



National Vocational Certificate level 2, in (Gems& Jewellery Sector)

GEMSTONE FACETING



National Vocational and Technical Training Commission (NAVTTC) Government of Pakistan

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National Vocational Certificate level 2, in (Gems & Jewellery Sector) "GEMSTONE FACETING"

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TITLE OF QUALIFICATION

National Vocational Certificate level 2, in (Gems and Jewellery Sector) "Gemstone Faceting"

INTRODUCTION

The National Competency Standards are written specifications of skill and knowledge competencies required in a particular trade. The competency standards are developed in collaboration with United Nations Industrial Development Organization (UNIDO), GIZ and National Vocational & Technical Training Commission (NAVTTC).

Industry experts from the relevant industries from different geographical locations across Pakistan were consulted during the development process of these competency standards to ensure input and ownership of all the stakeholders. NAVTTC approves these competency standards on the recommendation of Industry Advisory Group (IAG) for the Gems and Jewelry sector.

Powerful

This National Vocational Qualification is developed for the all beginners starting their jewelry making journey, this training is not required any experience, metal smithing skills or power tools. All you need will be a lot of enthusiasm and a few basic, inexpensive beading tools and supplies. There is a lot of information available in this qualification, including step-by-step techniques and beading projects. Some techniques can be mastered in a matter of minutes, while others might take some time to learn. A great starting point for beginners is to become acquainted with all the jewelry making supplies and tools, the details of jewelry supply information is also included in the module. After this training students can start with some of the basic earring projects, and then move on to fashion jewelry making projects.

The National Competency Standards could be used as a referral document for the development of curricula to be used by training institutions.

Training in the course is based on defined competency standards, which are industry oriented. Trainer being the facilitator of the training programme encourages and assists trainees to learn in a practical exposure and practice. Trainees are likely to work in groups (pairs) and all doing something different. Some are doing practical tasks in the workshop, some writing, some not even in the classroom or workshop but in another part of the building using specialist equipment, working on computers doing research on the Internet or the library. As trainees learn at different pace they might well be at different stages in their learning, thus learning must be tailored to suit individual needs. The following facilitation methods (teaching strategies) are generally employed:

Direct Instruction Method: This might be effective when introducing a new topic to a larger group of trainees in a relative short amount of time. In most cases this method relies on one-way communication, hence there are limited opportunities to get feedback on the trainee's understanding.

Discussion Method: This allows trainees to actively participate in sharing knowledge and ideas. It will help the trainer to determine whether trainees understand the content of the topic. On the other hand, there is a possibility of straying off topic under discussion and some trainees dominating others on their views.

Small Group Method: Pairing trainees to help and learn from each other often results in faster knowledge/skill transfer than with the whole class. The physical arrangement of the classroom/workshop and individual assessment may be challenging. Analogy method should be in corporate.

Problem Solving Method: This is a very popular teaching strategy for the training. Trainees are challenged and are usually highly motivated when they gain new knowledge and skills by solving problems (Contingency skills). Trainees develop critical thinking skills and the ability to adapt to new learning situations (Transfer skills). It might be time consuming and because trainees sometimes work individually, they may not learn all the things that they are expected to learn.

Research Method: This is used for workshops and laboratory tasks, field experiments, and case studies. It encourages trainees to investigate and find answers for themselves and to critically evaluate information. It however requires a lot of time and careful planning of research projects for the trainee.

The detail of the competency standards included in this qualifications given below:

National Vocational Certificate level 2, in (Gems and Jewelry Sector) "Gemstone Faceting"

- A. Perform gemstone identification
- B. Perform gemstones trimming and free hand shaping
- C. Prepare gemstone for faceting
- D. Perform gemstone faceting
- E. Perform gemstone polishing

PURPOSE OF THE QUALIFICATION

The purpose of the training is to provide skilled manpower for the value addition on gemstone of the existing Gems and Jewellery sector and related industry. This will improve the abilities and accreditation of a Gemstone Faceting Expert in terms of national and international standards applicable in the field of Gemstone Faceting. The

availability of quality Gemstone Faceting Experts in the local and international markets will ultimately bring economic benefits to the producers and processors.

The core purpose of this qualification is to produce employable Gemstone Faceting Experts, who could provide advanced Services of cutting & polishing of gemstones. In addition this qualification will prepare youth to be employee in Gemstone industry or work as an entrepreneur. To prepare and train students through skill training and enabling them to earn their living either through employment in industry or to be self-employed as Gemstone Faceting Expert.

MAIN OBJECTIVES OF THE QUALIFICATION

Gemstone Faceting qualification consists of theoretical and practical details required for the identification, Faceting and Polishing of precious, semi-precious, raw or polished gemstone. The main objectives of the qualification are as follows:

- 1. Perform Basic Gemstone Identification
- 2. Perform Gemstone Trimming & Free Hand Shaping
- 3. Prepare Gemstone for Faceting
- 4. Perform Gemstone Faceting
- 5. Perform Polishing of Gemstone

DATE OF VALIDATION

The level 2 of national vocational qualification on Gems and Jewelry Sector – Gemstone Faceting has been validated by the Qualifications Development Committee (QDC) members on March 2018 and will remain in currency until March 2023.

CODES OF QUALIFICATIONS

The International Standard Classification of Education (ISCED) is a framework for assembling, compiling and analyzing cross-nationally comparable statistics on education and training. ISCED codes for these qualifications are assigned as follows:

| ISCED Classification for Fashion Jewelry Maker (Beads and Wires) | | | |
|--|--|--|--|
| Code | Description | | |
| | National Vocational Certificate level 2 in Gems and Jewellery Sector | | |
| 0214G&J3 | "Gemstone Faceting" | | |

The following members participated in the qualifications development and validation of these qualifications:

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ENTRY REQUIREMENTS

The entry for National Vocational Certificate level 2, in (Gems and Jewellery Sector) "Gemstone Faceting" are given below:

Entry for assessment for this qualification is open. However, entry into formal training institutes, based on this qualification may require skills and knowledge equivalent to middle (Grade 8) with some working knowledge of this field.

SUMMARY OF COMPETENCY STANDARDS

| Code | Competency Standards | Level | Credits | Category |
|------------|--|-------|---------|------------|
| 0214G&J3 A | Perform basic gemstone identification | 2 | 10 | Functional |
| 0214G&J3 B | Perform gemstones trimming and free hand shaping | 2 | 10 | Generic |
| 0214G&J3 C | Prepare gemstone for faceting | 2 | 10 | Technical |
| 0214G&J3 D | Perform gemstone faceting | 2 | 30 | Technical |
| 0214G&J3 E | Perform gemstone polishing | 2 | 20 | Technical |
| 041600453 | Occupational health and safety | 2 | 3 | Technical |
| 041600455 | Communicate in the workplace to support customers and team | 3 | 6 | Technical |
| 041600459 | Work effectively in a customer service - sales environment | 3 | 7 | Technical |
| 041600460 | Develop professionalism | 3 | 3 | Technical |
| 041600461 | Comply with health and safety regulations | 3 | 2 | Technical |

Competency Standard A: Perform Basic Gemstone identification

Overview

This competency standard covers the skills and knowledge required to have basic knowledge of Gemstones through identifications of physical properties.

| Competency Units | Performance Criteria | Knowledge and understanding |
|-------------------------------------|--|--|
| A1:Properties of | Trainee will be able to: | Trainee will able to know: |
| gemstone | P1. Identify Gemstone on physical propertiesP2. Identify gemstones optical properties | K1 .Physical properties (Cleavage, Breakage, Fracture and feathers, hardness and specific gravity) |
| | P3. Judge gemstone for faceting process on its properties | K2 .Optical properties of Gemstone, (refractive index) |
| | | K3 .Color Zoning, Critical angle and orientation |
| | | K4 . Gemstone found in Pakistan |
| A2:identify the | Trainee will be able to: | Trainee will able to know: |
| crystal structure of gemstone | P1 .Identify the crystal structure based on wooden crystal sample | K1. Understanding of seven basic crystal system (cubic, Tetragonal, hexagonal, trigonal, orthorhombic, monoclinic and triclinic) |

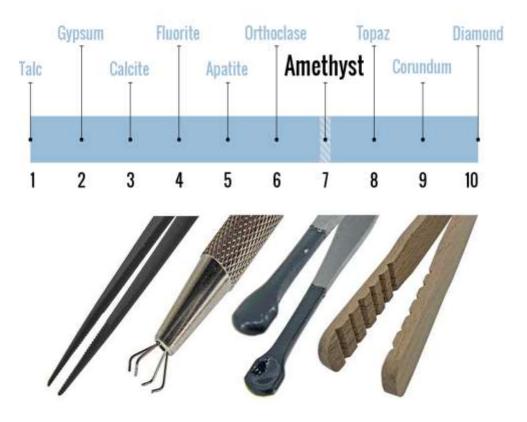
Critical Evidence(s) Required

The candidate needs to produce following critical evidence(s) in order to be competent in this competency standard:

- To understand physical properties of gemstones.
- To understand physical properties of gemstones.
- To understand crystal systems of gemstone



Mohs Hardness Scale



Tools and equipment required

- Loup 10X
 Harness pencil
 Crystals Models
- Tweezers
- Various gemstones as per need

