



QUALIFICATION FILE – Micro Credentials

Foundation for Pharma Sales and Marketing

Public Private

Upskilling Dual/Flexi Qualification For ToT For ToA

General Multi-skill (MS) Cross Sectoral (CS) Future Skills OEM

NCrF/NSQF Level: 4.5

Submitted By:

Life Sciences Sector Skill Development Council

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Section 1: Basic Details

1.	Micro Credential-Qualification Name	Foundation for Pharma Sales and Marketing													
2.	Sector/s	Life Sciences													
3.	National Qualification Register (NQR) Code & Version	NM-4.5-LS-01045-2023-V1-LSSSDC	4. NCrF /NSQF Level: 4.5												
5.	Brief Description of the Micro Credential	The professional with foundation skills for Pharma Sales and Marketing is able to support the sales and marketing efforts in Life Sciences industry. This includes application of sales concepts in pharmaceutical product selling, as well as collaborating with the sales team in conducting market research and creating promotional materials. The professional with foundation skills for Pharma sales and marketing has good communication skills, and ability to multitask and analyze the market research data sets.													
6.	Eligibility Criteria for Entry for Students/Trainee/Learner/Employee	<p>a. Entry Qualification & Relevant Experience</p> <table border="1"> <thead> <tr> <th>S. No.</th> <th>Academic/Skill Qualification (with specialization- if applicable)</th> <th>Relevant Experience (with specialization- if applicable)</th> </tr> </thead> <tbody> <tr> <td>1.</td> <td>Pursuing 1st-year of Graduation and continuous education</td> <td>-</td> </tr> <tr> <td>2.</td> <td>Completed 3-year Diploma (after 12th Class) in relevant field</td> <td>-</td> </tr> <tr> <td>3.</td> <td>Completed 2-year Diploma (after 12th Class) in relevant field</td> <td>-</td> </tr> </tbody> </table> <p>b. Age – 16 years</p>		S. No.	Academic/Skill Qualification (with specialization- if applicable)	Relevant Experience (with specialization- if applicable)	1.	Pursuing 1st-year of Graduation and continuous education	-	2.	Completed 3-year Diploma (after 12th Class) in relevant field	-	3.	Completed 2-year Diploma (after 12th Class) in relevant field	-
S. No.	Academic/Skill Qualification (with specialization- if applicable)	Relevant Experience (with specialization- if applicable)													
1.	Pursuing 1st-year of Graduation and continuous education	-													
2.	Completed 3-year Diploma (after 12th Class) in relevant field	-													
3.	Completed 2-year Diploma (after 12th Class) in relevant field	-													
7.	Credits Assigned to this Qualification, Subject to Assessment	0.5	8. Common Cost Norm Category (I/II/III) : II												
9.	Any Licensing Requirements/ Pre-requisites for Undertaking Training	NA													
10.	Expected Outcomes of the Micro Credential	Terminal learning outcomes are:													

