

7

Lesson Exemplar for TLE

Quarter 3

Lesson

2

Lesson Exemplar for TLE 7
Quarter 3: Lesson 2 (Week 2)
SY 2024-2025

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TLE/QUARTER 3 / GRADE 7

I. CURRICULUM CONTENT, STANDARDS, AND LESSON COMPETENCIES

A. Content Standards	The learners demonstrate an understanding of the fundamentals of the hospitality and tourism industry.
B. Performance Standards	The learners apply skills in food preparation and services following safety precautions.
C. Learning Competencies and Objectives	Learning Competency Identify career and business opportunities in the hotel and tourism industry.
D. Content	Career Opportunities in the Hospitality and Tourism Industry
E. Integration	<p>The lessons and activities in this exemplar enable the learners to help implement Sustainable Development Goal 8 (SDG 8)-Promoting sustained, inclusive, and sustainable economic growth, full and productive employment, and decent work for all.</p> <p>Specifically, 8.3 Promote policies aimed at developing to support productive activities, decent job creation, entrepreneurship, creativity, and innovation, and encourage the formalization and growth of micro, small, and medium enterprises, including through access to financial services, are the core of the prepared lessons and activities.</p>

II. LEARNING RESOURCES

Adkins, L. (2023). 20 Jobs for Hospitality and Tourism Management (With Duties). <https://www.indeed.com/career-advice/finding-a-job/jobs-for-hospitality-and-tourism-management>

Castro, L.A. (2016). Grade 9 Tour Guiding Module.


eCompareMo. (2020). From broke to billionaire: 10 success stories of self-made Filipino entrepreneurs. <https://www.ecomparemo.com/info/broke-to-billionaire-filipino-entrepreneurs>

Lindsey, T. (2020, July). *Tourism Student Philippines | Tourism Management Course Tips* [Video]. YouTube. <https://www.youtube.com/watch?v=XIU5mjUzHhQ>

Simplilearn. (2022, April 25). Hard Skill Vs. Soft Skill: What's The Difference? | Personality Development Training | Simplilearn. <https://www.youtube.com/watch?v=dzbWVGJhOvVs>

TimesPro. (2023). What is the scope of hospitality management? <https://timespro.com/blog/what-is-the-scope-of-hospitality-management>

United Nations Department of Economic and Social Affairs. (2016). Goal 8 | Promote sustained, inclusive, and sustainable economic growth, full and productive employment, and decent work for all. <https://sdgs.un.org/goals/goal8>

III. TEACHING AND LEARNING PROCEDURE	NOTES TO TEACHERS
<p>A. Activating Prior Knowledge</p> <p>DAY 1</p> <p>1. Short Review:</p> <p>Pass the Message</p> <ol style="list-style-type: none"> Learners will be divided into two equal groups. Each group will form a line. The first learner will get the message from the teacher. An example of a message could be: "Travel is to move or transfer from one place to another for an important purpose." The message will be passed from the first to the last learner, who shall relay the message to the teacher. Processing how and why the message relayed is correct should be done at the end of the activity. <p>2. Feedback</p> <ol style="list-style-type: none"> Collect the homework (logo promoting a tourist spot or potential tourist spot in their barangay). At least five volunteer groups will present their output. 	<p>Teachers may vary the messages to be passed. The messages could be the definition of terms from the previous lessons or quotations about the lesson. It could also be done several times, depending on the time allotment.</p> <p>Teachers may call students when there are no volunteers.</p>
<p>B. Establishing Lesson Purpose</p> <p>1. Lesson Purpose</p> <div data-bbox="515 909 1019 1212"> <p>Why is Work-Life Balance So Important in Today's World?</p>  </div> <p>Source: https://www.scientificworldinfo.com/2021/10/why-is-work-life-balance-so-important.html</p> <p>2. Unlocking Content Area Vocabulary</p> <ul style="list-style-type: none"> Work is to perform or fulfill duties regularly for wages or salary. Job is a specific duty, role, or function. 	<p>The picture may be printed or projected on the board, and learners will be asked to state how they understood it. Further explanation can be given by the teacher, especially on the importance of balancing work and leisure.</p>