Competency Standard B: Perform Gemstone Trimming and free hand Shaping

Overview

This competency standard covers the skills and knowledge required to carry out trimming, sawing and shaping of gemstones with the help of various machines and tools.

| Competency Units | Performance Criteria | Knowledge and understanding |
|-----------------------------|---|--|
| B1:Perform trimming | Trainee will be able to:P1. Judge stone for trimming process.P2.Removal of unwanted portion | Trainee will able to know:K1. Introduction to Trim saw machine and blades various |
| | P3.Identify gemstones optical propertiesP4.Judge gemstone for faceting process on its properties | K2 . Adopt appropriate safety measures for trimming process |
| B2:Perform freehand shaping | <i>Trainee will be able to:</i> P1 .Select appropriate tools and machine for shaping | Trainee will able to know: |
| | P2 .Adopt safety precaution and measures | K1 .Understanding of tools, machine and its operations |
| | P3 .Ensure adequate water supply during shaping process | K2 .Understand the types of gemstone cutting styles for faceting |
| | P4 . Select gemstone cut according to requirement | K3.Prepare stone for shaping |
| | P5 . Shape gemstone to selected cut | |

Critical Evidence(s) Required

The candidate needs to produce following critical evidence(s) in order to be competent in this competency standard:

- To perform trimming and sawing of gemstones
- To perform shaping of gemstones

Tools and equipment required

- Trim saw machine
- Various types of blades for trimming
- Plier with Diamond coated tips
- Grinder with diamond coated wheels





Competency Standard C: Prepare gemstone for faceting

Overview

This competency standard covers the skills and knowledge required to carry out orientations, doping and faceting of gemstone by using various machines and tools.

| Competency Units | Performance Criteria | Knowledge & & understanding |
|--|--|---|
| C1:Gemstone doping | <i>Trainee will be able to:</i> P1 .Arrange doping process material | Trainee will able to know: K1.Understand doping material |
| | P2 .Select dop stick as per requirement | K2 .Understand color, luster, reflection |
| | P3.Fix the stone of dop stick | |
| P4.Perform doping process of stone P5.Verify doped stone according to requirement | | K4 .Know the doping procedure |
| C2:Prepare stone for faceting | <i>Trainee will be able to:</i> P1. Adopt safety measures | Trainee will able to know: |
| | P2 .Ensure adequate water supply for faceting | K1 .Knowledge about faceting unit and facetor |
| | P3 .Install master lap as per requirement | K2 . Know the diamond coated laps and types |
| | P4 .Adjust faceting unit and facetor with leveling dop sticks | K3. Understand adjustment procedure of faceting unit and facetor |

P5.Fix doped stone in facetor

K4. Knowledge about index gare 32, 64, 72, 80, 96, 120 as per requirement of cut

| C3:Gemstone orientation | Trainee will be able to: | Trainee will able to know: |
|----------------------------|--|---|
| | P1.Make pre-form of stone for faceting | K1 .Understand orientation process |
| | P2. Perform Orientation | |

Critical Evidence(s) Required

The candidate needs to produce following critical evidence(s) in order to be competent in this competency standard:

- To orient the give gemstone
- To dop the given gemstone.
- Perform faceting on given gemstone

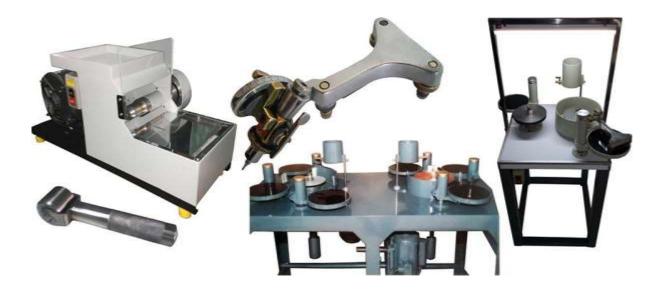
Tools and equipment required

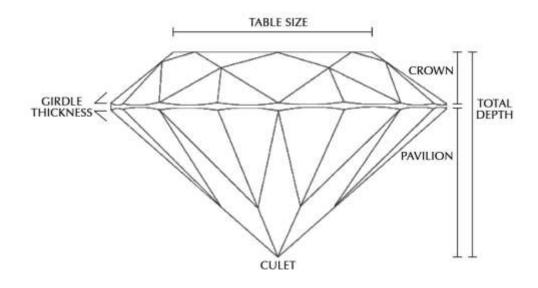
- Doping unit •
- Dopsticks (round, V-Shaped and plate)
- Sprit Lamp and sprit
- Doping wax
- Master lap
- Faceting Unit
- Facetor (J-P-C)
- L-keys











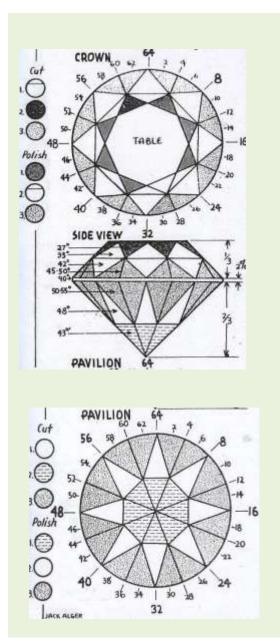
Competency Standard D: Perform Gemstone Faceting

Overview

This competency standard covers the skills and knowledge required to carry out orientations, doping and faceting of gemstone by using various machines and tools in different cuts.

| Competency Units | Performance Criteria | Knowledge & understandin g |
|---|---|--|
| D1:Perform round cut | Trainee will be able to: P1. Prepare pre-form of stone requirement P2. Put main facet Angle 42 indexing 64-32, 16- 48, 8-40, 24-56 P3.Star facet Angle 27, indexing 4-12-20-28-36-44- 52-60, P4.Girdle facet angle 44 to 51, (adjustable), indexing 8-2+-2, 16+-2, 24+-2, 32+-2, 40+-2, 48+-2, 56+-2, 64+-2, P5.Angle 0, for table indexing 64 P6.Marking with aluminum et index | Trainee will able to know: K1. Know the procedure of round cut |
| 445 41° | 64 index. P7 .Re-dop pavilion side | |
| $\begin{array}{c} 0rder 0f \\ Gutting \\ 1 \\ 0 \\ 43^{\circ} \\ 2 \\ 0 \\ 45^{\circ} \\ 52 \\ 1 \\ 0 \\ 0$ | P8.Adjust main facet opposite of crown main facet P9.Angle 43, index 64-32, 16-48, 8-40, 24-56 P10.Girdle facet angle 44 to 51, (adjustable), indexing 8- 2+-2, 16+-2, 24+-2, 32+-2, 40+-2, 48+-2, 56+-2, 64+-2, | |

| <figure><figure></figure></figure> | Trainee will be able to: P1 .Put main facet P2 .Angle 42 indexing 64-32, 16-48, 8-40, 24-56 P3 .Modified vertical angle 42 indexing 8-+1, 16-+1, 24- +1, 32-+1, 40-+1, 48-+1, 56- +1, 64-+1 P4 .Star facet Angle 27, indexing 4-12-20-28-36-44- 52-60, P5 .Girdle facet angle 44 to 51, (adjustable), indexing 8- 2+-2, 16+-2, 24+-2, 32+-2, 40+-2, 48+-2, 56+-2, 64+-2, P6 .Angle 0, for table indexing 64 P7 .Marking with aluminum 64 index. P8 .Re-dop pavilion side P9 .Adjust main facet opposite of crown main facet P10 .Angle 43, index 64-32, 16-48, 8-40, 24-56 P11 .Modified main facet in pavilion angle 43 indexing 8-+1, 16- +1, 24-+1, 32-+1, 40-+1, 48-+1, 56-+1, 64-+1 | • |
|--|--|--|
| 2 40 36 24 36 34 32 24 D3: Perform horizontal modified | Trainee will be able to: | Trainee will |
| cut | Put main facet P1.Angle 42 indexing 64-32, 16-48, 8-40, 24-56 P2.Modified horizontal angle 35 64-32, 16-48, 8-40, 24-56 P3.Star facet Angle 27, indexing 4-12-20-28-36-44-52-60, P4.Girdle facet angle 44 to 51, (adjustable), indexing 8- | <i>able to know:</i> K1 . Know the horizontal modified cut |



2+-2, 16+-2, 24+-2, 32+-2, 40+-2, 48+-2, 56+-2, 64+-2

P5.Angle 0, for table indexing 64

P6.Marking with aluminum 64 index.

