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**CTH LEVEL 2 CERTIFICATE  
IN VA EARTH  
(OFQUAL - 601/3235/8)**

**QUALIFICATION  
SPECIFICATION**

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**MARCH 2017**

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## INTRODUCTION

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The purpose of this document is to explain the aims, structure, and content of the CTH Level 2 Certificate in VA Earth.

This document includes the learning outcomes, assessment criteria and indicative content for each unit. In this document, there is guidance relating to learning, teaching and assessment strategies for these qualifications and an explanation of the assessment quality assurance processes.

### Aims of the qualification

The aims are to provide a qualification that:

- provides for an effective academic progression route;
- enables students to gain credit towards higher education;
- enables students to develop higher level academic skills that can be applied in a vocational context.

### Entry requirements

Students do not need any prior background knowledge or experience.

CTH accredited centres will assess all applicants to ensure they are able to meet the demands of the course.

### Qualification structure (rules of combination)

This vocational qualification is approved by Ofqual and is included on the Register of Regulated Qualifications.

The qualification is at Level 2 and designed to be 20 credits. The qualification conforms to the relevant level descriptors as developed by Ofqual. One credit represents ten hours of study at any specified level, therefore, this Certificate normally requires programmes of study that have been designed to include a minimum of 50 learning hours. This figure includes but is not limited to formal classes, self-study, revision and assessment. However, students completing this qualification should also be able to demonstrate their ability as independent students.

The credit values and unit structures for the qualification are set out in the following table.

The qualification structure is below, please note all units are mandatory.

CTH Level 2 Certificate in VA Earth – 601/3235/8					
<b>Students must achieve:</b>					
<ul style="list-style-type: none"> <li>one Mandatory units, providing 20 credits i.e. a total of 20 credits at level 2</li> </ul>					
<b>Min credit (Mandatory units): 20</b>			<b>Max credit (Mandatory units): 20</b>		
<b>Min GLH for qualification: 50</b>			<b>Max GLH for qualification: 50</b>		
Mandatory units					
Unit title	L	CV	GLH	Ofqual no.	Assessment Method
VA Earth	2	20	50	R/506/2778	Closed book written examination
		<b>20</b>	<b>50</b>		

## ASSESSMENT

### Grading criteria

Individual units can be graded either as fail or pass so the qualification is either achieved or not achieved.

In terms of certification, this means that students will receive a transcript of their results showing the grades for each unit successfully completed, plus the Certificate that recognises their level of achievement. Note that the Certificate does not allocate a grade.

The following table explains the generic grading criteria that is used by CTH in conjunction with the unit mark sheets to assess all students' work.

### GRADING CRITERIA

Level 2	Students who fail:	To achieve a pass students must:
	<ul style="list-style-type: none"> <li>do not meet the requirements of the assessment criteria and learning outcomes of the unit</li> </ul>	<ul style="list-style-type: none"> <li>meet the requirements of the assessment criteria and learning outcomes</li> <li>demonstrate a level of understanding of key issues in the area of study</li> <li>produce work that is well presented, clear and well structured</li> </ul>

## **UNITS OF ASSESSMENT**

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<b>Title</b>	<b>VA Earth</b>	
<b>Unit purpose and aim(s)</b>	This unit covers the location of the worlds continents and oceans, the capital cities for the main countries of the world according to the United Nations as well as an understanding of the principles of selling in the tourism and hospitality industry	
<b>Ofqual ref</b>	R/506/2778	
<b>Level</b>	2	
<b>Credit value</b>	20	
<b>GLH</b>	50	
<b>Learning outcomes</b>	<b>Assessment criteria</b>	<b>Indicative content</b>
When awarded credit for this unit, a student will:	Assessment of this learning outcome will require a student to demonstrate that they can:	
1 List and identify the location of the worlds continents and oceans	1.1 List the seven continents of the world 1.2 Locate the seven continents on a world map 1.3 List the five oceans of the world 1.4 Locate the five oceans on a world map	<ul style="list-style-type: none"> <li>• The names of the seven continents</li> <li>• Their location on a world map</li> <li>• What is meant by the term equator</li> <li>• Which continents lie on the equator</li> <li>• Temperate, Polar and Tropical regions</li> <li>• Climate</li> <li>• Factors which affect climate</li> <li>• Seasons</li> <li>• The North and the South Pole</li> <li>• The names of the oceans of the world</li> <li>• Their location on a world map</li> <li>• The continent/s that they border</li> <li>• Seas, gulfs, bays</li> <li>• Smaller bodies of saltwater that have become totally landlocked</li> </ul>
2 Understand the principles of selling in the tourism and hospitality industry	2.1 Describe the relationship between sales and marketing 2.2 Describe the stages of the sales cycle and their impact on sales 2.3 Explain how to identify buyers and their buying motivations	<ul style="list-style-type: none"> <li>• How many countries are there exactly in the world</li> <li>• The United Nations</li> <li>• Countries that do not meet the criteria of being a country.</li> <li>• Countries not included as members of the United Nations</li> </ul>