		<ul style="list-style-type: none"> ● Gain knowledge about human anatomy and physiology, including major organ systems and their functions ● Understand the connection between human physiology and the action of pharmaceutical products ● Apply sales techniques to prospect, build relationships, and influence healthcare professionals, leading to increased sales effectiveness. ● Develop differentiated product positioning strategies and deliver engaging sales presentations that effectively communicate product value. ● Understand compliance with regulatory guidelines and ethical considerations in pharmaceutical sales and marketing, making informed decisions in ethical dilemmas 																									
11.	Training Duration by Modes of Training Delivery <i>(Specify Total Duration as per selected training delivery modes and as per requirement of the qualification)</i>	<p><input checked="" type="checkbox"/> Offline <input type="checkbox"/> Online <input checked="" type="checkbox"/> Blended</p> <table border="1" data-bbox="1025 719 2033 1082"> <thead> <tr> <th>Training Delivery Mode</th> <th>Theory (Hours)</th> <th>Practical (Hours)</th> <th>Total (Hours)</th> </tr> </thead> <tbody> <tr> <td colspan="4">Offline Mode</td> </tr> <tr> <td>Classroom</td> <td>11:00</td> <td>04:00</td> <td rowspan="5" style="text-align: center; vertical-align: middle;">15:00</td> </tr> <tr> <td colspan="3" style="text-align: center;">OR</td> </tr> <tr> <td colspan="4">Blended Mode (A+B)</td> </tr> <tr> <td>(A) Offline Class Room (As part of blended mode)</td> <td>06:00</td> <td>04:00</td> </tr> <tr> <td>(B) Online (As part of blended mode)</td> <td>05:00</td> <td>00:00</td> </tr> </tbody> </table>	Training Delivery Mode	Theory (Hours)	Practical (Hours)	Total (Hours)	Offline Mode				Classroom	11:00	04:00	15:00	OR			Blended Mode (A+B)				(A) Offline Class Room (As part of blended mode)	06:00	04:00	(B) Online (As part of blended mode)	05:00	00:00
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12.	Assessment Criteria	<table border="1" data-bbox="1025 1121 1984 1257"> <thead> <tr> <th>Theory (Marks)</th> <th>Practical (Marks)</th> <th>Project (Marks)</th> <th>Viva (Marks)</th> <th>Total (Marks)</th> <th>Passing %age</th> </tr> </thead> <tbody> <tr> <td>60</td> <td>40</td> <td>-</td> <td>-</td> <td>100</td> <td>70%</td> </tr> </tbody> </table>	Theory (Marks)	Practical (Marks)	Project (Marks)	Viva (Marks)	Total (Marks)	Passing %age	60	40	-	-	100	70%													
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60	40	-	-	100	70%																						
13.	Is the Qualification Amenable to Persons with Disability	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No If “Yes”, specify applicable type of Disability:																									

14.	How participation of women will be encouraged?	This micro credential is gender agnostic, and all genders will be encouraged to take this training. LSSSDC is working with Industry to launch the program in diversity and Inclusion Initiative.	
15.	Other Indian Languages in which the Micro Credential will be implemented.	English and Hindi	
16.	Is similar Micro Credential Qualification(s) available on NQR-if yes, justification for this qualification	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No URLs of similar Qualifications:	
17.	Name and Contact Details Submitting / Awarding Body SPOC	Name: Mrs. Shivi Chaudhary Email: shivi.chaudhary@lsssdc.in Contact No.: + 91 11 41042407/ 408, +91 9315747189 Website: https://www.lsssdc.in/	
18.	NSQC Approval Date: 29 September 2023	19. Validity Duration: 3 years	20. Next Review Date: 29 September 2026

Section 2: Training Related

1.	Trainer’s Qualification and experience in relevant sector (in years)	<p>Graduate in Sciences (B. Sc. / B. Pharma) with 4 years Industry of experience in Pharmaceutical/ Biopharmaceutical/AYUSH- sales and marketing and 2 years of training experience.</p> <p>OR</p> <p>Postgraduate in Sciences (M. Sc. / M. Pharma) with 2 years Industry of experience in Pharmaceutical/ Biopharmaceutical/AYUSH sales and marketing and 1 years of training experience.</p> <p>Domain Certification - Certified for Micro credentials: “Foundation for Pharma sales and Marketing” mapped to Micro credentials: “LFS/MCr-0001, V1.0” with minimum accepted score of 80%.</p> <p>Recommended that the Trainer is certified for the Job Role: “Trainer (VET and SKILLS)”, mapped to the Qualification Pack: “MEP/Q2601 ver 2.0 ” with minimum score of 80%.</p>
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2.	Master Trainer’s Qualification and experience in relevant sector (in years)	<p>Graduate in Sciences (B. Sc. / B. Pharma) with 6 years Industry of experience in Pharmaceutical/ Biopharmaceutical/AYUSH sales and marketing and 4 years of training experience.</p> <p>OR</p> <p>Postgraduate in Sciences (M. Sc. / M. Pharma) with 3 years Industry of experience in Pharmaceutical/ Biopharmaceutical/AYUSH sales and marketing and 3 years of training experience.</p> <p>Domain Certification - Certified for Micro credentials: “Foundation for Pharma sales and Marketing” mapped to Micro credential : “LFS/MCr-0001, V1.0” with minimum accepted score of 80%.</p> <p>Recommended that the Trainer is certified for the Job Role: “Master Trainer (VET and SKILLS)”, mapped to the Qualification: “MEP/Q2602 Ver 2.0” with minimum score of 80%.</p>
3.	Tools and Equipment Required for Training	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No (If “Yes”, details to be provided in Annexure)

