# COURSE GUIDE LEVEL 2

# Canadian Ski Instructors' Alliance 2006-2007

Certified as a designated Educational Institute by Canadian Department of Human Resources Development

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#### **Mission Statement**

For the benefit of its members and partners, the CSIA provides Education and Leadership that contribute to a vibrant Mountain Experience for the skiing public

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# LEVEL 2 INTRODUCTION 2006-2007

#### **Course Description**

The Level 2 Ski Instructor certification is for any skier that has passed the Level 1 certification. It develops to ski instructors in their situational teaching skills, the understanding of CSIA technique and methodology and the role of ski teaching within the ski industry. It combines practical ski teaching methods, technical understanding and development, and development of guest service skills.

Candidates will receive coaching on their skiing, teaching and people skills with the goal of reaching the level 2 standard. They will also receive suggestions and strategies for long-term development. The successful candidate is certified to teach skiers up to intermediate parallel skill level. Level 2 is a pre-requisite for the level 3 certification.

**Duration:** 5 days totaling 32 hours including evaluation

#### **Course contents**

•	C.S.I.A. and Technique Effective teaching / Skill Assessment & Development Developing the Guest Experience (2 x 45 min)	(Approximately) 1.5 hours 2.5 hours 1.5 hours
	Fast Track to Parallel Lesson Planning Assignments and Assessments	1.0 hour 2.5 hours
	Sub total	9.0 hours

Outdoor (Approximately)

•	Ski Improvement and Skill development w/video	6.0 hours
•	Fast Track to Parallel & Teaching workshops	10 hours
•	Terrain Adaptation	4.5 hours
•	Guest Service (through FTTP)	2.5 hours

Sub total 23 hours

Total 32 hours

# **Competencies, Objectives and Content**

# **Competencies, Objectives and Content – Level 2**

First Element of Competency	Teach Alpine Skiing from Entry level to Intermediate (Consolidation level) in accordance with CSIA technique and methodology		
Learning Objectives	Content Educational Strategies		
1. Understand the basic principles of the Canadian Approach and how to incorporate them in teaching skiing	The Canadian Approach Methodology: - Basic Skills - Turn Phases	<ul> <li>Show video: Physics and Skiing, Skill development, Turn phases</li> <li>Video: Skiing Competencies Level 2</li> </ul>	
	Technique: Physics and Skiing  Assessment and	<ul> <li>Reading: Technique-The Canadian Approach (chapter 3)</li> <li>Indoor Workshop: Questionnaire on Skiing Competencies – Level 2</li> </ul>	
	Development of individual performances based on fundamental technical principles - 3 Basic Skiing Competencies:	Tactical approach using specific exercises (parallel skiing)	
	1.Centered Stance - Stance and Balance 2.Turning with the lower body - Pivoting 3. Balance on the edges - Edging.	<ul> <li>Reading: Skier Development         <ul> <li>Entry Level to Intermediate</li> <li>(p. 4.14 - 4.37)</li> </ul> </li> <li>Show video: "Fast Track to Parallel"</li> </ul>	
	Review of the progression:     Fast Track to Parallel	<ul> <li>Workshop &amp; Questionnaire –         Fast Track to Parallel</li> <li>On-snow revision of the         progression</li> <li>Practice Teaching (Fast         Track to Parallel) in small         groups</li> </ul>	
	Skill Assessment and Development     Turn Phases     3 Basic Skiing     Competencies	<ul> <li>Indoor Workshop: Skill         Assessment and Development         (part 1 &amp; 2) Focus on 3 Basic         Skiing Competencies</li> <li>Show videos: "Skill         Assessment and Development         (part 1 &amp; 2)</li> <li>Video: "Intermediate tactics"</li> <li>Set examples of skill         assessment and development</li> <li>On-snow practice teaching:         <ul> <li>Ski Improvement (parallel)</li> <li>Skill Assessment &amp;</li></ul></li></ul>	