	<p>2.4 Distinguish between features and benefits of a product or service</p> <p>2.5 Describe the use of sales targets and the stages and techniques for selling</p>	<ul style="list-style-type: none"> <li>• Territories and colonies which are mistaken as countries,</li> <li>• UNESCO (United Nations Educational, Scientific and Cultural Organisation)</li> <li>• The names of the countries of the world</li> <li>• The continents on which they are found</li> <li>• Countries that border with specific given countries</li> <li>• Examples of transcontinental countries</li> <li>• Examples of landlocked countries</li> <li>• Examples of countries that have specific issues with their borders e.g. size, political unrest, sensitivities</li> <li>• Time Zones</li> <li>• Largest countries in the world</li> <li>• Smallest countries in the world</li> </ul>
<p>3 List and identify the location of capital cities for the main countries of the world according to the United Nations</p>	<p>3.1 List each countries capital city</p> <p>3.2 Identify the location of capital cities</p>	<ul style="list-style-type: none"> <li>• The capital cities of countries of the world</li> <li>• Their location in that country</li> <li>• Facts and information about capital cities of the world relating to climate, time zone, history, culture, environment and economy</li> </ul>

## **APPENDIX A – SPECIMEN ASSESSMENT MATERIALS**

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### 1. Mock examination



## **VA Earth**

**(R/506/2778)**

<b>Assessment methodology</b>
Closed book written examination



## VA Earth

### Mock Examination

#### Instructions

- You have **45** minutes to answer this paper.
- You are not allowed any material as this is a closed book exam.
- The pass level has been set at **70%**.
- You may answer the questions in pen or pencil and in any order.
- Do not begin writing until instructed to by the invigilator
- Make sure that your **name, date of birth, CTH membership number** and **centre name** are clearly marked on the front page and any other material you hand in.

**This page is for background information on the unit only and is not part of the examination.**

Students must show that they meet the Learning Outcomes (LOs) and Assessment Criteria (AC) of the unit of assessment. Therefore, consideration will be given to whether candidates achieved the following:

**Learning Outcome 1: List and identify the location of the worlds continents and oceans**

- 1.5 List the seven continents of the world
- 1.6 Locate the seven continents on a world map
- 1.7 List the five oceans of the world
- 1.8 Locate the five oceans on a world map

**Learning Outcome 2: List and identify the location of the countries of the world according to the United Nations**

- 1.1 List countries located on continents
- 1.2 Locate countries in a region or continent using a map of the world
- 1.3 Identify countries that have common borders
- 1.4 Identify countries that are on more than one continents

**Learning Outcome 3: List and identify the location of capital cities for the main countries of the world according to the United Nations**

- 1.1 List each countries capital city
- 1.2 Identify the location of capital cities

**Question 1 (10 marks)**

- a. In which continent(s) is Russia situated?
  
  
  
  
  
  
  
  
  
  
- b. The following countries all sit on the equator. Which continent are they in?  
Ecuador, Colombia, Brazil
  
  
  
  
  
  
  
  
  
  
- c. Which ocean surrounds the Seychelles?
  
  
  
  
  
  
  
  
  
  
- d. Name 3 countries which border China.
  
  
  
  
  
  
  
  
  
  
- e. Name the 2 countries located at the most southern point of South America.
  
  
  
  
  
  
  
  
  
  
- f. Which country lies immediately west of New Zealand?

**Question 2 (15 marks)**

Name the capital city for each of the countries in the table below.

COUNTRY	CAPITAL CITY
Hungary	
Ireland	
Bulgaria	
Italy	
Estonia	

On the map below, label each of the countries listed in the table above.

