

NSQC QUALIFICATION FILE

Approved in 22nd NSQC Meeting, 19th December 2018

CONTACT DETAILS OF THE BODY SUBMITTING THE QUALIFICATION FILE

Name and address of submitting body:

Retailers Association's Skill Council of India
A-703/704, Sagar Tech Plaza,
7th floor, Andheri Kurla Road,
Sakinaka, Andheri (east), Mumbai – 400 072

Name and contact details of individual dealing with the submission

Name: Mr. James Raphael

Position in the organisation: Executive Head

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List of documents submitted in support of the Qualifications File

1. Qualifications Pack
2. Industry Validations letters
3. Industry Endorsement tracker
4. Integrated Occupational Map
5. Summary Sheet
6. Sector Profiling

Model Curriculum to be added which will include the following:

- **Indicative list of tools/equipment to conduct the training**
- **Trainers qualification**
- **Lesson Plan**
- **Distribution of training duration into theory/practical/OJT component**

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1	Qualification Title	Business Enhancer-Multichannel Retailer
2	Qualification Code, if any	RAS/Q0204
3	NCO code and occupation	NCO-2015/1120.2200; Consumer Sales
4	Nature and purpose of the qualification (Please specify whether qualification is short term or long term)	<p>Nature of the qualification</p> <ul style="list-style-type: none"> - a Qualification Pack (QP) <p>The main purpose of the qualification</p> <ul style="list-style-type: none"> - to get unemployed people into work - to upgrade the skills of people already in work - to give people with vocational/professional skills access to higher education courses
5	Body/bodies which will award the qualification	Retailers Association's Skill Council of India (RASCI)
6	Body which will accredit providers to offer courses leading to the qualification	Retailers Association's Skill Council of India (RASCI)
7	Whether accreditation/affiliation norms are already in place or not, if applicable (if yes, attach a copy)	<p>As per the revised notification received from NSDC, the training partner affiliation process will now be centralised and routed via Skill Management and Accreditation of Training Centres (SMART) portal.</p> <p>For accreditation and affiliation of your training centre/centres, we request you to refer the below link:</p> <p>http://smartnsdc.org/</p>
8	Occupation(s) to which the qualification gives access	Consumer Sales
9	Job description of the occupation	Individuals in this position often run high profitability organisations that own their facilities and equipment
10	Licensing requirements	N/A
11	Statutory and Regulatory requirement of the relevant sector (documentary evidence to be provided)	No licencing or statutory approvals required for the training.
12	Level of the qualification in the NSQF	7
13	Anticipated volume of training/learning required to complete the qualification	350 hours

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<p>14</p>	<p>Indicative list of training tools required to deliver this qualification</p>	<ul style="list-style-type: none"> ❖ Computer with below softwares/items: <ul style="list-style-type: none"> • Dummy billing software • E-commerce portal/online sales site • Inventory tracker • Attendance register in .xls • Videos (Testimonials/success stories) • Internet connectivity for live hands on experience • Dummy DSRs (softcopy) • Dummy balance sheet • Digital product catalogue ❖ Physical display items in lab to represent multichannel: <ul style="list-style-type: none"> • Display Racks (Gondolas)/Shelves for stacking products • Display/boards/standees for products/offers • Point of Sale (POS) Terminal/ Computer with dummy billing software • Bar code scanner • Dummy products with barcode • VM elements (Mannequins - Full/Half Bust, Dangers, Wobblers, Hangers, Fixtures, banners; POS Display (LED Lightbox); Signage Board; Offer /Policy Signage) • Shopping basket/cart • Weighing scale • Dummy DSRs • Online product delivery kit • Product detailer/catalogue • Card swiping machine – EOC • Cash till for cash reconciliation & Bank deposits • Customer feedback forms • Sample Vendor online registration form • Few posters depicting success stories of big conglomerates • Sample contact list of local/government bodies
<p>15</p>	<p>Entry requirements and/or recommendations and minimum age</p>	<p>10th Standard Pass</p>