Section 3: Assessment Related

1.	Assessor’s Qualification and experience in relevant sector (in years)	<p>Graduate in Sciences (B. Sc. / B. Pharma) with 5 years Industry of experience in Pharmaceutical/ Biopharmaceutical/AYUSH sales and marketing and 2 years of training experience.</p> <p>OR</p> <p>Postgraduate in Sciences (M. Sc. / M. Pharma) with 4 years Industry of experience in Pharmaceutical/ Biopharmaceutical/AYUSH sales and marketing and 2 years of training experience.</p> <p>Domain Certification - Certified for Micro credentials Foundation for Pharma sales and Marketing mapped to the Micro credentials: “LFS/MCr-0001, v1.0” with minimum accepted score of 80%.</p> <p>Recommended that the Assessor is certified for the Job Role: “Assessor VET and SKILLS”, mapped to the qualification: “MEP/Q2701 ver 2.0” with minimum score of 80%.</p>
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2.	Proctor's Qualification and experience in relevant sector (in years)	Graduate in Sciences (B. Sc. / B. Pharma) with 6 years Industry of experience in Pharmaceutical/ Biopharmaceutical/AYUSH sales and marketing and 4 years of training experience. OR Postgraduate in Sciences (M. Sc. / M. Pharma) with 4 years Industry of experience in Pharmaceutical/ Biopharmaceutical/AYUSH sales and marketing and 2 years of training experience. Domain Certification - Certified for Micro credentials Foundation for Pharma sales and Marketing mapped to the Micro credentials: "LFS/MCr-0001, v1.0" with minimum accepted score of 80%.
3.	Lead Assessor's/Proctor's Qualification and experience in relevant sector (in years)	Graduate in Sciences (B. Sc. / B. Pharma) with 8 years Industry of experience in Pharmaceutical/ Biopharmaceutical/AYUSH sales and marketing and 6 years of training experience. OR Postgraduate in Sciences (M. Sc. / M. Pharma) with 5 years Industry of experience in Pharmaceutical/ Biopharmaceutical/AYUSH sales and marketing and 4 years of training experience. Domain Certification - Certified for Micro credentials Foundation for Pharma sales and Marketing mapped to the Micro credentials: "LFS/MCr-0001, v1.0" with minimum accepted score of 80%. Recommended that the Assessor is certified for the Job Role: "Lead Assessor (VET and SKILLS)", mapped to the qualification: "MEP/Q2702 ver 2.0" with minimum score of 80%.
4.	Assessment Mode <i>(Specify the assessment mode)</i>	Mode: <input checked="" type="checkbox"/> Online Only <input type="checkbox"/> Offline Only <input type="checkbox"/> Blended
5.	Tools and Equipment Required for Assessment	<input type="checkbox"/> Same as for training <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No <i>(details to be provided in Annexure-if it is different for Assessment)</i>

Section 4: Evidence of Need of the Micro Credential

As per the NCVET Guidelines for evidence of need, provide the required Annexure/Supporting documents.

1.	Government /Industry initiatives/ requirement (Yes/No): Yes
2.	Number of Industry validation provided: 08
3.	Estimated number of people to be trained: 5000

Section 5: Annexure Check List

Specify Annexure Number and Name.

