



STANDARD KEMAHIRAN PEKERJAAN KEBANGSAAN  
(NATIONAL OCCUPATIONAL SKILLS STANDARD)

MP-110-3:2011

WIND CUPPING THERAPY

*TERAPI BEKAM ANGIN*

LEVEL 3



JPK

**Jabatan Pembangunan Kemahiran  
Kementerian Sumber Manusia, Malaysia**

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## GLOSSARY

- 1. Wind Cupping**

Wind Cupping refers to a practice in which a cup is applied to the skin and the pressure in the cup is reduced (by using change in heat or by suctioning out air), so that the skin and superficial muscle layer is drawn into and held in the cup.
- 2. Dry/Wind Cupping**

Dry/wind cupping is a therapy in which a plastic cup is applied to the surface of the skin and air is removed by suction using a pump.
- 3. Sliding/Massage**

Sliding/massage cupping is a therapy in which the cup is applied to the area to be massaged using a generous amount of oil. The cup is then placed onto the skin using a light tension. The cup can then be moved over the skin with a sliding/massage motion, in circular movements.
- 4. Pull/Flash Cupping**

Pull/flash cupping is a therapy in which the cup is sucked quickly on body surface and removed instantly to treat various kinds of diseases.
- 5. Herbal Water Cupping**

Herbal Water Cupping is a therapy in which the cup is boiled in herbal water, and then applied to the body using a towel.
- 6. SOP**

Standard operating procedures.  
A prescribed procedure to be followed routinely.
- 7. TCM**

Traditional Chinese Medicine.

# **STANDARD PRACTICE**

## **NATIONAL OCCUPATIONAL SKILLS STANDARD (NOSS) FOR;**

### **WIND CUPPING THERAPY**

#### **LEVEL 3**

#### **1. INTRODUCTION**

This is a NOSS developed for Wind Cupping Therapy under the Traditional and Complementary Medicine's sub sector of Traditional and Complementary Medicine. There is a high demand for skilled personnel in this field as the industry is developing rapidly.

Wind cupping is a huge subject even if it is simply a branch of alternative medicine. By definition it is a method of treatment that uses tools such as glass, horn or bamboo to suck the skin surface to remove air. This type of cupping is not painful and is very suitable for treating diseases such as headache, vomiting, sinusitis, liver problems, sore shoulder, nerve, neck pain, snoring, kidney, piles and much more. The traditional and complimentary medicine industry is an important component of the healthcare sector in Malaysia. The industry has high growth potential, both in the domestic and export markets.

The demand for qualified and experienced Wind Cupping Therapist is important as of now and may increase in the near future. Hence, the development of this NOSS is essential for the industry to have certain guidelines and standards based on the level of competencies that have been set by the industrial experts in this field.

This NOSS is developed focusing on the Wind Cupping Therapy area. Based on the DACUM workshop findings, it was decided that the entry level for Wind Cupping Therapy personnel career is at Level 3. The justification is based on the nature of work that requires competent in performing a significant range of varied work activities, performed in a variety of contexts. Some of the activities are non-routine and required individual responsibility and autonomy.

This NOSS provides first hand information to the workers regarding the Wind Cupping Therapy working environment. This NOSS also provides a career path and employment development for those involved in this industry.

NOSS development is conducted starting with Occupational Area Analysis (OAA), which is an analysis of the specific area that the NOSS will be developed. The Occupational Structure (OS) of Occupational Analysis (OA) will be the basis for the analysis. In case non-existing OS, the OA session should be conducted for that specific occupational area to produce OS by NOSS panel experts.

Consequently, the development of this NOSS at Level 3 (*Refer Figure 1.1 Proposed Occupational Profile Chart for Traditional and Complementary Medicine - Wind Cupping Therapy*) is essential so that the sub sector will have complete standards and guidelines to be used by the industry.

## 2. OCCUPATIONAL STRUCTURE

### Proposed Occupational Structure

<b>SECTOR</b>	<b>MEDICAL &amp; PHARMACEUTICAL</b>
<b>SUB SECTOR</b>	<b>TRADITIONAL AND COMPLEMENTARY MEDICINE</b>
<b>AREA</b>	<b>CUPPING THERAPY</b>
<b>SUB AREA</b>	
<b>LEVEL 5</b>	ACUPUNCTURE POINT CUPPING THERAPY
<b>LEVEL 4</b>	BLOOD CUPPING THERAPY
<b>LEVEL 3</b>	WIND CUPPING THERAPY
<b>LEVEL 2</b>	<i>NO LEVEL</i>
<b>LEVEL 1</b>	<i>NO LEVEL</i>

Figure 1.1 Proposed Occupational Framework matrix for Traditional and Complementary Medicine - sub sector of Medical & Pharmaceutical in Malaysia

### 3. DEFINITION OF COMPETENCY LEVEL

The NOSS is developed for various occupational areas. Candidates for certification must be assessed and trained at certain levels to substantiate competencies. Below is a guideline of each NOSS Level as defined by the Department of Skills Development, Ministry of Human Resources, Malaysia.

Malaysia Skills Certificate Level 1:  
(Operation and Production Level)                      Competent in performing a range of varied work activities, most of which are routine and predictable.

Malaysia Skills Certificate Level 2:  
(Operation and Production Level)                      Competent in performing a significant range of varied work activities, performed in a variety of contexts. Some of the activities are non-routine and required individual responsibility and autonomy.

Malaysia Skills Certificate Level 3:  
(Supervisory Level)                      Competent in performing a broad range of varied work activities, performed in a variety of contexts, most of which are complex and non-routine. There is considerable responsibility and autonomy and control or guidance of others is often required.

Malaysia Skills Diploma Level 4:  
(Executive Level)                      Competent in performing a broad range of complex technical or professional work activities performed in a wide variety of contexts and with a substantial degree of personal responsibility and autonomy. Responsibility for the work of others and allocation of resources is often present.

Malaysia Skills Advanced Diploma  
Level 5: (Managerial Level)                      Competent in applying a significant range of fundamental principles and complex techniques across a wide and often unpredictable variety of contexts. Very substantial personal autonomy and often significant responsibility for the work of others and for the allocation of substantial resources features strongly, as do personal accountabilities for analysis, diagnosis, planning, execution and evaluation.

#### 4. MALAYSIAN SKILL CERTIFICATION

The pre-requisite to pursue this course include basic mathematical skills, logical thinking, not fearful of heights and good eyesight. All candidates are also recommended to undergo on job training to attain knowledge and skills in the cupping field of work.

Candidates after being assessed, verified and fulfilled Malaysian Skill Certification requirements shall be awarded with Sijil Kemahiran Malaysia (SKM) for Level 1, 2 and 3 as for Level 4, 5 and 6 shall be awarded with Diploma Kemahiran Malaysia and Diploma Lanjutan Kemahiran Malaysia respectively.

Assessment must be in accordance with the following:

This NOSS outlines duties and tasks in the cupping working environment as required by the industry and has been developed and documented following extensive collaboration across key Malaysian organisations. To meet the requirements of this industry, it is imperative that the duties and tasks outlined follow a high standard as well as maintenance of consistency throughout the assessment process. This can only be done by stipulating a precise framework in which the assessment of duties and tasks must be conducted. The training & assessment of a cupping practitioner must be deployed in accordance with JPK policy and in adherence to Traditional and Complementary Medicine Division standard as follows:

- a) The final assessment of competence must include the combination of documented continuous assessment conducted by the facilitator during training and the results of post-training examination;
- b) The post-training examination must be practical in nature and involve demonstration & application of the duties and tasks utilizing real equipment and real-world examples;
- c) The tasks and duties as outlined in this NOSS must be assessed throughout the training program and during a post-training examination;
- d) The learning environment and facilities need to be in accordance with the requirements of the Traditional and Complementary Medicine Division;
- e) The development and assessment of the duties & tasks must demonstrate that they develop transferable skills;
- f) The development and assessment of the duties & tasks must include documentation by candidates both during training and examination; and
- g) All training and assessment materials must be mapped and verified to be in accordance with the NOSS Cupping Therapy by a panel of industry subject matter experts appointed by JPK with the support of the Renewable Energy Advocates & Professionals Society.



## **5. JOB COMPETENCIES**

A Wind Cupping Therapist (Level 3) is competent in performing:

- Cupping consultation;
- Dry/wind cupping;
- Sliding/massage cupping;
- Pull/flash cupping;
- Herbal water cupping;
- Sales & marketing;

## **6. WORKING CONDITIONS**

Generally, wind cupping therapist work is according client needs. He/she is also responsible to adhere to human anatomy and workplace standard operating procedure. They must also be always aware of any accident that may occur during the cupping process. They may work individually or in a modular group in a minimum supervision by superior.

Personnel in this field of work also required to adhere to safety and security procedures because the working environment for cupping industry may lead to exposure to various accidents.

## **7. EMPLOYMENT PROSPECTS**

The Wind Cupping Therapist has a high employment prospect whether locally or internationally because of lack of expertise in this industry. This in turn increases the demand for skilled personnel in this field to be employed locally or internationally.

Other related occupation with respect to employment opportunities are:

- Massage therapist
- Acupuncture therapist
- Oriental medicine practitioner
- Physical therapist
- Trainer

Other related industries with respect to employment opportunities are:

- Health
- Education

## 8. SOURCES OF ADDITIONAL INFORMATION

### Local

- Federation Chinese Physician Medicine Dealer Association of Malaysia (FCPMDAM)  
No. 106-2N & 107-2  
Jalan 1, Pusat Niaga Batu Caves  
68100 Selangor  
Tel: 03-6189 5188 Faks: 03-6189 5199  
Url: [www.fcpcmdam.org](http://www.fcpcmdam.org)
- Malaysian Chinese Medical Association (MCMA)  
No. 2, Jalan Hang Jebat  
50150 Kuala Lumpur  
Tel: 03-2078 0636 Faks: 03-2031 2118  
url: [www.mcma.com.my](http://www.mcma.com.my)
- Pertubuhan Acu-Bekam Malaysia  
14-1, Jalan Setia Wangsa 4, Wangsa Melawati  
53300 Kuala Lumpur  
Tel: 03-4142 2814  
url: <http://pertubuhanacubekammalaysia.blogspot.com>  
Email: [nizamptn@gmail.com](mailto:nizamptn@gmail.com)
- Gabungan Pertubuhan Pengamal Perubatan Tradisional Melayu Malaysia (GAPERA)  
No. 24, Lorong 2, Desa Pahlawan  
Bt 4, Jalan Ampang 55000  
Kuala Lumpur  
Tel: 03-9281 6608  
Url: <http://perubatantradisionalmelayumalaysia.blogspot.com>
- AKUBEKAM  
No 46, Lorong Rahim Kajai 14, Off Jalan Burhanuddin Helmi  
Taman Tun Dr Ismail, 60000, Kuala Lumpur  
Tel -03 7728 4878/03 7726 8281  
Url : [www.akubekam.com](http://www.akubekam.com)  
Email: [helena@akubekam.com](mailto:helena@akubekam.com)
- Bahagian Perubatan Tradisional dan Komplementari  
Kementerian Kesihatan Malaysia  
Blok E, Jalan Cenderasari  
50590, Kuala Lumpur  
Tel: 03 2698 5077 Faks : 03 2279 8108

## **International**

- National Certification Commission for Acupuncture and Oriental Medicine  
76 South Laura Street, Suite 1290  
Jacksonville, FL 32202  
(904) 598-1005  
<http://www.nccaom.org>
- Traditional Chinese Medicine World Foundation  
34 West 27 Street, Suite 1212  
New York, NY 10001  
(212) 274-1079  
<http://www.tcmworld.org>
- Council of Colleges of Acupuncture and Oriental Medicine  
600 Wyndhurst Avenue, Suite 112  
Baltimore, MD 21210  
(410) 464-6040  
<http://www.ccaom.org>

## **9. APPROVAL DATE**

The National Skills Development Board (NSDB), Ministry of Human Resources has agreed and endorsed this Standard on . . . . .

## **10. ACKNOWLEDGEMENT**

The Director General of DSD would like to extend his gratitude to the organisations and individuals who have been involved in developing this standard.

## 11. NOSS DEVELOPMENT COMMITTEE MEMBERS

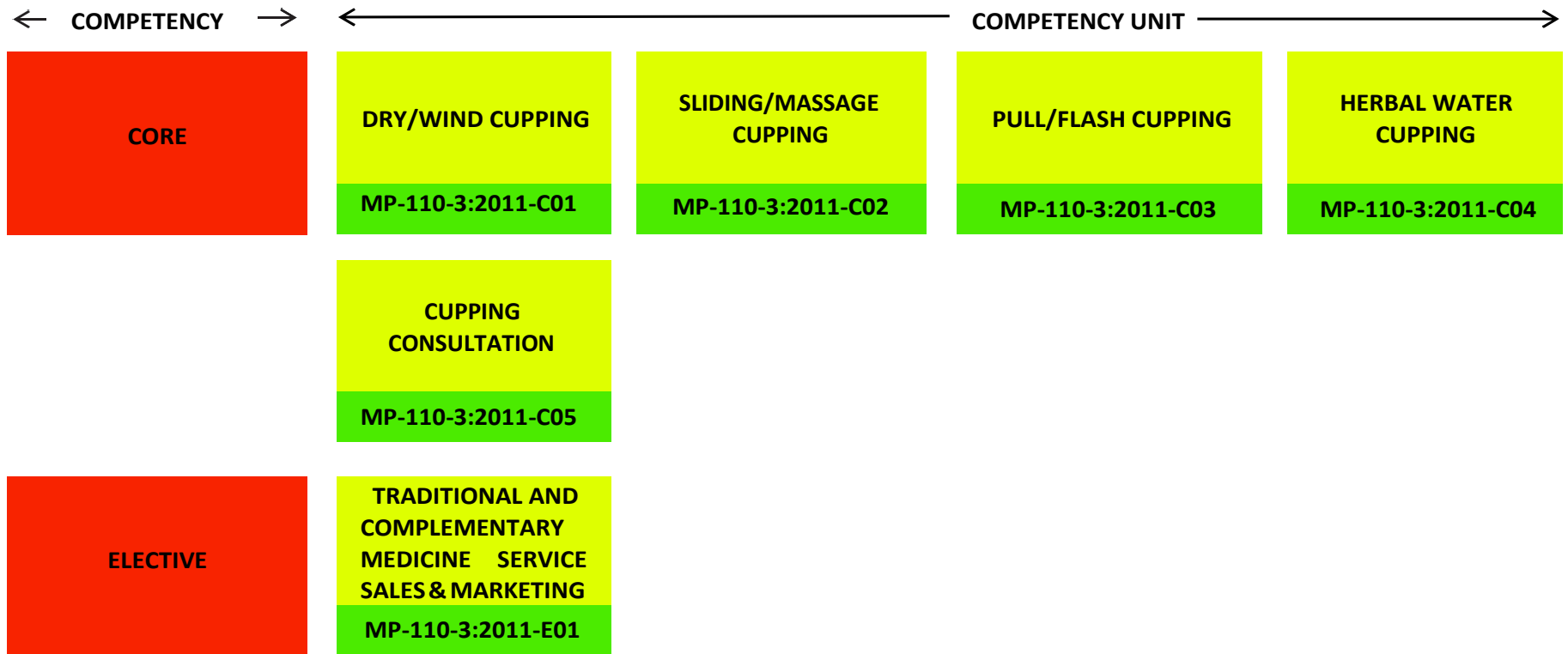
### WIND CUPPING THERAPY

### LEVEL 3

<b>PANEL</b>		
1.	En Chin Pau Ming	Director Kedai Ortopedik & Akupuncture, Nilai
2.	Cik Tham Hui Saan	Academic Director Malaysian Chinese Medical Association (MCMA)
3.	En Anthony Wong Wei Bing	Chief Chinese Physician Federation of Chinese Physician and Medicine Dealer Association of Malaysia
4.	En Mohamed Farid bin A. Rahman	Vice President Pertubuhan Acu-Bekam Malaysia
5.	Tn Syed Mohsin Barakbah	President Pertubuhan Acu-Bekam Malaysia
6.	En Nornizam bin Ngadeni	Secretary Pertubuhan Acu-Bekam Malaysia
7.	Pn Rafizah binti Mustapa	Manager Anilyn Beauty SPA Academy
8.	Tn Syed Azhar bin Syed Ibrahim	Director Akubekam
9.	Pn Zanida binti Abbas	Managing Director Anilyn Beauty SPA Academy
10.		
<b>FACILITATOR</b>		
11.	Harris Iskandar Nordin	
<b>CO FACILITATOR</b>		
12.	Mazlan Omar	