2. Demonstrate the basic principles of a student centred approach while teaching skiing	<ul> <li>Canadian Ski Teaching</li> <li>The basics of Student Centred Methodology</li> </ul>	<ul> <li>Indoor Workshop: Canadian Ski Teaching</li> <li>Reading: Canadian ski teaching (chapter 1)</li> <li>Show video: "Skier development"</li> <li>Indoor Workshop: Questionnaire on student centered teaching</li> <li>Reading: Student centred teaching (p. 4.2–4.13)</li> <li>Examples of efficient class management</li> </ul>
	Teaching Children	<ul> <li>Workshop / Assignment :         Teaching Children         <ul> <li>Review Child</li> <li>Development Stages</li> <li>(p. 5.19 – 5.27)</li> <li>Questionnaire</li> </ul> </li> <li>Indoor Workshop : Lesson Planning</li> </ul>
	Lesson Planning	Demonstration of different situational approaches in varied terrain (bump skiing)
	Terrain Adaptation and Methodology	
3. Develop the Guest Experience through teaching	<ul> <li>Canadian Ski Teaching</li> <li>Recipe for Guest Service</li> </ul>	<ul> <li>Reading: Guest Service (Chapter 2)</li> <li>Show the video: "Developing the Guest Experience" and discussion</li> <li>Indoor Workshop: Guest Service for adults</li> </ul>
	<ul> <li>Improving communication skills</li> <li>Developing the Guest Experience through "Fast Track to Parallel"</li> </ul>	<ul> <li>Guest Experience exercise: use a chairlift ride</li> <li>Teaching Workshop: Create examples of people skills and teaching situations</li> </ul>

Second Element of Competency	Demonstrate effectively from Entry level to intermediate (Consolidation level)		
Learning Objectives	Content Educational Strategies		
1. Self evaluate ski performance in relation to the level 2 standards	Review the technique with consideration to the basic principles of the Canadian Approach	Video Session with feedback from the course conductor	
	Self improvement of technical performance	Ski improvement session (skill development)	
		Ski improvement session with a tactical approach	
	Present the level 2	<ul> <li>Feedback from the course conductor</li> </ul>	
	standards	Review course guide	
		Show video: "Level 2 Standards"	
2. Terrain Adaptation	Develop the necessary skills to be able to ski on bumpy and varied intermediate terrain	<ul> <li>Ski Improvement session (terrain adaptation, bumps)</li> <li>Teaching workshop – Terrain adaptation</li> </ul>	
3. Execute basic demonstrations while highlighting the principles of the Canadian Approach	Review progression "Fast Track to Parallel" with emphasis on demonstration skills     Intermediate Parallel     Wedge Turns	<ul> <li>Ski Improvement session (demonstrations)</li> <li>Execute demonstrations:         <ul> <li>Technically adapted to the terrain and the level of the skiers</li> </ul> </li> </ul>	
	Improvement of demonstrations through mini teaching sessions	- Precise and easy to copy	

# Level 2 Course Schedule

#### **LEVEL 2 COURSE SCHEDULE**

DAY	INDOOR	ON SNOW	READING- ASSIGNMENT	EVALUATION
1	<ul> <li>AM</li> <li>Registration</li> <li>Review course outline and passing criteria</li> <li>Material</li> <li>Video:     "Level 2     Standards"</li> <li>Workshop:     Canadian Ski     Teaching</li> <li>Workshop:     Technique – The     Canadian     Approach</li> <li>Video "Skiing     Competencies –     L 2"</li> <li>Video: "Physics     and Skiing",     "Skill     development",     "Turn phases"</li> </ul>	Class Split     Ski Improvement:     understanding the skiing skills through individual skill development     Guest Experience exercise  PM     Ski Improvement: tactical / Terrain adaptation     Video Session	Reading:  • Technique – The Canadian Approach (chap. 3)  • Canadian Ski Teaching (Chapter 1)  • Preface	PM One-on-one sessions: Course conductor- candidate - Daily Journal
2	Workshop: Skill Assessment and Development (part 1)      Workshop: Student Centred Teaching	Terrain adaptation and methodology      PM     Fast Track to Parallel skill development / Class Management	Reading:  • Student Centred Teaching (p. 4.2 – 4.13)  Assignment:  • Student centred teaching - Lesson Planning	

	AM	AM	Reading:	One-on-one
3	<ul> <li>Workshop: Skill Assessment and Development (part 2)</li> <li>Video: "Intermediate tactics"</li> <li>Workshop: Fast track to parallel</li> </ul>	Fast Track to Parallel Guest Experience Teaching Situations  PM Fast Track to Parallel Practice Teach	<ul> <li>Skier         Development–         Entry Level to         Intermediate (p.         4.14 - 4.37)</li> <li>Children         development         stages (p. 5.19         – 5.27)</li> <li>Assignment:         <ul> <li>Developmental</li></ul></li></ul>	sessions: Course conductor- candidate - Daily Journal
			Offilialett	
4	<ul> <li>AM</li> <li>Review Child Development Stages and assignment</li> <li>Workshop: Guest service for adults</li> <li>Workshop: Ethics and Professionalism</li> <li>Video: "Alpine Education"</li> </ul>	Teaching Workshop:     Parallel      PM     Teaching Workshop:     Tactical / Terrain     adaptation	Reading  • Guest Service (chapter 2)	PM
5		Skill development methodology - Focus on assessment and development / Skill – drill matching      PM     Skill development methodology – Focus on Tactical approach / situations	Feedback : Course Evaluations	Return the daily Journal Final Assessment

NB This schedule may be adjusted in consideration of conditions, weather and facilities.

# **Evaluation**

Candidates are evaluated on their ongoing participation and performance on and off snow. Skiing and teaching skills are evaluated throughout the course on an on-going basis.

Candidates must pass both skiing and teaching aspects to be certified level 2.

#### Marking System – Pass (P) or Fail (F)

#### Re-test on Skiing or Teaching

Candidates who fail skiing or teaching have 2 years (730 days) from the course date to be retested on that portion. Candidates passing one portion will never have to be re-tested for that portion, but after a 730 day period, the full course must be taken again, even if one portion has already been passed.

#### Re-testing of skiing is day 1 & day 2 and re-testing of teaching is day 3 & day 4.

The candidate must register in advance for re-assessment through National Office.

#### **TEACHING ASSESSMENT**

Element of Competency	Performance Criteria- Consolidation Level
1. Teach Alpine Skiing from Entry level to Intermediate in accordance with CSIA technique and methodology	<ul> <li>1.1 Technical Understanding:</li> <li>Teaching is skill related and applied to specific part of the turn;</li> <li>Identify symptoms of obvious skill deficiencies related to the 3 Basic Skiing Competencies: Centered Stance, Turning with the lower body, Balance on the edges;</li> <li>Identifies causes of basic skills deficiencies;</li> <li>Teaching tactics should progress and be adjusted to terrain;</li> <li>Demonstrates a technical understanding that is adapted to the appropriate to skill level.</li> </ul>
	<ul> <li>1.2 Student Centred Method:</li> <li>Shows an organized and structured approach including the 6 steps;</li> <li>Adapts teaching approach to the terrain and different snow conditions;</li> <li>Demonstrates safe teaching practices;</li> <li>Shows a good rhythm and good class management;</li> <li>Gives feedback to every students in the class;</li> <li>Demonstrations should be adapted to terrain and level of students.</li> </ul>
	<ul> <li>1.3 Guest Service :</li> <li>Communicates in a coherent manner to individuals in the group;</li> <li>Creates awareness for the alpine experience;</li> <li>Shows self-confidence by being enthusiastic and pro-active;</li> <li>Exhibits a positive attitude and appropriate body language;</li> </ul>