1.	Annexure: NCrf/NSQF level justification based on NCrf Level/NSQF descriptors	Yes
2.	Annexure: Learning Outcomes and Assessment Criteria	Yes
3.	Annexure: Assessment Strategy	Yes
4.	Annexure: List of tools and equipment relevant for qualification	Yes
5.	Annexure: Blended Learning	Yes
6.	Annexure: Acronym and Glossary	Yes

Annexure: Evidence of Level

NCrF/NSQF Level Descriptors	Key requirements of the job role/ outcome of the qualification	How the job role/ outcomes relate to the NCrF/NSQF level descriptor	NCrF/NSQF Level
Professional Theoretical Knowledge/Process	<p>Few of the program modules, expected to be performed by pharma Sales and marketing person are:</p> <ul style="list-style-type: none"> ● Proficiency in sales and marketing fundamentals. ● Knowledge of pharmaceutical marketing strategies ● Proficiency in sales territory management ● Capability in market research and analysis ● Communication Skills ● Market Research Analysis ● Relationship Building ● Time management 	<p>Pharma sales and Marketing person works in field performing the sales and promotion activities followed in the Life Sciences Sector. The job holder is responsible to work in a familiar environment to carry out process that are repetitive on regular basis throughout the job functions. All the mentioned performance outcomes are routine, and situation based requires little application of understanding of basics and fundamentals.</p>	<p>4.5</p>
Professional and Technical Skills/ Expertise/ Professional Knowledge	<p>Few of the program modules, expected to be performed by pharma Sales and marketing person are:</p> <ul style="list-style-type: none"> ● Product Knowledge. ● Proficiency in sales and marketing fundamentals. ● Knowledge of pharmaceutical marketing strategies ● Proficiency in sales territory management ● Capability in market research and analysis ● Communication Skills ● Market Research Analysis ● Relationship Building ● Presentation and Visual Aid Design 	<p>Pharma sales and Marketing person works in field performing the sales and promotion activities followed in the Life Sciences Sector. The job holder is responsible to work in a familiar environment to carry out process that are repetitive on regular basis throughout the job functions. All the mentioned outcomes are routine, and situation based requires little application of understanding of basics and fundamentals. To be efficient in performing the task, the individual also understands the importance of networking and public relations</p>	<p>4.5</p>

	<ul style="list-style-type: none"> ● Time management 		
<p>Employment Readiness & Entrepreneurship Skills & Mind-set/Professional Skill</p>	<p>Few of the program modules, expected to be performed by pharma Sales and marketing person are:</p> <ul style="list-style-type: none"> ● Product Knowledge. ● Proficiency in sales and marketing fundamentals. ● Knowledge of pharmaceutical marketing strategies ● Proficiency in sales territory management ● Capability in market research and analysis ● Communication Skills ● Market Research Analysis ● Relationship Building ● Presentation and Visual Aid Design ● Time management 	<p>To perform the tasks of pharma Sales and marketing, the individual utilizes professional skills like Critical Skills, Problem Solving, and Decision Making. For timely performing the work-related activities the individual needs to demonstrate practical skill, routine and repetitive in narrow range of concepts using the professional skills. The scope of utilization of all the above professional skills remains limited with no variables, repetitive and for a narrow range of applications differentiating the good and bad quality of work.</p> <p>Communication skills are essential skills for the individual working to represent the employer organization.</p>	<p>4.5</p>
<p>Broad Learning Outcomes/Core Skill</p>	<p>Few of the program modules, expected to be performed by pharma Sales and marketing person are:</p> <ul style="list-style-type: none"> ● Product Knowledge. ● Proficiency in sales and marketing fundamentals. ● Knowledge of pharmaceutical marketing strategies ● Proficiency in sales territory management ● Capability in market research and analysis 	<p>To perform the tasks pharma Sales and Marketing individual uses basic English language/regional language for communication in written or oral mode. While promoting the product the individual is expected to have a basic understanding of the social-political and natural environment at the place of work/ organization he/she is working for. The</p>	<p>4.5</p>

