with established procedures from appropriate personnel are detailed			
	2.6 Consumer electronic products and associated circuit servicing and maintenance is implemented in accordance with requirements			
	2.7 Identify and organize technique and approached for maintenance of servicing			

	Evaluate and document servicing	3.1 Adjustments are made in accordance with established procedures, where necessary, to return apparatus and associated circuits to normal operating conditions
	system	3.2 Faulty component(s) are rectified or replaced, without damage or distortion to the surrounding environment
		3.3 On-going checks of the quality of the work are undertaken in accordance with established procedures
		3.4 Consumer electronic products and associated circuits are tested to ensure safety of the installation
		3.5 Consumer electronic products and associated circuits are serviced in accordance with established procedures

V	Variable Range				
OH&S policies May include but not limited to: and procedures • Arrangements of an organization or enterprise to meet their legal and ethical obligations of ensuring that the workplace is safe and without risk to health. this may include: • hazard and risk assessment mechanisms • implementation of safety regulations • safety training • safety systems incorporating, • work clearance procedures • isolation procedures • gas and vapor • use of protective equipment and clothing • use of codes of practice				•	
· · · · · · · · · · · · · · · · · · ·		Julations Actice Ations Accumentation alled-up in specifications and work instructions rance systems rs' specifications e manuals, schedules and specifications/ schedules ifications ent requirements and specifications derpinning knowledge (specified in units' Regional guidelines , policies and imper	Evidence		
	Page 20 of 62	Ministry of Education Copyright	Intermediate Communication and Multimedia Equipment Servicing Ethiopian Occupational Standard	Version 2 May 2011	

Ethiopian Occupational Standard

Appropriate person	May include but not limited to: • Site managers / Project managers / Line managers • Engineers • Regulatory personnel • Other personnel designated by an organization or enterprise
Established procedures	 formal arrangements of an organization, enterprise or statutory authority on task performances quality assurance systems incorporating, for example: specifications, requirements and procedures work orders / instructions reporting procedures improvement mechanisms compliance requirements safety management work clearance systems incorporating, for example: work permits monitoring and clearance procedures isolation procedures procedures OH&S practices procedures for operating safety systems, operating plant and equipment and reporting work activities maintenance, modification or supply of relevant schematic drawings and technical data arrangements for dealing with emergency situations
Consumer electronics products	May include but not limited to: • Audio/Video products and systems • Cellular phones • Electrically controlled domestic & Office Equipment
Unplanned events or conditions	May include but not limited to: • accidents/incidents • brownout/blackout • equipment breakdown • force major e.g., fire, earthquake

Evidence Guide				
Critical Aspects of Competence Assessme • Planner in acco • Checker mainter • Identifier to carry establis		 Planned a in accord Checked maintena Identified to carry o established 	t requires evidence that the candidate: and prepared the servicing and maintena ance with OH&S policies and procedure programs to be developed for servicing ince according to job requirements and detailed tools, equipment and mate out work as specified in the user's manual ed procedures inted consumer electronic products and a	s and rials needed al and
Page 21 of 62 Ministry of Education Copyright		•	Intermediate Communication and Multimedia Equipment Servicing Ethiopian Occupational Standard	Version 2 May 2011

	circuit servicing and maintenance in accordance with requirements
	 Maintained records and documentation of servicing and maintenance activities
	 Reported quality management issues and responses in accordance with established procedures
Underpinning Knowledge and Attitudes	 Read blueprint diagram block diagram Use of schematic diagram and interpreting schematic symbols and process flow System and process Fundamentals of maintaining and servicing Audio- Video products and systems Fundamentals of maintaining in electronically controlled domestic appliances Fundamentals of maintaining cellular phones Safety Work safety requirements and economy of materials with durability Knowledge in 5S application and observation of required timeframe Materials, Tools and Equipment: Uses and Specifications Materials soldering adhesives and insulation Identification of appropriate tools, equipment and devices Applied mathematics Laws and regulations Regional / Local laws or regulations Ethiopia Electrical Code Ethiopia Environment Authority Federal legislations
Underpinning Skills	 Demonstrates skills to: work efficiency communication skills in interpreting service manual and dealing with the client troubleshooting techniques and applied solutions in repairing consumer electronic products and systems skills in the use and maintenance of test instruments, tools and equipment application of work safety practices and time management skills in operation of basic computer software application drawing and interpreting schematic block diagrams and flowcharts relative to work flow
Resources Implication	Access is required to real or appropriately simulated situations, including work areas / work table, materials and equipment, and to information on workplace practices and OHS practices.

Page 22 of 62	Ministry of Education Copyright	Intermediate Communication and Multimedia Equipment Servicing Ethiopian Occupational Standard	Version 2 May 2011
---------------	------------------------------------	---	-----------------------

Assessment	Competence may be assessed through:
Methods	 Interview / Written exam / Oral questioning Demonstration / Observation
Context of Assessment	Competence may be assessed in the work place or in a simulated work place setting

Page 23 of 62	Ministry of Education Copyright	Intermediate Communication and Multimedia Equipment Servicing Ethiopian Occupational Standard	Version 2 May 2011
---------------	------------------------------------	---	-----------------------

Occupational Standard: Intermediate Communications & Multimedia Equipment Servicing		
Unit Title	Develop Basic Electronic System Design	
Unit Code	EEL CMS3 06 0511	
Unit Descriptor	This unit covers the knowledge, skills and attitudes required to Develop Basic Electronic System Design. It encompasses working safely, ensuring cost effective solution, and designing, constructing, recording, evaluating and reporting the design.	