## JOB PROFILE CHART (JPC)

<b>SECTOR</b>	<b>MEDICAL &amp; PHARMACEUTICALS</b>		
<b>SUB SECTOR</b>	<b>TRADITIONAL AND COMPLEMENTARY MEDICINE</b>		
<b>JOB AREA</b>	<b>WIND CUPPING THERAPY</b>		
<b>JOB LEVEL</b>	<b>THREE (3)</b>	<b>JOB AREA CODE</b>	<b>MP-110-3:2011</b>



## COMPETENCY PROFILE (CP)

<b>Sub Sector</b>		TRADITIONAL AND COMPLEMENTARY MEDICINE		
<b>Job Area</b>		WIND CUPPING THERAPY		
<b>Level</b>		Three (3)		
<b>CU Title</b>	<b>CU Code</b>	<b>CU Descriptor</b>	<b>CU Work Activities</b>	<b>Performance Criteria</b>
1. Dry / Wind Cupping	MP-110-3:2011-C01	<p>Dry/wind cupping is to apply a plastic cup to the surface of the skin and using a pump, air is removed by suction in accordance with regulatory body requirement, legislation, act and policies.</p> <p>This method draws blood and fluid away from any inflamed area to the surface of the skin. Dry/wind cupping can be performed at any time, on any day, and can be left for 10-15 minutes. Areas of pain and inflammation greatly benefit from cupping as it relieves congestion and allows blood to flow easier. Numerous cups can be applied at any one time although it is extremely important that the therapist is able to observe the cups whilst they are applied to the skin to avoid any blistering occurring. Dry cupping can be repeated daily and can be self-administered on body parts which are accessible to the patient.</p> <p>Cupping should not be performed on areas of skin that have open wounds. Cup tensions can be made light, medium or strong whichever preferable.</p> <p>The personnel who are competent in dry/wind cupping shall be able to carry out dry/wind cupping to meet client's needs.</p>	<ol style="list-style-type: none"> <li>1. Assess dry/wind cupping requirement</li> <li>2. Prepare dry/wind cupping work place</li> <li>3. Prepare client for dry/wind cupping</li> </ol>	<ol style="list-style-type: none"> <li>1.1 Client's details, client's medical history record and consultation record referred</li> <li>1.2 Dry/wind cupping procedure requirement identified</li> <li>2.1 Pre dry/wind cupping treatment explained</li> <li>2.2 Client's consent confirmed</li> <li>2.3 Cupping method and procedure confirmed</li> <li>3.1 Supervisor's instruction referred</li> <li>3.2 Cupping work area prepared in accordance with regulatory body requirement, legislation, act and policies.</li> <li>3.3 Sterilized tools and equipment prepared in accordance with regulatory body requirement, legislation, act and policies.</li> <li>3.4 Client's prepared for therapy</li> <li>3.5 Treatment area confirmed</li> <li>3.6 Client's body position confirmed</li> <li>3.7 Treatment area and cupping tools sterilized</li> <li>3.8 Numbers of cup determined</li> <li>3.9 Cup applied</li> <li>3.10 Cup removed after 5 - 10 minutes according to skin/client condition</li> </ol>

CU Title	CU Code	CU Descriptor	CU Work Activities	Performance Criteria
			4. Carry out dry/wind cupping  5. Record dry/wind cupping activities result	3.11 Body and cupping tools sterilized 3.12 Client allowed to relax for about 5 minutes  4.1 Dry/wind cupping marks checked 4.2 Client's general health checked 4.3 Client's aftercare explained  5.1 Dry/wind cupping activity result recorded 5.2 Dry/wind cupping result documentation updated and safely kept
2. Sliding/massage cupping	MP-110-3: 2011-C02	<p>Sliding/massage cupping is performed using a generous amount of oil, (blackseed, olive, etc), applied to the area to be massaged, (usually the back) in accordance with regulatory body requirement, legislation, act and policies.</p> <p>The cup is then placed onto the skin using a light tension. The cup can then be moved over the skin with a sliding/massage motion, in circular movements. Sliding/massage cupping can be performed at any time, on any day and for however long the patient desires. It does not require the patient to have an empty stomach. The cup used for massage can be kept for future uses by the same patient.</p> <p>It stimulates the skin by increasing circulation to promote a smooth appearance and healthy glow. The increased local blood supply to the muscles and skin will bring nourishment and allow for toxins to be carried away via the veins.</p> <p>The benefits of sliding /massage cupping include; deep tissue work and release without discomfort, moves stagnation and drains fluids, relieves inflammation, nervous system sedation, breaks up</p>	1. Assess sliding/massage cupping requirement  2. Prepare sliding/massage cupping work place  3. Prepare client for sliding/massage cupping	1.1 Client's details, client's medical history record and consultation record referred 1.2 Sliding/massage cupping procedure requirement identified  2.1 Pre sliding/massage cupping treatment explained 2.2 Client's consent confirmed 2.3 Cupping method and procedure confirmed  3.1 Supervisor's instruction referred 3.2 Cupping work area prepared in accordance with regulatory body requirement, legislation, act and policies. 3.3 Sterilized tools and equipment prepared in accordance with regulatory body requirement, legislation, act and policies. 3.4 Client's prepared for therapy 3.5 Treatment area confirmed 3.6 Client's body position confirmed 3.7 Treatment area and cupping tools sterilized

CU Title	CU Code	CU Descriptor	CU Work Activities	Performance Criteria
		<p>and expels congestion, stretches muscle and connective tissues, loosens adhesions, pulls blood supply to the skin, and dispels wind, damp and cold to treat muscle and joint pain, stiffness, and arthritis. Today, varied techniques using sliding/moving glass cups greatly enhance many spa/body treatments and massage modalities. This ancient method has been adapted for modern use and intensifies the therapeutic aspects of current treatments.</p> <p>The personnel who are competent in sliding/massage cupping shall be able to carry out sliding/massage cupping to meet client's needs</p>	<p>4. Carry out sliding/massage cupping</p> <p>5. Record sliding/massage cupping activities result</p>	<p>3.8 Numbers of cup determined</p> <p>3.9 Lubricant applied (oil @ petroleum jelly)</p> <p>3.10 Cup applied</p> <p>3.11 Sliding/massage technique applied for 2 -5 minutes according to client's and skin condition</p> <p>3.12 Cup removed</p> <p>3.13 Client's body cleaned (clean towel)</p> <p>3.14 Client allowed to relax for about 5 minutes</p> <p>4.1 Sliding/massage cupping marks checked</p> <p>4.2 Client's general health checked</p> <p>4.3 Client's aftercare explained</p> <p>5.1 Sliding/massage cupping activity result recorded</p> <p>5.2 Sliding/massage cupping result documentation updated and safely kept</p>
3. Pull/flash cupping	MP-110-3:2011-C03	<p>Pull/flash cupping is to provide pull/flash cupping in accordance with regulatory body requirement, legislation, act and policies.</p> <p>Four to six cups may be applied and then removed cyclically in a technique called "pull/flash cupping". These methods are used most commonly in Chinese Medicine. Pull/flash cupping is often used on both adults and children in the home to relieve cough and colds, along with certain asthmatic conditions. Another effective application of the pull/flash cupping technique is in the treatment of cellulite (slimming).</p> <p>This is the more common use for pull/flash cupping and other healthcare practitioners. A favourite use of the cups is on the broad or small area of the part of</p>	<p>1. Assess pull/flash cupping requirement</p> <p>2. Prepare pull/flash cupping work place</p> <p>3. Prepare client for pull/flash cupping</p>	<p>1.1 Client's details, client's medical history record and consultation record referred</p> <p>1.2 Pull/flash cupping procedure requirement identified</p> <p>2.1 Pre pull/flash cupping treatment explained</p> <p>2.2 Client's consent confirmed</p> <p>2.3 Cupping method and procedure confirmed</p> <p>3.1 Supervisor's instruction referred</p> <p>3.2 Cupping work area prepared in accordance with regulatory body requirement, legislation, act and policies.</p>



CU Title	CU Code	CU Descriptor	CU Work Activities	Performance Criteria
		<p>the body. This is wonderfully effective as an addition to a pull/flash cupping technique.</p> <p>The action on improve the nervous system is sedating, and people will often descend into a profound state of relaxation. Larger cups are used on the back, and a strong vacuum will mimic the rolling action of deep tissue without the discomfort.</p> <p>The personnel who are competent in pull/flash cupping shall be able to carry out pull/flash cupping to meet client's needs</p>	<p>4. Carry out pull/flash cupping</p> <p>5. Record pull/flash cupping activities result</p>	<p>3.3 Sterilized tools and equipment prepared in accordance with regulatory body requirement, legislation, act and policies.</p> <p>3.4 Client's prepared for therapy</p> <p>3.5 Treatment area confirmed</p> <p>3.6 Client's body position confirmed</p> <p>3.7 Treatment area and cupping tools sterilized</p> <p>3.8 Fire cupping technique applied</p> <p>3.9 Cup applied and pulled instantly</p> <p>3.10 Treatment area massaged using hot cup</p> <p>3.11 Body and cupping tools sterilized</p> <p>3.12 Client allowed to relax for about 5 minutes</p> <p>4.1 Pull/flash cupping marks checked</p> <p>4.2 Client's general health checked</p> <p>4.3 Client's aftercare explained</p> <p>5.1 Pull/flash cupping activity result recorded</p> <p>5.2 Pull/flash cupping result documentation updated and safely kept</p>
4. Herbal water cupping	MP-110-3: 2011-C04	<p>Herbal water cupping is to provide herbal water cupping in accordance with regulatory body requirement, legislation, act and policies.</p> <p>It is also a form of cupping that requires boiling herbal water in cup, removing the water or covering the mouth of the cup tightly with towel and placing the cup on the skin. Application of herbal blends with water immediately after the cupping will enable the absorption of the product deep into the tissue.</p> <p>The process of herbal water cupping may be long and stimulating for stubborn knots and areas of rigid tissue. The skin will turn red with strong herbal water</p>	<p>1. Assess herbal watercupping requirement</p> <p>2. Prepare herbal water cupping work place</p> <p>3. Prepare client for herbal water cupping</p>	<p>1.1 Client's details, client's medical history record and consultation record referred</p> <p>1.2 Herbal water cupping procedure requirement identified</p> <p>2.1 Pre herbal water cupping treatment explained</p> <p>2.2 Client's consent confirmed</p> <p>2.3 Cupping method and procedure confirmed</p> <p>3.1 Supervisor's instruction referred</p>

CU Title	CU Code	CU Descriptor	CU Work Activities	Performance Criteria
		<p>cupping, indicating that the circulation has been brought to the surface.</p> <p>Herbal water cupping will enable the increased local blood supply to the muscles and skin. It will bring nourishment and allow toxins to be carried away via the veins.</p> <p>The personnel who are competent in herbal water cupping shall be able to carry out herbal water cupping to meet client's needs.</p>	<p>4. Carry out herbal water cupping</p> <p>5. Record herbal water cupping activities result</p>	<p>3.2 Cupping work area prepared in accordance with regulatory body requirement, legislation, act and policies.</p> <p>3.3 Sterilized tools and equipment prepared in accordance with regulatory body requirement, legislation, act and policies.</p> <p>3.4 Client's prepared for therapy</p> <p>3.5 Treatment area confirmed</p> <p>3.6 Client's body position confirmed</p> <p>3.7 Treatment area and cupping tools sterilized</p> <p>3.8 Herbal formula selected according to client's needs and conditions</p> <p>3.9 Bamboo cup boiled with herbal water and kept warm</p> <p>3.10 Bamboo cup applied for 5-10 minutes</p> <p>3.11 Cup removed</p> <p>3.12 Cup cleaned</p> <p>3.13 Client allowed to relax</p> <p>4.1 Herbal water cupping marks checked</p> <p>4.2 Client's general health checked</p> <p>4.3 Client's aftercare explained</p> <p>5.1 Herbal water cupping activity result recorded</p> <p>5.2 Herbal water cupping result documentation updated and safely kept</p>
5. Cupping Consultation	MP-110-3:2011-C05	Cupping consultation is to provide cupping consultation in accordance with regulatory body requirement, legislation, act and policies. The personnel who are competent in cupping consultation shall be able to carry out cupping consultation to meet client requirements	<p>1. Identify wind cupping consultation requirements</p> <p>2. Plan wind cupping consultation</p>	<p>1.1 Customer needs identified</p> <p>1.2 Services offered identified</p> <p>1.3 Risk and contra indication identified</p> <p>1.4 Universal precaution and Personal Protective Equipment determined</p>