	<ul style="list-style-type: none"> • Career is a profession for which one trains, and which is undertaken as a permanent calling. • Salary is a fixed compensation paid regularly for services. 																
C. Developing and Deepening Understanding	<p>TOPIC: Career Opportunities in Hospitality and Tourism Industry</p> <p>1. Explicitation</p> <p>Video viewing on Hard and Soft Skills Required for Hospitality and Tourism Industry: https://www.youtube.com/watch?v=dzbWGJhOvVs</p> <p>Have a short debate on what is more important, soft or hard skills?</p> <p>Key skills for hospitality management</p> <p>How can one be successful in a chosen career? Let us find out if you can have these skills. As we discuss them, place a check mark (/) under remarks if you possess the skill and an X if you do not have it; a question mark (?) could be placed if you are unsure.</p> <table border="1"> <thead> <tr> <th>Key Skill</th><th>Description</th><th>Remarks</th></tr> </thead> <tbody> <tr> <td>Exceptional customer service</td><td>Remember, “Customers are always right,” so one must consider the best way to serve the clients.</td><td></td></tr> <tr> <td>Organizational and time management skills</td><td>A work plan for each activity should be in place, but contingency measures should be considered when unforeseen events occur.</td><td></td></tr> <tr> <td>Financial literacy</td><td>Knowledge and skills in managing the overall financial aspect of the business from expenditures, earnings, and salaries and benefits of employees.</td><td></td></tr> <tr> <td>A strong business mindset</td><td>Always consider the current business trends.</td><td></td></tr> </tbody> </table>	Key Skill	Description	Remarks	Exceptional customer service	Remember, “Customers are always right,” so one must consider the best way to serve the clients.		Organizational and time management skills	A work plan for each activity should be in place, but contingency measures should be considered when unforeseen events occur.		Financial literacy	Knowledge and skills in managing the overall financial aspect of the business from expenditures, earnings, and salaries and benefits of employees.		A strong business mindset	Always consider the current business trends.		<p>The teacher may download the video differentiating soft from hard skills if Internet connections are unavailable or slow.</p> <p>A processing should be done on the remarks of the students.</p> <p>4/ - You can have an excellent career in hospitality management 3/ - You can develop the other needed skill</p> <p>A teacher knows his / her students; therefore, encouragement can be given to those who have marked the remarks with several X.</p> <p>The teacher should also emphasize soft and hard skills in the hospitality and tourism industries.</p>
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20 Career Opportunities in Hospitality and Tourism Industry

Let us watch this video sharing of a 2nd-year student of hotel and tourism in the Philippines: <https://www.youtube.com/watch?v=XIU5mjUzHhQ>

As we review these careers, think of the top five choices you would like to consider.

Career Opportunity	Job Description	Job Requirement
1. Cruise Agent	They work for cruise liners and travel agencies to help guests book vacations that meet their budget and travel interests. They also provide additional services by scheduling transportation for them and booking hotel accommodations on their behalf before and after their cruise vacation.	One should enjoy traveling and know about cruise vacations and discounts. This position requires a high school diploma, and additional certifications may be necessary.
2. Sports center manager / Leisure manager	They conduct daily activities at sports complexes and recreational facilities with gyms, pools, and activity rooms.	Individuals need a bachelor's degree in leisure and recreation, facility management, or hospitality.
3. Food truck manager	They oversee the daily operations of food trucks at tourist attractions and unique event venues. They may be responsible for coordinating work schedules, obtaining food service licenses in different areas, and ordering food inventory as needed.	Food truck managers need a minimum of a high school diploma but can also benefit from previous work experience.