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16	Progression from the qualification (Please show Professional and academic progression)	Large-scale Business Owner	
17	Arrangements for the Recognition of Prior learning (RPL)	The RPL process will be aligned to RPL guidelines comprising of below steps: <ol style="list-style-type: none"> 1. Mobilization process to be undertaken by Agency identified by SSC as per scheme guidelines 2. Counselling & Pre-screening of candidates to be conducted as per SSC defined pre-screening criteria 3. Orientation of enrolled candidates by certified Trainers as per scheme guidelines 4. Final Assessment to be conducted by certified assessors of SSC affiliated Assessment Agency 5. Certification to be done as per scheme Guidelines by SSC 	
18	International comparability where known (research evidence to be provided)	NA	
19	Date of planned review of the qualification.	1 st August 2019	
20	Formal structure of the qualification Mandatory components		
	Title of component and identification code/NOSs/Learning outcomes	Estimated size (learning hours)	Level
	1. RAS / N0222 Establish legal, statutory and risk management requirements for business	50	7
	2. RAS / N0215 Manage financial operations through robust accounting systems	50	7
	3. RAS / N0223 Manage business to achieve operational excellence	50	7
	4. RAS / N0224 Ensure product, pricing and promotions are in harmony to augment sales and profitability	50	7
	5. RAS / N0225 Effectively manage customer experience	50	7
	6. RAS / N0226 Manage human resources	50	7
	7. RAS / N0227 Demonstrate leadership behaviour to achieve organizational objectives	22	7
	8. RAS / N0228 Operate within ethical business environment	14	7

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9. RAS / N0229 Fulfil duties and obligations towards the society	14	7
Sub Total A	350	
Optional components		
Title of component and identification code/NOSs/Learning outcomes	Estimated size (learning hours)	Level
Nil	Nil	Nil
Sub Total B	0	
Total (A + B)	350	

SECTION 1 ASSESSMENT

21	Body/Bodies which will carry out assessment: RASCI affiliated assessing agencies having NSQF certified assessors
22	How will RPL assessment be managed and who will carry it out? The assessment will be carried out in line with the Assessment criteria defined by SSC and would be conducted by NSQF certified assessor of Assessment Agency empanelled with SSC. RPL assessments would either be conducted at worksite / RPL Camps / accredited Training Centres as per RPL Guidelines. The Assessment would have theory as well as practical components to assess the knowledge and existing skills / competence of candidates in an non – intrusive environment with comprehensive auditable trails.
23	Describe the overall assessment strategy and specific arrangements which have been put in place to ensure that assessment is always valid, reliable and fair and show that these are in line with the requirements of the NSQF. Assessment will be done by RASCI-affiliated assessment agencies. The assessors will be trained & certified by SSC through Training of Assessors program. The emphasis will be on practical demonstration of skills and knowledge based on the performance criteria. The assessment papers are developed by Subject Matter Experts (SME) within SSC with regular enhancement on need basis, as per the performance and assessment criteria mentioned in the Qualification Pack. The assessment papers are also checked for the various outcome-based parameters such as quality, time taken, precision, tools & equipment requirement, etc. The assessment sets are then reviewed by SSC official for consistency. The assessment will be done based on the assessment plan which contains the following information: <ul style="list-style-type: none">• Written Test (Web proctoring/Paper pencil/Tab based): Written test will be Multiple Choice Questions (MCQ) based. In case of availability of internet connectivity, the test will be hosted on web (online)

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In case of absence of internet connectivity, the test will be administered in offline mode or via paper pencil

- Viva voce: This will be an oral based examination where the learner will be required to answer to situational questions
- Practical: This test will be administered in a simulated retail environment viz. Retail Lab. The learner will be required to perform appropriate working steps, using necessary tools and equipment.
- When the assessment will be done: as per dates indicated by respective partner
- Where the assessment will be done: at Training centres of the Training Partners or designated testing centres

The assessment results are backed by evidences collected by assessors.

1. The assessor needs to collect a copy of the attendance for the training done under the scheme. The attendance sheets are signed and stamped by the In charge / Head of the Training Centre.

2. The assessor needs to verify the authenticity of the candidates by checking the photo ID card issued by the institute as well as any one Photo ID card issued by the Central/Government. The same needs to be mentioned in the attendance sheet. In case of suspicion, the assessor should authenticate and cross verify trainee's credentials in the enrolment form.