CU Title	CU Code	CU Descriptor	CU Work Activities	Performance Criteria
			<p>activities</p> <p>3. Carry out wind cupping consultation activities</p> <p>4. Evaluate wind cupping consultation result</p> <p>5. Record wind cupping consultation activities</p>	<p>2.1 Cupping consultation template form obtained</p> <p>2.2 Client's details recorded</p> <p>2.3 Client's medical history identified</p> <p>3.1 Determine client's needs</p> <p>3.2 Services offered briefly explained in accordance with client's needs</p> <p>3.3 Client's medical history collected</p> <p>3.4 Risk and contra indication briefly explained in accordance with client's needs and medical record</p> <p>3.5 Cupping consultation result referred to supervisor</p> <p>3.6 Supervisor's instruction received</p> <p>3.7 Therapy to be given briefly explained</p> <p>4.1 Therapy to be given, risk and contra indication fully explained and understood by client</p> <p>5.1 Client's feedback recorded</p> <p>5.2 Cupping consultation details recorded</p> <p>5.3 Cupping consultation documentation safely kept</p>
6. Traditional And Complementary Medicine Service Sales & Marketing	MP-110-3: 2011-E01	Traditional and complementary medicine service sales & marketing is to describe requirements in cupping therapy sales and marketing that helps to increase knowledge, awareness, skills and attitude in cupping therapy. The person who is competent in traditional and complementary medicine service sales & marketing shall be able to identify marketing requirements, plan and carry out sales and marketing activities; evaluate and record sales and	<p>1.1 Assess traditional and complementary medicine service sales &amp; marketing requirements</p> <p>2.1 Plan traditional and complementary medicine service sales &amp; marketing activities</p>	<p>1.1 Types of client's recognised and cupping therapy scope of service identified</p> <p>1.2 Potential client's requirement determined, listed out and assessed</p> <p>2.1 Awareness of market trend on cupping therapy gathered and listed in accordance with market survey results</p> <p>2.2 Cupping therapy target group and</p>

CU Title	CU Code	CU Descriptor	CU Work Activities	Performance Criteria
		marketing result in accordance with sales and marketing procedures.	<p>3.1 Carry out traditional and complementary medicine service sales &amp; marketing activities</p> <p>4.1 Evaluate traditional and complementary medicine service sales</p>	<p>packages surveyed and market feedback obtained from various target group documented</p> <p>2.3 Cupping therapy packages are determined, selected and packages ready in accordance with premise specifications</p> <p>2.4 Cupping therapy market trend and strategies set</p> <p>2.5 Sales and marketing of advertising material and media determined, selected and finalised</p> <p>2.6 Human resource and related issues are determined and addressed</p> <p>3.1 Cupping therapy packages selected and made public to client</p> <p>3.2 Cupping therapy packages promoted by using appropriate media</p> <p>3.3 After sales services executed and follow up made</p> <p>3.4 Client feedback confirmed and noted as per consumer relationship requirements</p> <p>4.1 Cupping therapy packages provided met client's requirement and package data updated</p> <p>4.2 Sales and marketing advertising material and media survey method and strategy data achieved</p> <p>4.3 Client feedback obtained and noted</p> <p>5.1 Record format determined</p> <p>5.2 Potential client data report listed, updated and documented according to</p>

CU Title	CU Code	CU Descriptor	CU Work Activities	Performance Criteria
			& marketing result  5.1 Record traditional and complementary medicine service sales & marketing result	Standard Operating Procedure (SOP)  5.1 Traditional and complementary medicine service sales & marketing activities recorded 5.2 Traditional and complementary medicine service sales & marketing result recorded 5.3 Traditional and complementary medicine service sales & marketing documentation safely kept

## CURRICULUM of COMPETENCY UNIT (CoCU)

<b>Sub Sector</b>	TRADITIONAL AND COMPLEMENTARY MEDICINE						
<b>Job Area</b>	WIND CUPPING THERAPY						
<b>Competency Unit Title</b>	DRY/WIND CUPPING						
<b>Competency Unit Descriptor</b>	<p>Dry/wind cupping is to apply a plastic cup to the surface of the skin and using a pump, air is removed by suction in accordance with regulatory body requirement, legislation, act and policies. This method draws blood and fluid away from any inflamed area to the surface of the skin. Dry/wind cupping can be performed at any time, on any day, and can be left for 10-15 minutes. Areas of pain and inflammation greatly benefit from cupping as it relieves congestion and allows blood to flow easier. Numerous cups can be applied at any one time although it is extremely important that the therapist is able to observe the cups whilst they are applied to the skin to avoid any blistering occurring. Dry cupping can be repeated daily and can be self-administered on body parts which are accessible to the patient. Cupping should not be performed on areas of skin that have open wounds. Cup tensions can be made light, medium or strong whichever preferable. The personnel who are competent in dry/wind cupping shall be able to carry out dry/wind cupping to meet client's needs.</p>						
<b>Competency Unit ID</b>	MP- 110-3:2011-C01	<b>Level</b>	3	<b>Training Duration</b>	214 Hours	<b>Credit Hours</b>	21.4
<b>Work Activities</b>	<b>Related Knowledge</b>	<b>Applied Skills</b>	<b>Attitude / Safety / Environmental</b>	<b>Training Hours</b>	<b>Delivery Mode</b>	<b>Assessment Criteria</b>	
1. Assess dry/wind cupping requirement	i. Purposes and benefits of dry/wind cupping therapy ii. Types of wind cupping techniques <ul style="list-style-type: none"> <li>• Dry/wind cupping</li> </ul> iii. Foundation of pathophysiology iv. Foundation of dry/wind cupping therapy in Islam v. Foundation of Chinese Medicine such as:- <ul style="list-style-type: none"> <li>• Chinese medicine theory in dry/wind cupping</li> <li>• Pathology in Chinese medicine in dry/wind cupping</li> </ul> vi. Common medical disorder in			6 hours	Lecture	<ul style="list-style-type: none"> <li>• Interpretation of purposes and benefits of wind cupping therapy</li> <li>• Determination of types of wind cupping techniques</li> <li>• Interpretation of human anatomy and physiology</li> <li>• Interpretation of foundation of cupping therapy in Islam</li> <li>• Interpretation of elementary pathology</li> </ul>	

Work Activities	Related Knowledge	Applied Skills	Attitude / Safety / Environmental	Training Hours	Delivery Mode	Assessment Criteria
	<p>community</p> <p>vii. Introduction of nutritious dietary knowledge such as:-</p> <ul style="list-style-type: none"> <li>• Modern nutritious dietary</li> <li>• Oriental nutritious dietary</li> </ul> <p>viii. Basic manipulation of traditional massage</p> <p>ix. Dry/wind cupping indication and contraindication</p> <p>x. Universal precaution and Personal Protective Equipment required</p>					<ul style="list-style-type: none"> <li>• Determination of common medical disorder in community</li> <li>• Interpretation of nutritious dietary</li> <li>• Determination of basic manipulation of traditional massage</li> <li>• Determination of universal precaution and Personal Protective Equipment required</li> </ul>
		<p>i. Interpret purposes and benefits of wind cupping therapy</p> <p>ii. Determine types of wind cupping techniques</p> <p>iii. Interpret pathophysiology</p> <p>iv. Interpret foundation of cupping therapy in Islam</p> <p>v. Interpret foundation of Chinese Medicine</p> <p>vi. Determine common medical disorder in community</p> <p>vii. Interpret nutritious dietary</p> <p>viii. Determine basic manipulation of traditional massage</p> <p>ix. Determine universal precaution and Personal Protective Equipment required</p>		15 hours	Demonstration & Observation	

Work Activities	Related Knowledge	Applied Skills	Attitude / Safety / Environmental	Training Hours	Delivery Mode	Assessment Criteria
			<u>Attitude:</u> i. Careful when interpreting dry/wind cupping requirement ii. Meticulous when interpreting dry/wind cupping requirement  <u>Safety:</u> i. Follow Standard Operating Procedure when interpreting dry/wind cupping requirement			
2. Prepare dry/wind cupping work place	i. Client's main complaint, medical history and consultation result documentation ii. Supervisor's instruction iii. Types of cupping technique such as:- <ul style="list-style-type: none"> <li>• Vacuum</li> <li>• Fire (not to be used with plastic cup)</li> </ul> iv. Size of cup v. Types of cup's materials such as:- <ul style="list-style-type: none"> <li>• Glass</li> <li>• Plastic</li> </ul> vi. Treatment area such as: <ul style="list-style-type: none"> <li>• Shoulder</li> <li>• Neck</li> </ul>			13 hours	Lecture	<ul style="list-style-type: none"> <li>• Assessment of client's medical history, client's main complaint and consultation result</li> <li>• Confirmation of cupping technique to be used</li> <li>• Selection of size of cup</li> <li>• Selection of materials of cup</li> <li>• Confirmation of treatment area</li> <li>• Selection of sterilization method</li> <li>• Setting work place for dry/wind cupping</li> </ul>



Work Activities	Related Knowledge	Applied Skills	Attitude / Safety / Environmental	Training Hours	Delivery Mode	Assessment Criteria
	<ul style="list-style-type: none"> <li>• Face</li> <li>• Lower back/waist</li> <li>• Upper back</li> <li>• Fore arm</li> <li>• Leg</li> <li>• Abdomen</li> </ul> vii. Types of sterilization method viii. Work place for dry/wind cupping therapy					therapy <ul style="list-style-type: none"> <li>• Selection of cupping tools to be sterilized</li> </ul>
		i. Assess client's medical history, client's main complaint and consultation result ii. Refer to supervisor's instruction iii. Confirm cupping technique to be used iv. Select size of cup v. Select materials of cup vi. Confirm treatment area vii. Select sterilization method viii. Select cupping tools to be sterilized ix. Set work place for dry/wind cupping therapy x. Set cupping tools	<u>Attitude:</u> i. Careful when prepare dry/wind cupping work place	30 hours	Demonstration & Observation	

Work Activities	Related Knowledge	Applied Skills	Attitude / Safety / Environmental	Training Hours	Delivery Mode	Assessment Criteria
			ii. Meticulous when prepare dry/wind cupping workplace iii. Be polite with client at all time iv. Apply hospitality and courtesy  <u>Safety:</u> i. Follow Standard Operating Procedure when prepare dry/wind cupping work place			
3. Prepare client for dry/wind cupping	i. Treatment method ii. Client's condition and comfort iii. Cupping bodypositioning suitability such as:- <ul style="list-style-type: none"> <li>• Sitting</li> <li>• Supine position</li> <li>• Prone position</li> <li>• Recovery position</li> </ul> iv. Body area to be sterilized			13 hours	Lecture	<ul style="list-style-type: none"> <li>• Confirmation of client's condition &amp; comfort</li> <li>• Confirmation of client's suitable body positioning</li> <li>• Confirmation of practitioner's working position suitability</li> </ul>
		i. Refer to treatment area ii. Refer to treatment method iii. Confirm client's condition & comfort iv. Confirm client's suitable body positioning v. Confirm practitioner's working position suitability		30 hours	Demonstration & Observation	<ul style="list-style-type: none"> <li>• Determination of sterilization method</li> <li>• Determination of body area to be sterilized</li> <li>• Selection of appropriate cup</li> </ul>

Work Activities	Related Knowledge	Applied Skills	Attitude / Safety / Environmental	Training Hours	Delivery Mode	Assessment Criteria
		vi. Determine sterilization method vii. Determine body area to be sterilized viii. Select appropriate cup	<u>Attitude:</u> i. Careful when preparing client for dry/wind cupping ii. Meticulous when preparing client for dry/wind cupping iii. Be polite with client at all time iv. Apply hospitality and courtesy  <u>Safety:</u> i. Follow Standard Operating Procedure when preparing client for dry/wind cupping			
4. Carry out dry/wind cupping	i. Sterilization technique ii. Method to check client's pain tolerance <ul style="list-style-type: none"> <li>• Observation</li> <li>• Palpation</li> </ul> iii. Method of applying and removing cups iv. Observation of client's skin condition (side effect) <ul style="list-style-type: none"> <li>• Changes of skin colour</li> </ul>			26 hours	Lecture	<ul style="list-style-type: none"> <li>• Application of sterilization technique</li> <li>• Application of massage technique</li> <li>• Application of cupping method</li> <li>• Checking client's skin condition and pain tolerance</li> </ul>

Work Activities	Related Knowledge	Applied Skills	Attitude / Safety / Environmental	Training Hours	Delivery Mode	Assessment Criteria
	<ul style="list-style-type: none"> <li>• Blister</li> <li>• Rashes</li> <li>• Bruises</li> </ul> v. Massage techniques vi. Purpose of applying warm towel vii. Cupping mark colours occurred after treatment such as:- <ul style="list-style-type: none"> <li>• Purple</li> <li>• Reddish</li> <li>• Black</li> <li>• Blue black</li> </ul> viii. Client's general health ix. Client's aftercare					<ul style="list-style-type: none"> <li>• Removal of cup</li> <li>• Determination of sterilization method</li> <li>• Application of warm towel on treatment area</li> <li>• Massaging superficial slowly using warm towel</li> <li>• Providing plain warm water (if applicable)</li> <li>• Assessment of cupping marks</li> <li>• Assessment of cupping mark colours</li> </ul>
		i. Apply sterilization technique ii. Refer to client's body condition iii. Apply massage technique iv. Apply cupping method v. Check client's skin condition and pain tolerance vi. Remove cup vii. Determine sterilization method viii. Ensure body area to be sterilized ix. Ensure cupping tools to be sterilized x. Apply sterilization method		60 hours	Demonstration & Observation	<ul style="list-style-type: none"> <li>• Checking client's general health</li> <li>• Providing client's aftercare</li> </ul>

Work Activities	Related Knowledge	Applied Skills	Attitude / Safety / Environmental	Training Hours	Delivery Mode	Assessment Criteria
		xi. Apply warm towel on treatment area xii. Massage superficials slowly using warm towel xiii. Provide plain warm water (if applicable) xiv. Assess cupping marks xv. Assess cupping mark colours xvi. Check client's general health xvii. Provide client's aftercare	<u>Attitude:</u> i. Careful when carrying out dry/wind cupping ii. Meticulous when carrying out dry/wind cupping iii. Be polite with client at all time iv. Apply hospitality and courtesy  <u>Safety:</u> ii. Follow Standard Operating Procedure when carrying out dry/wind cupping			
5. Record dry/wind	i. Dry/wind cupping activity			6 hours	Lecture	• Recording dry/wind

Work Activities	Related Knowledge	Applied Skills	Attitude / Safety / Environmental	Training Hours	Delivery Mode	Assessment Criteria
cupping activities result	ii. Dry/wind cupping evaluation result iii. Dry/wind cupping documentation safekeeping					cupping activity <ul style="list-style-type: none"> <li>Recording dry/wind cupping evaluation result</li> <li>Updating dry/wind cupping documentation</li> </ul>
		i. Record dry/wind cupping activity ii. Record dry/wind cupping evaluation result iii. Update dry/wind cupping documentation iv. Apply dry/wind cupping documentation safekeeping	<p><u>Attitude:</u></p> i. Careful when recording dry/wind cupping result ii. Meticulous when recording dry/wind cupping result iii. Keep the documents neat and tidy	15 hours	Demonstration & Observation	<ul style="list-style-type: none"> <li>Application of dry/wind cupping documentation safekeeping</li> </ul>
			<p><u>Safety:</u></p> i. Follow Standard Operating Procedure when recording dry/wind cupping result			