#### **TECHNICAL ASSESSMENT**

Element of competency	Performance criteria- Consolidation Level
2. Demonstrate effectively from Entry level to intermediate	<ul> <li>General Performance Criteria:</li> <li>Skis consistently parallel on intermediate terrain at higher speed;</li> <li>Adjusts their technique to a variety of turn types and different snow conditions;</li> <li>Adjusts technique and performance to be able to ski bumpy and varied intermediate terrain;</li> <li>Adjusts their skill to provide technically sound demonstrations which are easy to copy;</li> <li>Demonstrates at all levels, from entry level to intermediate.</li> </ul>
	Specific Performance Criteria :
	Intermediate Parallel Turns Control in symmetrical/rhythmical parallel turns on intermediate terrain (blue/black):  Phase 1  Both edges released together; Separation diminishes as skis are released from arc; BOS and COM leave turn simultaneously; Stance is centered and mobile.  Phase 2  A new platform is established on both edges with the outside ski as primary turning ski; Separation is created as skis are turned into arc; Skidded, steered or carved, the lower body leads the turning effort; Activity in fore-aft plane maintains a centred stance.  Phase 3  Maintain balance on both edges; Increase edge angles with blend of inclination and angulation; Separation is maintained or increased as lower body continues to lead turning effort; Turning forces managed by flexion and lateral balance.
	<ul> <li>Wedge Turns</li> <li>Rhythmical wedge turns executed on flat beginner terrain (green):</li> <li>Demonstrates a centered and mobile stance;</li> <li>Direction change initiated by lower body;</li> <li>Steering is adjusted to terrain and speed;</li> <li>Maintains upper/lower body separation.</li> </ul>

#### Free Run

Free skiing on intermediate terrain (blue/black):

- Stance is adjusted to speed and snow conditions;
- Shows the ability to vary edging with the terrain and turn shape;
- Shows good control and consistency, with the technical elements described in Basic Parallel Turns;
- Shows the ability to vary turn shape and rhythm within the run.

#### **Intermediate Short Radius Turns**

Round turns executed on intermediate terrain (blue):

- Demonstrate consistent speed and steering;
- Show application of the technical elements described in Basic Parallel Turns;
- Maintain rhythm and symmetry for the entire run.

#### Mediagraphy

Reference Manual: Skiing and Teaching Methods, 2006

Videos: Level 2 Standards

Physics and skiing Skill development

Turn phases

Skiing Competencies - Level 2

Skier Development

Developing the Guest Experience

Fast Track to Parallel

Assessment & Development

Intermediate tactics Alpine Education

# Workshops

#### Workshop - Canadian Ski Teaching

Discuss components of Canadian Ski Teaching.

Effective ski teaching combines technical knowledge with a student-centred method & guest service to create a memorable guest experience. The result is fun & informative.

#### Canadian Ski Teaching



# Technique and Skill Development

- ✓ Based on physical Principles (concept of Movement & Motion)
- ✓ Skills System is the basis for analysis and development

#### **Student Centred Teaching**

- ✓ Task / result oriented
- Deals with the individual student development needs
- ✓ Tactically adjusted to a changing skiing environment

#### **Guest Service**

- Deals with communication and psychological needs
- Creates an awareness for the alpine experience
- ✓ Helpful & positive approach.

In the same way that skiing skills can be practiced and developed, teaching skills can be learned. By looking at the 3 components of ski teaching, instructors can identify areas for development as ski professionals.

#### Recipe for good ski teaching...

- ✓ Active and Fun Learning to ski is fun and students should ski as much during the lesson as they would on their own.
- ✓ Student centred/result oriented Achieve results for the student by basing teaching decisions on their needs.
- ✓ Technically based but simple The skills system and technical knowledge should keep teaching simple, creative and fun.
- ✓ **Tactical** Adjust the lesson to the conditions and terrain and use these situations as teaching/learning tools.