Elements	Performance Criteria
1. Prepare to develop basic	1.1 OHS policy and procedures for a given work area are identified, obtained and understood
electronics system design	1.2 Established procedure for project planning are reviewed are adopted in accordance with organization policies and <i>environmental requirement</i>
	1.3 The extent of the proposed project development is determined from the design brief or in consultations with appropriate person(s).
	1.4 Project work is planned to meet scheduled timelines in consultation with others involved on the work site.
	1.5 Resources required for the work are selected based on compatibility with <i>project requirements</i> and budget constraints
2. Develop design briefs	2.1 Design brief is developed to include scenarios/requirements established in consultation with appropriate person(s), and regulatory requirements.
	2.2 Design brief is developed in collaboration with all relevant design professionals and contractors involved in the project.
	2.3 Competent persons required for the project are identified and their roles specified in the design brief.
	2.4 Project design brief is reviewed against all inputs and adjusted to rectify any anomalies.
	2.5 Project design brief proposal is documented in accordance with organization policies and procedures.
3. Design and	3.1 OH&S policies and procedures are followed
develop basic electronic	3.2 Knowledge of devices and systems and compliance standards are applied to the design
system	3.3 Alternative arrangements for the design are considered based on the requirements outlined in the design brief.
	3.4 Safety, functional and budget considerations are incorporated in the design.

Page 24 of 62	Ministry of Education Copyright	Intermediate Communication and Multimedia Equipment Servicing Ethiopian Occupational Standard	Version 2 May 2011
---------------	------------------------------------	---	-----------------------

	3.5 Prototype hardware systems are constructed and tested for compliance with the design brief and regulatory requirements.
	3.6 Prototype malfunctions are rectified and retested to ensure effective operation of design.
	3.7 Solutions to unplanned events and conditions are provided consistent with organization policy
	3.8 Project design is documented for submission to appropriate person(s) for approval.
4. Obtain approval for the design	4.2 The design is presented and explained to client representative and/or other relevant person(s).
	4.3 Requests for modifications to the design are negotiated with relevant person(s) within the constraints of organization policy.
	4.4 Final design is documented and approval obtained from appropriate person(s).
	4.5 Quality of work is monitored against personal performance agreement and/or established organizational or professional standards

Variable	Range
OHS policies and procedures	 Arrangements of an organization or enterprise to meet the legal and ethical obligations of ensuring that the workplace is safe and without risk to health. This may include: Hazardous and risk assessment mechanisms Implementation of safety regulations Safety training Safety systems incorporating - Work clearance procedures Isolation procedures Gas and vapor Monitoring/testing procedures Use of protective equipment and clothing Use of codes of practice

Page 25 of 62 Ministry of Education Copyright	Intermediate Communication and Multimedia Equipment Servicing Ethiopian Occupational Standard	Version 2 May 2011
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Established procedure	 May include but not limited to: Arrangements of an organization or enterprise to meet their legal and ethical obligations of ensuring that the workplace is safe and without risk to health. this may include: hazard and risk assessment mechanisms implementation of safety regulations safety training safety systems incorporating, work clearance procedures isolation procedures gas and vapor
	 monitoring/testing procedures use of protective equipment and clothing use of codes of practice
Appropriate person	May include but not limited to: • Site managers • Project managers • Engineers • Line managers • Regulatory personnel • Other personnel designated by an organization or enterprise
Established procedures	 formal arrangements of an organization, enterprise or statutory authority on task performances quality assurance systems incorporating, for example: specifications, requirements and procedures work orders / instructions reporting procedures improvement mechanisms compliance requirements safety management work clearance systems incorporating, for example: work permits monitoring and clearance procedures isolation procedures OH&S practices procedures for operating safety systems, operating plant and equipment and reporting work activities maintenance, modification or supply of relevant schematic drawings and technical data arrangements for dealing with emergency situations
Unplanned events or conditions	May include but not limited to: • accidents/incidents • brownout/blackout • equipment breakdown • force major e.g. fire

Page 26 of 62 Ministry of Education Copyright	Intermediate Communication and Multimedia Equipment Servicing Ethiopian Occupational Standard	Version 2 May 2011
--	---	-----------------------

Project requirement	May include but not limited to:
Project requirement	May include but not limited to:
	 statutory regulations
	 codes of practice
	 job specifications
	 procedures and work instructions
	 quality assurance systems
	 manufacturers' specifications
	 maintenance manuals, schedules and specifications/ standards
	 circuit/cable schedules
	 design specifications
	 customer/client requirements and specifications
	 Federal and Regional guidelines, policies and imperatives relating to the environment
Environmental Requirements	 proper disposal of chemicals equipment and components shall be based on existing requirements of the law and chemicals waste management
	 non-biodegradable parts of materials shall be packed and labeled properly for disposal

Evidence Guide	
Critical Aspects of Competence	 Assessment requires evidence that the candidate: Implemented Occupational Health and Safety workplace procedures and practices, including the use of risk control measures as specified in the performance criteria and range statement Demonstrate an understanding of the essential knowledge and associated skills as described in this unit While developing the basic electronic system design, demonstrated consistent performance across a representative range of contexts from the prescribed items below: Developing outlines of alternative designs. Developing the design within the safety and functional requirements and budget limitations. Constructing and testing prototype hardware according to design brief and regulatory requirements. Documenting and presenting design effectively. Successfully negotiating design alteration requests. Obtaining approval for final design.
	 communicated effectively with others to ensure safe and effective work operations

Page 27 of 62	Ministry of Education Copyright	Intermediate Communication and Multimedia Equipment Servicing Ethiopian Occupational Standard	Version 2 May 2011
---------------	------------------------------------	---	-----------------------

Underpinning	Blueprint/Diagram reading
Knowledge and Attitudes	Use of Schematic Diagram and Interpreting Schematic
	Symbols
	 System and Processes Troubleshooting Analysis
	 Fundamentals of Electronics
	 Fundamentals of Computer Operation
	 Fundamentals of Microprocessors/Microcontroller and programmable logic control/DLC/
	programmable logic control/PLC/Fundamental of engineering design using AutoCAD
	 Fundamentals of Electromagnetic compatibility
	 Electronic testing and measuring devices and techniques
	 Principle and application of different electronics components and circuit e.g. Amplifier, rectifier, regultor, diode, transistors
	Safety
	 Work safety requirements and economy of materials with durability
	 Knowledge in basic safety application and observation of required timeframe
	 Materials, Tools and Equipment: Uses and Specifications
	 Soldering materials adhesives and insulation
	 Identification of appropriate tools, equipment and devices
	 Applied Mathematics Laws and Regulations
	 Regional / Local laws or regulations
	 Ethiopia Electrical Code
	 Federal legislations
	 Fundamental of management and economics
	 Quality management system Durabasing system and section to shair use
	 Purchasing system and costing technique Risk management, application and techniques
Underpinning Skills	Work efficiency
	 Communication skills in interpreting service manual and
	dealing with the client
	 Designing technique and problem solving ability in basic electronic system
	 Skills in the use and maintenance of test instruments, tools and equipment
	 Applying work safety practices and time management
	Skills in operation of basic computer software application
	 Interpreting schematic diagrams in relation to job requirements

Resources Implication	Access is required to real or appropriately simulated situations, including work areas, materials, diagrams and manuals, tools, test instruments and equipment, and to information on workplace practices and OHS practices.
Assessment Methods	 Competence may be assessed through: Interview / oral questioning / written exam Simulation/demonstration Observation
Context of Assessment	Competence may be assessed in the work place or in a simulated work place setting

Page 29 of 62	Ministry of Education Copyright	Intermediate Communication and Multimedia Equipment Servicing Ethiopian Occupational Standard	Version 2 May 2011
---------------	------------------------------------	---	-----------------------

Occupational Standard: Intermediate Communications & Multimedia Equipment Servicing		
Unit Title Train Service Technicians		
Unit Code EEL CMS3 07 0511		
Unit Descriptor	This unit covers the knowledge, skills and attitudes required to train service technicians and apprentices.	

Elements	Performance Criteria		
1. Plan and prepare training activities	1.1 Required tools, materials and equipment are prepared in the worksite.		
	1.2 Stage of development is determined from discussion with the service technician, observation of the service technician and/or a formal assessment being carried out		
	1.3 Measures are taken to ensure that the service technician understands OHS requirements and safe working procedures and practices for the particular worksite and the activities to be undertaken		
	1.4 Preparation for particular <i>training</i> includes deciding which activities are to be undertaken by the service technician and the level of supervision is planned		
	1.5 Confirmation from the service technician is sought regarding the level of understanding of the training activity to be performed		
2. Guide/mentor service technicians	2.1 Service technician is provided with clear instructions on the work to be done and the respective responsibilities associated with the work and others who are involved		
	2.2 Service technician is <i>guided/mentored</i> and stage check is made at a level appropriate to the stage of development in accordance with industry standards		
	2.3 Measures are taken to ensure that the service technician completes relevant documentation of the work performed in accordance with established procedures		
3. Document and provide feedback	3.1 Service technician's progress is monitored in accordance with established procedures and documentation requirements		
	3.2 Work activities and assessment undertaken are documented and verified in accordance with established procedures		
	3.3 Assessment feedback is provided to service technician and training evaluation report is submitted to responsible person		

Page 30 of 62	y of Education Copyright Intermediate Communication and Multim Equipment Servicing Ethiopian Occupational Standard	edia Version 2 May 2011
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Variable	Range	
OH&S policies and procedures	 May include but not limited to: Arrangements of an organization or enterprise to meet their legal and ethical obligations of ensuring that the workplace is safe and without risk to health. this may include: hazard and risk assessment mechanisms implementation of safety regulations safety training safety systems incorporating, work clearance procedures isolation procedures gas and vapor monitoring/testing procedures use of protective equipment and clothing use of codes of practice 	
Training	May include but not limited to: • Knowledge training • Skills training • Attitudinal & work value training	
Guide / mentor	May include but not limited to: • coaching • instructions • demonstrating • assessing	
Established procedures	 formal arrangements of an organization, enterprise or statutory authority on task performances quality assurance systems incorporating, for example: OH&S practices procedures for operating safety systems, equipment and reporting work activities maintenance, modification or supply of relevant schematic drawings and technical data arrangements for dealing with emergency situations 	
Documentation requirements	May include but not limited to: • GANTT chart • progress chart/report • training evaluation report • training plan	

