DEHOGA GUIDELINES

Overall training plan for the training occupation of SPECIALIST IN THE HOTEL BUSINESS

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Your contact:

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	Training occupation profile: sections to be covered	Time to be allotted for presentation	Explanatory remarks		
	Skills and knowledge that are to be imparted, in a framework that supports the trainee's own independent planning, execution and checking	Durational guidelines, in weeks of the training year	Content	Remarks	
1	Vocational training, labour law and collective bargaining law (Section 4 No. 1)				
	a) Explain the meaning of the training contract, including especially how it is concluded, its duration and its termination	To be imparted throughout the entire training period	The provisions regarding the training contract are set forth in Sections 3 and of the Vocational Training Act. The Chambers of Industry and Commerce have prepared pertinent model training contracts and have made them available to companies (training companies). The training contract contains provisions on • the type and purpose of the vocational training involved • the commencement and duration of the training • the probationary period • training pay • vacation • conditions for termination of the contract		
	b) Name the reciprocal rights and obligations under the training contract		The reciprocal rights and obligations must be described in detail in the training contract. The bases for such description include the Vocational Training Act (Berufsbildungsgesetz) the relevant training regulations the Youth Employment Protection Act (Jugendarbeitsschutzgesetz) the Working Time Act (Arbeitszeitgesetz) labour law and collective bargaining law, training-company provisions such as training plan, training-phase timetable, organisation of tasks, working hours and break times, right of appeal, content of the Working Time Act		
	c) Name possibilities for obtaining further vocational training		Updating training and advanced further training can be obtained in the form of / via training oriented to new technical, economic and societal developments (such as economic and creative training measures) schools offering continuing vocational education and training advanced further training: preparatory courses for master craftsman		

d) Name the main parts of the employment contract	qualifications
e) Name key provisions of the collective agreements applying to the training company	Scope of application (spatial, subject- oriented, personal) of collective labour agreements for employees, and application of such agreements to trainees Agreements on such areas as: training pay, wages, duration of vacation, working time

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2	Structure and organisation of the training company (Section 4 No. 2)			
	a) Describe the structure and tasks of the training company	To be imparted throughout the entire training period	Economic sector, legal form, organisation, range of products and services offered by the training company, work procedures, division of responsibilities	
	b) Explain the basic functions of the training company, such as procurement, production, services, sales and administration		Procurement: consumables (such as food) durable goods (such as tools) Production range Services: advising of guests other services Sales: services products Administration – for example: business processes	
	c) Name applicable relationships between a) the training company and its workforce and b) industry/economic organisations, professional and trade associations and unions		Guilds, employers' associations (DEHOGA) and unions (NGG), economic organisations, professional associations, social insurance agencies, chambers	
	d) Describe the basic aspects, tasks and functioning of the training company's bodies under the Works Constitution Act and workers' representations under the Works Constitution Act		The principle of cooperation in good faith, between employers' and employees' representatives, as the key content of the Works Constitution Act (Betriebsverfassungsgesetz) Works council, rights of representation for youth and trainees, works agreements,	

people's assemblies and trainee meetings
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	checking	1	2	3	
3	Safety and health protection in the workplace (Section 4 No. 3)				
	a) Identify safety and health hazards in the workplace, and take measures to prevent such hazards	To be imparted throughout the entire training period			Potential hazards, such as: floors (danger of slipping) equipment/machines ladders electricity/gas water/steam flammable liquids and gases clothing
	b) Apply occupational work-safety and accident-prevention regulations				Legal provisions, such as: Workplace ordinance (Arbeitsstättenverord -nung) (workrooms, break rooms, sanitary facilities) Working Time Act (Arbeitszeitgesetz) Occupational safety acts Laws applying to specific groups of persons (such as the Youth Employment Protection Act (Jugendarbeitsschut z-gesetz), Maternity Protection Act (Mutterschutz- gesetz), provisions pertaining to employment of severely disabled persons) Safety regulations Accident-prevention regulations
	c) Describe proper procedures to take in case of accidents, and				 First aid facilities First aid measures – for example, in cases

be able to initiate suitable initial measures	involving:
d) Apply rules and regulations for preventive fire protection; describe the proper actions to take in case of fire, and be able to take initial fire-fighting measures	 Fire safety provisions Emergency call equipment, and escape routes for emergencies Rules to follow in cases of fires, and available fire-fighting measures

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	Skills and knowledge that are to be imparted, in a framework that supports the trainee's own independent planning, execution and checking	guid wee	rational elines, ks of th ning yea	in ne	Coi	ntent	Remarks
4	Environmental protection (Section 4 No. 4)						
	Help prevent operationally related environmental pollution and stresses within one's sphere of influence in the workplace; in particular, a) Using examples, describe the environmental pollution and stresses that the training company could cause, and illustrate the company's environmental protection contributions b) Apply the environmental protection provisions applying to the training company c) Make use of options for cost-effective, environmentally compatible use of energy and materials	To be in through entire tr period	out the			Exhaust air Water Noise Materials Thrifty use of (for example) electricity, gas and water, via: switching equipment off when it is not in use prevention of leaks Recovery and return of processed exhaust air Optimised lighting Recycling Proper management of problem waste	
	Avoid waste; ensure that substances and materials are disposed of in environmentally compatible ways						

	Training occupation profile: sections to be covered		to be all		Explanatory remarks	
	Skills and knowledge that are to be imparted, in a framework that supports the trainee's own independent planning, execution and checking	gı w	Durationa uidelines, eeks of t aining ye	in he	Content	Remarks
5	Work with guests, advising and sales (Section 4 No. 5)					
	a) Explain how one's personal appearance and behaviour influence guests' reactions	10			 Occupational clothing Communication: language body language 	Well-groomed personal appearance
	b) Serving as a good host				 Reception Welcome, addressing guests properly Sales talks Service and assistance Saying goodbye 	Friendliness, politeness, graciousness, tactfulness, specialised / social skills
	c) Determine guests' expectations with regard to advising, service and assistance				 Taking note of information and requests communicated by guests Conversational skills Techniques for asking questions Assessing guests Noticing guests' behaviour 	
	d) Understand and carry out / exercise one's tasks, authority and responsibilities within the context of the relevant organisational structures				 Authority to make decisions Authority to issue instructions Authority to represent 	Organisational diagram
	e) Receive and assist guests				See also 5c)	
	f) Use relevant occupation-specific technical terms in foreign languages					Use and pronounce technical terms correctly
	g) Inform guests about the available products and services				 Range of products and services Products Services 	Corporate identity, proper behaviour in conversations, promotional materials
	h) Receive and forward messages and orders				Transmitting messages: outside the company within the company	What, how, where to, to whom; good manners on

	in writingorally
i) Apply occupationally relevant legal provisions	For example: Statute on restaurants (Gaststättengesetz) Pricing Ordinance on additives (Zusatzstoffzulassungs -VO) Liability for damages Act on Protection of Young Persons in Public Life (Gesetz zum Schutz der Jugend in der Öffentlichkeit) Proper handling of lost (and found) items

	Training occupation profile: sections to be covered	_	to be all		Explanatory remarks				
	Skills and knowledge that are to be imparted, in a framework that supports the trainee's own independent	Durational guidelines, in weeks of the training year			Content	Remarks			
	planning, execution and checking	1	2	3					
6	Use of equipment, machines and durable goods, planning of work (Section 4 No. 6)								
	a) Plan work steps	2			Planning criteria: work task	Consideration of such			
	b) Prepare the work area, taking account of hygienic and ergonomic requirements				 work task work steps materials work equipment and resources working time 	aspects as cost- effectiveness, "greenness", ergonomic			
	c) Carry out work preparations with specific regard to one's own area				Ç	aspects, holistic aspects, rules on hygiene, applicable legal provisions			
	d) Use equipment, machines and durable goods cost-effectively							 Proper function and use Areas of application Efficient, environmentally compatible use Safety regulations 	Instructions for use
	e) Clean and care for equipment, machines and durable goods				 Cleaning and care products Cleaning and care methods Cleaning intervals Safety regulations 	Method of function, applications, proper dosage			
7	Hygiene (Section 4 No. 7)								
	a) Apply rules and principles relative to personal and occupational hygiene	2			Hygiene areas: personal hygiene product hygiene production hygiene hygiene throughout the organisation	Federal Contagious Diseases Act (Bundesseuch engesetz), Food hygiene ordinance (Lebensmittel- hygiene-VO)			
	b) Use disinfectants and cleansers efficiently				Use and dosage				

	Training occupation profile: sections to be covered	Time to be allotted for presentation			Explanatory remarks	
	Skills and knowledge that are to be imparted, in a framework that supports the trainee's own independent	Durational guidelines, in weeks of the training year			Content	Remarks
	planning, execution and checking	1	2	3		
8	Kitchen area (Section 4 No. 8)					
	a) Check products for proper quality and condition, and allocate them in accordance with suitable and potential uses	12			 External condition Condition as determined via sensory inspection 	
	b) Use procedures and cooking techniques for preparation of simple dishes				 Work procedures, such as: cleaning of raw ingredients slicing and chopping, etc. of raw ingredients Preparation 	
	c) Prepare simple dishes, using recipes, and applying principles of good nutrition and of cost-effectiveness				Determination of portion sizes	
	d) Prepare simple dishes from pre- processed products, taking proper account of processing steps, recipes and cost- effectiveness criteria				Preparation instructions	
	e) Prepare simple dishes, in accordance with instructions				Serving dishesServing methods	
	f) Help in presenting products properly				 Setup Product care Use of promotional materials and promotional media 	For example, at breakfast buffets, special campaigns such as "asparagus weeks" and special functions
9	Service area (Section 4 No. 9)					
	a) Check the saleability of products	12			 Expiration dates External condition Condition as determined via sensory 	Quality assurance

			inspection		
b	o) Prepare infusion beverages and hot drinks, and serve beverages		Choose proper serv and pouring vessels beverages	_	Including aspects such as glasses, carafes, cups, fill quantities, temperature, voucher checking
	c) Serve food and neverages		Preparations		
	d) Take part in service and menu conferences		 Know the company' range of services Service conference: workflow planning 		
	e) Operate a company point-of-sale system		Checkout functionsCheckout regulationTypes of tills	ns	

	Training occupation profile: sections to be covered	Time to be allotted for presentation			Explanatory remarks	
	Skills and knowledge that are to be imparted, in a framework that supports the trainee's	Durational guidelines, in weeks of the training year			Content	Remarks
	own independent planning, execution and checking	1	2	3		
10	Office organisation and communications (Section 4 No. 10)					
	a) Carry out job-related paperwork	10			Paperwork, such as: simple administrative tasks orders checklists/forms notes of discussions Forwarding	Computer literacy, working with programmed texts
	b) Register and file documents				 File system Acceptance of documents Allocation of documents Handling Forwarding Copies 	File plan and file organisation
	c) Manage card files and computer files, and use both in carrying out work tasks; back up files				 Such as delivery, customer and warehouse records Data-entry forms Processing File management Different forms of data backup 	
	d) Apply legal and company regulations relative to data privacy				 Federal Data Protection Act (Bundesdatenschutzge setz) Company data-privacy rules 	Basic principles, operational aspects, confidentiality obligations, data protection officer
1	Merchandise management (Section 4 No. 11)					
	a) Accept goods, check them for proper weights, quantities and any visible damage and initiate the company's relevant customary procedures	4			 Cross-checking against accompanying documents Complaints 	

b) Storage of goods in keeping with their pertinent requirements	 Functions of storage and warehousing procedures Storage sites Storage conditions Purposes of categorising goods by products and product groups Storage system, for example, organised in accordance with: stock turnover rate ergonomic aspects fifo (first in first out) 	For example, external influences Management of a warehouse register
c) Check inventory levels	Inventory checks: applicable periods quantities quality	"Use-by" dates; minimum, maximum, actual stocks

II. Common specialised vocational training

	Training occupation profile: sections to be covered	Time to be allotted for presentation Durational guidelines, in weeks of the training year 1 2 3			Explanatory remarks	
	Skills and knowledge that are to be imparted, in a framework that supports the trainee's own independent planning, execution and checking			in he ar	Content	Remarks
1	Work with guests, advising and sales (Section 4 No. 5)					
	a) Conduct discussions in ways that benefit both guests and the company		12		See also basic vocational training, occupational profile, position 5	
	b) Use both verbal and non-verbal communication					
	c) Receive and process complaints, and offer solutions				Legal basesCompany procedures for management	Goodwill basis
	d) Accept reservations and enter them into the system					
	e) Advise guests in keeping with their own preferences				See also basic vocational training, occupational profile, position 5	Checklist
2	Use of equipment, machines and durable goods, planning of work (Section 4 No. 6)					
	a) Arrange for maintenance of equipment and machines, and for repairs of durable goods		4		 Company's internal regulations Maintenance intervals 	Ensure that equipment and machines are functioning properly
	b) Check and evaluate work results				Assessment criteria	
3	Merchandise management (Section 4 No. 11)					
	a) Determine goods requirements relative to one's own work responsibilities		1 2		 Influencing factors Determination of requirements 	Such as seasonal, event-related factors
	b) Initiate orders				SuppliersDifferent types of orders	

crea	Carry out inventories; ate an inventory ord, with guidance		•	Legal foundations Inventory-taking Inventory record	
d) F	Process payments		•	Types of payment Compare delivery notes and invoices Check invoices Forwarding	
awa app	Explain why cost- areness should be blied in use of terials and durable ods				
and	calculate costs for, I income from, vices rendered, for ected examples		•	Calculation	Use of materials, personnel deployment, time factors
pric	Determine sale ces, in keeping with erational calculation cedures				

II. Common specialised vocational training

	Training occupation profile: sections to be covered	Time to be allotted for presentation	Explanatory remarks		
	Skills and knowledge that are to be imparted, in a framework that supports the trainee's own independent planning, execution and checking	Durational guidelines, in weeks of the training year	Content	Remarks	
4	Advertising and sales promotion (Section 4 No. 12)				
	a) Know the differences between different types of promotional materials and media, and use promotional materials and media in the training company's promotional efforts	12	 Promotional materials, such as: brochures and flyers newspaper advertisements Promotional media, such as: menus posters 		
	b) Prepare sales- promotion measures c) Take part in promotional campaigns		 Organisation of special campaigns: merchandise planning employee information 	Such as weeklong campaigns	
	d) Prepare customised decor for special occasions		Seasonal decorationCampaign-specific decoration		
	e) Prepare promotionally effective special offers		PlanningExecution	Such as posters, menus, mailings	
5	Housekeeping services (Section 4 No. 13)				
	a) Prepare guestrooms in keeping with special offers and occasions	12	 Preparation of, for example: furnishings decorations Checklists Planning of work procedures 		
	b) Clean and care for guestrooms		 Cleaning equipment Cleaning and care products Cleaning intervals 	Cleaning- relevant information	

III. Specialised vocational training: Specialist in the hotel business

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	Training occupation profile: sections to be covered		Time to be allotted for presentation		Explanatory remarks			
	Skills and knowledge that are to be imparted, in a framework that supports the trainee's own independent	Durational guidelines, in weeks of the training year			Content Remarks			
	planning, execution and checking	1	2	3				
1	Work with guests, advising and sales (Section 6 No. 1)							
	a) Process enquiries and prepare offers			14	Written Oral	Room reservations, banquet events		
	b) Confirm and process orders				Formulate textsWrite textsForward			
	c) Conduct advising and sales discussions				Be familiar with the company's range of products and services Determine guests' wishes Provide guest-oriented services Keep records / prepare offers	Communica- tion techniques		
2	Reception (Section 6 No. 2)							
	a) Process reservation plans, and make room assignments			14	 Reservation plans Reservation system Individual / group reservations 	Issuing of contingents; relevant checking		
	b) Use information and communication techniques in keeping with specific tasks						Oral communication: providing information receipt and forwarding Written communication: areas of application, types of use forms Telecommunications	
	c) Manage correspondence				Formulate texts Write texts	For example, business letters, correspondence with guests, reservation confirmations, memos, communications, form requirements		

d) Carry out guest orders	For example: Wake-up calls Rental cars, train tickets Cleaning
e) Keep records of services rendered	Booking system Management and checking of guest accounts
f) Prepare guests' invoices and collect payment	Types of payment Special services
g) Manage and cash up hotel's cash register	Receipt / payment Checking of the cash report IT
h) Settle accounts with travel agencies and tour operators	Vouchers Rules for commissions
i) Provide simple information in a foreign language	
k) Convert currencies	Exchange rate for the day

III. Specialised vocational training: Specialist in the hotel business

	Training occupation profile: sections to be covered	Time to be allotted for presentation Durational guidelines, in weeks of the training year 1 2 3		Explanatory remarks	
	Skills and knowledge that are to be imparted, in a framework that supports the trainee's own independent planning, execution and checking			Content	Remarks
3	Marketing (Section 6 No. 3)				
	a) Develop and carry out marketing measures		12	For example: Guest surveys Special campaigns	
	b) Evaluate results of marketing measures			 Evaluation of, for example: Guest surveys Special campaigns Sales statistics 	
	c) Carry out public relations measures			For example: • Public presentations of the company	For example, anniversaries, regional events
4	Housekeeping services (Section 6 No. 4)				
	a) Plan area-based personnel assignments		12	Work plan	Take account of room assignments and of special events
	b) Carry out checks, using relevant organisational tools			 Checklists Laundry orders Management of materials Checks, for example: Furnishings Equipment 	Take note of continuing stays and departures, completeness, cleanliness