	<ul style="list-style-type: none"> ● Communication Skills ● Market Research Analysis ● Relationship Building ● Presentation and Visual Aid Design ● Time management 	<p>person is also expected to maintain the religious diversity, hygiene, environment</p>	
<p>Responsibility</p>	<p>Few of the program modules, expected to be performed by pharma Sales and marketing person are:</p> <ul style="list-style-type: none"> ● Product Knowledge. ● Proficiency in sales and marketing fundamentals. ● Knowledge of pharmaceutical marketing strategies ● Proficiency in sales territory management ● Capability in market research and analysis ● Communication Skills ● Market Research Analysis ● Relationship Building ● Presentation and Visual Aid Design ● Time management 	<p>Pharma Sales and marketing Individual is responsible for his/her work and works under the supervision of Manager.</p>	<p>4.5</p>

Annexure: Learning Outcomes and Assessment Criteria

Detailed learning outcomes and assessment criteria for the qualification are as follows:

S. No.	Learning Outcomes	Theory Marks	Practical Marks	Project Marks	Viva Marks
1. LFS/MCr-0001: Foundation Skills for Pharma Sales and Marketing	Human Anatomy and Physiology concepts	20	15	-	-
	PC 1 Correlate the human physiology function and the action of pharmaceutical products using pharmacology concepts.				
	PC 2 Describe different methods of drug administration in human body				
	PC 3 Explain the drug product function and benefits using pharmacological concepts and terms				
	Basic concepts for Pharma Sales	20	15	-	-
	PC 4 Use fundament of sales and marketing for a regulated product				
	PC 5 Manage to foster trust and rapport in the customers and stakeholders				
	PC 6 Convey the product value to customer persuasively for right product positioning and differentiating from the competition				
	PC 7 Create compelling sales promotion materials and visuals for drug products.				
	Maintain regulatory, Scientific and technical knowledge	20	10	-	-
	PC 8 Follow UCPMP guidelines and NMC's code of Conduct				
	PC 9 Discuss the clinical trial outcomes and advance scientific benefits of the drug product				
	PC 10 Ensure ethical considerations and compliance in pharmaceutical sales and marketing.				
Total Marks		60	40	-	-

Annexure: Assessment Strategy

This section includes the processes involved in identifying, gathering, and interpreting information to evaluate the Candidate on the required competencies of the program. Mention the detailed assessment strategy in the provided template.

1. Assessment System Overview:

The assessment for the Training will be conducted toward the end of the training duration. The assessment of the qualification shall be carried out by NCVET approved assessment agencies empaneled by LSSSDC after a defined evaluation process. For Execution of the assessment for training for the qualification, LSSSDC will be engaging more than one NCVET approved assessment agency/ body.

1.1 Criteria of selection of assessment body/agency:

The assessment body/agency is selected based on:

- Prior experience and understanding of Life Sciences or similar sector.
- Experience in conducting assessments for similar job roles.
- Manpower and Technical capabilities.
- Geographical reach
- Existing Network in the Life Sciences Sector
- Agencies internal policies to maintain standards, quality & professional Integrity
- Agencies policy and practices in assessor management
- NCVET approval

1.2 Assessment tool development for assessment of Training:

For the Training assessment, the assessment instrument development is done by the selected assessment body with close monitoring and support of LSSSDC at every stage.

1.2.1 Digital Written test for knowledge assessment:

Scope – Is used to test the knowledge component of the Qualification/ Micro Credential/ NOS.

Tools –computer or tab based online or offline.

Method – objective type questions, match the columns, fill in the blanks, tick the odd man out, choose the correct option, choose the best answer, True or false, Identify the object, tool or machinery, arrange in proper sequence, case study, scenario-based responses.

Analysis – Question paper is divided into sections. Each Section intends to assess a particular knowledge field of the trainee. Thus, section-wise calculation of marks gives a clear idea of the areas of improvement or expertise of the trainee. While a consolidated mark gives the overall rating of the trainee.

1.2.2 Digital Written test for skill assessment:

Scope – Is used to test primarily the Skill component of the Qualification/ Micro Credential/ NOS. Trainee’s expertise in handling and managing the situation is tested.