### **Workshop – Technique - The Canadian Approach**

#### **Course Guide Questions / Discussion:**

1.	Ph	hysics and skiing:	
	•	Describe the concept of "Movement and motion".	
	•	Describe the 3 main Forces involved as a skier is making turns down a slope:	
2.	Sk	ills and basic skiing competencies:	
	•	What are the 3 basic skiing competencies?	
		What are some visual clues of a skier standing well over the skie?	
	•	What are some visual clues of a skier standing well over the skis?	
	•	Explain "Balance as a Dynamic process"?	
	•	How is direction change created?	
		What relation can we make hotween Divising and Edging?	
	•	What relation can we make between Pivoting and Edging?	
	•	What is the difference between angulation and inclination?	
		What is the amerones between angulation and mountains.	
	•	What is the relation between Edging and Direction change?	

	Explain how "Turn phases" can help as a teaching tool?
•	Describe the turn phases:

#### Reading Assignment:

3. Turn phases:

- Technique The Canadian Approach (chapter 3)
- Canadian Ski Teaching (chapter 1)
- Preface

#### **Workshop - Skill Assessment and Development 1**

Templates for skill assessment:

- Assess Basic skiing competencies / relate to skill Development strategies;
- Skill Part of the Turn Part of the Body;
- Templates for development feedback: **Positive-Concise-Directive**;
- Turn phases;
- Skill priorities and blending.

NOTES	SKIER	DEMONSTRATION
Basic skiing competency:  Development strategies:		
Basic skiing competency:  Development strategies:		
Basic skiing competency:  Development strategies:		
Basic skiing competency:  Development strategies:		

Basic skiing competency:	See
Development strategies:	

#### **Workshop – Student Centred Teaching**

Decision making and lesson planning - "6 step lesson planning"

#### 1. Assess your students

- Visual Assessment of fitness, confidence, fatigue, equipment;
- Questions to determine skiing and sporting experience;
- Find out their expectations.

#### 2. Consider terrain

- Know your terrain;
- Use it well.

#### 3. Assess skills

- Prioritize and choose skill appropriate to snow conditions and terrain;
- Start with the Basic skiing competencies;
- Identify causes.

#### 4. Choose tactics and strategies

- Choose tactics related to assessment;
- Match tactics and terrain;
- Use situations as teaching tools.

#### 5 .Evaluate progress

• Feedback: Be specific, directive and positive.

#### 6. Guided mileage for skill development

- Use long sequence of turns;
- Let others practice while you help one student;
- Ski beside and behind students;
- Let student gain independence.

#### Skill development scale - how skiers learn

 A skilled performance in skiing develops systematically and predictably. The 3rd stage of skill development is **Consolidation** and applies generally to **Intermediate** skiers. (Review Description, Teaching implications and Feedback)

Development level	Description	Teaching implications	Feedback
Consolidation	<ul> <li>Coordination of movements appears</li> <li>Skill is performed with control and rhythm under stable conditions</li> <li>Some elements of performance are maintained when student is under pressure, conditions change or demands increase, but performance remains inconsistent</li> </ul>	<ul> <li>Expose student to a variety of situations</li> <li>Perform a lot of repetitions under varied conditions</li> <li>Challenge with more complex and demanding tasks</li> <li>Find more solutions through trial and error</li> <li>Give less feedback</li> </ul>	<ul> <li>Instructor gets more internal FB from the Students (skier's feelings)</li> <li>More instruction (explaining why to increase knowledge)</li> <li>Use higher volume of repetition (but volume of feedback decreases)</li> <li>Question to increase students self-awareness</li> </ul>

These stages of skill development apply also to acquisition of specific skills at any skiing level. For example a *consolidation* level (intermediate) skier learning the pole plant will pass through the *initiation* and *acquisition* stages of this new movement pattern. Similarly, a *refinement* level (advanced) skier will pass through the stages when learning to ski steep varied terrain or powder snow. This implies that the instructor's approach and feedback should be adjusted accordingly.

Course Guide Questions: Student Centred Teaching / Skill Development Scale

	disc Suide additions. Student Schilled Teaching / Skill Development Scale
1.	How are student goals determined?
2.	Explain the following statement: "Skiing is a decision-making sport".
3.	What are terrain implications for the Consolidation stage of skill development?
4.	Why can the instructor decrease the volume of feedback at the Consolidation stage?
5.	Give examples of questions to ask in order to increase student's self-awareness.