Evidence Guide		
Critical Aspects of Competence	 Assessment requires evidence that the candidate: planned and prepared the training activities guided/mentored the service technician monitored and checked the performance of the service technician document the performance of the service technician provided feedback to the service technician and training evaluation report is submitted to the responsible person 	
Underpinning Knowledge and Attitudes	 Fundamentals of maintaining and servicing audio-video products and systems Fundamentals of maintaining and servicing cellular phones Fundamentals of maintaining and servicing of electronically-controlled domestic appliances Fundamentals of coaching and mentoring Theories of adult learning Methods of teaching 	
Underpinning Skills	 Communicate effectively with trainees Applying effective techniques of coaching and mentoring Demonstrate skills in maintaining and servicing consumer electronic products and system Demonstrate positive work values and attitudes Effectively deliver training in accordance to training plan Develop training plan/lesson plan Perform trainee evaluation 	
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	 Competence may be assessed through: Interview / questioning / written test Simulation/demonstration Observation 	
Context of Assessment	Competence may be assessed in the work place or in a simulated work place setting	

Page 32 of 62	Ministry of Education Copyright	Intermediate Communication and Multimedia Equipment Servicing Ethiopian Occupational Standard	Version 2 May 2011
---------------	------------------------------------	---	-----------------------

Occupational Standard: Intermediate Communications & Multimedia Equipment Servicing	
Unit Title	Apply Quality Control
Unit Code	EEL CMS3 08 0511
Unit Descriptor	This unit covers the knowledge, skills, and attitudes needed to apply quality standards in the workplace. The unit also includes the application of relevant safety procedures and regulations, organization procedures and customer specifications.

Elements	Performance Criteria		
1. Assess quality of received	1.1 Work instructions are obtained and work is carried out in accordance with standard operating procedures		
materials or components	1.2 Received <i>materials or component parts</i> are checked against workplace standards and specifications		
	1.3 Faulty material or components related to work are identified and isolated		
	1.4 <i>Faults</i> and any identified causes are recorded and/or reported in accordance with workplace procedures		
	1.5 Faulty materials or components are replaced in accordance with workplace procedures		
2. Assess quality of service	2.1 Information on the quality and other indicators of production performance is <i>documented</i> in accordance with workplace procedures		
	2.2 Completed work is checked against documented workplace standards relevant to the task undertaken		
	2.3 Faulty items or below standard services are identified and corrected		
	2.4 Deviations from specified <i>quality standards</i> and its causes are documented and reported in accordance with the organization standards operating procedures		
3. Engage in quality	3.1 Process improvement procedures are participated in relation to workplace assignment		
improvement	3.2 Work is carried out in accordance with process improvement procedures		
	3.3 Performance of operation or quality of product or service to ensure customer satisfaction is monitored		

Page 33 of 62	Ministry of Education Copyright	Intermediate Communication and Multimedia Equipment Servicing Ethiopian Occupational Standard	Version 2 May 2011
---------------	------------------------------------	---	-----------------------

Variable	Range
Materials / components	Materials may include but not limited to: • wires • cables, soldering lead • electrical tape
	Components may include but not limited to: ICs Capacitors
Faults	 May include but not limited to: components/materials not according to specification components/materials contain manufacturing defects components/materials do not conform with government regulation i.e., electrical/electronic code, environmental code components/materials have safety defect
Documentation	May include but not limited to: • Organization work procedures and manuals • Manufacturer's instruction manual • Customer requirements/specifications • Forms
Quality standards	May include but not limited to: • materials • component parts • final product • production processes • services

Evidence Guide	
Critical Aspects of Competence	 Assessment requires evidence that the candidate: Carried out work in accordance with the company's standard operating procedures Performed task according to specifications Reported defects detected in accordance with standard operating procedures Carried out work in accordance with the process improvement procedures

Page 34 of 62	Ministry of Education Copyright	Intermediate Communication and Multimedia Equipment Servicing Ethiopian Occupational Standard	Version 2 May 2011
---------------	------------------------------------	---	-----------------------

Underpinning Knowledge and Attitudes	 Demonstrates knowledge of: Relevant production processes, materials and products Characteristics of materials/component parts used in electronic production processes Quality checking procedures Workplace procedures Safety and environmental aspects of production processes Fault identification and reporting Quality improvement process 	
Underpinning Skills	 Demonstrates skills to: Reading skills required to interpret work instruction Communication skills needed to interpret and apply defined work procedures Carry out work in accordance with OHS policies and procedures 	
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	Competence may be assessed through: • Interview / questioning / written test • Simulation/demonstration • Observation	
Context of Assessment	Competence may be assessed in the work place or in a simulated work place setting	

Page 35 of 62 Ministry of Educati Copyright	n Intermediate Communication and Multimedia Equipment Servicing Ethiopian Occupational Standard	Version 2 May 2011
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<u>TOP</u>

Occupational Standard: Intermediate Communications & Multimedia Equipment Servicing		
Unit Title	Lead Workplace Communication	
Unit Code	EEL CMS3 09 0511	
Unit Descriptor	This unit covers the knowledge, attitudes and skills to lead in the dissemination and discussion of information and issues in the workplace.	