Tools – computer or tab based online or offline questions

Method – A situation is narrated or created in the question posed to the trainee and he is asked objective type questions to select the correct reaction to the situation. The selected situations are based on real situations.

Analysis – Question paper is divided into sections. Each Section intends to assess a particular skill field of the trainee. Thus, section-wise calculation of marks gives a clear idea of the areas of improvement or expertise of the trainee. While a consolidated mark gives the overall rating of the trainee.

1.3 Steps for assessment tool development:

- The selection of assessment tool(s) is done as per the assessment criteria prescribed in Qualification/ Micro Credential/ NOS.
- For Foundation Skills for Pharma Sales and marketing assessment a blueprint of the question paper is part of the assessment tool for training.
- Development of layout of Question paper is such that the entire PCs (Performance Criteria) of that Qualification/ Micro Credential/ NOS are covered.
- Score per question maps with the weightage given to that PC, in the assessment criteria, and the level of difficulty of the question.
- An expert from industry is selected who is called “Subject Matter Expert” (SME). This SME must have over 13-15 years of experience in the industry in sales and marketing occupation.
- SME is screened and approved by LSSSDC. He/she is oriented by both LSSSDC and Assessment agency on – creating question Bank, level of questions, end the desired outcome of the assessment.

1.4 Execution of Training Assessment/ RPL Assessment:

- Once the assessment date for training is decided with common agreement of Industry/ Vocational Training Centre and LSSSDC, LSSSDC allocates the batch to an NCVET approved and LSSSDC empaneled assessment body/agency.
- Assessment agency ensures
 - the availability of required infrastructure
 - the availability of validated assessment tools for the assessment of training for the assigned qualification
 - the availability of assessor as per assessor eligibility criteria of the qualification

- Assessment agencies send the assessment confirmation to VTP/TC looping SSC
- Assessment agency deploys LSSSDC certified assessor for executing the assessment
- LSSSDC monitors the assessment process & records
- The assessment is executed in two possible ways depending on the choice of the industry:

1.4.1 Tab based assessment using physical proctoring

1.4.2 Smartphone-based assessment using e-proctoring

1.4.1 Tab-based assessment using physical proctoring

- A representative from the Assessment agency is present on the day of assessment to executing the assessment at the venue in case of physical proctoring.
- The assessment agency representative carries an identity card and letter from the council authorizing to conduct the assessment.
- Assessment agency representative ensures the authenticity of Trainee's identity by verifying the documents (any document issued by GOI, such as Ration card, Aadhaar Card, Driving License, Passport, Election card, etc)
- The assessment agency representative maintains the records of attendance, verified documents, and tablet instruments used in the assessment.
- Assessment agency representative collects evidence of the assessment in the best possible way (videos, pictures, voice recordings, etc)
- Assessment agency representative transfers the assessment scores from tab to assessment agency server, using a secure, encrypted web-based program.
- The assessment agency after processing the results and putting them in standard format hands over to LSSSDC within 7 days of assessment.

1.4.2 Smartphone-based assessment using e-proctoring

- All trainees enrolled in the batch due for assessment, are registered on an assessment tool application using their unique mobile number and e-mail ID along with a Govt. ID issued proof.
- An assessment link is sent to the mail ID of each trainee with a defined expiry date of the link.
- Trainee at any location can click on the link using his/her smartphone or a web camera-enabled computer system
- Using the unique credentials and Govt ID number, the trainee logs in for the start of assessment and completes the assessment.
- The authenticity of Trainee's identity is done by assessment application by verifying the documents (any document issued by GOI, such as Ration card, Aadhaar Card, Driving License, Passport, election card, etc.) and a live photo capture
- A live video of the candidate during the assessment is captured to collect the evidence of the assessment
- Once the assessment is complete, the assessment application automatically assessment scores to the assessment agency server, using a secure, encrypted web-based program.
- The assessment agency after processing the results and putting them in standard format hands over to LSSSDC within 7 days of assessment.