6.	S. What are the qualities of good demonstrations?		
7.	What are some ways to get students to feel new things?		
8.	How do we reinforce student progress?		
	Assignment – Lesson Planning		
	oose one in each of the following categories and create a lesson plan.  fer to Manual reading assignment below.		
<u>Ty</u>	pe of Student:		
Be Int	ginner – linking turns ginner – green runs ermediate - cautious ermediate - aggressive		
Тy	pe of Lesson: Group Private Semi-Private		
Sn	ow Conditions: Groomed 🗌 Powder 🔲 Soft Packed 🔲 Hard Packed 🗌 Slushy 🗍		
We	eather Conditions: Warm 🗌 Cold 🗌 Sunny 🔲 Overcast 🗌 Snow Guns 🗌 Windy 🗌		
Stı	udents' physical condition: Athletic  Non Athletic  Fit  Overweight		
Тy	pe of Terrain: Green 🗌 Blue 🔲 Black 🗍		
Т <u>у</u>	pe of Learner (manual 4.2) Watcher  Doer Thinker Feeler		
<u>Stı</u>	udent's Expectations:		
<u>Te</u>	acher's Expectations:		
	sed on the Consolidation stage on Skill Development, outline of the approach you would take for s lesson. Give a starting and finishing point to the lesson.		

#### Reading assignment

• Student centred teaching (p. 4.2 – 4.13)

#### **Workshop - Skill Assessment and Development 2**

- Assess Basic skiing competencies / relate to skill Development strategies;
- Skill Part of the Turn Part of the Body (Templates for development strategies);
- Templates for development feedback: **Positive-Concise-Directive**;
- Turn phases;
- Skill priorities and blending.

Skiers	Basic skiing competencies / Skills	Development strategies
1		
2		
3		
4		
5		
6		
7		
8		
9		
10		

#### **Workshop – Fast Track to Parallel**

1.	What are the primary goals for beginner skiers?
2.	How do we assure a safe lesson?
3.	What are the fundamental skills for beginner skiers? Why?
4.	What are possible reasons why skiers "stem?"
5.	What skills are needed to balance on parallel edges?
6.	Give examples of how teaching approach will vary with terrain:
7.	List 3 tactics to develop stance and mobility:
8.	List 3 tactics to develop good turning of the legs:
9.	What skills are combined to create steering?

#### Reading:

- Skier development Entry level to Intermediate (p. 4.14 4.37)
- Development stages for children (p. 5.19 5.27)

#### Assignment

• "Development stages for children" questionnaire

### **Assignment - Teaching Children**

Age group	Physical	Mental/Social/Emotional	Teaching Considerations
2-5 "Pre- operations"	<ul><li>Low strength and stamina</li><li>Neuromuscular not fully developed</li><li>COM relatively high</li></ul>	<ul><li>Ego-centric, not that aware of others around them</li><li>Short attention span</li><li>Need simple instructions</li></ul>	<ul> <li>Work one on one</li> <li>No competition</li> <li>One task at a time</li> <li>Use a controlled environment</li> <li>"Copy – cat" approach</li> </ul>
6-8 Early stage of "Concrete operations"	<ul><li>Better coordination and strength</li><li>Need rest periods</li><li>Injury prone</li></ul>	- Can work with partners, play becomes interactive - Capable of deductive reasoning - Self-esteem important but fragile	- Interactive and cooperative games - Safety and class control top priority - Avoid competitive approach
9-12 Later stage of "Concrete operations"	<ul> <li>Coordination and strength ready for more refined tasks</li> <li>Can still be awkward due to growth spurts</li> </ul>	<ul> <li>Peer groups become more important</li> <li>Still respect adults but like to challenge them</li> <li>Like challenges, but like to succeed</li> </ul>	<ul> <li>Can be challenged with terrain and tasks</li> <li>Allow experimentation</li> <li>Keep them interested and motivated</li> </ul>
13-18 "Formal operation"	<ul> <li>Approaching adult strength and coordination</li> <li>Capable of refining motor skills</li> <li>Centre of Mass same as adult level</li> </ul>	<ul> <li>Peers more important</li> <li>Capable of reasoning and decision making</li> <li>Want to have input into program</li> <li>Wish to be respected</li> </ul>	- Encourage team work - Make them part of the decision making - Use varied activities to keep them challenged - Teach the "Whole/Part/Whole" method