P7.Re-dop pavilion side

P8.Adjust main facet opposite of crown main facet

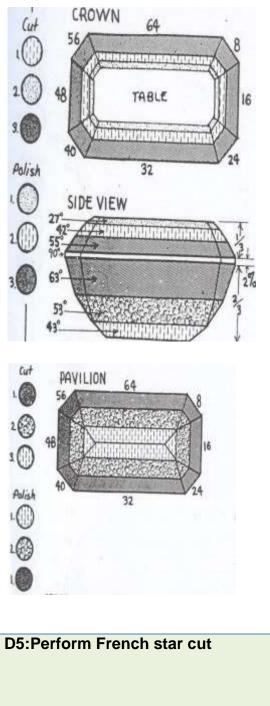
P9.Angle 43, index 64-32, 16-48, 8-40, 24-56

P10.Modified horizontal cut

P11.Angle 49, index 64-32 , 16-48, 8-40, 24-56

P12.Girdle facet angle 51 to 55, (adjustable), indexing 8-2+-2, 16+-2, 24+-2, 32+-2, 40+-2, 48+-2, 56+-2, 64+-2,

D4: Perform step cut



Trainee will be able to:

P1.Cut girdle first angle 90 indexing 64-32, 16-48 as per design Put main facet

P2.Angle 42 indexing 64-32 , 16-48, 8-40, 24-56

P3.Star facet angle 27 Indexing 64-32 , 16-48, 8-40, 24-56

P4.Angle 0 Indexing 64-32 , 16-48, 8-40, 24-56 Four facet cut angle 90 indexing 8-40,24-56

P5.Re-dop pavilion side

P6.Adjust main facet opposite of crown main facet

P7.Angle 63, index 64-32, 16-48, 8-40, 24-56

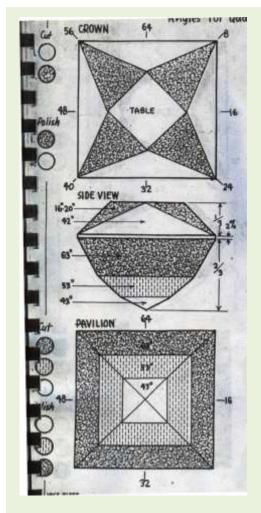
P8.Angle 53, index 64-32, 16-48, 8-40, 24-56

P9.Angle 43, index 64-32, 16-48

| D5:Perform French star cut | Trainee will be able to: | Trainee will able to know: |
|----------------------------|---|-----------------------------------|
| | P1.Cut girdle first angle 90 indexing 64-32 , 16-48 as per design Put main facet | K1.Know the procedure of star cut |
| | P2. Angle 42 indexing 64-32 , 16-48 | |
| | P3. Star facet angle 16-20(adjustable) Indexing 8-24, 40-56 | |

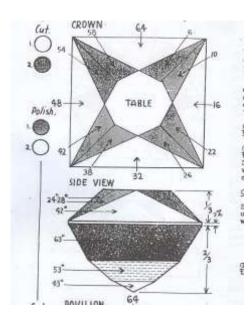
Trainee will able to know:

K1. Know the procedure of step cut



P4.Angle 0, for table indexing 64 Re-dop pavilion side **P5.**Adjust main facet opposite of crown main facet P6.Angle 63 indexing 64-32 , 16-48 P7.Angle 53 indexing 64-32 , 16-48 P8.Angle 43 indexing 64-32 , 16-48

D6: Perform double star cut



Trainee will be able to:

P1.Cut girdle first angle 90 indexing 64-32 , 16-48 as per design

Trainee

K1.Know

procedure

able to know:

double star cut

will

the

of

P2.Angle 42 indexing 64-32 , 16-48

P3.Star facet angle 24 to 28, (adjustable), indexing 8-2+-2, 24+-2, 40+-2, 56+-2

P4.Angle 0, for table indexing 64

P5.Marking with aluminum.

P6.Re-dop pavilion side **P7.**Adjust main facet opposite of crown main

| | P8. Angle 63, index 64-32, 16-48, 8-40, 24-56 | |
|---|---|--|
| | P9. Angle 53, index 64-32 , 16-48, 8-40, 24-56 | |
| | P10. Angle 43, index 64-32 , 16-48 | |
| D7: Perform Mitchell six rays star cut(96 index) | Trainee will be able to: | Trainee will able to know: |
| CROWN 3^{2} 4^{4} 1^{2} 1^{6} 2^{2} 3^{6} 3^{2} 3^{6} 3^{2} 3^{6} 3^{2} | P1. Arrange polishing material as per requirement P2. Cut girdle first angle 90 indexing 96-48, 16-64, 32-80 as per design P3. Angle 42 indexing 64-32, 16-48 P4. star facet angle (adjustable) P5. indexing 4-12,20-28, 36-44, 52-64, 68-76, 84-92 P6. Angle 0, for table indexing 96 Marking with aluminum. P7. Re-dop pavilion side P8. Adjust main facet opposite of crown main Angle 37, P9. indexing 4-12,20-28, 36-44, 52-64, 68-76, 84-92 | |
| D8: Perform Mitchell five rays star cut(80 index) | <i>Trainee will be able to:</i> P1 . Arrange polishing | Trainee will able to know: |
| | material as per requirement | K1.Know the procedure of Mitchell five |

P2. Cut girdle first angle 90 rays star indexing 80, 16-64, 32-48 cut(80 index) as per design

P3. Ten facet indexing 4-12, 20-28, 36-44, 52-60, 68-76

P4. Angle 0, for table indexing 80 Marking with aluminum.

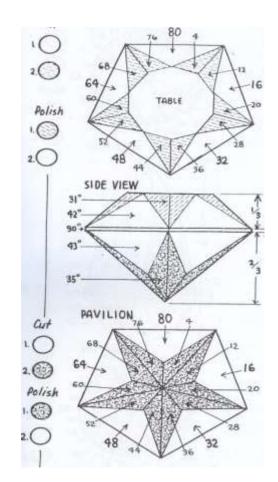
P5. Re-dop pavilion side

P6. Adjust main facet opposite of crown main

P7. Angle 43-80, 16-64, 32-48 Ten facet

P8. Angle 35indexing 4-12, 20-28, 36-44, 52-60, 68-76

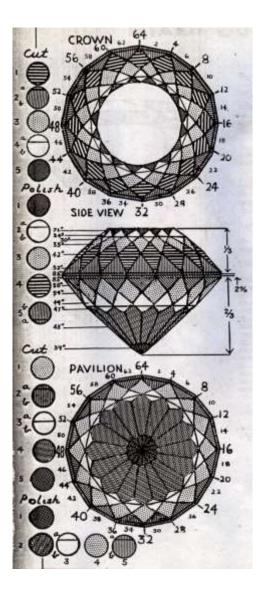
| D9: Perform Jubilee cut | Trainee will be able to: | Trainee will able to know: |
|-------------------------|--|----------------------------------|
| | P1 . Arrange polishing material as per requirement | K1. Know the procedure of |
| | P2. Cut girdle first angle 90 | Jubilee cut |
| | P3 . Angle 22, indexing 64- 32 , 16-48, 8-40, 24-56 | |
| | P4 . angle 32, indexing 4-12, 20-28, 36-44, 52-60 | |
| | P5 . Angle 43, Indexing 8- +1, 16-+1, 24-+1, 32-+1, 40- +1, 48-+1, 56-+1, 64-+1 | |
| | P6 . Angle 47, Indexing 8-+2, 16-+2, 24-+2, 32-+2, 40-+2, 48-+2, 56-+2, 64-+2 | |



| CROWN 35 96 INDEX | P7. indexing 96 | |
|--|---|---|
| B4 5 20 12 | P8. Marking with aluminum. | |
| 78 | P9. Re-dop pavilion side | |
| | P10 . Adjust main facet opposite of crown main | |
| 60 11 54 11 48 45 42 39 36 SIDE VIEW | P11 . Angle 49, Indexing 64- 32 , 16-48, 8-40, 24-56 | |
| | P12 . Angle 39, Indexing 64- 32 , 16-48, 8-40, 24-56 | |
| 41 43 43 50 | P13 . Angle 48, Indexing 4-12, 20-28, 36-44, 52-60 | |
| PAVILION 90 11 96 5 5 2 12 18 18 18 20 18 21 24 37 40 10 10 10 10 10 10 10 10 10 1 | P14 . Angle 54 Indexing 8-2+-2, 16+-2, 24+-2, 32+-2, 40+-2, 48+-2, 56+-2, 64+-2, | |
| | | |
| 60 55 54 51 48 42 70 54 51 48 45 42 | | |
| D10: Perform brilliant bead cut | <i>Trainee will be able to:</i> | Trainee will able to know: |
| D10: Perform brilliant bead cut | <i>Trainee will be able to:</i> P1. Cut girdle first angle 90 | |
| D10: Perform brilliant bead cut | | <i>able to know:</i> K1. Know the procedure of brilliant bead |
| D10: Perform brilliant bead cut | P1 . Cut girdle first angle 90 P2 . Angle 30 and indexing 64-32 , 16-48, 8-40, 24- 56,4-12, 20-28, 36-44, 52- | <i>able to know:</i> K1. Know the procedure of brilliant bead |
| De la construction de la constru | P1. Cut girdle first angle 90 P2. Angle 30 and indexing 64-32, 16-48, 8-40, 24-56,4-12, 20-28, 36-44, 52-60 P3. Angle 45 Indexing 8-+2, 16-+2, 24-+2, 32-+2, 40-+2, 48-+2, 56- | <i>able to know:</i> K1. Know the procedure of brilliant bead |