2. Testing Environment:

- The Centre/ location of the assessment is pre decided and geo tagged in case of physical assessment
- The assessment of LSSSDC qualifications is 99% done in digital environment while 1% pen and paper is used ONLY in business exigencies
- Based on the size of batch the assessment duration/ no. of required assessors is decided to ensure detailed assessment without any negative impact on quality of assessment
- The system driven automated assessment management system ensures uniform time allocation to each student, unique logins for each student and automated randomization of questions for developing multiple sets of question paper for single batch.
- Identity check of the student is mandated

3. Assessment Quality Assurance levels/Framework:

- Question bank is created by the Subject Matter Experts (SME) of Assessment Agency are verified by the other SME of LSSSDC
- All Questions are mapped to the specified assessment criteria
- Assessor eligibility criteria are structured to ensure quality and knowledge credentials of an assessor like-wise the trainer's quality and knowledge credentials.
- Eligible Assessor must be certified by LSSSDC for the respective and relevant qualification
- The tools used for assessment are validated for relevance and feasibility for skill assessment of the qualification in consideration

4. Types of evidence or evidence-gathering protocol:

- Time-stamped & geotagged reporting of the assessor from assessment location
- ID Proof of the students
- Educational qualification of students
- Certificate of Trainer
- In case of Physical assessment, geotagged photographs of the students undergoing assessment
- While students are undergoing assessment on the digital assessment platform the system captures random photos of the student which is audited by LSSSDC

5. Method of verification or validation:

- Surprise visit to the assessment location
- ID Proof of the students for identity verification

- Educational qualification verification of students for validation of entry level criteria
- Certificate of Trainer to verify the credential of vocational educator
- Random photos taken by the digital system are verified during audit by the assessment team

6. Method for assessment documentation, archiving, and access

- Hard copies and digital copies (whichever is applicable) of the assessment evidences are stored with assessment agency team for 5 years
- Assessment transcripts are stored in the server space of assessment agency for 5 years
- Assessment question banks and validation records are stored with assessment agency and LSSSDC digitally
- Assessment records are archived with assessment agency archive server after 5 years for another 5 years
- Access of assessment records are controlled with restricted access to concerned department and stakeholders and is shared on demand after due approval of Head of Assessment and Certification-LSSSDC

Annexure: Tools and Equipment

List of Tools and Equipment

Batch Size: 30

S. No.	Tool / Equipment Name	Specification	Quantity for specified Batch size
1.	Anatomical Model of Different Organ-Systems Of Human Body.	Unit = 3 D Model	1
2.	Antiseptic Solutions	Unit= Bottle; (Example: Dettol, Savlon, Tincture Iodine, Betadine Etc.)	1
3.	Computer	(Including Monitor, CPU, Keyboard, typewriter, UPS, Microsoft Office Software)	10
4.	Computer Work desk	with Internet connectivity through LAN/ Wi-Fi	10
5.	Drug and Company Portfolio File	A kind of file which is commonly used by sales representative for presentation to doctor.	4
6.	Sample Medicine in The Form of Injections	Unit= Vial	1
7.	Sample Medicines in The Form of Capsules (Strips and Boxes)	Unit= Strips	5
8.	Sample Medicines in The Form of Syrup	Unit= Bottle	20
9.	Sample Medicines in The Form of Tablets (Strips And Boxes)	Unit= Strips	10
10.	Sample Ointments / Local Applications (Antiseptic Cream, Pain Relief Gel Etc.)	Unit = Tube	20
11.	Necktie		5
12.	Relevant Book for Drug Review	e.g., IDR	1
13.	Samples Of Promotional Materials from Various Pharmaceutical Companies	5 of each promotion type. like brochures, displays, booklets	1
14.	Tour Bag		5

15.	Various Charts Depicting Physiology and Charts for Anatomical Details	Unit = Charts/ 3 D Model	1
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Classroom Aids:

The aids required to conduct sessions in the classroom are:

1. Whiteboard
2. Marker Pen
3. Computer or Laptop
4. LCD projector
5. Flip Chart
6. Scanner
7. Computer speaker
8. Pencil