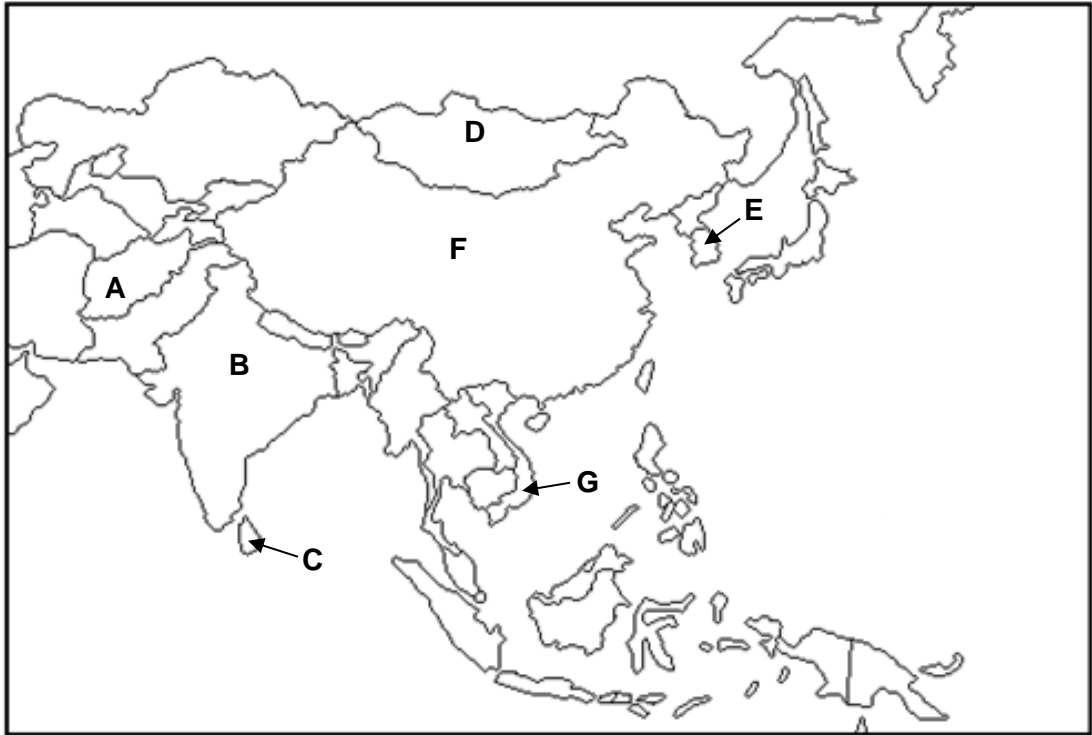
Example:

**Norway**



**Question 3 (15 marks)**

a. The area shown below is part of which continent?



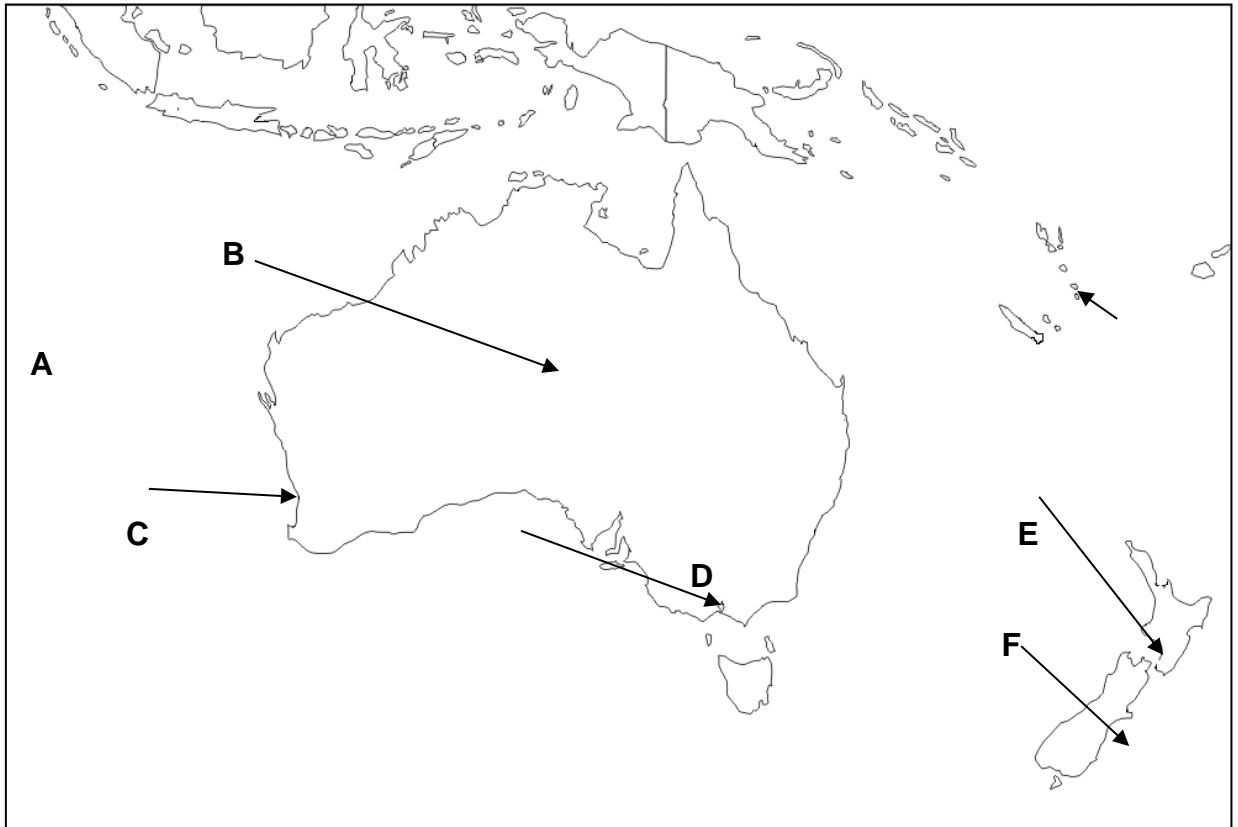
b. Name each of the countries labelled on the map above.