Elements	Performance Criteria		
1. Communicate information about workplace processes	1.1	Appropriate <i>communication method</i> is selected	
		Multiple operations involving several ics areas are communicated accordingly	
	1.3	Questions are used to gain extra information	
	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 workplace discussion	2.1	Response to workplace issues are sought	
discussion	2.2	Response to workplace issues are provided immediately	
		Constructive contributions are made to workplace discussions on such issues as production, quality and safety	
		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 issues arising in the workplace		Information regarding problems and issues are organized coherently to ensure clear and effective communication	
	3.3	Dialogue is initiated with appropriate staff/personnel	
		Communication problems and issues are raised as they arise	

Page 36 of 62 Ministry of Ec Copyrig	on Intermediate Communication and Multimedia Equipment Servicing Ethiopian Occupational Standard	Version 2 May 2011
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Variable	Range
Methods of	Non-verbal gestures
communication	• Verbal
	Face to face
	• Two-way radio
	 Speaking to groups
	Using telephone
	• Written
	Using Internet
	Cell phone

Evidence Guide			
Critical Aspects of	Demonstrates skills and knowledge to:		
Assessment	 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 Attitudes	 Organization requirements for written and electronic communication methods 		
	 Effective verbal communication methods 		
Underpinning Skills	Demonstrates skills to:		
	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 Implication	The following resources must be provided: variety of information, communication tools, simulated workplace		
Assessment Methods	Competence may be assessed through: Interview Observation/Demonstration 		

Page 37 of 62 Ministry of Education Copyright Intermediate Communication and Multimedia Equipment Servicing Ethiopian Occupational Standard Equipment Servicing	Version 2 May 2011
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Context of	Competence may be assessed in the work place or in a
Assessment	simulated work place setting

<u>TOP</u>

Occupational Standard: Intermediate Communications & Multimedia Equipment Servicing		
Unit Title	Lead Small Teams	
Unit Code	EEL CMS3 10 0511	
Unit Descriptor	This unit covers the knowledge, attitudes and skills to lead small teams including setting and maintaining team and individual performance standards.	

Elements	Performance Criteria		
1. Provide team leadership	1.1. Work requirements are identified and presented to team members		
	1.2. Reasons for instructions and requirements are communicated to team members		
	1.3. <i>Team members' queries and concerns</i> are recognized, discussed and dealt with		
2. Assign responsibilities	2.1. Duties and responsibilities are allocated having regard to 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 performance expectations for	3.1. Performance expectations are established based on client needs and according to assignment requirements		
team members	3.2. Performance expectations are based on individual team members duties and area of responsibility		
	3.3. Performance expectations are discussed and disseminated to individual team members		

Page 38 of 62	Ministry of Education Copyright	Intermediate Communication and Multimedia Equipment Servicing Ethiopian Occupational Standard	Version 2 May 2011
---------------	------------------------------------	---	-----------------------

4. Supervised team performance	4.1. <i>Monitoring of performance</i> takes place against defined performance criteria and/or assignment instructions and corrective action taken if required	
	4.2. Team members are provided with <i>feedback</i> , positive support and advice on strategies to overcome any deficiencies	
	4.3. <i>Performance issues</i> which cannot be rectified or addressed within the team are referenced to appropriate personnel according to employer policy	
	4.4. 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	
	4.5. Team operations are monitored to ensure that employer/ client needs and requirements are met	
	4.6. Follow-up communication is provided on all issues affecting the team	
	4.7. All relevant documentation is completed in accordance with company procedures	
Variable	Range	
Work requirements	 client profile assignment instructions	
Team member's concerns	roster/shift details	
Monitor performance	formal processinformal process	
Feedback	formal processinformal process	
Performance issues	 work output work quality team participation 	

Evidence Guide

Page 39 of 62	Ministry of Education Copyright	Intermediate Communication and Multimedia Equipment Servicing Ethiopian Occupational Standard	Version 2 May 2011
---------------	------------------------------------	---	-----------------------

Critical Aspects of	Demonstrates skills and knowledge to:
Assessment	 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 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 Attitudes	 company policies and procedures
Allitudes	 relevant legal requirements
	 how performance expectations are set
	 methods of monitoring performance
	client expectations
	 team member's duties and responsibilities
Underpinning Skills	Demonstrates skills to:
	 communication skills required for leading teams
	 informal performance counseling skills
	 team building skills
	negotiating skills
Resources Implication	 access to relevant workplace or appropriately simulated environment where assessment can take place
	 materials relevant to the proposed activity or task
Assessment Methods	Competence may be assessed through:Interview / Oral questioning / Written TestObservation/Demonstration
Context of Assessment	Competence may be assessed in the work place or in a simulated work place setting

Page 40 of 62	Ministry of Education Copyright	Intermediate Communication and Multimedia Equipment Servicing Ethiopian Occupational Standard	Version 2 May 2011
---------------	------------------------------------	---	-----------------------

Occupational Standard: Intermediate Communications & Multimedia Equipment Servicing		
Unit Title	Improve Business Practice	
Unit Code	CON CRP3 13 0910	
Unit Descriptor	This unit covers the skills, knowledge and attitudes required in promoting, improving and growing business operations.	