Annexure: Industry Validations Summary

S. No	Organization Name	Representative Name	Designation	Contact Address	Contact Phone No	E-mail ID	LinkedIn Profile
1.	Smruthi Organics limited	Kamalakar D.Gajjan	Assistant General Manager	-	7083225457	Kdg@smruthiorganics.com	-
2.	Syskem Pharmocrats	Dhyan Singh	HR-Head	-	9218602689	hrchmak@cruislife.com	-
3.	Macleods Pharmaceuticals	Amit Kanabar	Manager-Head Macleods Centre of Excellence	-	7574881055	amitk@macleodspharma.com	-
4.	Group Pharmaceuticals	Sujatha L	Senior.Sales Admin Manager	-	9343260457	lsujatha@grouppharma.in	-
5.	Gennova Biopharmaceuticals Ltd	Muktaram More	DGM-QA and RA	-	855498218	Muktaram.more@gennova.co.in	-
6.	Chiros Pharma	Dheeraj Verma	Manager HR	-	8091002687	hrcrop@chiropharma.com	-
7.	Biocon Ltd	A. Satish	Sr. Manager- HR	-	8884077785	Satish.achuthan@biocon.com	-
8.	Beta Drugs Limited	Mr. Balwant Singh	Director	-	7015991923	Balwant.s@betadrugslimited.com	-

Annexure: Training Details

Training Projections:

Year	Estimated Training # of Total Candidates	Estimated training # of Women	Estimated training # of People with Disability
1 Year	1000	100	-
2 Year	2000	200	-
3 Year	2000	200	-

Annexure: Blended Learning

Blended Learning Estimated Ratio & Recommended Tools:

Refer NCVET “Guidelines for Blended Learning for Vocational Education, Training & Skilling” available on:

<https://ncvet.gov.in/sites/default/files/Guidelines%20for%20Blended%20Learning%20for%20Vocational%20Education,%20Training%20&%20Skilling.pdf>

S. No.	Select the Components of the Qualification	List Recommended Tools – for all Selected Components	Offline: Online Ratio
1	<input type="checkbox"/> Theory/ Lectures - Imparting theoretical and conceptual knowledge	LMS Portal- LSSSDC Daksh Portal will be utilized with online content/virtual lectures	60:40
2	<input type="checkbox"/> Imparting Soft Skills, Life Skills and Employability Skills /Mentorship to Learners	LMS Portal- LSSSDC Daksh Portal will be utilized with online content/virtual lectures	50:50
3	<input type="checkbox"/> Showing Practical Demonstrations to the learners	LMS Portal- LSSSDC Daksh Portal will be utilized with online content/virtual lectures / Skill labs	100:00
4	<input type="checkbox"/> Imparting Practical Hands-on Skills/ Lab Work/ workshop/ shop floor training	Skill Labs	100:00
5	<input type="checkbox"/> Tutorials/ Assignments/ Drill/ Practice	LMS Portal- LSSSDC Daksh Portal will be utilized with online content/virtual lectures / Field Visits	50:50
6	<input type="checkbox"/> Proctored Monitoring/ Assessment/ Evaluation/ Examinations	Parakh	0:100
7	<input type="checkbox"/> On the Job Training (OJT)/ Project Work Internship	Offline	100:00

Annexure: Acronym and Glossary

Acronym

Acronym	Description
AA	Assessment Agency
AB	Awarding Body
ISCO	International Standard Classification of Occupations
NCO	National Classification of Occupations
NCrF	National Credit Framework
NQR	National Qualification Register
NSQF	National Skills Qualifications Framework
OJT	On the Job Training

Glossary

Term	Description
Qualification	A formal outcome of an assessment and validation process which is obtained when a competent body determines that an individual has achieved learning outcomes to given standards
Qualification File	A Qualification File is a template designed to capture necessary information of a Qualification from the perspective of NSQF compliance. The Qualification File will be normally submitted by the awarding body for the qualification.
Sector	A grouping of professional activities based on their main economic function, product, service or technology.