The teacher may download the video about a sharing of a 2nd-year student of hotel and tourism in the Philippines if Internet connections are not available or may be slow. The teacher may interview or invite a graduate of the school who is successful in the tourism and hospitality industry as a speaker to encourage the learners.

	4. Pastry chef	They specialize in making various pastries and other desserts for bakeries, restaurants, and patisseries. They work closely with other kitchen staff and chefs to create dough mixtures, develop new recipes, decorate dessert items, and monitor the baking process to ensure a finished product.	To become a pastry chef, individuals can either earn a high school diploma and develop their skills or attend a pastry arts program and earn an associate degree or bachelor's degree.
	5. Airport manager / Aviation manager	They ensure efficient operations at an airport while ensuring that all airlines follow FAA (Federal Aviation Administration) guidelines. They hire and train airport personnel and monitor activities relating to security, customer service, and customer amenities, including onsite restaurants.	They usually have a few years of work experience in a role at an airport, along with a bachelor's degree in airport management and operations or aviation management. A professional certification can also be beneficial.
	6. Spa manager	They lead daily operations at spa facilities. Their duties include hiring and training spa employees and maintaining an up-to-date inventory of cosmetic products, sheets, towels, robes, and other items for skin treatments. Spa managers may also promote their spa by hiring freelance marketers or organizing advertisements for digital or	The education requirements include earning an associate or bachelor's degree in hospitality or business management. Prospective spa managers also need a few years of work experience at a spa business.

		print platforms. They also administer advanced therapies like facials and massages to customers.	
	7. Hotel assistant general manager	They support the job duties of the hotel's general manager. They help the available manager interview job candidates, make hiring decisions, and coordinate training efforts for staff. Hotel assistant general managers may also cover shifts for general managers and act as temporary general managers when the manager is sick or on vacation.	Individuals need a high school diploma and a few years of hotel experience. They may also benefit from earning an associate degree or bachelor's degree in hospitality and tourism.
	8. Tour manager	They oversee tour bookers, tour guides, tour bus drivers, and marketing staff for a tour company. They schedule work shifts for tour guides, develop marketing strategies to increase tour bookings, and read tourist reviews to determine how they can improve their overall experience. They may also accompany clients when they travel and attend to their needs.	Individuals can become tour managers by earning a high school diploma and working for a tour company for a few years. They can also earn a bachelor's degree or master's degree in an area like hospitality and tourism management.
	9. Cafe manager	They oversee the daily operations of cafes in shopping centers, hotels, and	To become a cafe manager, individuals need a minimum of a high school diploma and

		other areas. They hire and train cafe staff, adjust coffee and bakery selections, handle complex customer questions, and ensure the cleanliness of their facilities. Cafe managers also create work schedules to provide enough staff during peak business hours.	previous experience working in a cafe as a barista or supervisor.
	10. Activity manager	They work for hotels and resorts, travel companies, and cruise liners to oversee guest activities and ensure guests have a pleasant experience. This may include planning guests' itineraries, offering guests tours of the local area, and developing fun activities within their facilities.	Activity managers typically have bachelor's degrees in hospitality and tourism, event planning, or recreation.
	11. Hotel sales coordinator	They work for hotels and help create and manage their marketing and customer service strategies. They also work with a team of sales coordinators and hotel managers to research ways to increase bookings and retain customers. They may design special offers, create branding and promotional strategies, and follow up with guests after they check out.	To become a hotel sales coordinator, individuals need a bachelor's degree in sales, marketing, hospitality, and tourism.

