

MCAST PROGRAMMES - PUBLIC INFORMATION TEMPLATE (FULL TIME)

Institute Centre for Learning and Employability

Department

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Programme Title	Award in Retail						
Course Code To be filled in by Admissions Dept.	LE1-O04-23 If the programme includes a WBL element, How is it accredited? Not Applicable, does not include WBL						
MQF/ EQF Level	Level 1	Type (refer to Appendix 1 for Parameters)QualificationMCAS Malta of Arts Scien		MCAST – Malta College of Arts, Science and Technology			
Accreditation Stat	us	Accredited via Self-Accreditir				· ·	MCAST holds Notice 296/2012)
Mode of Delivery	Face to Face	Durati emic Yea Semeste		1 Year		ode of tendance	Full-Time
Total Number of Credits	30 credits	Total Learnin (25 Total Learning			750 houi	S	
Target Audience	Ages 16 - 65Target Group (the type of learners that the educational institution anticipates joining this programme)The target group for this course includes (but not limited to) students who finish secondary education and have some learning and/or intellectual disability. Students can also progress to the Award in Retail from the Intro A & B programmes which are more basic in level.				hish secondary rning and/or s can also il from the Intro		
Programme Fees	There are no fees applicable to Maltese and other EU Nationals (as will be evidenced by their Identity Document) Fees apply for other International Applicants for fee information and any related updates it is best to communicate with MG2i International through <u>applyinternational@mcast.edu.mt</u> One may consider checking about possible eligibility or otherwise for any exemption from fees by contacting the relevant section within MEYR (Floriana) – or visit the servizz.gov.mt website <u>here</u>						
Date of Next Student Intake	For further information regarding upcoming student intake and applications time windows for same kindly click here						
Language of Instruction	The official language of instruction at MCAST is English. All notes and textbooks are in English (except for language courses, which will be in the respective language being instructed). International candidates will be requested to meet English language certification requirements for access to the course.						
Application Method	Applications to full-time courses are received online via the College Managem Information System. Applicants can log-in using Maltese Electronic ID (eID) in to access the MCAST Admissions Portal directly and create one's own studen account with the identity being verified electronically via this secure service			ID (eID) in order wn student			
	Non-EID applicants need to request account creation though an online form after that they confirm that their local Identification Document does not come with an EID						



entitlement. Once the identity is verified and the account is created on behalf of the application accounding to the same instructions applicable to all other application according to the same instructions applicable to all other applicants. For more information about how to apply online for a course at MCAST, please visit; https://mcast.edu.mt/how-to-apply-online-2/ Information for Non-EU candidates require a study visa in order to travel to Malta and join the course applied for (on a Full Time delivery mode). For further information re study-visa please access https://www.identitymalta.com/unit/central-visa-unit/. Information for Non-EU Citizens Further information International / TCN applicants should take note of before requesting to being considered for a programme of studies at MCAST, can be obtained through the respective FAQ found on https://mcast.edu.mt/important-information/ IMPORTANT note to Non-EU In instances where a TCN is applying for an MCAST programme of studies which includes Apprentices from which is expected in order to be able to successfully complete the selected programme of studies. Further information can also be obtained through the respective FAQ found on https://mcast.edu.mt/important-information/ MACAST Main Campus Trig Kordin, Pacla, Malta All courses expet for courses delivered by the Institute for the Creative Arts, the Centre of Agriculture, Aquatics and Animal Sciences and the Gozo Campus are offered at the Main Campus address (above). Courses delivered by the Institute for the Creative Arts, the Centre of Agriculture, Aquatics and Animal Sciences, cup Rod Roding addresses as applicable: Address where the Programme	A CONTRACTOR OF A CONTRACTOR OF A CONTRACTOR OF A CONTRACTOR A CONTRAC	
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Gozo In the case of courses delivered via Online Learning, students will be following the programme from their preferred location/address.	the Programme	 MCAST Main Campus Triq Kordin, Paola, Malta All courses except for courses delivered by the Institute for the Creative Arts, the Centre of Agriculture, Aquatics and Animal Sciences and the Gozo Campus are offered at the Main Campus address (above). Courses delivered by the Institute for the Creative Arts, the Centre of Agriculture, Aquatics and Animal Sciences, or the Gozo Campus, are offered in one of the following addresses as applicable: Institute for the Creative Arts Mosta Campus Misraħ Għonoq Tarġa Gap, Mosta Institute of Applied Sciences Centre of Agriculture, Aquatics and Animal Sciences, Luqa Road, Qormi Gozo Campus J.F. De Chambray Street MCAST, Għajnsielem Gozo In the case of courses delivered via Online Learning, students will be following the