## Employability Skills

Core Abilities	Social Skills
<p>01.07 Utilize database applications to locate and process information.</p> <p>01.08 Utilize spreadsheets applications to locate and process information.</p> <p>01.09 Utilize business graphic application to process information.</p> <p>01.10 Apply a variety of mathematical techniques.</p> <p>01.11 Apply thinking skills and creativity.</p> <p>02.09 Prepare flowcharts.</p> <p>02.10 Prepare reports and instructions.</p> <p>02.11 Convey information and ideas to people.</p> <p>03.09 Manage and improve performance of individuals.</p> <p>03.10 Provide consultations and counselling.</p> <p>03.11 Monitor and evaluate performance of human resources.</p> <p>03.13 Develop and maintain team harmony and resolve conflicts.</p> <p>03.14 Facilitate and coordinate teams and ideas.</p> <p>03.15 Liaise to achieve identified outcomes.</p> <p>03.16 Identify and assess client/customer needs.</p> <p>04.06 Allocate work.</p> <p>04.07 Negotiate acceptance and support for objectives and strategies.</p> <p>05.01 Implement project/work plans.</p> <p>05.02 Inspect and monitor work done and/or in progress.</p>	<ol style="list-style-type: none"> <li>1. Communication skills</li> <li>2. Conceptual skills</li> <li>3. Interpersonal skills</li> <li>4. Multitasking and prioritizing</li> <li>5. Self-discipline</li> <li>6. Teamwork</li> <li>7. Professional ethics</li> </ol>

### Tools, Equipment and Materials (TEM)

ITEMS	RATIO (TEM : Trainees)
1. Vacuum cupping set	1. 1:1
2. Glass cupping set	2. 1:1
3. Bamboo cupping set	3. 1:1
4. Towel	4. 1:1
5. Fire cupping tool kit	5. 1:1

### References

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## CURRICULUM of COMPETENCY UNIT (CoCU)

<b>Sub Sector</b>	TRADITIONAL AND COMPLEMENTARY MEDICINE						
<b>Job Area</b>	WIND CUPPING THERAPY						
<b>Competency Unit Title</b>	SLIDING/MASSAGE CUPPING						
<b>Competency Unit Descriptor</b>	<p>Sliding/massage cupping is performed using a generous amount of oil, (black seed, olive, etc), applied to the area to be massaged, (usually the back) in accordance with regulatory body requirement, legislation, act and policies. The cup is then placed onto the skin using a light tension. The cup can then be moved over the skin with a sliding/massage motion, in circular movements. Sliding/massage cupping can be performed at any time, on any day and for however long the patient desires. It does not require the patient to have an empty stomach. The cup used for massage can be kept for future uses by the same patient. It stimulates the skin by increasing circulation to promote a smooth appearance and healthy glow. The increased local blood supply to the muscles and skin will bring nourishment and allow for toxins to be carried away via the veins. The benefits of Sliding/massage cupping include; deep tissue work and release without discomfort, moves stagnation and drains fluids, relieves inflammation, nervous system sedation, breaks up and expels congestion, stretches muscle and connective tissues, loosens adhesions, pulls blood supply to the skin, and dispels wind, damp and cold to treat muscle and joint pain, stiffness, and arthritis. Today, varied techniques using sliding/moving glass cups greatly enhance many spa/body treatments and massage modalities. This ancient method has been adapted for modern use and intensifies the therapeutic aspects of current treatments. The personnel who are competent in sliding/massage cupping shall be able to carry out sliding/massage cupping to meet client's needs</p>						
<b>Competency Unit ID</b>	MP- 110-3:2011-C02	<b>Level</b>	3	<b>Training Duration</b>	214 Hours	<b>Credit Hours</b>	21.4
<b>Work Activities</b>	<b>Related Knowledge</b>	<b>Applied Skills</b>	<b>Attitude / Safety / Environmental</b>	<b>Training Hours</b>	<b>Delivery Mode</b>	<b>Assessment Criteria</b>	
1. Assess sliding/massage cupping requirement	i. Purposes and benefits of sliding/massage cupping therapy ii. Types of windcupping techniques <ul style="list-style-type: none"> <li>• Sliding/massage cupping</li> </ul> iii. Foundation of pathos physiology iv. Foundation of sliding/massage cupping therapy in Islam v. Foundation of Chinese Medicine such as:- <ul style="list-style-type: none"> <li>• Chinese medicine theory</li> </ul>			6 hours	Lecture	<ul style="list-style-type: none"> <li>• Interpretation of purposes and benefits of wind cupping therapy</li> <li>• Determination of types of wind cupping techniques</li> <li>• Interpretation of pathos physiology</li> <li>• Interpretation of foundation of cupping therapy in Islam</li> </ul>	

Work Activities	Related Knowledge	Applied Skills	Attitude / Safety / Environmental	Training Hours	Delivery Mode	Assessment Criteria
	<p>in sliding/massage cupping</p> <ul style="list-style-type: none"> <li>• Pathology in Chinese medicine in sliding/massage cupping</li> </ul> <p>vi. Common medical disorder in community</p> <p>vii. Introduction of nutritious dietary knowledge such as:-</p> <ul style="list-style-type: none"> <li>• Modern nutritious dietary</li> <li>• Oriental nutritious dietary</li> </ul> <p>viii. Basic manipulation of traditional massage</p> <p>ix. Sliding/massage cupping indication and contraindication</p> <p>x. Universal precaution and Personal Protective Equipment required</p>					<ul style="list-style-type: none"> <li>• Interpretation of foundation of Chinese Medicine</li> <li>• Determination of common medical disorder in community</li> <li>• Interpretation of nutritious dietary</li> <li>• Determination of basic manipulation of traditional massage</li> <li>• Determination of universal precaution and Personal Protective Equipment required</li> </ul>
		<p>i. Interpret purposes and benefits of wind cupping therapy</p> <p>ii. Determine types of wind cupping techniques</p> <p>iii. Interpret pathophysiology</p> <p>iv. Interpret foundation of cupping therapy in Islam</p> <p>v. Interpret foundation of Chinese Medicine</p> <p>vi. Determine common medical disorder in community</p> <p>vii. Interpret nutritious dietary</p> <p>viii. Determine basic manipulation of traditional</p>		15 hours	Demonstration & Observation	

Work Activities	Related Knowledge	Applied Skills	Attitude / Safety / Environmental	Training Hours	Delivery Mode	Assessment Criteria
		massage ix. Determine universal precaution and Personal Protective Equipment required	<u>Attitude:</u> i. Careful when assessing sliding/massage cupping requirement ii. Meticulous when assessing sliding/massage cupping requirement  <u>Safety:</u> i. Follow Standard Operating Procedure (SOP) when assessing sliding/massage cupping requirement			
2. Prepare sliding/massage cupping work place	i. Client's main complaint, medical history and consultation result documentation ii. Supervisor's instruction iii. Types of cupping technique such as:- <ul style="list-style-type: none"> <li>• Vacuum</li> <li>• Fire (not to be used with plastic cup)</li> </ul>			13 hours	Lecture	<ul style="list-style-type: none"> <li>• Assessment of client's medical history, client's main complaint and consultation result</li> <li>• Confirmation of cupping technique to be used</li> <li>• Selection of size of cup</li> </ul>

Work Activities	Related Knowledge	Applied Skills	Attitude / Safety / Environmental	Training Hours	Delivery Mode	Assessment Criteria
	iv. Size of cup v. Types of cup's materials such as:- <ul style="list-style-type: none"> <li>• Glass</li> <li>• Plastic</li> </ul> vi. Treatment area such as: <ul style="list-style-type: none"> <li>• Shoulder</li> <li>• Neck</li> <li>• Face</li> <li>• Lower back/waist</li> <li>• Upper back</li> <li>• Fore arm</li> <li>• Leg</li> <li>• Abdomen</li> </ul> vii. Types of sterilization method viii. Work place for sliding/massage cupping therapy					<ul style="list-style-type: none"> <li>• Selection of materials of cup</li> <li>• Confirmation of treatment area</li> <li>• Selection of sterilization method</li> <li>• Selection of cupping tools to be sterilized</li> <li>• Setting work place for assessing cupping therapy</li> <li>• Setting cupping tools</li> </ul>
		i. Assess client's medical history, client's main complaint and consultation result ii. Refer to supervisor's instruction iii. Confirm cupping technique to be used iv. Select size of cup v. Select materials of cup vi. Confirm treatment area vii. Select sterilization method viii. Select cupping tools to be sterilized		30 hours	Demonstration & Observation	

Work Activities	Related Knowledge	Applied Skills	Attitude / Safety / Environmental	Training Hours	Delivery Mode	Assessment Criteria
		ix. Set work place for assessing cuppingtherapy x. Set cupping tools	<u>Attitude:</u> i. Careful when preparing sliding/massage cupping work place ii. Meticulous when preparing sliding/massage cupping work place iii. Be polite with clientat all time iv. Apply hospitalityand courtesy  <u>Safety:</u> i. Follow Standard Operating Procedure (SOP) when preparing sliding/massage cupping work place			
3. Prepare client for sliding/massage cupping	i. Treatment method ii. Client's condition and comfort iii. Cupping bodypositioning suitability such as:- <ul style="list-style-type: none"> <li>• Sitting</li> <li>• Supine position</li> <li>• Prone position</li> <li>• Recovery position</li> </ul>			13 hours	Lecture	<ul style="list-style-type: none"> <li>• Confirmation of client's condition &amp; comfort</li> <li>• Confirmation of client's suitable body positioning</li> <li>• Confirmation of practitioner's</li> </ul>

Work Activities	Related Knowledge	Applied Skills	Attitude / Safety / Environmental	Training Hours	Delivery Mode	Assessment Criteria
	iv. Body area to be sterilized	i. Refer to treatment area ii. Refer to treatment method iii. Confirm client's condition & comfort iv. Confirm client's suitable body positioning v. Confirm practitioner's working position suitability vi. Determine sterilization method vii. Determine body area to be sterilized viii. Select appropriate cup	<p><u>Attitude:</u></p> i. Careful when preparing client for sliding/massage cupping ii. Meticulous when preparing client for sliding/massage cupping iii. Be polite with client at all time iv. Apply hospitality and courtesy	30 hours	Demonstration & Observation	working position suitability <ul style="list-style-type: none"> <li>• Determination of sterilization method</li> <li>• Determination of body area to be sterilized</li> <li>• Selection of appropriate cup</li> </ul>
			<p><u>Safety:</u></p> i. Follow Standard			

Work Activities	Related Knowledge	Applied Skills	Attitude / Safety / Environmental	Training Hours	Delivery Mode	Assessment Criteria
			Operating Procedure (SOP) when preparing client for sliding/massage cupping			
4. Carry out sliding/massage cupping	i. Types of lubricant such as:- <ul style="list-style-type: none"> <li>• Oilment</li> <li>• Petroleum jelly</li> </ul> ii. Client's skin condition (notto be treated) such as:- <ul style="list-style-type: none"> <li>• Too many pimple</li> <li>• Sensitive skin</li> </ul> iii. Sliding/massage cupping technique           iv. Method to check client's pain tolerance such as:- <ul style="list-style-type: none"> <li>• Observation</li> <li>• Palpation</li> </ul> v. Method of applying and removing cups           vi. Observation of client's skin condition (side effect) <ul style="list-style-type: none"> <li>• Changes of skin colour</li> <li>• Blister</li> <li>• Rashes</li> <li>• Bruises</li> </ul> vii. Massage technique           viii. Purpose of applying warm towel           ix. Cupping mark colours occurred after treatments such as:-			26 hours	Lecture	<ul style="list-style-type: none"> <li>• Application of sterilization technique</li> <li>• Application of lubricant to the treatment area</li> <li>• Application of sliding/massage cupping technique for according to muscular system</li> <li>• Lubricate treatment area when necessary</li> <li>• Checking client's skin condition</li> <li>• Checking level of pain tolerance</li> <li>• Removal of cup</li> <li>• Determination of sterilization method</li> <li>• Application of sterilization method</li> <li>• Wiping off lubricant from client's body using clean towel</li> <li>• Application of warm</li> </ul>

Work Activities	Related Knowledge	Applied Skills	Attitude / Safety / Environmental	Training Hours	Delivery Mode	Assessment Criteria
	<ul style="list-style-type: none"> <li>• Purple</li> <li>• Reddish</li> <li>• Black</li> <li>• Blue black</li> </ul> x. Client' general health xi. Client's aftercare					towel on treatment area <ul style="list-style-type: none"> <li>• Massaging superficial slowly using warm towel</li> <li>• Providing plain warm water (if applicable)</li> </ul>
		i. Apply sterilization technique ii. Refer to client's body condition iii. Apply massage technique iv. Apply lubricant to the treatment area v. Apply sliding/massage cupping technique according to muscular system vi. Lubricate treatment area when necessary vii. Check client's skin condition viii. Check level of pain tolerance ix. Remove cup x. Determine sterilization method xi. Ensure body area to be sterilized xii. Ensure cupping tools to be sterilized xiii. Apply sterilization method xiv. Wipe off lubricant from		60 hours	Demonstration & Observation	<ul style="list-style-type: none"> <li>• Assessment of cupping marks</li> <li>• Assessment of cupping mark colours</li> <li>• Checking client's general health</li> <li>• Explanation of client's aftercare</li> </ul>



Work Activities	Related Knowledge	Applied Skills	Attitude / Safety / Environmental	Training Hours	Delivery Mode	Assessment Criteria
		<p>client's body using clean towel</p> <p>xv. Apply warm towel on treatment area</p> <p>xvi. Massage superficials slowly using warm towel</p> <p>xvii. Provide plain warm water (if applicable)</p> <p>xviii. Assess cupping marks</p> <p>xix. Assess cupping mark colours</p> <p>xx. Check client's general health</p> <p>xxi. Explain client's aftercare</p>	<p><u>Attitude:</u></p> <p>i. Careful when carry out sliding/massage cupping</p> <p>ii. Meticulous when carry out sliding/massage cupping</p> <p>iii. Be polite with client at all time</p> <p>iv. Apply hospitality and courtesy</p> <p><u>Safety:</u></p> <p>i. Follow Standard Operating Procedure (SOP) when carry out</p>			

Work Activities	Related Knowledge	Applied Skills	Attitude / Safety / Environmental	Training Hours	Delivery Mode	Assessment Criteria
			sliding/massage cupping			
5. Record sliding/massage cupping activities result	i. Sliding/massage cupping activity ii. Sliding/massage cupping evaluation result iii. Sliding/massage cupping documentation safekeeping			6 hours	Lecture	<ul style="list-style-type: none"> <li>Recording sliding/massage cupping activity</li> <li>Recording sliding/massage cupping evaluation result</li> <li>Updating sliding/massage cupping documentation</li> <li>Application of sliding/massage cupping documentation safekeeping</li> </ul>
		i. Record sliding/massage cupping activity ii. Record sliding/massage cupping evaluation result iii. Update sliding/massage cupping documentation iv. Apply sliding/massage cupping documentation safekeeping	<p><u>Attitude:</u></p> i. Careful when recording sliding/massage cupping activities result ii. Meticulous when recording sliding/massage cupping activities result iii. Keep the documents neat and tidy	15 hours	Demonstration & Observation	