| END VIEW | P6 . Angle 90 and indexing 64-32 , 16-48, 8-40, 24-56, 4-12, 20-28, 36-44, 52-60 | |
|--|--|-----------------------------------|
| 56 ************************************ | P7 . Angle 0, for table indexing 64 Marking with aluminum. | |
| 48 | P8. Re-dop pavilion side | |
| 1 | P9 . Adjust main facet opposite of crown main | |
| 40 38 34 31 30 28 SIDE VIEW | P10 . Angle 90 and Indexing 8-+2, 16-+2, 24-+2, 32-+2, 40-+2, 48-+2, 56-+2, 64-+2 | |
| 30° 45° 60° 75° | P11 . Angle 75 and indexing 64-32 , 16-48, 8-40, 24-56,4-12, 20-28, 36-44, 52-60 | |
| - 40° | P12 . Angle 60 and Indexing 8-+2, 16-+2, 24-+2, 32-+2, 40-+2, 48-+2, 56-+2, 64-+2 | |
| | P13 . Angle 45 and indexing 64-32 , 16-48, 8-40, 24-56, 4-12, 20-28, 36-44, 52-60 | |
| | P14 . Angle 30 and Indexing 8-+2, 16-+2, 24-+2, 32-+2, 40-+2, 48-+2, 56-+2, 64-+2 | |
| | P15 . Angle 0, for table indexing 64 | |
| D11. Perform double diamond horizontal cut | Trainee will be able to | Trainee will able to know: |
| | P1. Cut girdle first angle 90 | K1.Know the |
| | P2 . Angle 52 and indexing 64-32 , 16-48, 8-40, 24-56 | procedure of double diamond |
| | P3 . Angle 70 and Indexing 8-+2, 16-+2, 24-+2, 32-+2, 40-+2, 48-+2, 56-+2, 64-+2 | horizontal cut |

| | P1. Arrange polishing material as per requirement P2. Cut girdle first angle 90 P3. Angle 42 and indexing 64-32, 16-48, 8-40, 24-56,4-12, 20-28, 36-44, 52-60 | <i>able to know:</i> K1. Know the procedure of Portuguese cut |
|--|---|--|
| D12. Perform Portuguese cut | Trainee will be able to | Trainee will |
| | 40-+2, 48-+2, 56-+2, 64-+2 P15. Angle 42 and indexing 64-32, 16-48, 8-40, 24-56 | |
| | P14. Angle 49 and Indexing 8-+2, 16-+2, 24-+2, 32-+2, | |
| 2 36 m 31 20 28 20 24 3 0 0 4 | P13. Angle 79 and Indexing 8-+2, 16-+2, 24-+2, 32-+2, 40-+2, 48-+2, 56-+2, 64-+2 | |
| Polish 1 40 1 40 30 | P12. Angle 58 and indexing 64-32 , 16-48, 8-40, 24-56 | |
| | P11 . Angle 62 and indexing 64-32 , 16-48, 8-40, 24-56 | |
| Cut PAVILION 11 60 11 64 | P10 . Adjust main facet opposite of crown main | |
| 5 0 11 | P9 . Re-dop pavilion side | |
| | P8 . Angle 0, for table indexing 64 Marking with aluminum. | |
| Polish 36 37 32 32 38 48 24 SIDE VIEW 28 48 24 | P7. Angle 10 and Indexing 4-12, 20-28, 36-44, 52-60 | |
| + 0 40 112 | P6. Angle 21 and indexing 64-32 , 16-48, 8-40, 24-56 | |
| 2 48 48 | P5 . Angle 31 and indexing 64-32 , 16-48, 8-40, 24-56 | |
| Cut , crown 56 50 50 64 | P4 . Angle 38 and Indexing 8-+2, 16-+2, 24-+2, 32-+2, 40-+2, 48-+2, 56-+2, 64-+2 | |



P4. Angle 52 and Indexing 8-+2, 16-+2, 24-+2, 32-+2, 40-+2, 48-+2, 56-+2, 64-+2

P5. Angle 85 and Indexing 8-+2, 16-+2, 24-+2, 32-+2, 40-+2, 48-+2, 56-+2, 64-+2

P6. Angle 35 and Indexing 8-+2, 16-+2, 24-+2, 32-+2, 40-+2, 48-+2, 56-+2, 64-+2

P7. Angle 30 and indexing 64-32 , 16-48, 8-40, 24-56,4-12, 20-28, 36-44, 52-60

P8. Angle 24 and indexing 64-32 , 16-48, 8-40, 24-56,4-12, 20-28, 36-44, 52-60

P9. Angle 21 and Indexing 8-+2, 16-+2, 24-+2, 32-+2, 40-+2, 48-+2, 56-+2, 64-+2

P10. Angle 0, for table indexing 64 Marking with aluminum.

P11.Re-dop pavilion side

P12.Adjust main facet opposite of crown main

P13. Angle 54 and indexing 64-32 , 16-48, 8-40, 24-56,4-12, 20-28, 36-44, 52-60

P14.Angle 58 and Indexing 8-+2, 16-+2, 24-+2, 32-+2, 40-+2, 48-+2, 56-+2, 64-+2

P15. Angle 85 and Indexing 8-+2, 16-+2, 24-+2, 32-+2, 40-+2, 48-+2, 56-+2, 64-+2

| | P16. Angle 49 and Indexing 8-+2, 16-+2, 24-+2, 32-+2, 40-+2, 48-+2, 56-+2, 64-+2 | |
|---------------------------|--|--|
| | P17. Angle 47 and Indexing 8-+2, 16-+2, 24-+2, 32-+2, 40-+2, 48-+2, 56-+2, 64-+2 | |
| | P18. Angle 43 and indexing 64-32 , 16-48, 8-40, 24-56,4-12, 20-28, 36-44, 52-60 | |
| | P19. Angle 39 and Indexing 8-+2, 16-+2, 24-+2, 32-+2, 40-+2, 48-+2, 56-+2, 64-+2 | |
| D13. Perform scissors cut | Trainee will be able to | Trainee will able to know: |
| | P1. Arrange polishing material as per requirement P2. Cut girdle first angle 90 Indexing 96-48, 24-72 P3. Angle 42 and Indexing 96-48, 24-72 P4. Angle 34 and Indexing 96-48, 24-72 P5. Angle 20 and Indexing 96-48 P6. Angle 23 and Indexing 96-48 P6. Angle 36 and Indexing 24-72 P7. Angle 36 and Indexing 12-36, 60-84 P8. Angle 90 and Indexing 12-36, 60-84 P9. Angle 0, for table indexing 64 Marking with aluminum. P10. Re-dop pavilion side P11. Adjust main facet opposite of crown main | K1. Know the procedure of Scissors cut |

P12. Angle 45 and Indexing 96-+1, 48-+1

P13. Angle 43 and Indexing 96-48

P14. Angle 48 and Indexing 12-36, 60-84

P15. Angle 47 and Indexing 24-72

P16. Angle 53 and Indexing 18-30, 66-78

P17. Angle 29 and Indexing 24-72

material as per requirement

P2. Shape the stone as per

polishing

Trainee will be able to

Arrange

Trainee will able to know:

K1. Know the procedure of brilliant oval cut

P3. Angle 42 Indexing 64-32

requirement

P1.

P4. Angle 35 and Indexing16-48P5. Angle 41 and Indexing6-26, 38-58 Star facet

P6. Angle 27 and Indexing 64-+3, 32-+3 (adjustable)Girdle facet

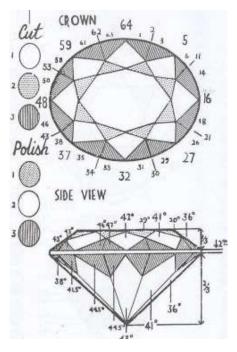
P7. Angle 45-52 and Indexing 64 -+2, -+4, 32-+2, -+4,

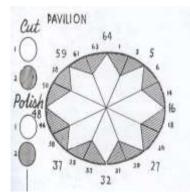
P8. Angle 41-42(adjustable) indexing 16-+2, 48-+2

P9. Angle 45 and Indexing 8,24,40,56

P10. Angle 0, for table indexing 64 Marking with aluminum.

D14. Perform brilliant oval cut





| P11. Re-dop pavilion side |
|---|
| P12 . Adjust main facet opposite of crown main |
| P13 . Angle 43 and Indexing 64-32 |
| P14. Angle 37 and Indexing 16-48 |
| P15. Angle 42 and Indexing 6,26,38,58 |
| P16. Girdle facet and 45-52 (adjustable) Indexing 64-+2, -+4 32-+2, -+4, |
| P17. Angle 41- 42(adjustable) 41- Indexing 16-+2, 48-+2 41- |
| P18. Angle 45- 46(adjustable) Indexing 8,24,40,56 |

Critical Evidence(s) Required

The candidate needs to produce following critical evidence(s) in order to be competent in this competency standard:

- Perform round brilliant cut.
- Perform vertical modified main faceting
- Perform horizontal modified cut
- Perform step cut
- Perform French star cut
- Perform double star cut
- Perform Mitchell six rays star cut(96 index)
- Perform Mitchell five rays star cut(80 index)
- Perform Jubilee cut
- Perform brilliant bead cut
- Perform double diamond horizontal cut
- Perform Portuguese cut
- Perform scissors cut
- Perform brilliant oval cut

Tools and equipment required

- Faceting unit
- Facetor
- Doped stone fixed in facetor
- Laps (180, 600 and 1000)
- Master lap
- L-Keys
- Table lamp
- Water supply



Competency Standard E: Perform Gemstone Polishing

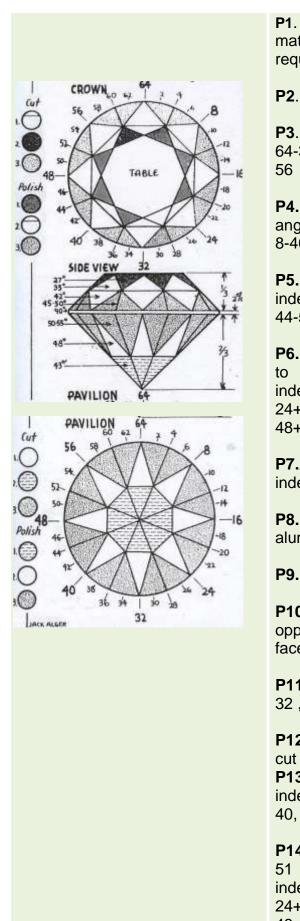
Overview

This competency standard covers the skills and knowledge required to carry out polishing on already faceted gemstones using various tools and machines.