<b>A.</b>	<b>B.</b>
<b>C.</b>	<b>D.</b>
<b>E.</b>	<b>F.</b>
<b>G.</b>	

**Question 4 (15 marks)**

- a. Which country lies to the south of Papua New Guinea?
- b. What is the capital city of The Marshall Islands?
- c. Which country includes Efate Island, Espiritu Santo Island and Port Vila?
- d. Match the cities listed below with the letters on the map, and then complete the table below.

**Christchurch      Perth      Alice Springs      Melbourne**  
**Wellington      Port Vila**



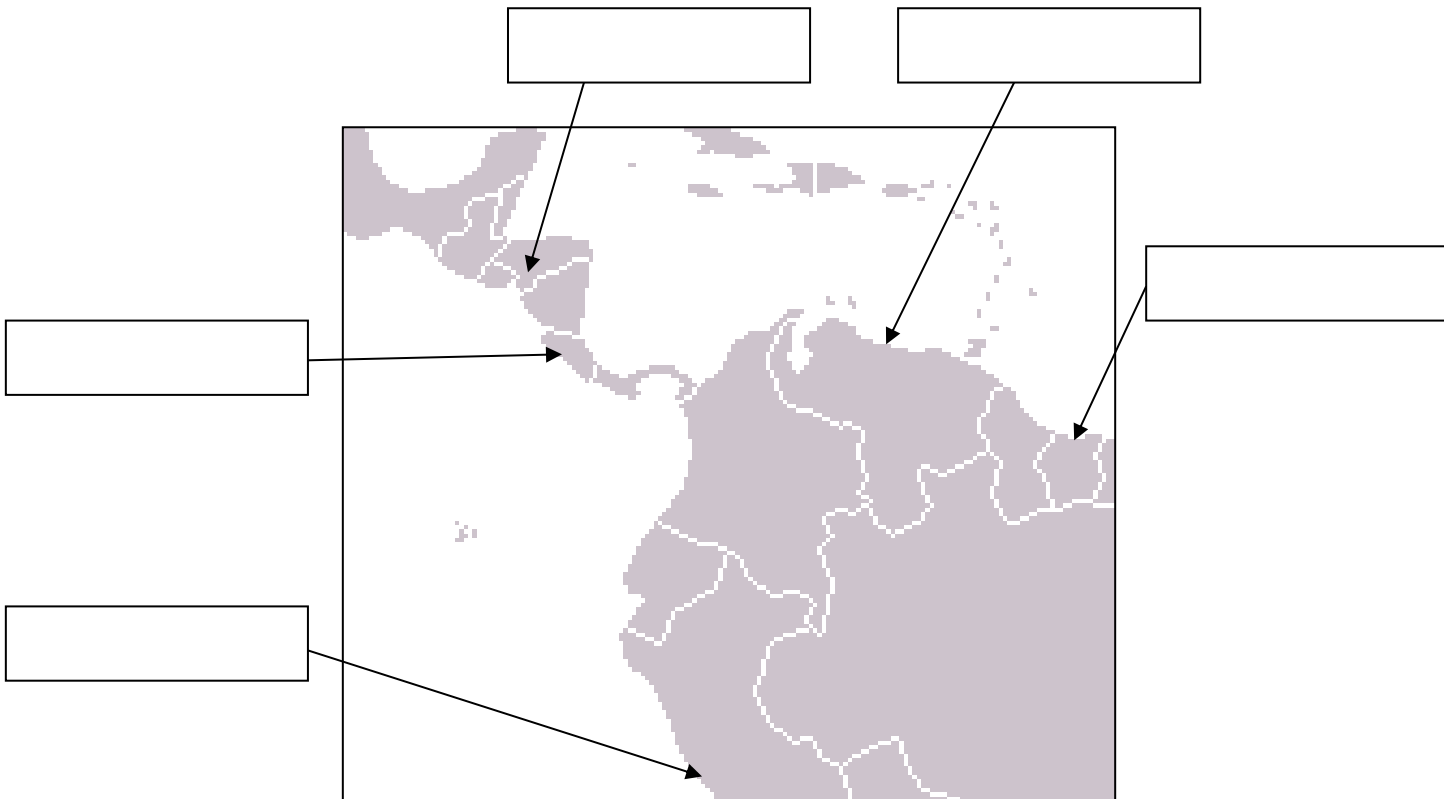
<b>A.</b>	<b>B.</b>
<b>C.</b>	<b>D.</b>
<b>E.</b>	<b>F.</b>