	Programmes delivered via Blended Learning, and which therefore contain both an online and a face to face component shall be delivered as follows:
	 Face to Face components – as per above address instructions Online components – from the student's preferred address.
Course Description (Refer to Programme Specification)	This programme is intended for learners who would like to become familiar with the local retailing sector, in particular small retail shops. Learners who apply for this course need to be genuinely interested and willing to work in a post related to the retail sector. Learners will become familiar with the basic business concepts, including the principles of stock management. They will also be made aware of different types of customers and situations that people who work in a retail environment would typically face. To achieve this, learners will be exposed to the importance of, and the skills required for good communication, as well as teamwork.
Deskrizzjoni tal- Kors (Refer to Programme Specification)	Dan il-programm huwa maħsub għall-istudenti li jixtiequ jsiru familjari mas-setturi lokali ta' bejgħ għall-konsumatur, b'mod partikolari ħwienet żgħar. L-istudenti li japplikaw għal dan il-kors jeħtieġ li jkollhom interess ġenwin u li jkunu lesti li jaħdmu f'post relatat mas-settur tal-bejgħ għall-konsumatur. L-istudenti jsiru familjari mal- kunċetti bażiċi tan-negozju, inklużi l-prinċipji tal-immaniġġjar tal-istokk. Huma jsiru konxji wkoll dwar it-tipi differenti ta' konsumaturi u sitwazzjonijiet li normalment jiffaċċjaw il-persuni li jaħdmu f'ambjent ta' bejgħ għall-konsumatur. Għal dan il-għan, l-istudenti jsiru konxji mill-importanza ta' komunikazzjoni tajba u l-ħiliet meħtieġa biex din isseħħ, kif ukoll mill-importanza ta' ħidma f'tim.
Career Opportunities:	Shop Assistant, Store Assistant
Entry Requirements (Refer to Prospectus / Course Page on MCAST website)	 Finished Compulsory Education, documented by the SSC&P (Secondary School Certificate and Profile). Applicants are required to present a recent psychological report (issued no more than 3 years before date of application) and school reports including most recent Individual Education Plan (IEP). Adapt to both class-based and community-based learning - to be ascertained through an induction session at MCAST, attendance for which is compulsory
Other Notes related to this Programme, and which are to be taken note of	Applicants will be asked to sit for an Interview, following the outcome of which, eligibility for the course will be ascertained or otherwise
Programme Learning Outcomes (Refer to Programme Specification)	 At the end of the programme the students are able to 1. Describe the retail environment and how to provide effective customer service skills. 2. Demonstrate how to work effectively within a safe retail environment. 3. Prepare oneself for an employment within retail. 4. Identify and demonstrate how to effect payments using various methods.
Teaching, Learning and Assessment Procedures	The programmes offered are vocational in nature and entail both theoretical lectures delivered in classes as well as practical elements that are delivered in laboratories, workshops, salons, simulators as the module requirements dictate.
	Each module or unit entails a number of in person and/or online contact learning hours that are delivered by the lecturer or tutor directly (See also section 'Total Learning Hours).
	Access to all resources is provided to all registered students. These include study resources in paper or electronic format through the Library and Resource Centre as