Work Activities	Related Knowledge	Applied Skills	Attitude / Safety / Environmental	Training Hours	Delivery Mode	Assessment Criteria
			<u>Safety:</u> i. Follow Standard Operating Procedure (SOP) when recording sliding/massage cupping activities result			

## Employability Skills

Core Abilities	Social Skills
<p>01.07 Utilize database applications to locate and process information.</p> <p>01.08 Utilize spreadsheets applications to locate and process information.</p> <p>01.09 Utilize business graphic application to process information.</p> <p>01.10 Apply a variety of mathematical techniques.</p> <p>01.11 Apply thinking skills and creativity.</p> <p>02.09 Prepare flowcharts.</p> <p>02.10 Prepare reports and instructions.</p> <p>02.11 Convey information and ideas to people.</p> <p>03.09 Manage and improve performance of individuals.</p> <p>03.10 Provide consultations and counselling.</p> <p>03.11 Monitor and evaluate performance of human resources.</p> <p>03.13 Develop and maintain team harmony and resolve conflicts.</p> <p>03.14 Facilitate and coordinate teams and ideas.</p> <p>03.15 Liaise to achieve identified outcomes.</p> <p>03.16 Identify and assess client/customer needs.</p> <p>04.06 Allocate work.</p> <p>04.07 Negotiate acceptance and support for objectives and strategies.</p> <p>05.01 Implement project/work plans.</p> <p>05.02 Inspect and monitor work done and/or in progress.</p>	<ol style="list-style-type: none"> <li>1. Communication skills</li> <li>2. Conceptual skills</li> <li>3. Interpersonal skills</li> <li>4. Multitasking and prioritizing</li> <li>5. Self-discipline</li> <li>6. Teamwork</li> <li>7. Professional ethics</li> </ol>

### Tools, Equipment and Materials (TEM)

ITEMS	RATIO (TEM : Trainees)
1. Vacuum Cupping set 2. Glass cupping set 3. Bamboo cupping set 4. Towel 5. Fire cupping tool kit 6. Petroleum jelly/ lubricant 7. Tissue	1:1 1:1 1:1 1:1 1:1 As required As required

### References

REFERENCES
1. Dr. Helena Abdullah, Utusan Publications & Distributors Sdn Bhd, (1995) Innovative Bekam, A Modern Science of Healing ISBN 967-61-0502-3 2. Keith Stewart Thompson, Lewis (1936) Elementary Pathology; An Introduction To The Process Of Disease 3. Ilkay Zihni Chirali, Churchill Livingstone/Elsevier, (2007) Traditional Chinese Medicine: Cupping Therapy (2 <sup>nd</sup> edition) 4. Helen McGuinness, Oxford University Press, (2010) Anatomy & Physiology: Therapy Basics (4 <sup>st</sup> Edition) ISBN 1444109235 5. Nicholas A. Boon, Sir Stanley Davidson, Churchill Livingstone, (2008) Davidson's Principles and Practice of Medicine (19 <sup>th</sup> Edition) 6. Barbara Krumhardt (Ph. D), I. Edward Alcamo (Ph. D), Barrons Educational Series Inc. (2010) EZ Anatomy and Physiology, 3rd Edition (Barron's E-Z Series) 7. Zhou Zhong Ying, China Press of Traditional Chinese Medicine/Beijing, (2003) Diseases of Internal Organ of Chinese Medicine

## CURRICULUM of COMPETENCY UNIT (CoCU)

<b>Sub Sector</b>	TRADITIONAL AND COMPLEMENTARY MEDICINE						
<b>Job Area</b>	WIND CUPPING THERAPY						
<b>Competency Unit Title</b>	PULL/FLASH CUPPING						
<b>Competency Unit Descriptor</b>	<p>Pull/flash cupping is to provide pull/flash cupping in accordance with regulatory body requirement, legislation, act and policies. Four to six cups may be applied and then removed cyclically in a technique called "pull/flash cupping". These methods are used most commonly in Chinese Medicine. Pull/flash cupping is often used on both adults and children in the home to relieve cough and colds, along with certain asthmatic conditions. Another effective application of the pull/flash cupping technique is in the treatment of cellulite (slimming). This is the more common use for pull/flash cupping and other healthcare practitioners. A favourite use of the cups is on the broad or small area of the part of the body. This is wonderfully effective as an addition to a pull/flash cupping technique. The action on improve the nervous system is sedating, and people will often descend into a profound state of relaxation. Larger cups are used on the back, and a strong vacuum will mimic the rolling action of deep tissue without the discomfort. The personnel who are competent in pull/flash cupping shall be able to carry out pull/flash cupping to meet client's needs.</p>						
<b>Competency Unit ID</b>	MP- 110-3:2011-C03	<b>Level</b>	3	<b>Training Duration</b>	214 Hours	<b>Credit Hours</b>	21.4
<b>Work Activities</b>	<b>Related Knowledge</b>	<b>Applied Skills</b>	<b>Attitude / Safety / Environmental</b>	<b>Training Hours</b>	<b>Delivery Mode</b>	<b>Assessment Criteria</b>	
1. Assess pull/flash cupping requirement	i. Purposes and benefits of pull/flash cupping therapy ii. Types of wind cupping techniques <ul style="list-style-type: none"> <li>• Pull/flash cupping</li> </ul> iii. Foundation of pathos physiology iv. Foundation of pull/flash cupping therapy in Islam v. Foundation of Chinese Medicine such as:- <ul style="list-style-type: none"> <li>• Chinese medicine theory in pull/flash cupping</li> <li>• Pathology in Chinese medicine in pull/flash cupping</li> </ul>			6 hours	Lecture	<ul style="list-style-type: none"> <li>• Interpretation of purposes and benefits of wind cupping therapy</li> <li>• Determination of types of wind cupping techniques</li> <li>• Interpretation of pathos physiology</li> <li>• Interpretation of foundation of cupping therapy in Islam</li> <li>• Interpretation of foundation of Chinese Medicine</li> </ul>	

Work Activities	Related Knowledge	Applied Skills	Attitude / Safety / Environmental	Training Hours	Delivery Mode	Assessment Criteria
	vi. Common medical disorder in community vii. Introduction of nutritious dietary knowledge such as:- <ul style="list-style-type: none"> <li>• Modern nutritious dietary</li> <li>• Oriental nutritious dietary</li> </ul> viii. Basic manipulation of traditional massage ix. Pull/flash cupping indication and contraindication x. Universal precaution and Personal Protective Equipment required					<ul style="list-style-type: none"> <li>• Determination of common medical disorder in community</li> <li>• Interpretation of nutritious dietary</li> <li>• Determination of basic manipulation of traditional massage</li> <li>• Determination of universal precaution and Personal Protective Equipment required</li> </ul>
		i. Interpret purposes and benefits of wind cupping therapy ii. Determine types of wind cupping techniques iii. Interpret pathophysiology iv. Interpret foundation of cupping therapy in Islam v. Interpret foundation of Chinese Medicine vi. Determine common medical disorder in community vii. Interpret nutritious dietary viii. Determine basic manipulation of traditional massage ix. Determine universal precaution and Personal Protective Equipment required		15 hours	Demonstration & Observation	

Work Activities	Related Knowledge	Applied Skills	Attitude / Safety / Environmental	Training Hours	Delivery Mode	Assessment Criteria
			<p><u>Attitude:</u></p> <ol style="list-style-type: none"> <li>i. Careful when assessing pull/flash cupping requirement</li> <li>ii. Meticulous when assessing pull/flash cupping requirement</li> </ol> <p><u>Safety:</u></p> <ol style="list-style-type: none"> <li>i. Follow Standard Operating Procedure (SOP) when assessing pull/flash cupping requirement</li> </ol>			
2. Prepare pull/flash cupping work place	<ol style="list-style-type: none"> <li>i. Client's main complaint, medical history and consultation result documentation</li> <li>ii. Supervisor's instruction</li> <li>iii. Types of cupping technique such as:- <ul style="list-style-type: none"> <li>• Vacuum</li> <li>• Fire (not to be used with plastic cup)</li> </ul> </li> <li>iv. Size of cup</li> <li>v. Types of cup's materials such as:- <ul style="list-style-type: none"> <li>• Glass</li> <li>• Plastic</li> </ul> </li> <li>vi. Treatment area such as:</li> </ol>			13 hours	Lecture	<ul style="list-style-type: none"> <li>• Assessment of client's medical history, client's main complaint and consultation result</li> <li>• Confirmation of cupping technique to be used</li> <li>• Selection of size of cup</li> <li>• Selection of materials of cup</li> <li>• Confirmation of treatment area</li> <li>• Selection of sterilization method</li> </ul>



Work Activities	Related Knowledge	Applied Skills	Attitude / Safety / Environmental	Training Hours	Delivery Mode	Assessment Criteria
	<ul style="list-style-type: none"> <li>• Shoulder</li> <li>• Neck</li> <li>• Face</li> <li>• Lower back/waist</li> <li>• Upper back</li> <li>• Fore arm</li> <li>• Leg</li> <li>• Abdomen</li> </ul> <p>vii. Types of sterilization method viii. Work place for pull/flash cupping therapy</p>					<ul style="list-style-type: none"> <li>• Selection of cupping tools to be sterilized</li> <li>• Setting work place for assessing cupping therapy</li> <li>• Setting cupping tools</li> </ul>
		<ol style="list-style-type: none"> <li>i. Assess client's medical history, client's main complaint and consultation result</li> <li>ii. Refer to supervisor's instruction</li> <li>iii. Confirm cupping technique to be used</li> <li>iv. Select size of cup</li> <li>v. Select materials of cup</li> <li>vi. Confirm treatment area</li> <li>vii. Select sterilization method</li> <li>viii. Select cupping tools to be sterilized</li> <li>ix. Set work place for assessing cupping therapy</li> <li>x. Set cupping tools</li> </ol>	<p><u>Attitude:</u> i. Careful when</p>	30 hours	Demonstration & Observation	

Work Activities	Related Knowledge	Applied Skills	Attitude / Safety / Environmental	Training Hours	Delivery Mode	Assessment Criteria
			preparing pull/flash cupping work place ii. Meticulous when preparing pull/flash cupping workplace iii. Be polite with client at all time iv. Apply hospitality and courtesy  <u>Safety:</u> i. Follow Standard Operating Procedure (SOP) when preparing pull/flash cupping work place			
3. Prepare client for pull/flash cupping	i. Treatment method ii. Client's condition and comfort iii. Cupping bodypositioning suitability such as:- <ul style="list-style-type: none"> <li>• Sitting</li> <li>• Supine position</li> <li>• Prone position</li> <li>• Recovery position</li> </ul> iv. Body area to be sterilized			13 hours	Lecture	<ul style="list-style-type: none"> <li>• Confirmation of client's condition &amp; comfort</li> <li>• Confirmation of client's suitable body positioning</li> <li>• Confirmation of practitioner's working position suitability</li> </ul>
		i. Refer to treatment area ii. Refer to treatment method iii. Confirm client's condition & comfort iv. Confirm client's suitable body positioning		30 hours	Demonstration & Observation	<ul style="list-style-type: none"> <li>• Determination of sterilization method</li> <li>• Determination of body area to be sterilized</li> <li>• Selection of appropriate cup</li> </ul>

Work Activities	Related Knowledge	Applied Skills	Attitude / Safety / Environmental	Training Hours	Delivery Mode	Assessment Criteria
		v. Confirm practitioner's working positions suitability vi. Determine sterilization method vii. Determine body area to be sterilized viii. Select appropriate cup	<u>Attitude:</u> i. Careful when preparing client for pull/flash cupping ii. Meticulous when preparing client for pull/flash cupping iii. Be polite with client at all time iv. Apply hospitality and courtesy  <u>Safety:</u> i. Follow Standard Operating Procedure (SOP) when preparing client for pull/flash cupping			
4. Carry out pull/flash cupping	i. Fire cupping technique ii. Pull/flash cupping technique iii. Method to check client's pain tolerance <ul style="list-style-type: none"> <li>• Observation</li> </ul>			26 hours	Lecture	<ul style="list-style-type: none"> <li>• Application of sterilization technique</li> <li>• Application of pull/flash cupping</li> </ul>

Work Activities	Related Knowledge	Applied Skills	Attitude / Safety / Environmental	Training Hours	Delivery Mode	Assessment Criteria
	<ul style="list-style-type: none"> <li>• Palpation</li> </ul> iv. Method of applying and removing cups v. Client's skin condition <ul style="list-style-type: none"> <li>• Changes of skin colour</li> <li>• Blister</li> <li>• Rashes</li> <li>• Bruises</li> </ul> vi. Massage technique vii. Purpose of applying warm towel viii. Cupping mark colours occurred after treatment such as:- <ul style="list-style-type: none"> <li>• Purple</li> <li>• Reddish</li> <li>• Black</li> <li>• Blue black</li> </ul> ix. Client's general health x. Client's aftercare					method <ul style="list-style-type: none"> <li>• Checking client's skin condition and pain tolerance</li> <li>• Removal of cup</li> <li>• Determination of sterilization method</li> <li>• Application of sterilization method</li> <li>• Application of warm towel on treatment area</li> <li>• Massaging superficial slowly using warm towel</li> <li>• Providing plain warm water (if applicable)</li> <li>• Assessment of cupping marks</li> <li>• Assessment of cupping mark colours</li> </ul>
		i. Apply sterilization technique ii. Refer to client's body condition iii. Apply massage technique iv. Apply pull/flash cupping method v. Check client's skin condition and pain tolerance vi. Remove cup vii. Determine sterilization		60 hours	Demonstration & Observation	<ul style="list-style-type: none"> <li>• Checking client's general health</li> <li>• Explanation of client's aftercare</li> </ul>

Work Activities	Related Knowledge	Applied Skills	Attitude / Safety / Environmental	Training Hours	Delivery Mode	Assessment Criteria
		<p>method</p> <p>viii. Ensure body area to be sterilized</p> <p>ix. Ensure cupping tools to be sterilized</p> <p>x. Apply sterilization method</p> <p>xi. Apply warm towel on treatment area</p> <p>xii. Massage superficially slowly using warm towel</p> <p>xiii. Provide plain warm water (if applicable)</p> <p>xiv. Assess cupping marks</p> <p>xv. Assess cupping mark colours</p> <p>xvi. Check client's general health</p> <p>xvii. Explain client's aftercare</p>	<p><u>Attitude:</u></p> <p>i. Careful when carry out pull/flash cupping</p> <p>ii. Meticulous when carry out pull/flash cupping</p> <p>iii. Be polite with client at all time</p> <p>iv. Apply hospitality and courtesy</p> <p><u>Safety:</u></p> <p>i. Follow Standard Operating Procedure</p>			