Elements	Per	formance Criteria
1. Diagnose the	1.1	Data required for diagnosis is determined and acquired
business	1.2	<i>Competitive advantage</i> 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	<i>Key indicators</i> 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 plans	3.1	A consolidated list of required improvements is developed
to improve business performance	3.2	Cost-benefit ratios for required improvements are determined
performance	3.3	Work flow changes resulting from proposed improvements 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 and promotional plans	4.2	Practice objectives are developed/reviewed
	4.3	Target markets are identified/refined
	4.4	Market research data is obtained
	4.5	Competitor analysis is obtained
	4.6	Market position is developed/reviewed
	4.7	Practice <i>brand</i> is developed

	Ministry of Education	Intermediate Communication and Multimedia	Varaian 2
Page 41 of 62	Ministry of Education Copyright	Equipment Servicing	Version 2 May 2011
		Ethiopian Occupational Standard	,

	4.8	Benefits of 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 growth plans	5.2	Plans to add new clients are developed
growin 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 and monitor plans	6.1	Implementation plan is developed in consultation with all relevant stakeholders
	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

Variables	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
	Break even data
	Pricing policy
	Revenue assumptions
	 Business environment
	Economic conditions
	Social factors
	Demographic factors
	 Technological impacts
	Political/legislative/regulative impacts

Page 42 of 62	Ministry of Education Copyright	Intermediate Communication and Multimedia Equipment Servicing Ethiopian Occupational Standard	Version 2 May 2011
---------------	------------------------------------	---	-----------------------

	Competitors, competitor pricing and response to pricing
	 Competitor marketing/branding
	 Competitor products
Competitive	Services/products
advantage	 Fees
includes:	 Location
Objectives	Timeframe
Objectives should be	Specific
'SMART', that	Measurable
,	Achievable
	Realistic
	Time defined
Market research data includes:	 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
	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
	\sim $ractional interact out as industry for structures, strategic$

Page 43 of 62	Ministry of Education	Intermediate Communication and Multimedia Equipment Servicing	Version 2
1 age +5 01 02	Copyright	Ethiopian Occupational Standard	May 2011

	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	 Organizational structure/hierarchy
include:	 Reward schemes
Market position	Product
should	 The good or service provided
include data on:	 Product mix
	 The core product - what is bought
	 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	Practice logo/letter head/signage
include:	 Phone answering protocol
	Facility decor
	Slogans
	 Templates for communication/invoicing

Page 44 of 62	Ministry of Education Copyright	Intermediate Communication and Multimedia Equipment Servicing Ethiopian Occupational Standard	Version 2 May 2011
---------------	------------------------------------	---	-----------------------

	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
	Press releases
	 Publicity and sponsorship
	 Newsletters (print and/or electronic)
	Websites
	Direct mail
	Telemarketing/cold calling
Yield per existing	Raising charge out rates/fees
client may be	Packaging fees
increased by:	Reduce discounts
	Sell more services to existing clients

Page 45 of 62	Ministry of Education Copyright	Intermediate Communication and Multimedia Equipment Servicing Ethiopian Occupational Standard	Version 2 May 2011
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Evidence Guide	
Critical Aspects of Competence	 The candidate must be able to demonstrate: 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 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 Knowledge and Attitudes	 Demonstrates knowledge of: Data analysis Communication skills Computer skills to manipulate data and present information Negotiation skills Problem solving 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 Skills	 Data analysis and manipulation Ability to acquire and interpret required data Current practice systems and structures Sources of relevant benchmarking data Methods of selecting relevant key benchmarking indicators Communication skills working and consulting with others when developing plans for the business negotiation skills and problem solving using computers to manipulate, present and distribute information planning skills

Resources Implication	 access to relevant workplace or appropriately simulated environment where assessment can take place materials relevant to the proposed activity or task
Assessment Methods	 Competence may be assessed through: Interview / Oral questioning / Written Test Observation/Demonstration
Context of Assessment	Competence may be assessed in the work place or in a simulated work place setting

Page 47 of 62 Ministry of Educ Copyright	Intermediate Communication and Multimedia Equipment Servicing Ethiopian Occupational Standard	Version 2 May 2011
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<u>TOP</u>

Occupational Standard: Home/Office Electrical/Electronic Equipment Servicing		
Unit Title	Improve Business Practice	
Unit Code	EEL CMS3 11 0511	
Unit Descriptor	This unit covers the skills, knowledge and attitudes required in promoting, improving and growing business operations.	

Elements	Performance Criteria
7. Diagnose the business	1.4 Data required for diagnosis is determined and acquired
	1.5 <i>Competitive advantage</i> of the business is determined from the data
	1.6 SWOT analysis of the data is undertaken
8. Benchmark	2.5 Sources of relevant benchmarking data are identified
the business	2.6 <i>Key indicators</i> for benchmarking are selected in consultation with key stakeholders
	2.7 Like indicators of own practice are compared with benchmark indicators
	2.8 Areas for improvement are identified
9. Develop plans	3.7 A consolidated list of required improvements is developed
to improve business performance	3.8 Cost-benefit ratios for required improvements are determined
ponomianoo	3.9 Work flow changes resulting from proposed improvements are determined
	3.10 Proposed improvements are ranked according to agreed criteria
	3.11 An action plan to implement the top ranked improvements is developed and agreed
	3.12 Organizational structures are checked to ensure they are suitable
10.Develop	4.10 The practice vision statement is reviewed
marketing and promotional	4.11 Practice objectives are developed/reviewed
plans	4.12 Target markets are identified/refined
	4.13 Market research data is obtained
	4.14 Competitor analysis is obtained
	4.15 Market position is developed/reviewed
	4.16 Practice <i>brand</i> is developed

Page 48 of 62	rsion 2 ly 2011
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	4.17 Benefits of practice/products/services are identified
	4.18 Promotion tools are selected/developed
11.Develop	5.6 Plans to increase <i>yield per existing client</i> are developed
business growth plans	5.7 Plans to add new clients are developed
growth plans	5.8 Proposed plans are ranked according to agreed criteria
	5.9 An action plan to implement the top ranked plans is developed and agreed
	5.10 Practice work practices are reviewed to ensure they support growth plans
12.Implement and monitor plans	6.5 Implementation plan is developed in consultation with all relevant stakeholders
	6.6 Indicators of success of the plan are agreed
	6.7 Implementation is monitored against agreed indicators
	6.8 Implementation is adjusted as required

Variables	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
	Break even data
	Pricing policy
	Revenue assumptions
	Business environment
	Economic conditions
	Social factors
	Demographic factors
	 Technological impacts
	Political/legislative/regulative impacts

Competitive advantage includes:	 Competitors, competitor pricing and response to pricing Competitor marketing/branding Competitor products Services/products Fees
	LocationTimeframe
Objectives should be 'SMART' , that	 Specific Measurable Achievable Realistic Time defined
Market research data includes:	 Data about existing clients 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 Industry reports Secondary market research Primary market research such as: telephone surveys personal interviews mail surveys
Competitor analysis	 Competitor offerings Competitor promotion strategies and activities Competitor profile in the market place
SWOT analysis includes:	 Internal strengths such as staff capability, recognized 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

Page 50 of 62	of Education opyright Intermediate Communication and Multimedia Equipment Servicing Ethiopian Occupational Standard	Version 2 May 2011
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	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	 Organizational structure/hierarchy
include:	Reward schemes
Market position	Product
should	The good or service provided
include data on:	Product mix
	The core product - what is bought
	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	Practice logo/letter head/signage
include:	Phone answering protocol
	Facility decor
	Slogans
	Templates for communication/invoicing

Page 51 of 62	Ministry of Education Copyright	Intermediate Communication and Multimedia Equipment Servicing Ethiopian Occupational Standard	Version 2 May 2011	
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	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
	Press releases
	 Publicity and sponsorship
	 Newsletters (print and/or electronic)
	Websites
	Direct mail
	Telemarketing/cold calling
Yield per existing	 Raising charge out rates/fees
client may be	Packaging fees
increased by:	Reduce discounts
	Sell more services to existing clients

Page 52 of 62	Ministry of Education Copyright	Intermediate Communication and Multimedia Equipment Servicing Ethiopian Occupational Standard	Version 2 May 2011
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Evidence Guide	
Critical Aspects of Competence	 The candidate must be able to demonstrate: 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 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 Knowledge and Attitudes	 Demonstrates knowledge of: Data analysis Communication skills Computer skills to manipulate data and present information Negotiation skills Problem solving 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
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Resources Implication	 access to relevant workplace or appropriately simulated environment where assessment can take place materials relevant to the proposed activity or task 	
Assessment MethodsCompetence may be assessed through: 		
Context of AssessmentCompetence may be assessed in the work place or in a simulated work place setting		

Page 54 of 62 Ministry of Educat Copyright	n Intermediate Communication and Multimedia Equipment Servicing Ethiopian Occupational Standard	Version 2 May 2011
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TOP			
Occupational Standard: Intermediate Electronics Communication and Multimedia Equipment Servicing			
Unit Title	Maintain Quality System and Continuous Improvement Processes (Kaizen)		
Unit Code	EEL CMS3 12 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.		

El	Elements		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 <i>coaching and mentoring</i> 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 standardized procedures	3.1	Ensure all required procedures are accessible by relevant personnel
		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

Page 55 of 62	Ministry of Education Copyright	Intermediate Communication and Multimedia Equipment Servicing Ethiopian Occupational Standard	Version 2 May 2011
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4.	Provide trai	Ũ		alyze roles, duties and current competency of relevant sonnel
in	systems and improvement processes			ntify training needs in relation to quality system and ntinuous improvement processes (kaizen)
	p10003303			ntify opportunities for skills development and/or training grams to meet needs
				iate and monitor training and skills development grams
			4.5 Ma	intain accurate training record
5.	Monitor and review			view performance outcomes to identify ways in which nning and operations could be improved
	performanc	e (mo	e the organization's systems and <i>technology</i> to nitor and review progress and to identify ways in which nning and operations could be improved
		ţ		hance <i>customer service</i> through the use of quality provement techniques and processes
		ţ		ust plans and communicate these to personnel olved in their development and implementation
6.	Build contir	nuous	6.1 Org	ganize and facilitate improvement team
	improvement process	nt		courage work group members to routinely monitor key
		(ild capacity in the work group to critically review the evant parts of the value chain
				sist work group members to formalize improvement ggestions
		(cilitate relevant resources and assist work group mbers to develop implementation plans
			app	nitor implementation of improvement plans taking propriate actions to assist implementation where juired.
7.	Facilitate th	ne 7	7.1 An	alyze the job completion process
	identification of improvement opportunities		7.2 Asl	relevant questions of job incumbent
		_		courage job incumbents to conceive and suggest provements
			7.4 Fa	cilitate the trying out of improvements, as appropriate
8.	8. Evaluate relevant		8.1 Un	dertake regular audits of components of the quality stem that relate to the work area
	component quality syst		aco	plement improvements in the quality system in cordance with own level of responsibility and workplace peedures
Page 56 of 62 Copyright Equipment Servicing May 20			Norsion 2	

8.3	Facilitate the updating of standard procedures and practices
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	May include:
improvement tools	statistics
	cause and effect diagrams
	fishbone diagram
	Pareto diagrams
	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				
Critical Aspects of Competence	 Evidence of the following is essential: taking active steps to implement, monitor and adjust plans, 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 jaintiate quality processes to enhance the quality of performance 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 			

Page 58 of 62	Ministry of Education Copyright	Intermediate Communication and Multimedia Equipment Servicing Ethiopian Occupational Standard	Version 2 May 2011
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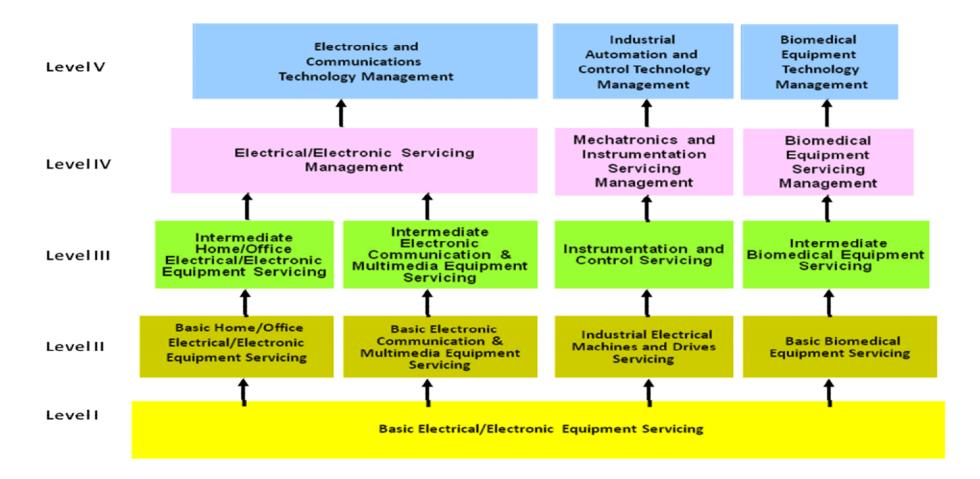
Underpinning Knowledge and Attitudes	 Demonstrates knowledge of: principles and techniques associated with: benchmarking best practice change management continuous improvement systems and processes quality systems range of procedures available and their application to different jobs applicability of 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 organizational structure, delegations and responsibilities policy and procedure development processes relevant national and international quality standards and protocols standard operating procedures (SOPs) for the technical work performed in work area
Underpinning Skills	 enterprise quality system 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

Page 59 of 62	Ministry of Education Copyright	Intermediate Communication and Multimedia Equipment Servicing Ethiopian Occupational Standard	Version 2 May 2011
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	 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 developing and refining techniques and processes analyze training needs and implementing training programs prepare and maintain quality and audit documentation
Resources Implication	 Access may be required to: 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.

Page 60 of 62 Ministry of Edu Copyrigh	n Intermediate Communication and Multimedia Equipment Servicing Ethiopian Occupational Standard	Version 2 May 2011
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Sector: Electrotechnology and Telecommunication Sub-Sector: Electrotechnology



Page 61 of 62	Ministry of Education Copyright	Intermediate Communication and Multimedia Equipment Servicing Ethiopian Occupational Standard	Version 3 May 2011
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We wish to extent thanks and appreciation to the many representatives of business, industry, academe and government agencies who donated their time and expertise to the development of this occupational standard.

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This occupational standard was developed on May 2011 at Addis Ababa, Ethiopia.

Page 62 of 62	Ministry of Education Copyright	Intermediate Communication and Multimedia Equipment Servicing	Version 3 May 2011
		Ethiopian Occupational Standard	