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| ECVET Earth Building | <b>Earth building market</b> | <b>Unit E</b> |
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| <b>Learning outcomes</b>   |   | <b>Level 3</b> |
|--|---|----------------|
| <b>KNOWLEDGE</b>   | <b>SKILLS</b>   |                |
| <ul style="list-style-type: none"> <li>- Advantages and characteristics of earth construction</li> <li>- Ecology and green building, tools, insulation materials, earth building products</li> <li>- Local and regional techniques</li> <br/> <li>- Business and management principles               <ul style="list-style-type: none"> <li>o Basic maths, tender, quantity and specifications</li> <li>o Image and identity</li> <li>o Contracts, payment plans, insurance</li> <li>o Basic understanding of risk</li> </ul> </li> <br/> <li>- Sourcing of materials and tools (producers and suppliers)</li> <li>- Study of a regional market, specific target groups</li> <li>- Strategic Plan</li> <li>- Earth construction networks</li> <br/> <li>- Building regulations affecting earth works</li> <li>- Health and safety regulations</li> </ul> | <ul style="list-style-type: none"> <li>- Explain the characteristics of the earth building techniques</li> <li>- Develop a communication strategy</li> <li>- Present yourself professionally</li> <li>- Make a regional market study</li> <li>- Make a cost/material estimate and prepare data for a tender</li> <br/> <li>- Liaise with contractors, architect/engineer and clients about               <ul style="list-style-type: none"> <li>o specific needs for earth elements</li> <li>o earth building programme</li> <li>o own scope of responsibility</li> <li>o own scope of works</li> </ul> </li> </ul> |                |
| <b>COMPETENCE</b>  |   |                |
| <ul style="list-style-type: none"> <li>- Explain the advantages of earth over conventional building materials</li> <li>- Identify targets and develop a business strategy in earth building, in scope to self-employment</li> <li>- Give input for an active marketing strategy</li> <li>- Coordinate work with own training/education</li> <li>- Create contacts to other earth building professionals</li> <li>- Inform non earth building specialists about earth building techniques old and new, about properties of clay, about the advantages of earth over conventional building materials</li> </ul>  |   |                |

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| <b>Criteria and Indicators for the Assessment of Skills</b> |   | <b>Level 3</b> |
|---|---|----------------|
| <b>Criteria</b>   | <b>Indicators</b>   |                |
| Reading plans   | - The quantities are correctly calculated on the basis of the plans   |                |
| Quantity measurement  | <ul style="list-style-type: none"> <li>- The correct quantities are used</li> <li>- The processes involved are correctly identified and described</li> <li>- The prices quoted are substantiated</li> </ul>                                 |                |
| Estimate of costs   | <ul style="list-style-type: none"> <li>- The correct quantities are calculated</li> <li>- The correct use of material and machinery is calculated</li> <li>- When calculating hourly rates, all necessary factors are considered</li> </ul> |                |
| Compilation of a tender                                     | - The tender is clearly presented   |                |

Ensure that standards of work and materials comply with relevant codes of practice and to current standards.  
Further skills in marketing cannot be objectively examined. It is only possible to examine knowledge of the subject.