	well as tools, software, equipment and machinery that are provided by the respective institutes depending on the requirements of the course or module.
	Students may however be required to provide consumable material for use during practical sessions and projects unless these are explicitly provided by the College.
	All Units of study are assessed throughout the academic year through continuous assessment using a variety of assessment tools. Coursework tasks are exclusively based on the Learning Outcomes and Grading Criteria as prescribed in the course specification. The Learning Outcomes and Grading Criteria are communicated to the Student via the coursework documentation.
	The method of assessment shall reflect the Level, credit points (ECTS) and the schedule of time-tabled/non-timetabled hours of learning of each study unit. A variety of assessment instruments, not solely Time Constrained Assignments/Exams, are used to gather and interpret evidence of Student competence toward pre-established grading criteria that are aligned to the learning outcomes of each unit of the programme of study.
	Grading criteria are assessed through a number of tasks, each task being assigned a number of marks. The number of grading criteria is included in the respective Programme Specification. The distribution of marks and assessment mode depends on the nature and objectives of the unit in question.
	Coursework shall normally be completed during the semester in which the Unit is delivered.
	Time-constrained assignments may be held between 8 am and 8 pm during the delivery period of a Unit, or at the end of the semester in which the Unit is completed. The dates are notified and published on the Institute notice boards or through other means of communication.
	Certain circumstances (such as but not limited to the COVID-19 pandemic) may lead Institutes and Centres to hold teaching and assessment remotely (online) as per MCAST QA Policy and Standard for Online Teaching, Learning and Assessment (Doc 020) available via link <u>https://www.mcast.edu.mt/college-documents/</u>
	The Programme Regulations pertaining to this Programme's MQF/EQF level available at: link https://www.mcast.edu.mt/college-documents/ , apply.
	All MCAST programmes adopt a Learner-centred approach through the focus on Learning Outcomes. The assessment of MCAST programmes is criterion-referenced and thus assessors are required to assess learners' evidence against a pre- determined set of Learning Outcomes and Assessment Criteria.
Grading System	For a student to be deemed to have successfully passed a unit, a minimum of 50% (grade D) must be achieved.
	All full time units are individually graded as follows: A* (90-100) A (80-89) B (70-79) C (60-69) D (50-59) Unsatisfactory work is graded as 'U'.



Work-based I		earning units (where applicable) are graded on a Pass/Fail basis only.
		hich follow industry standards and regulations may also be graded on a is as per programme regulations referred below.
	Regulations p	mation regarding the grading system may be found in the Programme bertaining to this programme's MQF/EQF Level available at: https://ncast.edu.mt/college-documents/ (Refer to DOC 003, 004 and 005)
Exit Point (where and as applicable)from this P might wish this program https://www.r		udent will not make it to the Final Certification achievable ogramme of Studies (as per Programme Regulations), one to look into Exit Point possibilities as may be applicable to mme for studies. Further information, is available at <u>neast.edu.mt/college-documents/,</u> kindly refer to <i>DOC 077</i> for the processing of Claims for Certificates at Interim Exit
Contact details for Further Learning Opportunities MCAST Care Tel: 2398 713		Career Guidance Team, offers the service of qualified and d Career Advisers who will be very willing to discuss with oplicants the course which best achieves one's career as well as exploring one's education route, or similar.
Regulatory Body/ Competent Authority Contact Details (where applicable - in the case of a programme leading to Regulated Profession)		Not Applicable

Programme	Unit Code	Unit Title	ECTS	Semester
Structure	CDRTL-103-2201	Introduction to Retail and Customer Service	3	Year
	CDRTL-103-2202	The Retail Environment	3	Year
	CDRTL-103-2203	Employability Skills for the Workplace	3	Year
	CDRTL-103-2204	Payment Methods and Digital Skills in Retail	3	Year
	CDKSK-104-2301	English	4	Year
	CDKSK-104-2302	Mathematics	4	Year
	CDKSK-104-2303	Malti	4	Year
	CDKSK-103-2304	Information Technology	3	Year
	CDKSK-103-2338	Community Social Responsibility	3	Year

Allocation of	The total learning hours required for each unit or module are determined as follows:			
Total	Credits (ECTS)	Indicative	Self-Learning and	Total Student
Learning		contact hours ¹	Assessment Hours ³	workload (hrs) ²
Hours (per	1	5 – 10 hrs	20 - 15 hrs*	25 hrs
Unit)	2	10 – 20 hrs	40 - 30 hrs*	50 hrs
	3	15 – 30 hrs	60 - 45 hrs*	75 hrs

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4	20 – 40 hrs	80 - 60 hrs*	100 hrs
6	30 – 60 hrs	120 - 90 hrs*	150 Hrs
9	45 – 90 hrs	180 - 135 hrs*	225 hrs
12	60 – 120 hrs	240 - 180 hrs*	300 hrs
Note: The 'Self-Learning an	d Assessment Hours ³ ' amount	to the difference between the 'Indicat	tive Contact Hours' ¹ and the 'Total
Student Workload ²			



MINIMUM CREDITS FOR QUALIFICATIONS AT DIFFERENT LEVELS

MQF Level	Minimum ECTS Required for a Qualification*
8	
7	30
6	180
5	30
4	30
3	60
2	60
1	40

* Programmes assigned fewer ECTS than indicated will be classified as Awards.