Work Activities	Related Knowledge	Applied Skills	Attitude / Safety / Environmental	Training Hours	Delivery Mode	Assessment Criteria
			(SOP) when carry out pull/flash cupping			
5. Record pull/flash cupping activities result	i. Pull/flash cupping activity ii. Pull/flash cupping evaluation result iii. Pull/flash cupping documentation safekeeping			6 hours	Lecture	<ul style="list-style-type: none"> <li>Recording sliding/massage cupping activity</li> <li>Recording sliding/massage cupping evaluation result</li> </ul>
		i. Record pull/flash cupping activity ii. Record pull/flash cupping evaluation result iii. Update pull/flash cupping documentation iv. Apply pull/flash cupping documentation safekeeping	<p><u>Attitude:</u></p> <ul style="list-style-type: none"> <li>i. Careful when recording pull/flash cupping activities result</li> <li>ii. Meticulous when recording pull/flash cupping activities result</li> <li>iii. Keep the documents neat and tidy</li> </ul> <p><u>Safety:</u></p> <ul style="list-style-type: none"> <li>i. Follow Standard Operating Procedure</li> </ul>	15 hours	Demonstration & Observation	<ul style="list-style-type: none"> <li>Updating sliding/massage cupping documentation</li> <li>Application of sliding/massage cupping documentation safekeeping</li> </ul>

Work Activities	Related Knowledge	Applied Skills	Attitude / Safety / Environmental	Training Hours	Delivery Mode	Assessment Criteria
			(SOP) when recording pull/flash cupping activities result			

## Employability Skills

Core Abilities	Social Skills
<p>01.07 Utilize database applications to locate and process information.</p> <p>01.08 Utilize spreadsheets applications to locate and process information.</p> <p>01.09 Utilize business graphic application to process information.</p> <p>01.10 Apply a variety of mathematical techniques.</p> <p>01.11 Apply thinking skills and creativity.</p> <p>02.09 Prepare flowcharts.</p> <p>02.10 Prepare reports and instructions.</p> <p>02.11 Convey information and ideas to people.</p> <p>03.09 Manage and improve performance of individuals.</p> <p>03.10 Provide consultations and counselling.</p> <p>03.11 Monitor and evaluate performance of human resources.</p> <p>03.13 Develop and maintain team harmony and resolve conflicts.</p> <p>03.14 Facilitate and coordinate teams and ideas.</p> <p>03.15 Liaise to achieve identified outcomes.</p> <p>03.16 Identify and assess client/customer needs.</p> <p>04.06 Allocate work.</p> <p>04.07 Negotiate acceptance and support for objectives and strategies.</p> <p>05.01 Implement project/work plans.</p> <p>05.02 Inspect and monitor work done and/or in progress.</p>	<ol style="list-style-type: none"> <li>1. Communication skills</li> <li>2. Conceptual skills</li> <li>3. Interpersonal skills</li> <li>4. Multitasking and prioritizing</li> <li>5. Self-discipline</li> <li>6. Teamwork</li> <li>7. Professional ethics</li> </ol>



## Tools, Equipment and Materials (TEM)

ITEMS	RATIO (TEM : Trainees)
1. Vacuum cupping set	1:1
2. Glass cupping set	1:1
3. Bamboo cupping set	1:1
4. Towel	1:1
5. Fire cupping tool kit	1:1

## References

REFERENCES
<ol style="list-style-type: none"><li>1. Dr. Helena Abdullah, Utusan Publications &amp; Distributors Sdn Bhd, (1995) Innovative Bekam, A Modern Science of Healing ISBN 967-61-0502-3</li><li>2. Keith Stewart Thompson, Lewis (1936) Elementary Pathology; An Introduction To The Process Of Disease</li><li>3. Ilkay Zihni Chirali, Churchill Livingstone/Elsevier, (2007) Traditional Chinese Medicine: Cupping Therapy (2<sup>nd</sup> edition)</li><li>4. Helen McGuinness, Oxford University Press, (2010) Anatomy &amp; Physiology: Therapy Basics (4<sup>st</sup> Edition) ISBN 1444109235</li><li>5. Nicholas A. Boon, Sir Stanley Davidson, Churchill Livingstone, (2008) Davidson's Principles and Practice of Medicine (19<sup>th</sup> Edition)</li><li>6. Barbara Krumhardt (Ph. D), I. Edward Alcamo (Ph. D), Barrons Educational Series Inc. (2010) EZ Anatomy and Physiology, 3rd Edition (Barron's E-Z Series)</li><li>7. Zhou Zhong Ying, China Press of Traditional Chinese Medicine/Beijing, (2003) Diseases of Internal Organ of Chinese Medicine</li></ol>

## CURRICULUM of COMPETENCY UNIT (CoCU)

<b>Sub Sector</b>	TRADITIONAL AND COMPLEMENTARY MEDICINE						
<b>Job Area</b>	WIND CUPPING THERAPY						
<b>Competency Unit Title</b>	HERBAL WATER CUPPING						
<b>Competency Unit Descriptor</b>	Herbal water cupping is to provide herbal water cupping in accordance with regulatory body requirement, legislation, act and policies. It is also a form of cupping that requires boiling herbal water in cup, removing the water or covering the mouth of the cup tightly with towel and placing the cup on the skin. Application of herbal blends with water immediately after the cupping will enable the absorption of the product deep into the tissue. The process of herbal water cupping may be long and stimulating for stubborn knots and areas of rigid tissue. The skin will turn red with strong herbal water cupping, indicating that the circulation has been brought to the surface. Herbal water cupping will enable the increased local blood supply to the muscles and skin. It will bring nourishment and allow toxins to be carried away via the veins. The personnel who are competent in herbal water cupping shall be able to carry out herbal water cupping to meet client's needs.						
<b>Competency Unit ID</b>	MP- 110-3:2011-C04	<b>Level</b>	3	<b>Training Duration</b>	214 Hours	<b>Credit Hours</b>	21.4
<b>Work Activities</b>	<b>Related Knowledge</b>	<b>Applied Skills</b>	<b>Attitude / Safety / Environmental</b>	<b>Training Hours</b>	<b>Delivery Mode</b>	<b>Assessment Criteria</b>	
1. Assess herbal water cupping requirement	i. Purposes and benefits of herbal water cupping ii. Types of windcupping techniques <ul style="list-style-type: none"> <li>Herbal water cupping</li> </ul> iii. Foundation of pathos physiology iv. Foundation of herbalwater cupping therapy in Islam v. Foundation of Chinese Medicine such as:- <ul style="list-style-type: none"> <li>Chinese medicinetheory in herbal water cupping</li> <li>Pathology in Chinese medicine in herbalwater cupping</li> </ul> vi. Common medical disorderin community			6 hours	Lecture	<ul style="list-style-type: none"> <li>Interpretation of purposes and benefits of wind cupping therapy</li> <li>Determination of types of wind cupping techniques</li> <li>Interpretation of pathos physiology</li> <li>Interpretation of foundation of cupping therapy in Islam</li> <li>Interpretation of foundation of Chinese Medicine</li> <li>Determination of common medical</li> </ul>	

Work Activities	Related Knowledge	Applied Skills	Attitude / Safety / Environmental	Training Hours	Delivery Mode	Assessment Criteria
	vii. Introduction of nutritious dietary knowledge such as:- <ul style="list-style-type: none"> <li>• Modern nutritious dietary</li> <li>• Oriental nutritious dietary</li> </ul> viii. Basic manipulation of traditional massage ix. Herbal water cupping indication and contraindication x. Universal precaution and Personal Protective Equipment required					disorder in community <ul style="list-style-type: none"> <li>• Interpretation of nutritious dietary</li> <li>• Determination of basic manipulation of traditional massage</li> <li>• Determination of universal precaution and Personal Protective Equipment required</li> </ul>
		i. Interpret purposes and benefits of wind cupping therapy ii. Determine types of wind cupping techniques iii. Interpret pathophysiology iv. Interpret foundation of cupping therapy in Islam v. Interpret foundation of Chinese Medicine vi. Determine common medical disorder in community vii. Interpret nutritious dietary viii. Determine basic manipulation of traditional massage ix. Determine universal precaution and Personal Protective Equipment required		15 hours	Demonstration & Observation	

Work Activities	Related Knowledge	Applied Skills	Attitude / Safety / Environmental	Training Hours	Delivery Mode	Assessment Criteria
			<u>Attitude:</u> i. Careful when assessing herbal water cupping requirement ii. Meticulous when assessing herbal water cupping requirement  <u>Safety:</u> i. Follow Standard Operating Procedure (SOP) when assessing herbal water cupping requirement			
2. Prepare herbal water cupping work place	i. Client's main complaint, medical history and consultation result documentation ii. Supervisor's instruction iii. Size of cup iv. Types of cup's materials <ul style="list-style-type: none"> <li>• Bamboo</li> </ul> v. Treatment area such as: <ul style="list-style-type: none"> <li>• Shoulder</li> <li>• Neck</li> <li>• Face</li> <li>• Lower back/waist</li> <li>• Upper back</li> <li>• Fore arm</li> </ul>			13 hours	Lecture	i. Assessment of client's medical history, client's main complaint and consultation result ii. Selection of appropriate herbal formula according to supervisor's prescription iii. Preparing boiling tools and equipment iv. Boiling water with herbal formula v. Determination of

Work Activities	Related Knowledge	Applied Skills	Attitude / Safety / Environmental	Training Hours	Delivery Mode	Assessment Criteria
	<ul style="list-style-type: none"> <li>• Leg</li> <li>• Abdomen</li> </ul> vi. Types of sterilization method vii. Work place for pull/flash cupping therapy					numbers of cups vi. Boiling bamboo cups for 30 minutes vii. Keeping bamboo cups warm viii. Confirmation of treatment area ix. Determination of sterilization method
		i. Assess client's medical history, client's main complaint and consultation result ii. Refer to supervisor's instruction and prescription iii. Select appropriate herbal formula according to supervisor's prescription iv. Prepare boiling tools and equipment v. Boil water with herbal formula vi. Determine numbers of cups vii. Insert bamboo cups when the water reach boiling temperature point viii. Boil bamboo cups for 30 minutes ix. Keep bamboo cups warm x. Confirm treatment area xi. Determine sterilization method		30 hours	Demonstration & Observation	
			<u>Attitude:</u> i. Careful when			

Work Activities	Related Knowledge	Applied Skills	Attitude / Safety / Environmental	Training Hours	Delivery Mode	Assessment Criteria
			preparing herbal water cupping work place ii. Meticulous when preparing herbal water cupping work place iii. Be polite with client at all time iv. Apply hospitality and courtesy  <u>Safety:</u> i. Follow Standard Operating Procedure (SOP) when preparing herbal water cupping work place			
3. Prepare client for herbal water cupping	i. Treatment method ii. Client's condition and comfort iii. Cupping bodypositioning suitability such as:- <ul style="list-style-type: none"> <li>• Sitting</li> <li>• Supine position</li> <li>• Prone position</li> <li>• Recovery position</li> </ul> iv. Body area to be sterilized			13 hours	Lecture	<ul style="list-style-type: none"> <li>• Confirmation of client's condition &amp; comfort</li> <li>• Confirmation of client's suitable body positioning</li> <li>• Confirmation of practitioner's working position suitability</li> </ul>
		i. Refer to treatment area ii. Refer to treatment method iii. Confirm client's condition & comfort		30 hours	Demonstration & Observation	<ul style="list-style-type: none"> <li>• Determination of sterilization method</li> <li>• Determination of body area to be</li> </ul>

Work Activities	Related Knowledge	Applied Skills	Attitude / Safety / Environmental	Training Hours	Delivery Mode	Assessment Criteria
		iv. Confirm client's suitable body positioning v. Confirm practitioner's working positions suitability vi. Determine sterilization method vii. Determine body area to be sterilized viii. Select appropriate cup	<p><u>Attitude:</u></p> i. Careful when preparing client for herbal water cupping ii. Meticulous when preparing client for herbal water cupping iii. Be polite with client at all time iv. Apply hospitality and courtesy			sterilized • Selection of appropriate cup
4. Carry out herbal water cupping	i. Herbal water cupping technique ii. Method to check client's pain tolerance			26 hours	Lecture	• Application of sterilization technique

Work Activities	Related Knowledge	Applied Skills	Attitude / Safety / Environmental	Training Hours	Delivery Mode	Assessment Criteria
	<ul style="list-style-type: none"> <li>• Observation</li> <li>• Palpation</li> </ul> iii. Method of applying and removing cups iv. Client's skin condition <ul style="list-style-type: none"> <li>• Changes of skin colour</li> <li>• Blister</li> <li>• Rashes</li> <li>• Bruises</li> </ul> v. Massage technique vi. Purpose of applying warm towel vii. Cupping mark colours occurred after treatment such as:- <ul style="list-style-type: none"> <li>• Purple</li> <li>• Reddish</li> <li>• Black</li> <li>• Blue black</li> </ul> viii. Client's general health ix. Client's aftercare					<ul style="list-style-type: none"> <li>• Application of massage technique</li> <li>• Application of wet towel to the opening side of bamboo cups</li> <li>• Application of bamboo cups to the treatment area immediately</li> <li>• Application of bamboo cups</li> <li>• Removal of bamboo cups</li> <li>• Application of warm towel on treatment area</li> <li>• Massaging superficial slowly using warm towel</li> <li>• Providing plain warm water (if applicable)</li> </ul>
		i. Apply sterilization technique ii. Refer to client's body condition iii. Apply massage technique iv. Use clamps to take the bamboo cups v. Apply wet towel to the opening side of bamboo cups vi. Apply bamboo cups to the		60 hours	Demonstration & Observation	<ul style="list-style-type: none"> <li>• Assessment of cupping marks</li> <li>• Assessment of mark colours</li> <li>• Checking client's general health</li> <li>• Explanation of client's aftercare</li> </ul>



Work Activities	Related Knowledge	Applied Skills	Attitude / Safety / Environmental	Training Hours	Delivery Mode	Assessment Criteria
		<p>treatment area immediately</p> <ul style="list-style-type: none"> <li>vii. Apply bamboo cups</li> <li>viii. Remove bamboo cups</li> <li>ix. Wipe treated area</li> <li>x. Clean bamboo cups</li> <li>xi. Apply warm towel on treatment area</li> <li>xii. Massage superficially slowly using warm towel</li> <li>xiii. Provide plain warm water (if applicable)</li> <li>xiv. Assess cupping marks</li> <li>xv. Assess cupping mark colours</li> <li>xvi. Check client's general health</li> <li>xvii. Explain client's aftercare</li> </ul>	<p><u>Attitude:</u></p> <ul style="list-style-type: none"> <li>i. Careful when carrying out herbal water cupping</li> <li>ii. Meticulous when carrying out herbal water cupping</li> <li>iii. Be polite with client at all time</li> <li>iv. Apply hospitality and courtesy</li> </ul> <p><u>Safety:</u></p> <ul style="list-style-type: none"> <li>i. Follow Standard Operating Procedure</li> </ul>			