**Question 5 (15 marks)**

Complete the table below with the missing countries:

COUNTRY	CAPITAL CITY
	Tegucigalpa
	Caracas
	Lima
	San Jose
	Paramaribo

Label the capital cities in the table above onto the map below.





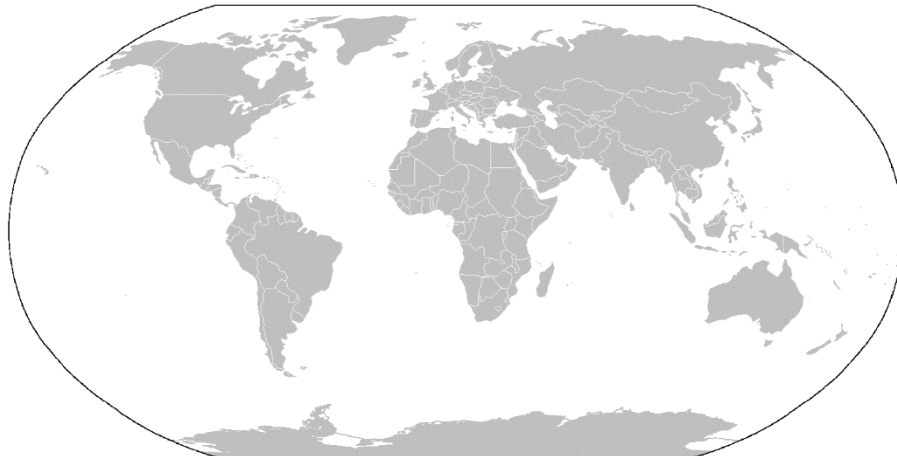
**Question 6 (15 marks)**

a. Complete the table below with the missing capital cities and countries

COUNTRY	CAPITAL CITY
	Havana
Canada	
	Kingston
Antigua and Barbuda	
	St George's
St Vincent & The Grenadines	

b. In which continent are all the above countries located?

c. Circle the continent on the map below.



d. Which 2 oceans border the USA?

e. In which country will you find the cities of New Orleans and Las Vegas?

f. Put the following Canadian cities in order from west to east.  
Boston, Calgary, Seattle, Toronto

**Question 7 (15 marks)**

Look at the African cities below and name the country that the cities belong in:

- a. Nampula, Maputo
- b. Praia, Cidade Velha
- c. Mombasa, Malindi
- d. Entebbe, Kampala
- e. Johannesburg, Durban
- f. Abidjan, Yamoussoukro
- g. Dodoma, Dar es Salaam

Circle the continent of Africa on the map below:

