

AGRICULTURE AND FISHERY ARTS FOOD (FISH) PROCESSING

Learner's Material Module 1

This instructional material was collaboratively developed and reviewed by educators from public and private schools, colleges, and/or universities. We encourage teachers and other education stakeholders to email their feedback, comments, and recommendations to the Department of Education at action@deped.gov.ph.

**Department of Education
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Technology and Livelihood Education – Grade 9
Food (Fish) Processing
Learner's Material
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TECHNOLOGY AND LIVELIHOOD EDUCATION AGRICULTURE AND FISHERY ARTS

FOOD (FISH) PROCESSING Grade 9



Introduction

Welcome!

The Food (Fish) Processing is a course which comprises the knowledge, skills and attitude for Fish Processors and leads to the specialization on Food Processing NC I, II and III

The course Food (Fish) Processing contains training materials and activities related to environment and market implementation of sampling procedure, inspection and sorting of materials and products, dispensation of non-bulk ingredients and preparation of raw and packaging materials and supplies for processing. These personal entrepreneurial competencies, are the core competencies that need to be satisfied to qualify for assessment for Food Processing NC I.

In this course, you are required to go through a series of learning activities in order to complete each learning outcome. Most of the time you will do the task related to each learning outcome and apply what you have learned in class. You can approach your teacher if you have questions and clarifications.



General Objectives:

At the end of this course, you are expected to:

- ❖ Recognize Personal Entrepreneurial Competencies (PECs) and skills needed in Food(Fish) Processing.

- ❖ Recognize and understand the potential customer/market in food processing (E&M)
- ❖ Create new business ideas in Fish Processing by using various techniques
- ❖ Implement sampling procedures (SP)
- ❖ Inspect and sort raw materials and products (IS)
- ❖ Dispense non-bulk ingredients (DI)
- ❖ Prepare raw and packaging materials and supplies for processing (PR)



What Is This Learning Material About?

This learning material has 5 Modules. Each Module has the following parts:

- Content Standards
- Performance Standards
- Learning Objectives
- Pre-Assessment
- Reading Resources/Instructional Activities
 - What to KNOW?
 - What to PROCESS?
 - What to REFLECT and UNDERSTAND?
 - What to TRANSFER?
- Post Assessment



How Do You Use The Module?

To get the most out of every module, you need to do the following:

1. Begin by reading and understanding the Content and Performance Standards and Learning Objectives. These will tell you what you should know and be able to do at the end of each module.
2. Find out what you know about the module by taking the Pre-assessment.

3. Do the required Learning Activities. Start with the Information Sheets. An Information Sheet contains important notes or basic information. This will ensure your mastery of basic information needed in each module.
4. Demonstrate what you have learned by doing what the Activity / Operation /Job Sheet directs you to do.
5. Find out what you already know about the information given by taking the Post-assessment
6. You must be able to apply what you have learned in another activity or in real life situation.
7. Accomplish the Scoring Rubrics for you to know how well you performed. The learning material also provides you with references and definition of key terms for your guidance. They can be of great help. Use them fully.

You need to complete this course Fish Processing to take the assessment for Food Processing NC I before moving to the next course Food Processing NC II



Pre-Assessment

Directions: Provide information on what you already know in the first column (**K**), and what you want to know in the second column (**W**). You will record what you have learned in the third column (**L**) as the lesson proceeds. In the fourth column (**S**) So What list ways by which the new knowledge will be useful for you in terms of Personal Entrepreneurial Competencies (PECs) Environment and Marketing (E&M), Sampling Procedure (SP), Inspection and Sorting (IS), Dispensing Non-Bulk Ingredients (DI), and Preparing Raw and Packaging Materials and Supplies for Processing (PR).

	K (Know)	W (Want)	L (Learned)	S (So What)
PECs				

E & M				
SP				
IS				
DI				
PR				

Learning Goals/Targets

Having identified your strengths and areas for improvement, you should now be ready to set your learning goals and target.

Now, think further and write your goals and targets below.

GOALS

TARGETS (specific objectives with dates indicated)



Module I PERSONAL ENTREPRENEURIAL COMPETENCIES (PECs)



Have you ever thought of running your own business? Entrepreneurship has brought great success to some, but it's not a career path for all. Do you think you can handle the stress and hard work that go with running a small business enterprise? The key to success with a small business enterprise is your entrepreneurial ability to produce the desired results. Before embarking on your first business, it's worth spending some time evaluating your own preparedness for entrepreneurship. Try to examine your own personality and compare it with the Personal Entrepreneurial Competencies (PECs) of a successful entrepreneur. Ask yourself if you are ready to enter into the world of business. If your answer is yes, take this reminder: ***“Successful entrepreneurs continuously develop and improve their PECs”.***

Content Standard	Performance Standard
The learner demonstrates understanding of Personal Entrepreneurial Competencies (PECs)	The learner prepares an activity plan that addresses his/her development areas based on his/her PECs and improves further his/her areas of strength.

Learning Objectives:

1. Assess ones Personal Entrepreneurial Competencies (PECs): characteristics, attributes, lifestyles, skills and traits
2. Assess practitioner's: characteristics, attributes, lifestyle, skills, traits

3. Compare one's PECs with that of a practitioner /entrepreneur
4. Align one's PECs with that of a practitioner/ entrepreneur



Hello there! Are you ready to assess yourself in order to be successful entrepreneur in the future? As honestly as you could, please answer the pre-assessment below.

Pre- Assessment

A. Matching Type

Directions: Column A lists the characteristics of a successful entrepreneur. Draw a line from the items in Column A that connects the correct definition of terms listed in Column B.

Column A	Column B
<ol style="list-style-type: none"> 1. Hardworking 2. Self-confident 3. Profit-Oriented 4. Goal-Oriented 5. Persistent 6. Responds to feedback 7. Willing to listen 8. Committed 9. Reliable and has integrity 10. Risk-taker 	<ol style="list-style-type: none"> a. Ability to set realistic targets b. Interest in money generation c. Belief in oneself d. Working diligently and industriously e. Being able to listen to the advice of others f. Obtaining useful feedback and advice from others g. Being patient and strives to achieve the goal h. Ability to take measured or calculated risks i. Being honest, fair and trustworthy. j. Giving this a priority in his life as an entrepreneur



Are you done? This time you will do another set of pre- assessment which could give you a better understanding of what this module is all about. Are you ready? Let's begin!

B. Multiple Choice.

Directions: Read and study the situation that describes entrepreneurial characteristics or attributes. Answer the question by writing the letter of your choice in your assignment notebook or the answer sheet provided.

Mrs. Gina Magno opens up her own processed fish product business. She knows that her personal entrepreneurial characteristics are insufficient to ensure a successful operationalization of a business that she has in mind. Your answers to the questions below will help in developing her PECs.

1. What PECs must she possess if there are customers who complain about the quality of her product?
 - a. Hardwork
 - b. Patience
 - c. Versatility
 - d. All of the above
2. Which of the following is NOT considered a characteristic of an entrepreneur?
 - a. Copes with failure
 - b. Dependent
 - c. Opportunity seeker
 - d. Persistent
3. If she wants to ensure a profitable business operation, what characteristics will she maintain?
 - a. Has commitment
 - b. Futuristic
 - c. Goal oriented
 - d. Opportunity seeker
4. Mrs. Magno follows the advice of a friend to be flexible especially if she intends to open a retail business. What PECs has been demonstrated by Mrs. Magno?
 - a. Open to feedback
 - b. Persistent
 - c. Reliable and has integrity
 - d. Self- confident

5. She tells Mary, her best friend that she has a strong will and does not give up to find a solution to a business problem. What PECs has been demonstrated by Mrs. Magno?
- a. Hard work
 - b. Persistence
 - c. Risk- taking
 - d. Self-confidence



This time evaluate your own personal entrepreneurial characteristics to determine whether you too, can become an entrepreneur. If you are ready, you may begin!

C. Self- Assessment

Directions: Below is a list of Personal Entrepreneurial Competencies (PECs) of a successful entrepreneur. Put a check mark on the 2nd column that indicates your strong PECs. The check mark on the 3rd column are those PECs that need to be developed.

Personal Entrepreneurial Competencies of an Entrepreneur	My Personal Entrepreneurial Competencies	
	Strength	Needs to be Developed
Hardworking		
Self-confident		
Builds for the future		
Profit-oriented		
Goal-oriented		
Persistent		

Copes with failure		
Responds to feedback		
Demonstrates initiative		
Willing to listen		
Sets own standards		
Copes with uncertainty		
Committed		
Builds on strengths		
Reliable and has integrity		
Risk-taker		



Did you enjoy examining yourself? You can become a successful entrepreneur someday. Please don't feel bad when you discover that there are still to be developed. Continue your exploration to find answers to these underdeveloped PECs.



What to KNOW?

Important Entrepreneurial Traits

The following are the fundamental characteristics of an entrepreneur:

1. **Hard working:** If you are determined to run your own business, you must concentrate on your work either as a producer or a seller. The success of your business depends on how much time and effort you will spend on it.
2. **Self- Confidence:** You must have a strong faith in your ability despite the problems that you will encounter along the way.
3. **Future-Oriented:** Once a person enters in a line of business, you must understand that you are in a non-stop contract that an entrepreneur should

understand. It may take several years to build up a business to a reasonable standard. The goal for most successful business people is to build a secure job and stable income for themselves based on their own ability.

4. **Profit-Oriented:** When you enter into the world of business, obviously, you are looking for income because you know that this will be your bread and butter not only for you but also for your family.
Therefore, you must see to it that the business can generate income. Another plan of action is to expand your own business with generated income.
5. **Goal-Oriented:** An entrepreneur is forward-looking. You have an advance preparation for your business. Set a long-term goal for the activities that are needed make an extensive preparation for the production process and procedures that you need to go through to acquire human and non-human resources. Everything in your business **will have to be** set clearly, organized, and planned depending on the goal you want to achieve.
6. **Persistence:** Because of differences in opinion and judgment, your opponent can be a part of the rejection on what you intend to do for your endeavor. As an entrepreneur, you must be firm, strong-willed, and stick to or follow your own belief.
7. **Copes with Failure:** “Learn from your mistakes”. As an entrepreneur, you must learn how to deal with the frustrations and failures; Turn these into productive learning experiences.
8. **Open and Responds to Feedback:** You must be concerned to know how well you are doing and keep track of your performance. You must obtain useful feedback and advice from others.
9. **Take the Initiative:** A successful entrepreneur takes the initiative. You must put yourself in a position where you are personally responsible for the failure or success of your business.

10. **Willing to Listen:** Take time to listen to the advice, suggestions, and recommendations of fellow entrepreneurs. It will help your business grow.
11. **Set your Own Standards:** This involves developing and using logical, step-by-step plans to reach the goals, or offering evaluation alternatives, monitoring progress, and switching to successful strategies for the goal you want to achieve. To be a successful entrepreneur, you must take into consideration that sales and production depend on your own standards.
12. **Copes with Uncertainty:** Pursue your vision to be a successful entrepreneur. Know how to handle unusual events and problems that may occur in the business like in managing the workers, delivery of goods and services, and demand and production. You must be patient in dealing with these uncertainties.
13. **Committed:** You should know that in your business, personal needs, attachment to your friends, families and relatives are set aside. You must separate the money for your business from the amount that you need to spend for personal obligations and lifestyles.
14. **Builds on Strengths:** Successful business people base their work on strengths. Use your manual skills, knowledge in creating products or services, knowledge in trade and industry, ability to make contacts and use these to expand your business.
15. **Reliable and has Integrity:** An entrepreneur must build a good reputation, possess the courage to do the right thing, do what you say, walk your talk, be loyal, and be fair in dealing with the subordinates and costumers.
16. **Risk-Taker:** Risk sometimes cannot be anticipated. When misfortunes happen, consider these as challenges and work them out and set good alternatives. Risks may result to loss of your business or even bankruptcy.



Try to design a concept map that indicates your traits, characteristics and skills that you need to possess in order to become a successful entrepreneur.



What to PROCESS

My PECs	My simple definition	Things to do to align with PECs to be a successful entrepreneur
1. Creative		
2. Organized		
3. Competent		
4. Observant		

Example of my PECs

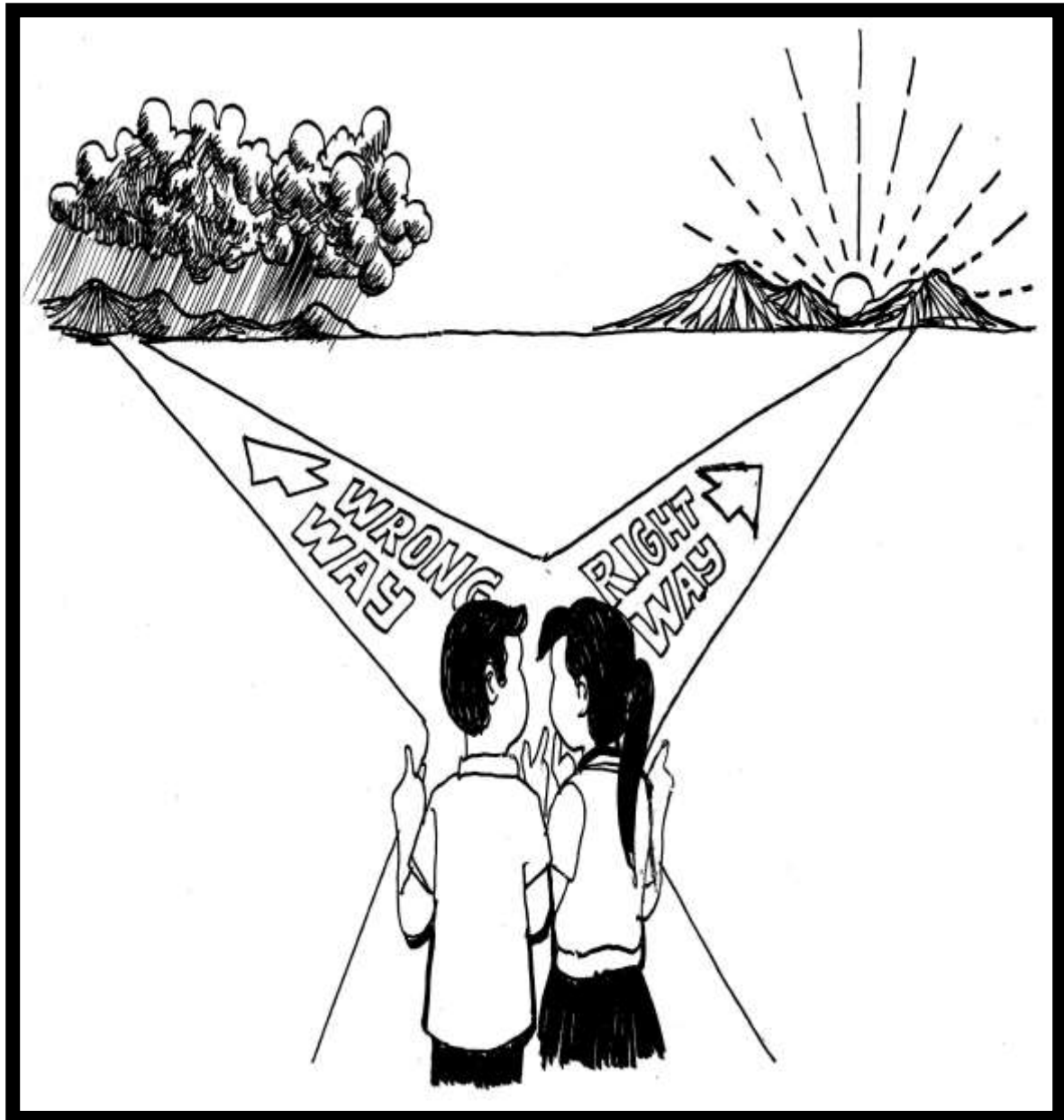
Activity1: Aligning one's PECs

Directions: Choose from the list below the characteristics and traits that best describe your own personal entrepreneurial characteristics. Find ways on how to align them according to the personal entrepreneurial characteristics of an entrepreneur as were discussed earlier. Write your answers in the activity sheet provided.

Creative	Resourceful	Persistent	Organized	Independent
Confident	Risk taker	Observant	Competent	Trustworthy
Optimistic	Passionate	Flexible	Sensitive	Committed
Dynamic	Efficient	Hardworking	Decision-maker	Reliable
Knowledgeable	Persevering	Decisive	Strong-minded	Courteous

Activity 2. My PECs that need to be further improved

Directions: At the center of the street are arrows where positive and negative characteristics and traits are written. Pick out the positive PECs that you are already strong at, and write them down on the blank arrows on the left side. PECs written on the arrows at the right side are the negative characteristics that need to be further improved.





What to Reflect and Understand?

Strengthening your Identified PECs

Here are your guides on how to strengthen your own PECs:

1. React positively to criticisms and be open to feedback.
2. Always demonstrate positive attitude to achieve a desired goal.
3. Always project strong and well-balanced behavior.
4. Always exercise the assertive style in your work environment.
5. Avoid being too passive and too aggressive.
6. Don't let anyone worsen your business life.
7. Prioritize your business goal rather than personal goal.
8. Acquire specific skills for creating and maintaining a conducive work environment.
9. Be responsible in everything you do in your business.
10. Always observe business ethics.



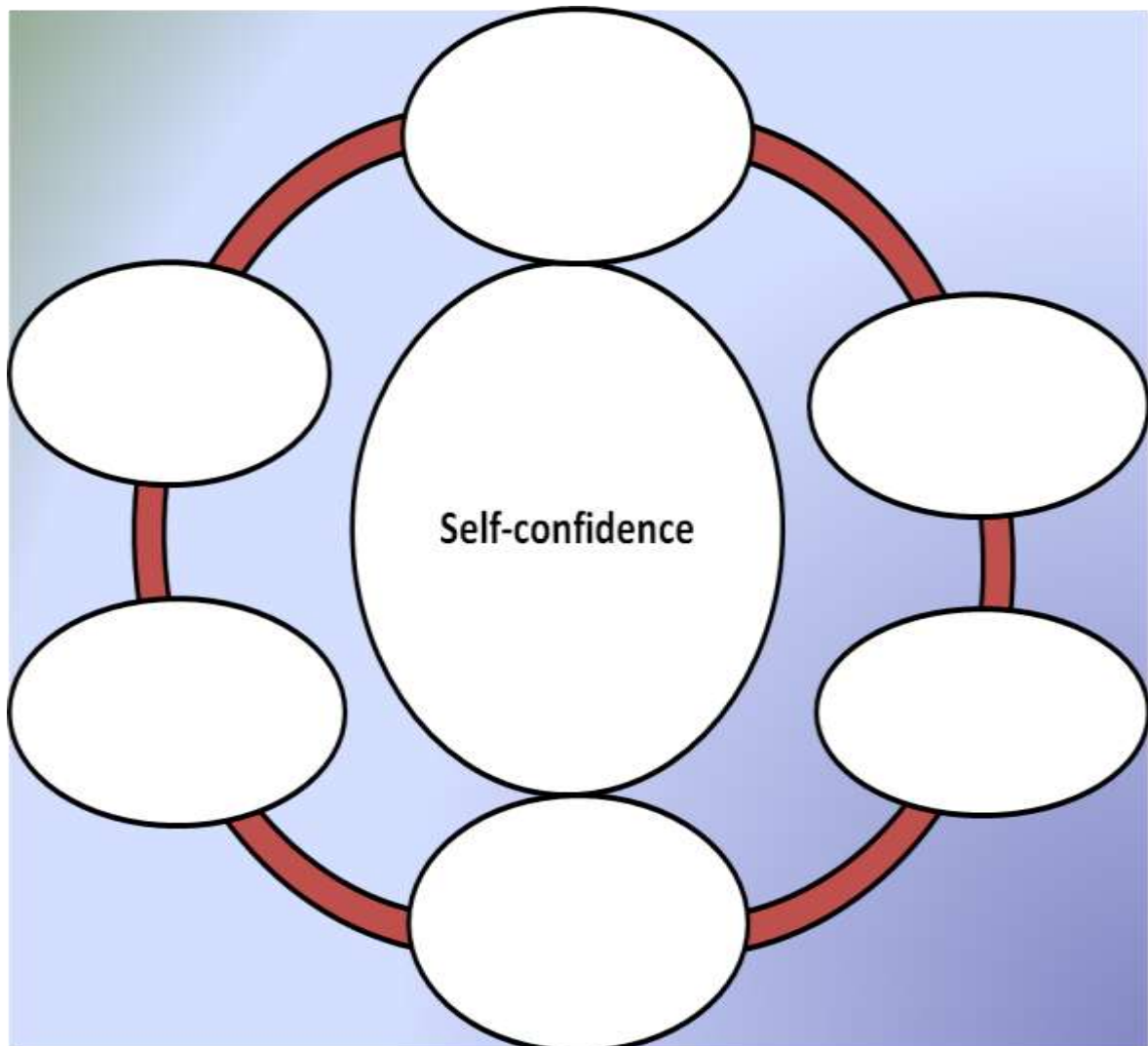
Hello! I'm here once again reminding you whether you have achieved a certain point that you could honestly tell that you are already successful in strengthening your own PECs.



Activity 1. My techniques to strengthen PECs

Directions: From the given chart below, write at least six techniques on how you would strengthen your own PECs. Write the PECs that you feel you still need to focus on to strengthen these.

Example: Self-confidence



What to TRANSFER?

Preparation of an Action Plan

Culminating Activity

Directions: Examine yourself once again. Make a short list of PECs that you need to strengthen. From this activity, prepare an action plan for further development. You may opt to follow the suggested format below. You may improve or change it as long as it suits your own plan of action.

Sample Action Plan

Specific Purpose Statement: (Your vision of your future)						
Ex. Developing self-confidence in starting a <u>Smoked Fish Processing Industry</u> .						
Focus Area	Current Situation	Goal	Measures of Success	Actions Required	Time Frame	Reward/ Recognition
My PECs	I need to develop my undefined characteristics needed for my business such as: _____ _____ _____ _____ _____	To exercise my own PECs during selling and producing products/ services -To become proficient in my chosen skill.	Achieve 100% completion of development of my own PECs through selling and production of products; observe proper decorum when dealing with people.	-Selling finished products derived from culminating activities in any chosen career. -Participate in skills competition sponsored by the NGO and GO	-During culminating activities -After learning the principles, theories, process and any chosen career	-Earns expected income -Outstanding performance in selling and promoting products and services

Post-Assessment



Answer the post assessment below to determine whether there is significant increase in your understanding of PECs.

Good Luck!

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Multiple Choice.

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- c. Opportunity seeker
 - d. Persistent
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