Reference: Fig.1: p48, Malta Further and Higher Education Authority (MFHEA) (October 2024). Referencing Report, 5th Revised Edition.



APPENDIX 2

MQF Level	Examples of qualification types at a specific MQF level (The list in this column is not exhaustive)	Number of ECTS *
	Doctoral Programmes:	
8	PhD	N/A
	Professional Doctorate	180
_	Master's Degree	90
7	Postgraduate Diploma	60
	Postgraduate Certificate	30
	Bachelor's Degree	180
6	Bachelor's Honours	240
	Undergraduate Higher Diploma	90
5	Undergraduate Diploma	60
	Undergraduate Certificate	30
	VET Level 5	60
	Advanced Diploma	120
4	Pre-Tertiary Certificate	30 - 60
	MATSEC Matriculation Certificate (Advanced and Intermediate)	N/A
	VET Level 4	120
	Certificate	60
3	MATSEC Secondary Education Certificate	N/A
	VET Level 3	60
2	Foundation Certificate	60
	MATSEC Secondary Education Certificate	N/A
	VET Level 2	60
	Introductory Certificate	40
1	VET Level 1	40

EXAMPLES OF QUALIFICATION TYPES AT A SPECIFIC MQF LEVEL

* Programmes assigned fewer ECTS than indicated will be classified as Awards.

Reference: Fig.2: p48, Malta Further and Higher Education Authority (MFHEA) (October 2024). Referencing Report, 5th Revised Edition.

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CDRTL-103-2201: Introduction to Retail

Unit level (MQF/EQF): Level 1 Credits: 3 Delivery Mode: Face to Face Total Learning Hours: 75

Unit Description

Learners will become familiar with the retail industry. The retail industry is in constant change to keep up with the different consumer demands. The diversification of the sector ranges from small family run retail outlets to franchise businesses that offer both in-store and e-shopping. Learners will familiarise themselves with the different types and parts of a retail outlet, products and services. Communication is the key to customer service and satisfaction in retail. Effective customer service support sales. By learning basic communication skills and sales ethics learners will know how to assist customers to purchase goods and services. In light of, this learners are going to learn about consumer problems and how to deal handle difficult client situations at work as well.

Learning Outcomes

- 1. Identify the different types of retail settings and areas within a retail outlet.
- 2. Recognise the importance of product knowledge and services found within different retail settings.
- 3. Communicate effectively in retail using the correct communication means.
- 4. Demonstrate effective customer service skills to meet customer needs within retail.

CDRTL-103-2202: The Retail Environment

Unit level (MQF/EQF): Level 1 Credits: 3 Delivery Mode: Face to Face Total Learning Hours: 75

Unit Description

Retailing is one of the most competitive industries in Malta. Retailers need to adapt and change their retail environments according to the present trends to attract consumers. In this unit, learners will be familiar with the various characteristics within different retail environments.

This study unit is designed to motivate learners in the retail environment through handson tasks. Learners will be provided with the knowledge and skills of how to use basic retail equipment and supplies safely within different retail environments. It will prepare learners to know the tasks that occur behind the scenes so that retail environments can operate effectively. Learners will then have the opportunity to develop new skills related to product display to promote sales within different retail environments.

Learning Outcomes

- 1. Carry out retail tasks safely using equipment and supplies within different retail environments.
- 2. Follow procedures for receiving, storing and handling goods appropriately in different retail settings.
- 3. Recognise the importance of health and safety in a retail environment.
- 4. Identify basic product line display and product packaging.

CDRTL-103-2203: Employability Skills for the Workplace

Unit level (MQF/EQF): Level 1 Credits: 3 Delivery Mode: Face to Face Total Learning Hours: 75

Unit Description

This unit brings forth the opportunity for MQF level 1 learners to embark upon the journey of cultivating and honing employability skills. Learners will become familiar with several job titles and roles, altogether with the corresponding duties and responsibilities present within diverse industry contexts. The learners will delve into the identification and exploration of appropriate display of behaviour, which goes in line with the expectations of potential future employers. Furthermore, the learners will be given the opportunity to initiate and improve their job seeking skills. Apart from being guided on how to submit an application of interest for a vacancy, the learners will also be guided on preparing themselves for potential selection interviews. The knowledge and skills conveyed throughout the delivery of the unit will be applied during the conduction of a two-week work placement, during which students will be compiling a visual and reflective portfolio.

Learning Outcomes

- 1. Associate several job titles with their corresponding responsibilities.
- 2. Display adequate behaviour at the place of work.
- 3. Recognise the process of job seeking and application.
- 4. Demonstrate engagement in basic duties in a workplace scenario.

CDRTL-103-2204: Payment Methods and Digital Skills in Retail

Unit level (MQF/EQF): Level 1 Credits: 3 Delivery Mode: Face to Face Total Learning Hours: 75

Unit Description

The purpose of this unit is to provide learners, who are interested in working in the retail environment, with the knowledge and understanding of

- payment methods,
- the use of pricing equipment,
- stock control systems, and
- the use of technology to interact with customers as well as suppliers.

A significant element of this unit is to give learners the opportunity to master their skills by participating in a variety of practical activities and simulations. Learners will be able to handle a range of payments as well as familiarise themselves with various equipment and technology used within the retail sector for pricing, stock control, and communication. This hands-on approach will facilitate the transition into the workplace.

Learning Outcomes

- 1. Practice processing payments for purchases in a retail environment.
- 2. Practice pricing goods in a retail environment.
- 3. Use technology to interact with customers and suppliers in a retail environment.
- 4. Examine the basic principles of stock control and the technology used.

CDKSK-104-2301: English

Unit Level (MQF/EQF): 1 Credits: 4 Delivery Mode: Fully Face-to-Face Learning Total Learning Hours: 100

Unit Description

The aim of this unit is to help the learners develop abilities to communicate in basic English in the areas of work and personal life. This unit covers the four areas of language, which are listening, speaking, writing and reading. This will help the learners hone the skills necessary to function in daily life, including work and social settings.

This unit evolves around the learners' abilities and interests. Therefore the tasks will be contextualised to keep the language relevant. Through this process, the learner will therefore experience the language in the various aspects of life, including basic functional needs and general knowledge, as well as through the chosen vocational area - hence appreciating how 'functional' English can be useful and necessary in the present multicultural social context.

Finally, this unit will be delivered in as much a multisensorial approach as possible so as to be able to reach out to the various personal abilities of the learners. In addition, sessions will be partly student-led to encourage participation, engagement and ideas.

Learning Outcomes

- 1. Identify simple and functional utterances in basic spoken English in everyday social and work environments.
- 2. Communicate verbally simple information using basic English in everyday social and work environments.
- 3. Read and understand level-appropriate texts in basic English for practical purposes.
- 4. Write level-appropriate texts in basic English for practical purposes.

CDKSK-104-2302: Mathematics

Unit Level (MQF/EQF): 1 Credits: 4 Delivery Mode: Fully Face-to-Face Learning Total Learning Hours: 100

Unit Description

The aim of this unit is to provide support to the learners to develop and apply the basic numeracy skills required to function independently in daily life and at work. It will enable and motivate the learner to use the basic mathematical knowledge to solve problems encountered in real-life situations, and in situations related to their vocational area of study such as Office Work, Retail and Hospitality.

By the end of this unit, learners will be able to use simple mathematical language to validate the solutions given to everyday problems involving numerical calculations. Opportunities to choose whether to add, subtract or multiply in various real-life scenarios will be provided. Simple calculations involving decimal numbers, fractions and percentages will be applied to scenarios involving use of money. Shapes as used in different signs will be discussed and opportunities to use different tools and units of measure will be given for students to become more independent. Data handling wil be discussed using frequency tables.

Learning Outcomes

- 1. Carry out simple numerical calculations involving addition, subtraction and multiplication in real-life and at the place of work.
- 2. Carry out simple calculations using decimal numbers, fractions and percentages involving the use of money.
- 3. Classify, draw and work with shapes, units of measure, perimeter and area in real-life and at the place of work.
- 4. Represent data related to real-life situations in a simple tabular and graphical manner.