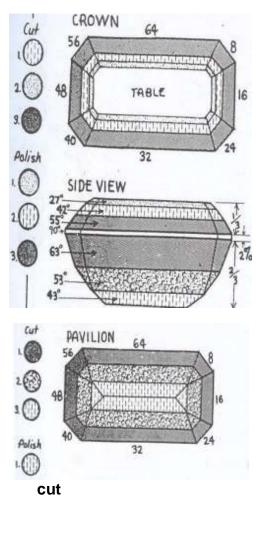
| Competency Units | Performance Criteria | Knowledge & understanding |
|---------------------------------------|---|--|
| D1:Perform polishing for round cut | Trainee will be able to: P1.Arrange polishing material as per requirement P2. Polish main facet P3. Angle 42 indexing 64-32, 16-48, 8-40, 24- 56 P4.Star facet Angle 27, indexing 4-12-20-28-36- 44-52-60, | Trainee will able to know:K1.Knowthe procedureprocedureof polishing for round cutK2.Knowledge aboutaboutpolishing abrasiveabrasiveand combinationcombinationof differentlaps(Lead,Tin, Plastic, Copper) |
| Cut | P5. Girdle facet angle 44 to 51, (adjustable), indexing 8-2+-2, 16+-2, 24+-2, 32+-2, 40+-2, 48+-2, 56+-2, 64+-2, P6. Angle 0, for table indexing 64 P7. Marking with aluminum 64 index. P8. Re-dop pavilion side P9. Adjust main facet opposite of crown main facet P10. Angle 43, index 64-32, 16-48, 8-40, 24-56 | |

| vertical modified main F faceting | 44 to 51, (adjustable), indexing 8-2+-2, 16+-2, 24+-2, 32+-2, 40+-2, 48+-2, 56+-2, 64+-2, | |
|--|--|--|
| 45 | Trainee will be able to: P1. Arrange polishing material as per requirement P2. Polish main facet P3. Angle 42 indexing 64-32, 16-48, 8-40, 24-56 P4.Modified vertical angle 42 indexing 8-+1, 16-+1, 24-+1, 32-+1, 40-+1, 48-+1, 56-+1, 64-+1 P5.Star facet Angle 27, indexing 4.12, 20, 28, 26 | Trainee will able to know: K1. Know the procedure of polishing for vertical modified main faceting |
| $\begin{array}{c} & & & & & \\ & & & & \\ &$ | indexing 4-12-20-28-36-44-52-60, P6.Girdle facet angle 44 to 51, (adjustable), indexing 8-2+-2, 16+-2, 24+-2, 32+-2, 40+-2, 48+-2, 56+-2, 64+-2, P7.Angle 0, for table indexing 64 P8.Marking with aluminum 64 index. P9.Re-dop pavilion side | |
| 3 | P10. Angle 43, index 64- 32 , 16-48, 8-40, 24-56 P11. Modified main facet | |

P11.Girdle facet angle



P1. Arrange polishing per K1. Know the material as requirement polishing of horizontal modified P2. Polish main facet cut P3. Angle 42 indexing 64-32, 16-48, 8-40, 24-P4.Modified horizontal angle 35 64-32, 16-48, 8-40, 24-56 P5.Star facet Angle 27, indexing 4-12-20-28-36-44-52-60, P6.Girdle facet angle 44 51, (adjustable), indexing 8-2+-2, 16+-2, 24+-2, 32+-2, 40+-2, 48+-2, 56+-2, 64+-2 P7.Angle 0, for table indexing 64 **P8.**Marking with aluminum 64 index. P9.Re-dop pavilion side P10.Adjust main facet opposite of crown main facet P11.Angle 43, index 64-32, 16-48, 8-40, 24-56 P12.Modified horizontal P13.Angle 49, index 64-32 , 16-48, 8-40, 24-56 P14.Girdle facet angle 51 to 55, (adjustable), indexing 8-2+-2, 16+-2, 24+-2, 32+-2, 40+-2, 48+-2, 56+-2, 64+-2,



D4: Perform polishing for step Trainee will be able to:

P1. Arrange polishing material as per requirement

P2. Polish main facet

P3.Angle 42 indexing 64-32, 16-48, 8-40, 24-56

P4.Star facet angle 27 Indexing 64-32 , 16-48, 8-40, 24-56

P5.Angle 0 and Indexing 64,

P6.Re-dop pavilion side

P7.Adjust main facet opposite of crown main facet

P8.Angle 63, index 64-32, 16-48, 8-40, 24-56

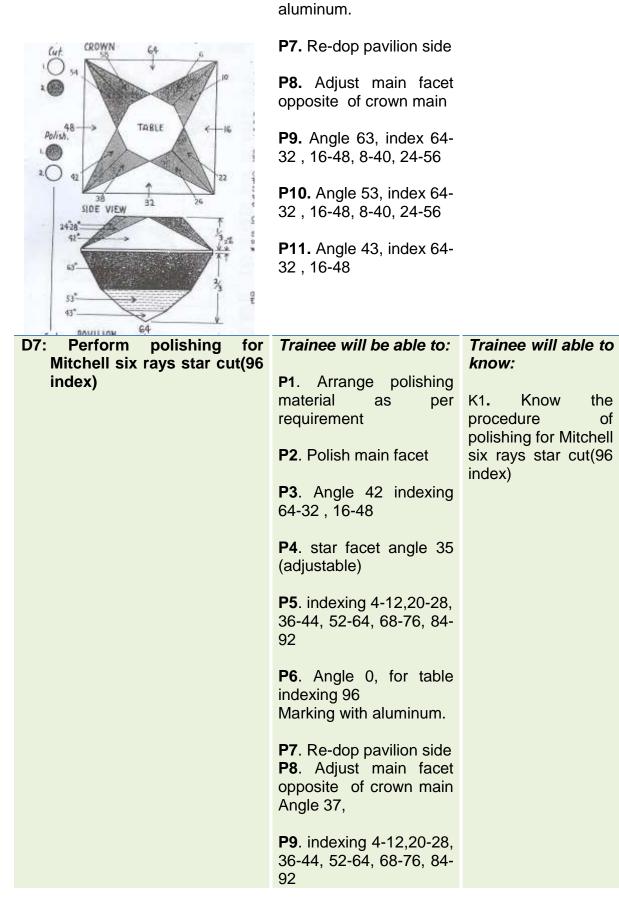
P9.Angle 53, index 64-32, 16-48, 8-40, 24-56

P10.Angle 43, index 64-32, 16-48

Trainee will able to know:

K1. Know the procedure of step cut

| D5: Perform polishing for French star cut | Trainee will be able to: | Trainee will able to know: |
|--|--|---|
| | P1. Arrange polishing material as per requirement | |
| Addina T | P2. Polish main facet | |
| to side view sta 24 | P3. Angle 42 indexing 64-32 , 16-48 | |
| Bay PAVILION 49 | P4. Star facet angle 16- 20(adjustable) Indexing 8-24, 40-56 | |
| -* | P5. Angle 0, for table indexing 64 Re-dop pavilion side | |
| | P6. Adjust main facet opposite of crown main facet | |
| | P7. Angle 63 indexing 64-32 , 16-48 | |
| | P8. Angle 53 indexing 64-32 , 16-48 | |
| | P9. Angle 43 indexing 64-32 , 16-48 | |
| D6: Perform polishing for double star cut | Trainee will be able to: | <i>Trainee will able to know:</i> |
| | P1. Arrange polishing material as per requirement | K1. Know the procedure of double |
| | P2. Polish main facet | star cut |
| | P3. Angle 42 indexing 64-32 , 16-48 | |
| | P4. Star facet angle 24 to 28, (adjustable), indexing 8-2+-2, 24+-2, 40+-2, 56+-2 | |
| | P5. Angle 0, for table indexing 64 | |



P6.

Marking

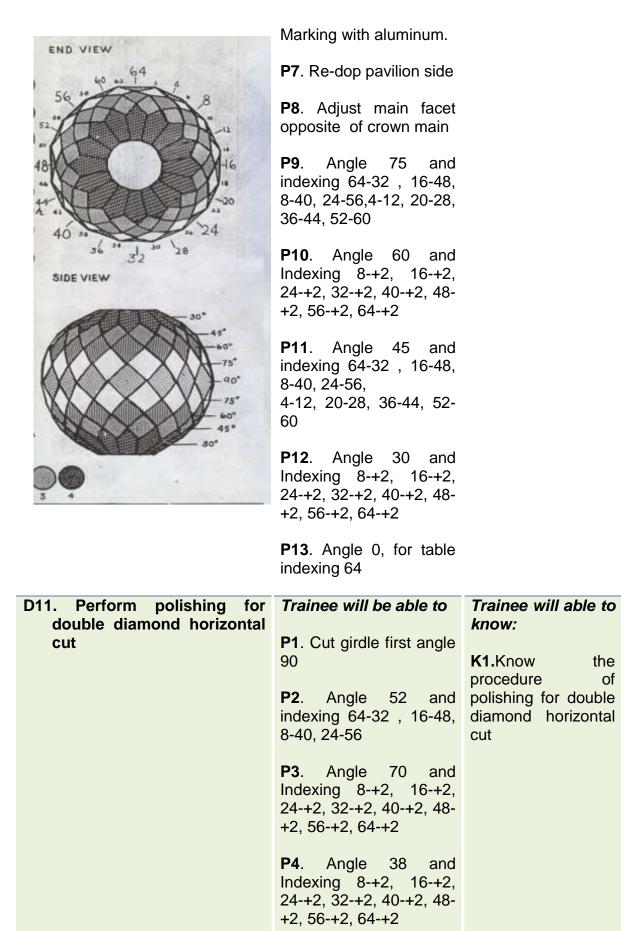
with

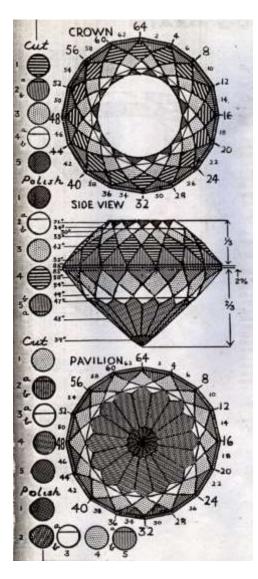
| D8: Perform polishing for Mitchell five rays star cut(80 index) | Trainee will be able to: P1. Arrange polishing material as per requirement P2. 5 facets at 42 degree 80, 16,32,48,64 P3. Ten facet indexing 4-12, 20-28, 36-44, 52-60, 68-76 P4. Angle 0, for table indexing 80 Marking with aluminum. P5. Re-dop pavilion side P6. Adjust main facet opposite of crown main | Trainee will able to know: K1.Know the procedure of Mitchell five rays star cut(80 index) |
|---|--|--|

angle 43 Indexing 80, 16-64, 32-48

| Polish $1 \bigcirc 2 \bigcirc 48 + 4$ $2 \bigcirc 48 + 4$ $31^{2} \bigcirc 48 + 4$ $31^{2} \bigcirc 48 + 4$ $31^{2} \bigcirc 510E VIEW$ $31^{2} \bigcirc 49^{2} \bigcirc $ | | |
|--|--|--|
| D9: Perform polishing for | Trainee will be able to: | Trainee will able to know: |
| Image: constrained of the second of the se | P1. Arrange polishing material as per requirement P2. Angle 22, indexing 64-32, 16-48, 8-40, 24-56 P3. angle 32, indexing 4-12, 20-28, 36-44, 52-60 P4. Angle 43, Indexing 8-+1, 16-+1, 24-+1, 32-+1, 40-+1, 48-+1, 56-+1, 64-+1 P5. Angle 47, Indexing 8-+2, 16-+2, 24-+2, 32-+2, 40-+2, 48-+2, 56-+2, 64-+2 P6. indexing 96 P7. Marking with aluminum. | K1.Know the procedure of polishing forJubilee cut |

| | P8. Re-dop pavilion side | |
|--------------------|---|---|
| | P9 . Adjust main facet opposite of crown main | |
| | P10 . Angle 49, Indexing 64-32 , 16-48, 8-40, 24-56 | |
| | P11 . Angle 39, Indexing 64-32 , 16-48, 8-40, 24-56 | |
| | P12 . Angle 48, Indexing 4-12, 20-28, 36-44, 52-60 | |
| | P13 . Angle 54 Indexing 8-2+-2, 16+-2, 24+-2, 32+-2, 40+-2, 48+-2, 56+-2, 64+-2, | |
| 1 5 | Trainee will be able to: | Trainee will able to |
| brilliant bead cut | P1 . Polish girdle facet | know: |
| | angle 90 | K1.Know the |
| | P2 . Angle 30 and indexing 64-32 , 16-48, 8-40, 24-56,4-12, 20-28, 36-44, 52-60 | procedure of polishing for brilliant bead cut |
| | P3 . Angle 45Indexing 8- +2, 16-+2, 24-+2, 32-+2, 40-+2, 48-+2, 56-+2, 64- +2 | |
| | P4 . Angle 60 and indexing 64-32 , 16-48, 8-40, 24-56, 4-12, 20-28, 36-44, 52-60 | |
| | | |
| | P5 . Angle 75 and Indexing 8-+2, 16-+2, 24-+2, 32-+2, 40-+2, 48- +2, 56-+2, 64-+2 | |





8-40, 24-56,4-12, 20-28, 36-44, 52-60

P3. Angle 52 and Indexing 8-+2, 16-+2, 24-+2, 32-+2, 40-+2, 48-+2, 56-+2, 64-+2

P4. Angle 85 and Indexing 8-+2, 16-+2, 24-+2, 32-+2, 40-+2, 48-+2, 56-+2, 64-+2

P5. Angle 35 and Indexing 8-+2, 16-+2, 24-+2, 32-+2, 40-+2, 48-+2, 56-+2, 64-+2

P6. Angle 30 and indexing 64-32 , 16-48, 8-40, 24-56,4-12, 20-28, 36-44, 52-60

P7. Angle 24 and indexing 64-32 , 16-48, 8-40, 24-56,4-12, 20-28, 36-44, 52-60

P8. Angle 21 and Indexing 8-+2, 16-+2, 24-+2, 32-+2, 40-+2, 48-+2, 56-+2, 64-+2

P9. Angle 0, for table indexing 64 Marking with aluminum.

P10.Re-dop pavilion side

P11.Adjust main facet opposite of crown main

P12. Angle 54 and indexing 64-32 , 16-48, 8-40, 24-56,4-12, 20-28, 36-44, 52-60

P13.Angle 58 and Indexing 8-+2, 16-+2,

| | 24-+2, 32-+2, 40-+2, 48- +2, 56-+2, 64-+2 | |
|---|--|--|
| | P14. Angle 85 and Indexing 8-+2, 16-+2, 24-+2, 32-+2, 40-+2, 48-+2, 56-+2, 64-+2 | |
| | P15. Angle 49 and Indexing 8-+2, 16-+2, 24-+2, 32-+2, 40-+2, 48-+2, 56-+2, 64-+2 | |
| | P16. Angle 47 and Indexing 8-+2, 16-+2, 24-+2, 32-+2, 40-+2, 48- +2, 56-+2, 64-+2 | |
| | P17. Angle 43 and indexing 64-32 , 16-48, 8-40, 24-56,4-12, 20-28, 36-44, 52-60 | |
| | P18. Angle 39 and Indexing 8-+2, 16-+2, | |
| | 24-+2, 32-+2, 40-+2, 48- +2, 56-+2, 64-+2 | |
| D13. Perform polishing for | 24-+2, 32-+2, 40-+2, 48- +2, 56-+2, 64-+2 <i>Trainee will be able to</i> | Trainee will able to |
| D13. Perform polishing for scissors cut | +2, 56-+2, 64-+2 <i>Trainee will be able to</i> | <i>Trainee will able to know:</i> |
| scissors cut | +2, 56-+2, 64-+2 <i>Trainee will be able to</i> P1. Arrange polishing material as per | know:K1. Know the |
| scissors cut | +2, 56-+2, 64-+2<i>Trainee will be able to</i>P1. Arrange polishing | know:K1. Know the |
| scissors cut | +2, 56-+2, 64-+2 <i>Trainee will be able to</i> P1. Arrange polishing material as per requirement P2. Angle 42 and | know:K1.Knowprocedureof |
| scissors cut | +2, 56-+2, 64-+2 <i>Trainee will be able to</i> P1. Arrange polishing material as per requirement P2. Angle 42 and Indexing 96-48, 24-72 P3. Angle 34 and Indexing 96-+2, 48-+2, | know:K1.Knowprocedureof |
| scissors cut | +2, 56-+2, 64-+2 <i>Trainee will be able to</i> P1. Arrange polishing material as per requirement P2. Angle 42 and Indexing 96-48, 24-72 P3. Angle 34 and Indexing 96-+2, 48-+2, 24-+2, 72-+2 P4. Angle 20 and | know:K1.Knowprocedureof |
| scissors cut | +2, 56-+2, 64-+2 <i>Trainee will be able to</i> P1. Arrange polishing material as per requirement P2. Angle 42 and Indexing 96-48, 24-72 P3. Angle 34 and Indexing 96-+2, 48-+2, 24-+2, 72-+2 P4. Angle 20 and Indexing 96-48 P5. Angle 23 and | know:K1.Knowprocedureof |

| D14. Perform Polishing brilliant oval cut | P7. Angle 0, for table indexing 64 Marking with aluminum. P8. Re-dop pavilion side P9. Adjust main facet opposite of crown main P10. Angle 45 and Indexing 96-+1, 48-+1 P11. Angle 43 and Indexing 96-48 P12. Angle 48 and Indexing 12-36, 60-84 P13. Angle 47 and Indexing 24-72 P14. Angle 53 and Indexing 18-30, 66-78 P15. Angle 29 and Indexing 24-72 Trainee will be able to P1. Arrange polishing material as per requirement P2. Shape the stone as per requirement P3. Angle 42 Indexing 64-32 P4. Angle 35 and Indexing 16-48 P5. Angle 41 and Indexing 16-48 P5. Angle 27 and Indexing 64-73, 32-+3 (adjustable)Girdle facet | <i>know:</i>K1. Know the procedure of brilliant |
|--|---|--|
|--|---|--|

P7. Angle 45-52 and Indexing 64 -+2, -+4, 32-+2, -+4,

 P8.
 Angle
 41

 42(adjustable)
 indexing

 16-+2, 48-+2

P9. Angle 45 and Indexing 8,24,40,56

P10. Angle 0, for table indexing 64 Marking with aluminum.

P11. Re-dop pavilion side

P12. Adjust main facet opposite of crown main

P13. Angle 43 and Indexing 64-32

P14. Angle 37 and Indexing 16-48

P15. Angle 42 and Indexing 6,26,38,58

P16. Girdle facet and 45-52 (adjustable) Indexing 64-+2, -+4 32-+2, -+4,

P17. Angle 41-42(adjustable) Indexing 16-+2, 48-+2

P18. Angle 45-46(adjustable) Indexing 8,24,40,56

Critical Evidence(s) Required

The candidate needs to produce following critical evidence(s) in order to be competent in this competency standard:

• Perform polishing on round brilliant cut.

- Perform polishing on vertical modified main faceting
- Perform polishing on horizontal modified cut
- Perform polishing on step cut
- Perform polishing on French star cut
- Perform polishing on double star cut
- Perform polishing on Mitchell six rays star cut(96 index)
- Perform polishing on Mitchell five rays star cut(80 index)
- Perform polishing on Jubilee cut
- Perform polishing on brilliant bead cut

Tools and equipment required

- Faceting unit
- Facetor
- Doped stone fixed in facetor
- Copper lap, Tin lap, lead lap, plastic lap
- Master lap
- L-Keys
- Table lamp
- Water supply
- Dop sticks (Round, V-Shaped and Plate)
- Sprite lamp and sprit
- Doping Wax
- Aluminum pencil for marking
- Diamond powder
- Chrome oxide, cerium oxide, aluminum oxide
- Olive oil

Occupational health and safety

Purpose

It is for the safety of persons working in that environment.

Classification ISCED

0416 Wholesale and retail sales

Available grade

Competent / Not yet competent

Modification history

| Unit of Competency | Performance Criteria | Knowledge |
|---|--|--|
| I1. Identify and implement safe working practices | You must be able to: P1. Study of facility layout design and operations P2. Implement the health and safety measures | You must know and understand: K1. Knowledge of health and safety precautions |

Communicate in the workplace to support customers and team

Purpose

This Competency standard identifies the competencies required to communicate in the workplace to support customers and team as per organization's approved guidelines and procedures. You will be expected to communicate face-to-face with customers, use technology to communicate with customers, communicate with customers and colleagues from diverse backgrounds, work in a team, ask appropriate probing / questioning from customers and provide continuous feedback to customers / colleagues. Your underpinning knowledge about basic communication tools and correspondence tactics will be sufficient for you to provide the basics of the work.

Classification ISCED

Available grade

Competent / Not yet competent

Modification history

| Unit of Competency | Performance Criteria | Knowledge |
|---|--|---|
| B1. Communicate face-to-face with customers. | You must be able to: P1. Maintain welcoming customer environment that reflects company branding and market position and is in line with the company policy and procedures. P2. Greet customer warmly according to company policy and procedures. P3. Create effective service environment through verbal and non-verbal | You must be able to: K1. Explain different techniques that can be applied when communicate with customer face to face K2. Describe types of customer behavior and dealings K3. Explain different communication skills and techniques K4. Explain the basic key elements of the communication process. |

| | interaction according to company policy and procedures. P4. Use questioning and active listening to determine customer needs. P5. Use positive and inclusive language. P6. Recognize personal factors impact on customer service delivery | K5. Describe a range of communication methods that can be used to effectively communicate with customers and identify the most appropriate to use in different situations. K6. Explain how 'body language' impacts on the communication process. |
|---|---|--|
| B2. Use | You must be able to: | You must be able to: |
| technology to communicate with customers. | P1. Answer telephone according to the company procedures. P2. Questioning and active listening to identify caller and establish and confirm requirements. P3. Use telephone system functions according to instructions. P4. Use email, social networking sites and other technologies to | K1. Identify the recognized principles of communicating electronically, by telephone and in writing. K2. Describe the different methods of collecting customer feedback on telephone. K3. Explain the importance of collecting customer feedback and how this can be used to |
| | receive and process information and customer requests in line with company policy and procedures. | improve customer service. K4. Describe how technology can affect and enhance the service delivery process. |
| | P5. Record and promptly pass on | |
| | messages or information. P6. Inform customer of any problems and relevant action being taken. | |
| | P7. Perform follow-up action as | |
| B3. | necessary. You must be able to: | You must be able to: |
| Communicate with customers and colleagues from diverse backgrounds. | P1. Treat customers and colleagues from diverse backgrounds with respect and sensitivity. | K1. Identify the barriers to effective communication that can arise and how best to deal with these. |
| | P2. Consider cultural differences in verbal and non-verbal communication. | K2. Identify and explain when it is necessary to seek advice or assistance from colleagues |
| | P3. Use gestures or simple words to communicate where language barriers exist. | and when to take own initiative. K3. Describe different types of |

| | P4. | colleagues or supervisors when required to facilitate communications. | | dealings techniques with different types of behaviors |
|---|---|---|---------------------------------|--|
| B4. Work in a | You | must be able to: | You | must be able to: |
| team. | P1. P2. P3. P4. P5. P6. P7. P8. P9. P10. | Display a courteous and helpful manner at all times. Complete allocated tasks willingly, according to set timeframes. Actively seek or provide assistance by approaching other team members when difficulties arise. Identify and use lines of communication with supervisors and peers according to company policy. Encourage, acknowledge and act upon constructive feed- back provided by other team members. Use questioning to minimise misunderstandings. Identify signs of potential workplace conflict wherever possible and take action to resolve the situation using open and respectful communication. Participate in team problem solving. Interpret organization's goals and objectives and translate them into individual targets Prepare plan of action to achieve individual as well as team goals | K1. K2. K3. K5. K6. | Explain the importance of team work. Define company goals and objectives as well as SOPs of the company |
| B5. Ask | You | must be able to: | You | must be able to: |
| appropriate probing / questioning from customers | P1. P2. P3. | Use different types of questions when appropriate. Allow the other person to answer freely. Collect facts, information and data about the other person's situation. | K1.E | Explain: • Open-ended questions • Close-ended questions • High gain questions • Mirror questions • Probing questions • Situation questions |

| | P4. Focus on the necessary information (information that links directly to product or service) | |
|---------------------------|---|--|
| B6. Provide continuous | You must be able to: | You must be able to: |
| feed-back | P1. Give and receive feed-back with customers. | K1. Explain how to use customer feed-back to improve your |
| | P2. Apply appropriate body language and read customers body language. | business K2. Define importance of body language. |
| | P3. Give and receive feed-back with internal departments. | K3. Explain communication ethics. K4. Define organizational Jargon. |
| | P4. Design a communication system / process and share information. | |
| | P5. Gain commitment from others to work together in the interes of the customers. | |
| | P6. Conduct meetings. | |
| | P7. Utilize the feed-back to identify opportunities for product / service improvement. | |

Work effectively in a customer service/ sales environment

Purpose

This Competency standard identifies the competencies required Work Effectively in a Customer Service/Sales Environment as per Organization's approved guidelines and procedures. You will be expected to work within organizational requirements, support the work team, maintain personal presentation, develop effective work habits, portray ethical behaviour and acquire up to date product / service knowledge. Your underpinning knowledge about Work Effectively in a Customer Service/Sales Environment will be sufficient for you to provide the basics of the work.

Classification ISCED

0416 Wholesale and retail sales

Available grade

Competent / Not yet competent

Modification history

| Unit of Competency | Performance Criteria | Knowledge |
|--------------------------------|--|---|
| F1. Work within organizational | You must be able to: | You must be able to: |
| requirements. | P1. Identify and read organisation's requirements and responsibilities and seek advice from appropriate people where necessary. P2. Interpret staff rosters and provide sufficient notice of unavailability | K1. Define industry awards and agreements that relate to personal job role and terms and conditions of employment. K2. Differentiate between employer and employee responsibilities. K3. Explain different relevant legislation and statutory requirements. |

| | for rostered hours according to workplace policy and procedures. P3. Develop and use a current working knowledge and understanding of employee and employer rights and responsibilities. P4. Comply with relevant duty of care and legal responsibilities, and support organisational culture. P5. Identify roles and responsibilities of colleagues and immediate supervisors. P6. Identify standards and values considered to be detrimental to the organisation and communicate this through appropriate channels. P7. Identify, recognise and follow behaviour that contributes to a cafe and | |
|---------------------|--|---|
| | contributes to a safe and sustainable work environment. | |
| F2.Support the work | You must be able to: | You must be able to: |
| team. | P1. Display courteous and helpful behaviour at all times. P2. Take opportunities to enhance the level of assistance offered to colleagues and meet all reasonable requests for assistance within acceptable workplace timeframes. P3. Complete allocated tasks as required. P4. Seek assistance when | K1. Explain the importance of team work K2. Define workplace relations K3. Explain workplace policies, plans and procedures, including: Dealing with grievances Discriminatory behavior Equal opportunity issues. Staff rosters and notification of shift Availability or non-attendance |

| | difficulties arise. P5. Use questioning techniques to clarify instructions or responsibilities. P6. Identify and display a non-discriminatory attitude in all contacts with customers and other staff members. | Providing customer service to colleagues and customers. |
|-------------------------------------|---|--|
| F3. Maintain personal presentation. | You must be able to: | You must be able to: |
| presentation. | P1. Observe appropriate dress code and presentation as required by the workplace, job role and level of customer contact. P2. Follow personal hygiene procedures according to organisational policy and relevant legislation. | K1. Explain hygiene and personal presentationK2. Explain the importance of workplace ethics |
| F4. Develop effective | You must be able to: | You must be able to: |
| work habits. | P1. Interpret, confirm and act on workplace information, instructions and procedures relevant to the particular task. P2. Ask questions to seek and clarify workplace information. P3. Plan and organise daily work routine within the scope of the job role. P4. Prioritise and complete tasks accordin g to required timeframes. P5. Identify work and personal priorities and achieve a balance between competing priorities | K1. Explain staff counseling and disciplinary procedures K2. Describe workplace organizational structure. |

| F5. Portray ethical | You must be able to: | You must be able to: |
|--|--|---|
| behavior | P1. Follow ethical code of conduct. P2. Understand your costumer's code of ethics. P3. Declare conflict of interest. P4. Maintain confidentiality. P5. Honour your commitments (timeframe, deliverables etc.) P6. Use internet for business only on company time. | K1. Explain the importance of ethical behavior.K2. Explain the importance of commitment in sales and customer services. |
| F6. Acquire up to date product / service knowledge | You must be able to: P1. Gather information about your product / services. P2. Identify the components of your product and services. P3. Recognize the essential selling features of your products and services. P4. Translate all essential features of your product and services. P5. Analyze product success. P6. Identify your market position. P7. Familiar with all product literature. P8. Keep information of latest technology advances and seek ways to use these technologies in your work. | You must be able to: K1. Explain: Price per product. Profit per product / service. Price flection Product strengths Product weaknesses. Warranty / guarantee policies. Packaging facilities and potential. K2. Explain how your product/service fits into your customers overall operations, business plan, sales success, operation cost etc. |

Develop professionalism

Purpose

This Competency standard identifies the competencies required to Develop Professionalism as per Organization's approved guidelines and procedures. You will be expected to create a personal vision / mission, manage your attitude, practice self-discipline, manage time, manage your professional development, and participate in trainings and performance review. Your underpinning knowledge about Develop Professionalism will be sufficient for you to provide the basics of the work.

Classification ISCED

0416 Wholesale and retail sales

Available grade

Competent / Not yet competent

Modification history

| Unit of Competency | Performance Criteria | Knowledge |
|--|---|--|
| G1. Create a personal vision / mission | You must be able to: P1. Clarify / prioritize self-values and consider the value of others. P2. Clarify expectations of yourself and expectations others have of you. P3. Identify what you need to do to be successful (personal standards, targets, goals, principals) P4. Set specific short and long term goals. P5. Translate the vision into | You must be able to: K1. Explain long and short term goals. K2. Explain why personal vision and mission is important for success. K3. Describe the advantages of personal vision and mission. |

| G2 Managa yaur | actionable steps. P6. Integrate the vision into daily practice. P7. Recount frequently with your vision and change accordingly. | You must be able to: |
|----------------------------------|--|---|
| G2. Manage your attitude. | You must be able to: P1. Challenge yourself, break old habits, and move out of your comfort zone. P2. Practice innovative techniques for out of the box creative thinking. P3. Seek out support and feedback from others on the team, in the organization / community etc. P4. Identify daily, weekly accomplishments. P5. Read inspirational material, audiotapes etc. | You must be able to: K1. Explain the importance of personal and professional motivation K2. Identify your positive attitude. K3. Explain the advantages of innovative ideas and techniques during job. |
| G3. Practice self- discipline | You must be able to: P1. Accountable for your performance. P2. Identify what you need to do to be successful. P3. Communicate your priorities to others. P4. Make and honour appointments with yourself and others. P5. Practice relaxation and energizing techniques. | You must be able to:K1. Explain the importance of communication.K2. Explain the advantages of self-discipline. |
| G4. Manage time | You must be able to: P1. Isolate key success activities and prioritize them. P2. Breakdown large tasks down into manageable action steps (set time frame). P3. Create or adopt action plans and follow it. P4. Set aside appropriate | You must be able to: K1. Explain the importance of time management to achieve different tasks. |
| | blocks of time for goal- | |

| | P5. Make the best possible use of support people / recourses to accomplish tasks. | |
|---|---|--|
| G5.Manage your professional development | You must be able to: P1. Take inventory of your personal interests, abilities, skills, knowledge etc. P2. Identify and prioritize the strengths and gaps. P3. Use available assessment tools. P4. Create a personal growth strategy / career path. P5. Set personal goals and timeframe for achieving them. P6. Learn from your mistakes. | You must be able to: K1. Explain the importance and need of professional development. |
| G6.Participate in trainings and | You must be able to: | You must be able to: |
| performance review | P1. Analyse, evaluate and improve performance, and report significant issues/problems to senior management P2. Demonstrate to-do attitude in profession P3. Demonstrate understanding of skills requirements P4. Use the competences acquired in trainings | K1. Define concept about performance standards. K2. Explain policies, procedures and regulations regarding human resources of the organization. K3. Explain self-planning and management techniques K4. Define goals and strategies of self- development. K5. Explain relevant knowledge about training / job requirements |

Comply with health and safety regulations

Purpose

This Competency standard identifies the competencies required to comply with health and Safety Regulations as per Organization's approved guidelines and procedures. You will be expected to interpret health and safety regulations, apply basic safety procedures and apply basic emergency procedures. Your underpinning knowledge about comply with health and safety regulations will be sufficient for you to provide the basics of the work.

Classification ISCED

0416 Wholesale and retail sales

Available grade

Competent / Not yet competent

Modification history

| Unit of Competency | Performance Criteria | Knowledge |
|--|--|---|
| H1.Interpret health and safety | You must be able to: | You must be able to: |
| regulations, standards and guidelines of an organization. | P1. Identify, understand and apply health and safety regulations at workplace P2. Assess risk of injury and equipment damages in common work situations and report to department concerned for timely response P3. Participate in quality enhancement of products or services of the | K1. Explain concepts and principles of health, safety, quality and environment regulations. K2. Define types of risk of injuring and equipment damages. K3. Describe types of risk and injury at workplace. K4. Explain the procedure of dealing with risk and injury situation. |

| | organization P4. Comply with quality and safety standards effectively P5. Handle toxic and hazardous material and product with caution P6. Assess risk of injuries and accidents and report it to senior management for avoiding serious injuries | K5. Explain health and safety policies and guidelines of the organization. K6. define characteristics and types of toxic and hazardous material or products offered by company and their impact on environment. |
|---------------------------------------|--|--|
| H2. Apply basic safety procedures. | You must be able to: P1. Follow safety procedures to achieve a safe work environment, according to all relevant WHS legislation, including codes of practice relating to particular hazards in the industry or workplace. P2. Identify and report unsafe work practices, including faulty plant and equipment according to company policy and procedures P3. Manage dangerous goods and substances according to company policy and relevant legislation. P4. Identify potential manual handling risks and manage manual handling tasks according to company policy. P5. Report work-related incidents and accidents to designated personnel. P6. Participate in consultative processes and procedures for WHS. | |

| H3. Apply basic emergency procedures. | You must be able to: P1. Follow fire and emergency procedures, including evacuation, according to company policy and legislation. P2. Identify designated personnel responsible for first aid and evacuation procedures. P3. Accurately identifies safety alarms. | You must be able to: K1. Define fire, chemical and electrical hazards K2. Explain slip, trips and falls K3. Explain the procedure of storage of dangerous goods and hazardous substances and waste. K4. Define communication and consultation processes. K5. Explain manual handling procedures. |
|---|--|---|
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