Reading: CSIA Manual (p. 5.9 - 5.12)

**Review and discussion** 

<sup>&</sup>quot;Lift procedures"

#### **Course Guide Questions:**

#### **Child Development Phases**

1.	List 3 physical characteristics for children 2-5 years old:		
2.	How should a ski instructor adjust his lesson (3 points) with children 2-5 years old?		
3.	Find 2 reasons why accidents are particularly common with children 6-8 years old:		
4.	At what age do children start having the strength and coordination to balance in the center of their skis?		
5.	Should an instructor encourage competition or participation with children ages 6-8 years old? Why?		
6.	At ages 9-12, what is the difference in the growth spurts for girls as suppose to boys?		
7.	List 3 ways to encourage teenagers (13-18 years old):		
8.	Give one mental, one social and one emotional characteristic for teenagers (13-18 years old):		
	ake a brief summary of how an instructor has to change their teaching approach in consideration the age group and development stages.		

#### **Workshop - Ethics and Professionalism**

Ski teachers are one part of a larger industry and are in the unique position of spending longer periods of time with skiing guests. This creates an opportunity to impart to their clients their knowledge of the sport, the resort and the alpine environment, and to share a passion that can last a lifetime.

An instructor has a responsibility for their clients' safety and success. The ski industry creates expectations for their customers and places instructors in a position of influence on the skiers' experience. This position carries the duty of responsibility and professionalism, and the instructor must be ready to meet the expectations of professionalism and ethical conduct within the resort and in the eyes of the customer.

Please review the CSIA code of ethics, page iii – vii of the manual.

#### Workshop - Guest service for adults

#### **Guest service checklist:**

- Introduce yourself and learn names;
- Be friendly and put them at ease;
- Explore expectations and background of students;
- · Customize approach to their needs;
- Warm-up and evaluate fitness, mental state and technical skills;
- Teach for results be student centered:
- Finish on a positive note;
- Individual wrap-up, establishing goals for the next lesson;
- Handshake and good-bye.

#### Communication checklist:

- Use two-way communication and involve everyone in decision-making and learning;
- Ask questions that help discover solutions;
- Use simple cues and key words as reminders;
- Give time to absorb and integrate information:
- Ride lifts with all clients.

#### **Client building checklist:**

- Use lift and lesson time to assess their needs:
- Give the student a sense of accomplishment with "feel-good" terrain and encouragement;
- Manage time well for pleasure and learning;
- Explain your approach and its benefits;
- Summarize progress and indicate directions for continued development:
- Indicate your availability;
- Shake hand and give a business card;
- For long term clients, exchange contact information and stay in touch in the off-season;
- Accept tips gratefully and professionally.

1.	How do we make ski lessons fun?
2.	What are some ways to create awareness of the ski experience and alpine environment?
3.	How do we show the guest that we are there for them?
4.	What are some examples of guest service for beginner lessons?
5.	What are qualities of good communication?
6.	How can body language positively influence the message you want to communicate?
7.	List 2 ways to build a relationship with clients?