CDKSK-104-2303: Malti

Il-Livell tal-Unità: (MQF/EQF): 1 L-Għadd ta' Kreditu: 4 Mod ta' Tagħlim: Preżenti Total ta' Sigħat ta' Tagħlim: 100

Deskrizzjoni Ġenerali tal-Unità

It-tagħlim tal-ilsien Malti f'dan il-livell se jgħin lill-istudenti fl-istudji tagħhom dwar lambjent tal-uffiċċju, l-industrija tal-ospitalità, kif ukoll fis-settur tal-bejgħ. Il-ħiliet tal-qari, smigħ, kitba u l-lingwa mitkellma se jkunu mgħallma sabiex l-istudenti jkollhom għarfien tajjeb tal-Malti waqt l-esperjenza ta' xogħol, fis-setturi differenti tal-istudji tagħhom.

F'dan il-livell preliminari l-istudenti se jitgħallmu l-lingwa Maltija biex ikunu kapaċi jikkomunikaw aħjar waqt ix-xogħol tagħhom fl-oqsma vokazzjonali magħżula, kif ukoll jirrelataw aħjar man-nies ta' madwarhom. It-tagħlim tal-Malti se jgħinhom ukoll biex jesprimu l-ħsibijiet tagħhom kemm bil-kitba kif ukoll bil-fomm. L-għarfien tal-lingwa Maltija se jgħin lill-istudenti fil-ħiliet meħtieġa sabiex ikunu persuni indipendenti u responsabbli.

II-Kisbiet mit-Tgħallim

Biex l-istudent jikseb din l-unità irid juri li kapaċi:

- 1. Jidentifika l-messaġġi ewlenin f'siltiet sempliċi moqrija.
- 2. Jagħraf il-messaġġi prinċipali skont dak li jisma'.
- 3. Jikkomunika bil-Malti dwar is-settur vokazzjonali permezz tat-taħdit.
- 4. Jipprodući sentenzi, kliem jew kitbiet semplići, b'Malti tajjeb.

CDKSK-103-2304: Information Technology

Unit Level (MQF/EQF): 1 Credits: 3 Delivery Mode: Fully Face-to-Face Learning Total Learning Hours: 75

Unit Description

The aim of this unit is to help the learners to develop an understanding of how ICT can help their learning, their work and their social life. This unit will help them gain confidence in using the computer to complete a variety of everyday tasks, which includes the ability to use a basic operating system and to manage their files and folders.

Throughout this unit, learners will learn how to use different office productivity software including word processing applications to prepare well-formatted documents. The learners will also learn how to design and create basic presentations. Since online communication is essential, the learners will also be exposed to browsing the internet safely and communicate effectively via email. Finally, the learners will also be provided with a basic introduction to spreadsheets in order to start appreciating where and when spreadsheets can be useful.

Conclusively, learners will start to develop the ability to decide when and how to use ICT and be aware of the limitations associated with this use.

Learning Outcomes

- 1. Use a basic operating system and file management to complete everyday tasks.
- 2. Conduct basic tasks using the most suitable office productivity software.
- 3. Communicate electronically at the place of work and for personal use.
- 4. Prepare basic presentations using an appropriate presentation software.

CDKSK-103-2338: Community Social Responsibility

Unit Level (MQF/EQF): 1 Credits: 3 Delivery Mode: Fully Face-to-Face Learning Total Learning Hours: 75

Unit Description

This key skill presents an opportunity for learners bearing specific learning difficulties and/or limitations, to explore their individual self and their social environment.

Learners will become familiar with, and understand different aspects of their personal self and how to care for themselves. They will also become familiar with and grasp a few practical life skills that would empower them in becoming more included in society. Learners will also explore ways of how they can establish themselves in their social circles without impinging on their independence and safety.

Whilst becoming more aware of themselves, learners will have the possibility to further explore their surroundings and understand their relation and responsibility towards their communities, hence strengthening their citizenship skills.

Learning Outcomes

- 1. Illustrate adequate ways and means towards caring for oneself.
- 2. Describe the scope and nature of personal space and healthy boundaries.
- 3. Demonstrate the use of adequate communication skills in accordance with different scenarios.
- 4. Outline what constitutes responsible citizenship.