Work Activities	Related Knowledge	Applied Skills	Attitude / Safety / Environmental	Training Hours	Delivery Mode	Assessment Criteria
			(SOP) when carrying out herbal water cupping			
5.1 Record herbal water cupping activities result	i. Herbal water cupping activity ii. Herbal watercupping evaluation result iii. Herbal watercupping documentation safekeeping			6 hours	Lecture	<ul style="list-style-type: none"> <li>Recording herbal water cupping activity</li> <li>Recording herbal water cupping evaluation result</li> <li>Updating herbal water cupping documentation</li> <li>Application ofherbal water cupping documentation safekeeping</li> </ul>
		i. Record herbal water cupping activity ii. Record herbal water cupping evaluationresult iii. Update herbal water cupping documentation iv. Apply herbal water cupping documentationsafekeeping	<u>Attitude:</u> i. Careful when recording herbal water cuppingresult ii. Meticulous when recording herbal water cuppingresult iii. Keep the documents neat and tidy  <u>Safety:</u> i. Follow Standard Operating Procedure (SOP) when	15 hours	Demonstration & Observation	

Work Activities	Related Knowledge	Applied Skills	Attitude / Safety / Environmental	Training Hours	Delivery Mode	Assessment Criteria
			recording herbal water cupping result			

## Employability Skills

Core Abilities	Social Skills
<p>01.07 Utilize database applications to locate and process information.</p> <p>01.08 Utilize spreadsheets applications to locate and process information.</p> <p>01.09 Utilize business graphic application to process information.</p> <p>01.10 Apply a variety of mathematical techniques.</p> <p>01.11 Apply thinking skills and creativity.</p> <p>02.09 Prepare flowcharts.</p> <p>02.10 Prepare reports and instructions.</p> <p>02.11 Convey information and ideas to people.</p> <p>03.09 Manage and improve performance of individuals.</p> <p>03.10 Provide consultations and counselling.</p> <p>03.11 Monitor and evaluate performance of human resources.</p> <p>03.13 Develop and maintain team harmony and resolve conflicts.</p> <p>03.14 Facilitate and coordinate teams and ideas.</p> <p>03.15 Liaise to achieve identified outcomes.</p> <p>03.16 Identify and assess client/customer needs.</p> <p>04.06 Allocate work.</p> <p>04.07 Negotiate acceptance and support for objectives and strategies.</p> <p>05.01 Implement project/work plans.</p> <p>05.02 Inspect and monitor work done and/or in progress.</p>	<ol style="list-style-type: none"> <li>1. Communication skills</li> <li>2. Conceptual skills</li> <li>3. Interpersonal skills</li> <li>4. Multitasking and prioritizing</li> <li>5. Self-discipline</li> <li>6. Teamwork</li> <li>7. Professional ethics</li> </ol>

## Tools, Equipment and Materials (TEM)

ITEMS	RATIO (TEM : Trainees)
1. Bed	1:2
2. Portable massage chair	1:2
3. Herbal water cupping set	1:10
4. Herbal powder	As required
5. Bamboo cupping set	1:1
6. Towel	As required

## References

REFERENCES
<ol style="list-style-type: none"><li>1. Dr. Helena Abdullah, Utusan Publications &amp; Distributors Sdn Bhd, (1995) Innovative Bekam, A Modern Science of Healing ISBN 967-61-0502-3</li><li>2. Keith Stewart Thompson, Lewis (1936) Elementary Pathology; An Introduction To The Process Of Disease</li><li>3. Ilkay Zihni Chirali, Churchill Livingstone/Elsevier, (2007) Traditional Chinese Medicine: Cupping Therapy (2<sup>nd</sup> edition)</li><li>4. Helen McGuinness, Oxford University Press, (2010) Anatomy &amp; Physiology: Therapy Basics (4<sup>st</sup> Edition) ISBN 1444109235</li><li>5. Nicholas A. Boon, Sir Stanley Davidson, Churchill Livingstone, (2008) Davidson's Principles and Practice of Medicine (19<sup>th</sup> Edition)</li><li>6. Barbara Krumhardt (Ph. D), I. Edward Alcamo (Ph. D), Barrons Educational Series Inc. (2010) EZ Anatomy and Physiology, 3rd Edition (Barron's E-Z Series)</li><li>7. Zhou Zhong Ying, China Press of Traditional Chinese Medicine/Beijing, (2003) Diseases of Internal Organ of Chinese Medicine</li></ol>

## CURRICULUM of COMPETENCY UNIT (CoCU)

<b>Sub Sector</b>	TRADITIONAL AND COMPLEMENTARY MEDICINE						
<b>Job Area</b>	WIND CUPPING THERAPY						
<b>Competency Unit Title</b>	CUPPING CONSULTATION						
<b>Competency Unit Descriptor</b>	Cupping consultation is to provide cupping consultation in accordance with regulatory body requirement, legislation, act and policies. The personnel who are competent in cupping consultation shall be able to carry out cupping consultation to meet client requirements.						
<b>Competency Unit ID</b>	MP-110-3:2011-C05	<b>Level</b>	3	<b>Training Duration</b>	214 Hours	<b>Credit Hours</b>	21.4
<b>Work Activities</b>	<b>Related Knowledge</b>	<b>Applied Skills</b>	<b>Attitude / Safety / Environmental</b>	<b>Training Hours</b>	<b>Delivery Mode</b>	<b>Assessment Criteria</b>	
1. Assess wind cupping consultation requirements	i. Purposes and benefits of wind cupping therapy ii. Types of wind cupping techniques <ul style="list-style-type: none"> <li>• Dry/wind cupping</li> <li>• Sliding/massage cupping</li> <li>• Pull/flash cupping</li> <li>• Herbal water cupping</li> </ul> iii. Foundation of pathos physiology iv. Foundation of cupping therapy in Islam v. Foundation of Chinese Medicine such as:- <ul style="list-style-type: none"> <li>• Chinese medicine theory</li> <li>• Pathology in Chinese medicine</li> <li>• Herbal knowledge (recognition of herbs)</li> </ul> vi. Common medical disorder in community vii. Introduction of nutritious			6 hours	Lecture	<ul style="list-style-type: none"> <li>• Interpretation of purposes and benefits of wind cupping therapy</li> <li>• Determination of types of wind cupping techniques</li> <li>• Interpretation of human anatomy and physiology</li> <li>• Interpretation of foundation of cupping therapy in Islam</li> <li>• Interpretation of elementary pathology</li> <li>• Determination of common medical disorder in community</li> <li>• Interpretation of</li> </ul>	

Work Activities	Related Knowledge	Applied Skills	Attitude / Safety / Environmental	Training Hours	Delivery Mode	Assessment Criteria
	dietary knowledge such as:- <ul style="list-style-type: none"> <li>• Modern nutritiousdietary</li> <li>• Oriental nutritiousdietary</li> </ul> viii. Basic manipulation of traditional massage ix. Universal precautionand Personal Protective Equipment required					nutritious dietary <ul style="list-style-type: none"> <li>• Determination of basic manipulation of traditional massage</li> <li>• Determination of universal precaution and Personal Protective Equipment required</li> </ul>
		i. Interpret purposes and benefits of windcupping therapy ii. Determine types ofwind cupping techniques iii. Interpret pathophysiology iv. Interpret foundation of cupping therapy inIslam v. Interpret foundation of Chinese Medicine vi. Determine commonmedical disorder in community vii. Interpret nutritious dietary viii. Determine basic manipulation oftraditional massage ix. Determine universal precaution andPersonal Protective Equipment required	<u>Attitude:</u> i. Careful when	15 hours	Demonstration & Observation	

Work Activities	Related Knowledge	Applied Skills	Attitude / Safety / Environmental	Training Hours	Delivery Mode	Assessment Criteria
			identifying wind cupping consultation requirements ii. Meticulous when identifying wind cupping consultation requirements  <u>Safety:</u> i. Follow Standard Operating Procedure (SOP) when identifying wind cupping consultation requirements			
2. Plan wind cupping consultation activities	i. Services offered ii. Precautions conditions to be checked such as:- <ul style="list-style-type: none"> <li>• Chronic skin diseases</li> <li>• Diabetes</li> <li>• Heart attack</li> <li>• AIDS</li> <li>• Hepatitis</li> <li>• Epilepsy</li> <li>• Pregnant women</li> </ul> iii. Communication skills iv. Types of cupping documentation format such as:- <ul style="list-style-type: none"> <li>• Client's personal details</li> <li>• Client's medical history</li> </ul>			13 hours	Lecture	<ul style="list-style-type: none"> <li>• Selection of services offered</li> <li>• Confirmation of precautions conditions</li> <li>• Application of communication skills</li> <li>• Confirmation of types of cupping documentation format</li> <li>• Collection of wind cupping information required</li> </ul>



Work Activities	Related Knowledge	Applied Skills	Attitude / Safety / Environmental	Training Hours	Delivery Mode	Assessment Criteria
		i. Select services offered ii. Confirm precautions conditions iii. Apply communication skills iv. Confirm types of cupping documentation format v. Collect wind cupping information required	<u>Attitude:</u> i. Careful when planning wind cupping consultation activities ii. Meticulous when planning wind cupping consultation activities  <u>Safety:</u> i. Follow Standard Operating Procedure (SOP) when planning wind cupping consultation activities	30 hours	Demonstration & Observation	
3. Carry out wind cupping consultation activities	i. Types of information needed such as:- <ul style="list-style-type: none"> <li>• Client's personal detail</li> <li>• Medical history</li> <li>• Reason for treatment</li> </ul> ii. Medical history information needed such as:-			26 hours	Lecture	<ul style="list-style-type: none"> <li>• Collection of client's details and medical history information needed</li> <li>• Explanation of risk and contra indication involved</li> </ul>

Work Activities	Related Knowledge	Applied Skills	Attitude / Safety / Environmental	Training Hours	Delivery Mode	Assessment Criteria
	<ul style="list-style-type: none"> <li>• Client's main complaint</li> <li>• Client's treatment record/history</li> <li>• Client's body condition/symptom</li> <li>• Family history</li> <li>• Other medical history</li> </ul> iii. Risk and contraindication involved iv. Cupping side effect such as:- <ul style="list-style-type: none"> <li>• Dizziness</li> <li>• Painful</li> <li>• Itchy</li> <li>• Blister</li> <li>• Red mark/bruises</li> <li>• Rashes</li> </ul> v. Treatment recommendation such as:- <ul style="list-style-type: none"> <li>• Types of cupping</li> </ul>					<ul style="list-style-type: none"> <li>• Explanation of cupping effect</li> <li>• Obtaining instruction for suitable treatment</li> <li>• Explanation of treatment recommendation according to client's needs and conditions</li> </ul>
		i. Collect client's details and medical history information needed ii. Explain risk and contra indication involved vi. Explain cupping effect vii. Refer collected data to supervisor viii. Obtain instruction for suitable treatment ix. Explain treatment recommendation according to client's needs and		60 hours	Demonstration & Observation	

Work Activities	Related Knowledge	Applied Skills	Attitude / Safety / Environmental	Training Hours	Delivery Mode	Assessment Criteria
		conditions	<p><u>Attitude:</u></p> <ul style="list-style-type: none"> <li>i. Careful when carry out cupping consultation activities</li> <li>ii. Meticulous when carry out cupping consultation activities</li> <li>iii. Be polite with client at all time</li> <li>iv. Apply hospitality and courtesy</li> </ul> <p><u>Safety:</u></p> <ul style="list-style-type: none"> <li>i. Follow Standard Operating Procedure (SOP) when carry out cupping consultation activities</li> </ul>			
4. Evaluate wind cupping consultation result	<ul style="list-style-type: none"> <li>i. Collection of client's details and medical history information</li> <li>ii. Treatment recommendation given</li> </ul>			13 hours	Lecture	<ul style="list-style-type: none"> <li>• Assessment of client's details and medical history collected</li> <li>• Assessment of treatment recommendation given</li> </ul>
		<ul style="list-style-type: none"> <li>i. Assess client's details and medical history collected</li> <li>ii. Assess treatment recommendation given</li> <li>iii. Confirm treatment recommendation</li> </ul>		30 hours	Demonstration & Observation	

Work Activities	Related Knowledge	Applied Skills	Attitude / Safety / Environmental	Training Hours	Delivery Mode	Assessment Criteria
		thoroughly explained	<u>Attitude:</u> i. Careful when evaluating cupping consultation result ii. Meticulous when evaluating cupping consultation result  <u>Safety:</u> i. Follow Standard Operating Procedure (SOP) when evaluating cupping consultation result			
5. Record wind cupping consultation activities	i. Client's personal details and medical history information documentation ii. Treatment recommendation result documentation iii. Cupping consultation result safekeeping method			6 hours	Lecture	<ul style="list-style-type: none"> <li>Recording client's personal details and medical history information</li> <li>Recording treatment recommendation result</li> <li>Application of cupping consultation result safekeeping method</li> </ul>
		i. Record client's personal details and medical history information ii. Record treatment recommendation result iii. Apply cupping consultation result safekeeping method	<u>Attitude:</u> i. Careful when recording cupping consultation activities	15 hours	Demonstration & Observation	

Work Activities	Related Knowledge	Applied Skills	Attitude / Safety / Environmental	Training Hours	Delivery Mode	Assessment Criteria
			ii. Meticulous when recording cupping consultation activities iii. Keep the documents neat and tidy  <u>Safety:</u> i. Follow Standard Operating Procedure (SOP) when recording cupping consultation activities			

## Employability Skills

Core Abilities	Social Skills
<p>01.07 Utilize database applications to locate and process information.</p> <p>01.08 Utilize spreadsheets applications to locate and process information.</p> <p>01.09 Utilize business graphic application to process information.</p> <p>01.10 Apply a variety of mathematical techniques.</p> <p>01.11 Apply thinking skills and creativity.</p> <p>02.09 Prepare flowcharts.</p> <p>02.10 Prepare reports and instructions.</p> <p>02.11 Convey information and ideas to people.</p> <p>03.09 Manage and improve performance of individuals.</p> <p>03.10 Provide consultations and counselling.</p> <p>03.11 Monitor and evaluate performance of human resources.</p> <p>03.13 Develop and maintain team harmony and resolve conflicts.</p> <p>03.14 Facilitate and coordinate teams and ideas.</p> <p>03.15 Liaise to achieve identified outcomes.</p> <p>03.16 Identify and assess client/customer needs.</p> <p>04.06 Allocate work.</p> <p>04.07 Negotiate acceptance and support for objectives and strategies.</p> <p>05.01 Implement project/work plans.</p> <p>05.02 Inspect and monitor work done and/or in progress.</p>	<ol style="list-style-type: none"> <li>1. Communication skills</li> <li>2. Conceptual skills</li> <li>3. Interpersonal skills</li> <li>4. Multitasking and prioritizing</li> <li>5. Self-discipline</li> <li>6. Teamwork</li> <li>7. Professional ethics</li> </ol>

### Tools, Equipment and Materials (TEM)

ITEMS	RATIO (TEM : Trainees)
1. Stationery	1. 1:1
2. Anatomy Model & Diagram	2. 1:20
3. Chinese Meridian Model & Diagram	3. 1:20
4. Chinese Herbal Specimen	4. 1:20