#### "Alpine Education" Video

**Course Guide Questions:** 

#### Reading

• Guest service (chapter 2)



Name: \_

# (Competency — Skiing)

# LEVEL 2 ASSESSMENT

Date:	Location:
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Q	4	1	
_			ř

(Competency — Skiing)	*:			Date:			(Competency — Teaching)
eneral Performance Bebw standard   Sta	Below standard   Standard   Above standard		Tech	Technical Understanding	Bebw standard   Standard   Above standard	tandard   Abo	ve standard
kts parallel dapts to: Turn Shape Terrain djusts speed			SKII	Skill assessment related to turn phases looks for causes Skill development related to assessment related to part of turn	100 00	100 00	A reas for Improvement:
eas for Improvement				teaching tactics progressive tactics adjusted to terrain appropriate to skill level			
			Stuc	Student Centred Method	Bebw stardard   Standard   Above standard	tandard   Ato	ue standard
pecific Performance/Skill Application		Below standard   Standard   Above standard	Ц	Organized and structured approach	açh □	미	A reas for Improvement
Phase 1 — Centred and mobile stance Both edges released toget  Phase 2 — Balance on outside ski  Maintain foreaft balance  Lower body leads turning e  Maintain senantion	Centred and mobile stance Both edges released together Balance on outside ski Maintain fore/aft balance Lower body leads turning effort Edge increase through angulation	30 000 00 30 000 00	Adap Glve	Adapts to terrain/sonditions Gives individual feedback Class control Teaches safely Clear directions Keeps class moving Demonstrations Adapted to skill level Adapted to terrain		00 000 001	Aleas for improvering it.
Maintain parallel skis	el skis		Gue	Guest Service	Below standard   Standard   Above standard	tandard   Ato	us standand
FIRST			Com	Communication Understandable Addresses Individuals			A reas for improvement:
kill Development Bobw standard   Sta	Bebw standard   Standard   Atove standard		Self	Creates awareness of environm Self confident	ent		
tance and Balance			Posit	Enthusiasm Pro-Active Positive attitude & body language			
nent strategies:			Comn	Comments:			
			FIN	FINAL RESULT: PIF	Cours	Course conductors:	<i>₹</i> :
			_ cop	2008			

# CSIA COURSE EVALUATION 2006-2007

	Course title:					
	Location:					
	Course dates:					
	Course Conductor(s)	#1:				
	Course Conductor(s):	#2:				
	Registration					
1.	I registered by :	a) Mail b) Fax c) www.snowpro. d) In person at th				
			Completely disagree	Disagree	Agree	Completely agree
2.	Course registration was simple	and problem-free.				
3.	Meeting times and location we	-				
	indicated by the National Office					
	On-site registration area was h	nighly visible.				$\Box$
5.	Ski hill staff was aware of the					
	CSIA course being held.		_	_		_
	Comments and Suggestions					
	commonite and caggeoneme					
	Course Conductors					
1.	Did you receive positve and co	nstructive feedbac	k from vour	course conduc	tors?	Yes or No
	Were your areas of improvement		•			Yes or No
	, ,	'		•		
	Assess the course conductor a	as she/he:		1 = Needs im	provement	
				2 = Met exped		
				3 = Surpasse	d expectations	3
				Conductor#1	Conductor #2	5]
3	Managed her/his time to help a	all candidates		CONGUCTOR I	Conductor #2	-
	Was patient and understanding		S			-
	Demonstrated enthusiasm and	_				-
	Effectively presented course m	•				-
	Possessed the expertise and h					7
	for the course being taught.					_

	If you had more than one conductor o	luring your course		
	Do you feel your course conductors agreed on the Pedagogically and technically speaking, do you teachings were consistent from one to another?	_	es or No	
10.	Pedagogically and technically speaking, do you twas consistent from one course conductor to an		<u> </u>	es or No
	Course Content			
	Assess the course content as it:	<ol> <li>Needs improvement</li> <li>Met expectations</li> <li>Surpassed expectations</li> </ol>		
2. 3. 4. 5.	Course content according to technical and pedag Course length according to it's content. Indoor sessions. On-snow video session. Allocated time for skiing. Allocated time for teaching. Allocated time for assessement and developmen			
	Evaluation			
	Assess the evaluation process as it:	<ol> <li>Needs improvement</li> <li>Met expectations</li> <li>Surpassed expectations</li> </ol>		
2.	Description of evaluation process. Explanation of evaluation criteria in order to pass Course conductor feedback on your skiing and to		E	
	Your comments, impressions and sugge	estions:		