	12. Resort manager	They oversee the daily activities at resort facilities. They typically monitor the resort's housekeeping activities, finances, and marketing materials. They manage different departments to assist with general maintenance and ensure a high guest satisfaction rate.	To become a resort manager, individuals need experience working in the resort industry, either a bachelor's degree or master's degree in hotel management or hospitality and tourism.
	13. Travel agent	They work for travel agencies or as self-employed individuals to help clients book transport and hotel accommodations. Their duties may also involve creating a trip itinerary for their clients and helping them reschedule canceled flights or transfer accommodations.	Prospective travel agents need a high school diploma and an interest in travel. They may also benefit from earning an associate or bachelor's degree in hospitality and tourism management or applying for a professional travel agent certification. Travel agents often start as employees and become managers as their careers progress.
	14. Catering manager	They oversee a kitchen and server staff team for a catering company or event venue. They hire and train catering staff and work with one or more chefs to create an effective catering menu. They also design schedules for staff members, depending on the time required to set up and prepare food before an event.	To become a catering manager, individuals can benefit from earning either an associate degree or a bachelor's degree in an area like hospitality or food service.

	15. Entertainment manager	They collaborate with resorts, cruise liners, hotels, and other accommodations to book singers, musicians, dance groups, comedians, and other entertainers to perform for guests. Their duties include holding auditions for potential talent, scheduling bookings, and negotiating with clients to determine price points. They oversee many aspects of events, including their production and financing.	To become an entertainment manager, individuals can attend a four-year bachelor's degree program in hospitality, tourism management, event planning, or events and entertainment.
	16. Guest services manager	They assist hotel guests with their needs from when they check in to when they check out. They provide guests with room keys, organize baggage assistance, and delegate tasks to other staff like housekeepers, front desk employees, or room service personnel. They're also responsible for hiring and training the guest services staff.	This position typically requires a minimum of a high school diploma and a few years of guest service experience.
	17. Director of Housekeeping	They work for a hotel, cruise line, or resort and manage its housekeeping staff. They maintain clean facilities for all guests by hiring and training housekeeping staff and monitoring inventory,	Housekeeping directors can benefit from earning a bachelor's degree in hospitality management and gaining several years of experience in the cleaning service industry.

		including cleaning supplies, towels, bedsheets, and guest amenities.		
	18. Park manager	They work at public and amusement parks and help develop marketing and promotional strategies to increase visitors. They may work with facilities managers to ensure the park remains clean and well-maintained. They also manage the park's budget, train managers in individual departments, and develop inclement weather or emergency policies.	Prospective Park managers need a bachelor's degree in leisure and recreation, management, or landscape design.	
	19. Food service director	They work for hotels, cruises, and other accommodations to oversee food service operations for guests. Their job duties include developing a budget for food inventory and supplies, relaying information to food and beverage managers and kitchen staff, approving menu and drink ideas, and ensuring the quality of the food and dining operations. Directors at large hotels or other organizations may also oversee the room service and catering from multiple restaurants.	To become a food service director, a bachelor's or master's degree in hospitality management, food service management, or culinary arts is necessary.	

	<table border="1" data-bbox="461 145 1641 671"> <tr> <td data-bbox="461 145 786 671"> 20. Travel consultant </td><td data-bbox="786 145 1223 671"> They assist individuals, educational institutions, and corporations with their travel needs. They meet with clients to discuss their travel options to a destination and determine whether they need a passport, vaccinations, or weather-appropriate attire; they also help them find discounted hotels and airlines and arrange accommodations for clients with medical conditions and special needs. </td><td data-bbox="1223 145 1641 671"> A high school diploma and a voluntary certification are typically necessary to become a travel consultant. An associate or bachelor's degree in tourism, international studies, or hospitality can also be beneficial. </td></tr> </table> <p>DAY 2</p> <p>2. Worked Example From the 20 career opportunities, a. What do you think is the most difficult, easiest, or most enjoyable career? b. Get a piece of paper and write the first five choices you want to venture on. c. How will you be able to reach your dream career?</p> <p>3. Lesson Activity: The learners will make a GOAL (to be written in their notebook) that they will do well in their studies based on this quotation:</p> <p style="text-align: right;">“The best preparation for good work tomorrow is to do good work today.” – Elbert Hubbard</p>	20. Travel consultant	They assist individuals, educational institutions, and corporations with their travel needs. They meet with clients to discuss their travel options to a destination and determine whether they need a passport, vaccinations, or weather-appropriate attire; they also help them find discounted hotels and airlines and arrange accommodations for clients with medical conditions and special needs.	A high school diploma and a voluntary certification are typically necessary to become a travel consultant. An associate or bachelor's degree in tourism, international studies, or hospitality can also be beneficial.	<p>Processing the top choices could be done, and analyzing why the students have chosen them can help the teacher know the learners’ interests.</p> <p>Learners could be reminded always to go back to their GOAL for inspiration.</p> <p>Teachers may consider this goal acronym:</p> <p>Guidance Outlook Aspiration Life-purpose</p>
20. Travel consultant	They assist individuals, educational institutions, and corporations with their travel needs. They meet with clients to discuss their travel options to a destination and determine whether they need a passport, vaccinations, or weather-appropriate attire; they also help them find discounted hotels and airlines and arrange accommodations for clients with medical conditions and special needs.	A high school diploma and a voluntary certification are typically necessary to become a travel consultant. An associate or bachelor's degree in tourism, international studies, or hospitality can also be beneficial.			
D. Making Generalizations	<p>1. Learners’ Takeaways What job requirements might be the most difficult to achieve? How will you be able to overcome difficulties, especially in your studies?</p>	<p>The teacher should be prepared to relay true-to-life stories of success if learners do not have</p>			

	2. Reflection on Learning Are you aware of the true to life experiences of people who escaped poverty because of hard work? The sharing of at least three learners could be done. https://www.ecomparemo.com/info/broke-to-billionaire-filipino-entrepreneurs	something to share. The link provided could be utilized.
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IV. EVALUATING LEARNING: FORMATIVE ASSESSMENT AND TEACHER'S REFLECTION		NOTES TO TEACHERS
A. Evaluating Learning	1. Formative Assessment: <ol style="list-style-type: none"> Differentiate soft skills from hard skills. (2 points) Enumerate three soft skills in the tourism and hospitality industry. (3 points) Enumerate three hard skills in the tourism and hospitality industry. (3 points) Why is education important to consider when you apply for a career in the tourism and hospitality industry? (3 points) Aside from adequate education, are diplomas in specific fields important considerations when applying for a career in the tourism and hospitality industry? Why or why not? (4 points) 2. Homework The teacher will divide the class into five members per group (it could be through drawing lots, counting, choosing one's members, or according to dream career) in preparation for the worksheet to be done the next day. Learners will be asked to bring the following per group of five: <ul style="list-style-type: none"> • Big box • Scotch tape • Scissors • Drawing materials • Coloring materials DAY 3 and 4	The formative assessment questions could be answered on paper or in the learners' notebooks. The best answers could be shared after the teacher checked the learners' answers.

	Project making on caricature making. Please refer to Learning Activity Sheet #1 for TLE 7 Quarter 3.			The teacher should provide caricature samples.
B. Teacher's Remarks	<i>Note observations on any of the following areas:</i>	Effective Practices	Problems Encountered	<p>The teacher may take note of some observations related to the effective practices and problems encountered after utilizing the different strategies, materials used, learner engagement and other related stuff.</p> <p>Teachers may also suggest ways to improve the different activities explored/ lesson exemplar.</p>
	strategies explored			
	materials used			
	learner engagement/ interaction			
	others			
C. Teacher's Reflection	<p><i>Reflection guide or prompt can be on:</i></p> <ul style="list-style-type: none"> ▪ <u>principles behind the teaching</u> What principles and beliefs informed my lesson? Why did I teach the lesson the way I did? ▪ <u>students</u> What roles did my students play in my lesson? What did my students learn? How did they learn? ▪ <u>ways forward</u> What could I have done differently? What can I explore in the next lesson? 			Teacher's reflection in every lesson conducted/ facilitated is essential and necessary to improve practice. You may also consider this as an input for the LAC/Collab sessions.