### References

REFERENCES
1. Dr. Helena Abdullah, Utusan Publications & Distributors Sdn Bhd, (1995) Innovative Bekam, A Modern Science of Healing ISBN 967-61-0502-3
2. Keith Stewart Thompson, Lewis (1936) Elementary Pathology; An Introduction To The Process Of Disease
3. Ilkay Zihni Chirali, Churchill Livingstone/Elsevier, (2007) Traditional Chinese Medicine: Cupping Therapy (2 <sup>nd</sup> edition)
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6. Barbara Krumhardt (Ph. D), I. Edward Alcamo (Ph. D), Barrons Educational Series Inc. (2010) EZ Anatomy and Physiology, 3rd Edition (Barron's E-Z Series)
7. Zhou Zhong Ying, China Press of Traditional Chinese Medicine/Beijing, (2003) Diseases of Internal Organ of Chinese Medicine

## CURRICULUM of COMPETENCY UNIT (CoCU)

<b>Sub Sector</b>	TRADITIONAL AND COMPLEMENTARY MEDICINE						
<b>Job Area</b>	WIND CUPPING THERAPY						
<b>Competency Unit Title</b>	TRADITIONAL AND COMPLEMENTARY MEDICINE SERVICE SALES & MARKETING						
<b>Competency Unit Descriptor</b>	Traditional and complementary medicine service sales & marketing is to increase knowledge, awareness, skills and attitude in cupping therapy. The person who is competent in traditional and complementary medicine service sales & marketing shall be able to identify marketing requirements, plan and carry out sales and marketing activities, evaluate and record sales and marketing result in accordance with sales and marketing procedures.						
<b>Competency Unit ID</b>	MP- 110-3:2011-E01	<b>Level</b>	3	<b>Training Duration</b>	120 Hours	<b>Credit Hours</b>	12.0
<b>Work Activities</b>	<b>Related Knowledge</b>	<b>Applied Skills</b>	<b>Attitude / Safety / Environmental</b>	<b>Training Hours</b>	<b>Delivery Mode</b>	<b>Assessment Criteria</b>	
1. Identify traditional and complementary medicine service sales & marketing requirements	i. Traditional and Complementary Medicine goals ii. Types of wind cupping therapy such as:- <ul style="list-style-type: none"> <li>• Dry/wind cupping</li> <li>• Sliding/massage cupping</li> <li>• Pull/flash cupping</li> <li>• Herbal water cupping</li> </ul> iii. Scope of wind cupping therapy product and services			5 hours	Lecture	<ul style="list-style-type: none"> <li>• Distinguishing Traditional and Complementary Medicine (TCM) goals</li> <li>• Differentiating types of wind cupping therapy</li> <li>• Defining scope of wind cupping therapy product and services</li> </ul>	
		i. Distinguish Traditional and Complementary Medicine (TCM) goals ii. Differentiate types of wind cupping therapy iii. Define scope of wind cupping therapy product and services		13 hours	Demonstration & Observation		
			<i>Attitude:</i>				



Work Activities	Related Knowledge	Applied Skills	Attitude / Safety / Environmental	Training Hours	Delivery Mode	Assessment Criteria
			i. Careful and meticulous when identifying traditional and complementary medicine service sales & marketing requirements  <u>Safety:</u> i. Follow Standard Operating Procedure (SOP) when identifying traditional and complementary medicine service sales & marketing requirements			
2. Plan traditional and complementary medicine service sales & marketing activities	i. Wind cupping therapy survey ii. Sales and marketing elements <ul style="list-style-type: none"> <li>• Place</li> <li>• Promotion</li> <li>• Product and services</li> <li>• People</li> <li>• Price</li> </ul> iii. Wind cupping therapy sales and marketing strategies iv. Wind cupping therapy packages preparation <ul style="list-style-type: none"> <li>• Costing</li> <li>• Benefits/advantages</li> </ul>			7 hours	Lecture	<ul style="list-style-type: none"> <li>• Checking market demand on wind cupping therapy</li> <li>• Organising wind cupping therapy sales and marketing elements</li> <li>• Listing out wind cupping therapy sales and marketing strategies</li> <li>• Preparation of wind cupping therapy packages</li> </ul>
		i. Check market demand on		17 hours	Demonstration &	

Work Activities	Related Knowledge	Applied Skills	Attitude / Safety / Environmental	Training Hours	Delivery Mode	Assessment Criteria
		<p>wind cupping therapy</p> <ul style="list-style-type: none"> <li>ii. Organise wind cupping therapy sales and marketing elements</li> <li>iii. List out wind cupping therapy sales and marketing strategies</li> <li>iv. Prepare wind cupping therapy packages</li> </ul>	<p><u>Attitude:</u></p> <ul style="list-style-type: none"> <li>i. Careful when planning traditional and complementary medicine service sales &amp; marketing activities</li> <li>ii. Meticulous when planning traditional and complementary medicine service sales &amp; marketing activities</li> </ul> <p><u>Safety:</u></p> <ul style="list-style-type: none"> <li>i. Follow Standard Operating Procedure (SOP) when planning traditional and complementary medicine service sales &amp; marketing activities</li> </ul>		Observation	

Work Activities	Related Knowledge	Applied Skills	Attitude / Safety / Environmental	Training Hours	Delivery Mode	Assessment Criteria
3. Carry out traditional and complementary medicine service sales & marketing activities	i. Market research and analysis ii. Wind cupping therapy services advertising and promotion iii. Method of wind cupping therapy services sales and marketing campaign such as:- <ul style="list-style-type: none"> <li>• Flyers</li> <li>• Banner</li> <li>• Advertisement</li> <li>• Mass communication media</li> <li>• Talk and seminar</li> </ul> iv. Sales and marketing data compilation			14 hours	Lecture	<ul style="list-style-type: none"> <li>• Surveying wind cupping services market demand</li> <li>• Tabulating surveyed data</li> <li>• Promoting wind cupping services packages to market</li> <li>• Executing wind cupping services sales and marketing campaign</li> <li>• Application of interpersonal skills</li> <li>• Application of customer services skills</li> <li>• Collating sales and marketing data</li> </ul>
		i. Survey wind cupping services market demand ii. Tabulate surveyed data iii. Promote wind cupping services packages to market iv. Execute wind cupping services sales and marketing campaign v. Apply interpersonal skills vi. Apply customer services skills vii. Collate sales and marketing data	<u>Attitude:</u> i. Careful when carry out traditional and complementary medicine service sales & marketing	34 hours	Demonstration & Observation	

Work Activities	Related Knowledge	Applied Skills	Attitude / Safety / Environmental	Training Hours	Delivery Mode	Assessment Criteria
			activities ii. Meticulous when carry out traditional and complementary medicine service sales & marketing activities  <u>Safety:</u> i. Follow Standard Operating Procedure (SOP) when carry out traditional and complementary medicine service sales & marketing activities			
4. Evaluate traditional and complementary medicine service sales & marketing result	i. Goal setting ii. Sales and marketing achievement <ul style="list-style-type: none"> <li>• Post project evaluation</li> <li>• Recommendation</li> </ul>			5 hours	Lecture	<ul style="list-style-type: none"> <li>• Analysing market response against goals set</li> <li>• Justification of sales and marketing achievement</li> </ul>
		i. Analyse market response against goals set ii. Justify sales and marketing achievement	<u>Attitude:</u> i. Careful when evaluating traditional and complementary medicine service	13 hours	Demonstration & Observation	

Work Activities	Related Knowledge	Applied Skills	Attitude / Safety / Environmental	Training Hours	Delivery Mode	Assessment Criteria
			sales & marketing result iii. Meticulous when evaluating traditional and complementary medicine service sales & marketing result  <u>Safety:</u> ii. Follow Standard Operating Procedure (SOP) when evaluating traditional and complementary medicine service sales & marketing result			
5. Record traditional and complementary medicine service sales & marketing result	i. Traditional and complementary medicine service sales & marketing activity ii. Traditional and complementary medicine service sales & marketing evaluation result iii. Traditional and complementary medicine service sales & marketing documentation safekeeping			4 hours	Lecture	<ul style="list-style-type: none"> <li>Recording traditional and complementary medicine service sales &amp; marketing activity</li> <li>Recording traditional and complementary medicine service sales &amp; marketing evaluation result</li> <li>Updating traditional and complementary medicine service</li> </ul>
		i. Record traditional and		8 hours	Demonstration &	

Work Activities	Related Knowledge	Applied Skills	Attitude / Safety / Environmental	Training Hours	Delivery Mode	Assessment Criteria
		<p>complementary medicine service sales &amp; marketing activity</p> <p>ii. Record traditional and complementary medicine service sales &amp; marketing evaluation result</p> <p>iii. Update traditional and complementary medicine service sales &amp; marketing documentation</p> <p>iv. Apply traditional and complementary medicine service sales &amp; marketing documentationsafekeeping</p>	<p><u>Attitude:</u></p> <p>i. Keep the documents neat and tidy</p> <p>ii. Careful when recording traditional and complementary medicine service sales &amp; marketing result</p> <p>iii. Meticulous when recording traditional and complementary medicine service sales &amp; marketing result</p> <p><u>Safety:</u></p> <p>i. Follow Standard Operating Procedure</p>		Observation	<p>sales &amp; marketing documentation</p> <ul style="list-style-type: none"> <li>• Application of traditional and complementary medicine service sales &amp; marketing documentation safekeeping</li> </ul>

Work Activities	Related Knowledge	Applied Skills	Attitude / Safety / Environmental	Training Hours	Delivery Mode	Assessment Criteria
			(SOP) when recording traditional and complementary medicine service sales & marketing result			

## Employability Skills

Core Abilities	Social Skills
<p>01.07 Utilize database applications to locate and process information.</p> <p>01.08 Utilize spreadsheets applications to locate and process information.</p> <p>01.09 Utilize business graphic application to process information.</p> <p>01.10 Apply a variety of mathematical techniques.</p> <p>01.11 Apply thinking skills and creativity.</p> <p>02.09 Prepare flowcharts.</p> <p>02.10 Prepare reports and instructions.</p> <p>02.11 Convey information and ideas to people.</p> <p>03.09 Manage and improve performance of individuals.</p> <p>03.10 Provide consultations and counselling.</p> <p>03.11 Monitor and evaluate performance of human resources.</p> <p>03.13 Develop and maintain team harmony and resolve conflicts.</p> <p>03.14 Facilitate and coordinate teams and ideas.</p> <p>03.15 Liaise to achieve identified outcomes.</p> <p>03.16 Identify and assess client/customer needs.</p> <p>04.06 Allocate work.</p> <p>04.07 Negotiate acceptance and support for objectives and strategies.</p> <p>05.01 Implement project/work plans.</p> <p>05.02 Inspect and monitor work done and/or in progress.</p>	<ol style="list-style-type: none"> <li>1. Communication skills</li> <li>2. Conceptual skills</li> <li>3. Interpersonal skills</li> <li>4. Multitasking and prioritizing</li> <li>5. Self-discipline</li> <li>6. Teamwork</li> <li>7. Professional ethics</li> </ol>



### Tools, Equipment and Materials (TEM)

ITEMS	RATIO (TEM : Trainees)
1. Stationery 2. Market survey analysis data document 3. Flyers 4. Banner 5. Bunting	1. 1:1 2. 1:1 3. As required 4. As required 5. As required

### References

REFERENCES
1. Dr. Helena Abdullah, Utusan Publications & Distributors Sdn Bhd, (1995) Innovative Bekam, A Modern Science of Healing ISBN 967-61-0502-3 2. Keith Stewart Thompson, Lewis (1936) Elementary Pathology; An Introduction To The Process Of Disease 3. Ilkay Zihni Chirali, Churchill Livingstone/Elsevier, (2007) Traditional Chinese Medicine: Cupping Therapy (2 <sup>nd</sup> edition) 4. Helen McGuinness, Oxford University Press, (2010) Anatomy & Physiology: Therapy Basics (4 <sup>st</sup> Edition) ISBN 1444109235 5. Nicholas A. Boon, Sir Stanley Davidson, Churchill Livingstone, (2008) Davidson's Principles and Practice of Medicine (19 <sup>th</sup> Edition) 6. Barbara Krumhardt (Ph. D), I. Edward Alcamo (Ph. D), Barrons Educational Series Inc. (2010) EZ Anatomy and Physiology, 3rd Edition (Barron's E-Z Series) 7. Zhou Zhong Ying, China Press of Traditional Chinese Medicine/Beijing, (2003) Diseases of Internal Organ of Chinese Medicine

**SUMMARY OF TRAINING DURATION FOR WIND CUPPING THERAPY (LEVEL 3)**

NO. ID	COMPETENCY UNIT TITLE	WORK ACTIVITIES	RELATED KNOWLEDGE (A)	RELATED SKILLS (B)	HOURS (A) + (B)	TOTAL (HRS)
MP-110-3-2011-C01	DRY / WIND CUPPING	Assess dry/wind cupping requirement	6	15	21	214
		Prepare dry/wind cupping work place	13	30	43	
		Prepare client for dry/wind cupping	13	30	43	
		Carry out dry/wind cupping	26	60	86	
		Record dry/wind cupping activities result	6	15	21	
MP-110-3-2011-C02	SLIDING / MASSAGE CUPPING	Assess sliding/massage cupping requirement	6	15	21	214
		Prepare sliding/massage cupping work place	13	30	43	
		Prepare client for sliding/massage cupping	13	30	43	
		Carry out sliding/massage cupping	26	60	86	
		Record sliding/massage cupping activities result	6	15	21	
MP-110-3-2011-C03	PULL / FLASH CUPPING	Assess pull/flash cupping requirement	6	15	21	214
		Prepare pull/flash cupping work place	13	30	43	
		Prepare client for pull/flash cupping	13	30	43	
		Carry out pull/flash cupping	26	60	86	
		Record pull/flash cupping activities result	6	15	21	
MP-110-3-2011-C04	HERBAL WATER CUPPING	Assess herbal water cupping requirement	6	15	21	214
		Prepare herbal water cupping work place	13	30	43	
		Prepare client for pull/flash cupping	13	30	43	
		Carry out pull/flash cupping	26	60	86	
		Record pull/flash cupping activities result	6	15	21	
MP-110-3-2011-C05	CUPPING CONSULTATION	Identify wind cupping consultation requirements	6	15	21	214
		Plan wind cupping consultation activities	13	30	43	
		Carry out wind cupping consultation activities	26	60	86	
		Evaluate wind cupping consultation result	13	30	43	
		Record wind cupping consultation activities	6	15	21	
						<b>1070</b>
MP-110-3-2011-E0	TRADITIONAL AND COMPLEMENTARY MEDICINE SERVICE SALES & MARKETING	Assess traditional and complementary medicine service sales & marketing requirements	5	13	18	120
		Plan traditional and complementary medicine service sales & marketing activities	7	17	24	
		Carry out traditional and complementary medicine service sales & marketing activities	14	34	48	
		Evaluate traditional and complementary medicine service sales & marketing result	5	13	18	
		Record traditional and complementary medicine service sales & marketing result	4	8	12	
<b>TOTAL HOURS (+ Elective Competency)</b>						<b>1190</b>