3. The assessor needs to punch the trainee's roll number on all the test pieces.

4. The assessor can take a photograph of all the students along with the assessor standing in the middle and with the centre name/banner at the back as evidence.

5. The assessor also needs to carry his/her photo ID card.

The assessment agencies are instructed to hire assessors with integrity, reliability and fairness. Each assessor shall sign a document with its assessment agency by which they commit themselves to comply with the rules of confidentiality and conflict of interest, independence from commercial and other interests that would compromise impartiality of the assessments.

Please attach most relevant and recent documents giving further information about assessment and/or RPL.

Give the titles and other relevant details of the document(s) here. Include page references showing where to find the relevant information.

ASSESSMENT EVIDENCE

Complete a grid for each component as listed in “Formal structure of the qualification” in the Summary.

NOTE: this grid can be replaced by any part of the qualification documentation which shows the same information – ie Learning Outcomes to be assessed, assessment criteria and the means of assessment.

24. Assessment evidences

Title of Component: Business Enhancer/Multichannel Retailer

Outcomes to be assessed/NOSs to be assessed	Assessment criteria for the outcome
1. RAS/N0222 (Establish legal, statutory and risk management requirements for business)	PC1. determine legal options for the most suitable type of business structure
	PC2. determine legal rights and responsibilities of the business to ensure business is adequately protected under legal and legislative provisions
	PC3. confer with relevant business partners, business principles, franchisors and funders to inform final decision regarding business structure
	PC4. seek legal and accounting expertise as required to inform final decision regarding business structure
	PC5. liaison with key officials of local corporations and government bodies that have a bearing on the particular business
	PC6. interact and maintain relationships with the key persons to ensure smooth functioning of business
	PC7. secure information on purchase rights to products and services and ensure full understanding of their implications
	PC8. establish cost of procurement rights to products and services, including ongoing financial planning
	PC9. determine brand ownership and protection rights
	PC10. secure contractual procurement rights to provide optimal conditions for procurement of products and services
	PC11. ensure that shops, establishments and production unit follow policies and procedures that have a bearing on the business

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2. RAS/N0215
(Manage financial
operations through robust
accounting systems)

PC12. ensure recording of errors and exceptions and conduct personal checks on such records to reduce such instances

PC13. understand the concept of minimising losses and maximising gains by ensuring quality of goods

PC14. determine legal rules relating to ownership of assets and intellectual property

PC15. apply legal rules relating to the transfer of risk

PC16. design and issue warranties in compliance with relevant legislation

PC17. ensure insurance for business operations and products complies with relevant legislation

PC18. determine legal remedies and enforcement options available for the resolution of disputes

PC19. ensure implementation of processes involved in the business

PC20. ensure checks and balances to prevent hazards and risks involved in the process

PC21. ensure implementation of procedures to handle emergencies and mitigate risks

PC22. describe to the team about possible fraudulent activities

PC23. ensure process implementation and improvement to minimise losses due to errors and fraudulent activities

PC1. describe business policy and procedures in regard to preparation of budget or target figures

PC2. present proposed budgets or targets accurately and concisely to the concerned stakeholders

PC3. negotiate necessary changes to agreed budget allocations if necessary

PC4. monitor income and expenditure and maintain expenditure within budget targets according to business policy

PC5. take prompt corrective action where significant deviations from budget occur

PC6. enforce budget audit mechanisms and compliance requirements

PC7. ensure team ability to conduct basic accounting tasks and creating and maintaining reports

PC8. build team ability to analyse sources of profits and causes of losses as reflected in the reports

PC9. ensure implementation of checks to prevent monetary losses due to fraudulent activities

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	PC10. monitor and maintain business systems for recording sales figures, revenue, personnel and payroll information, and expenditure
	PC11. implement cost reduction measures according to business policy and procedures
	PC12. encourage team members to actively control costs in their areas of responsibility
	PC13. implement recommendations for improving cost reduction or communicate to the team
	PC14. describe the business cycle from accounting point of view
	PC15. calculate credit amount, credit period, break-even point and payment schedules
	PC16. define vendor credit cycle to ensure smooth borrowing process
	PC17. negotiate to arrive at the most profitable vendor relationship for the organization and finalise credit cycle
	PC18. identify credit sources for business expansion
	PC19. describe the terms and conditions of sources offering credit
	PC20. identify risks involved in each of sources be considered
	PC21. select the suitable credit source
	PC22. define processes for approving trading terms
	PC23. establish supplier trading terms
	PC24. define business customer/direct customer trading terms
	PC25. approve trading terms according to business policy and procedures
3. RAS/N0223 (Manage Business to achieve operational excellence)	PC1. understand similar businesses
	PC2. drive the team to collect and compile relevant market data needed to plan business offerings
	PC3. analyse compiled market data to identify need and plan assortment accordingly
	PC4. ensure effective inventory management with implementation of re-order quantity and lead time as defined in-store/organization processes
	PC5. minimise losses from ageing/damaged/expired stock
	PC6. determine operational costs and set targets and sales figures to maximise profits
	PC7. negotiate and generate credit from vendors/suppliers

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	PC8. plan for contingencies in case of deviations
	PC9. ensure optimum utilisation of resources in daily operations
	PC10. ensure the required precautions are taken and timely maintenance of equipment
	PC11. ensure team updations on new technology that can improve efficiencies and reduce risks
	PC12. ensure team competence on using of equipment relevant to business
	PC13. ensure insurance and safekeeping of all goods and properties involved in the business
	PC14. identify technologies relevant to e-commerce solutions
	PC15. determine capabilities and limitations of the internet
	PC16. determine impact and use of websites
	PC17. determine e-commerce solutions for compliance to business outcomes and customer requirements
	PC18. monitor ecommerce system for ability to meet peak demands
	PC19. collect and review strategic data on ongoing effectiveness of e-commerce solutions
	PC20. undertake modifications or customisation of e-commerce systems to meet changing internal or external customer demands
4. RAS/N0224 (Ensure product, pricing and promotions are in harmony to augment sales and profitability)	PC1. identify target audience/ consumer profile
	PC2. identify buying patterns and analyse sales data to define assortments and modify them as per trends observed
	PC3. understand competitors/other players/ substitute products
	PC4. determine means to forecast demands on inventory
	PC5. describe the importance to the team for monitoring market trends and technology changes as part of managing inventory demands
	PC6. assess inventory/procuring capacity and ensure required Inventory is on hand as per demand
	PC7. coordinate stocktake or cyclical count and monitor stock levels and maintain at required levels
	PC8. calculate and assess operational costs, profits and margins
	PC9. define targets for self and team to achieve business gains

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	PC10. match logistics of delivery to inventory supply requirements
	PC11. take steps to prevent inventory losses and plan for contingencies in case of stockout
	PC12. understand product/s involved in the business within the team
	PC13. describe market trend with respect to sales patterns of related products
	PC14. describe related products and possible opportunities with respect to up- selling, cross selling, expansion of business etc.
	PC15. ensure quality check of products/services to maintain quality and conform to statutory quality requirements
	PC16. analyse addition/deletion of product lines to maximise profits and minimise losses
	PC17. identify the most effective channels of promotions for the target group and achieve maximum success by getting relevant promotional events executed
	PC18. optimise the use of social media to achieve maximum reach and penetration
	PC19. establish strategic fit of brand online features with business purpose
	PC20. integrate online and other brand management strategies
	PC21. determine online consumer attitudes to brand
	PC22. determine comparative advantage of brand over competitors in an online environment
	PC23. determine methods to communicate the brand in an online platform
	PC24. set indicators for measuring ongoing brand value and success
	PC25. ensure team competence in selling/servicing of products/services being sold at optimum costs and with minimum wastages/losses
	PC26. price products to achieve organisation goals and enhance profitability
5. RAS/N0225 (Effectively manage customer experience)	PC1. identify target customers and understand their need and desire
	PC2. identify possible options to satisfy customer needs
	PC3. present options in an attractive manner that are mutually beneficial in nature

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6. RAS/N0226 (Manage Human resources)	PC4. describe the concept of building relationships with customers to generate referrals	
	PC5. collect feedback to improvise to increase business returns and reach	
	PC6. ensure on-time delivery service fulfilment	
	PC7. ensure implementation of customer loyalty programs like vouchers, promotions	
	PC8. identify procedures and test operation of technologies and associated applications in line with nature of customer contact	
	PC9. gather and apply feedback from relevant staff on operation of technologies	
	PC10. explain the benefits of communication using technologies relevant to customers	
	PC11. collect required customer data for communication using technologies	
	PC12. process customer data according to workplace procedures	
	PC13. apply suggested improvements to improve customer communications	
	7. RAS/N0227 (Demonstrate leadership behaviour to achieve organizational objectives)	PC1. ensure conformance to procedures for interviewing, hiring, evaluating and preparing job description for new employees
		PC2. ensure employee connect, offer career prospects, communicate organizational goals and objectives and congratulate on success
		PC3. ensure training and development of team in a manner that benefits organization and also fulfils personal objectives
8. RAS/N0228	PC1. understand entrepreneurial thinking and perspective	
	PC2. participate in workshops, seminars and engage with other successful business owners	
	PC3. drive self-development through available mediums	
	PC4. identify and get certifications in related line of business	
	PC5. identify opportunities and create solutions to face uncertainties	
	PC6. keep self-updated to be able to expand business in other fields/line of business as desired	
	PC7. improvise methods so as to improve efficiencies	
	PC8. lead team by communicating team objectives	
PC9. direct the organization and motivate team to seek defined objective enthusiastically		
8. RAS/N0228	PC1. list guidelines and policies to define behaviour	

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(Operate within ethical business environment)	and interactions with stakeholders
	PC2. ensure code of ethics is followed
	PC3. adhere to ethical standards and deal fairly, honestly and responsibly with all stakeholders
	PC4. ensure members in the board who can add value to the retail enterprise
	PC5. ensure that broader interests of the society are also taken care of
9. RAS/N0229 (Fulfil duties and obligations towards the Society)	PC1. ensure that enterprise does not endanger a community or society
	PC2. define the operations and policies so as to be mutually beneficial to the enterprise and the society
	PC3. execute some initiatives that contribute to community development
Means of assessment 1	
Means of assessment 2 Add boxes as required.	
Pass/Fail	

NSQF QUALIFICATION FILE

SECTION 2

25. EVIDENCE OF LEVEL

OPTION B

Title/Name of qualification/component: Business Enhancer/Multichannel Retailer			Level: 7
NSQF Domain	Key requirements of the job role	How the job role relates to the NSQF level descriptors	NSQF Level
Process	Business Enhancer/Multichannel Retailer is responsible for selling of goods & services to consumers away from the fixed retail outlet, generally in their homes or at workplace.	<p>The Job holder is responsible for selling of goods & services to consumers away from the fixed retail outlet, generally in their homes or at workplace. This requires a command of wide ranging specialised theoretical and practical skills, involving variable routine and non-routine contexts.</p> <p>For example, this individual is responsible for running high profitability organisations that own their facilities and equipment.</p> <p>Considering the outcomes, the job role is pegged at level 07.</p>	7
Professional knowledge	The individual on the job needs to know and understand: Legal policies and procedures, business ethics, risk management, accounting systems to manage financial operations, concepts of business operations, inventory and sales management, marketing and promotion strategies to augment sales and profitability, customer experience	<p>The job holder is expected to have wide-ranging factual and theoretical knowledge in broad contexts within a field of work or study</p> <p>For example, the job holder is expected to have knowledge of legal policies and procedures, business ethics, risk management, accounting systems to manage financial operations, marketing</p>	7

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Title/Name of qualification/component: Business Enhancer/Multichannel Retailer			Level: 7
NSQF Domain	Key requirements of the job role	How the job role relates to the NSQF level descriptors	NSQF Level
	management, and people management.	and promotion strategies. He/she should demonstrate leadership behaviour to achieve organisational objectives. He/she is expected to have knowledge of duties and obligations toward the society. Considering the type of knowledge, the job role can be placed at level 07.	
Professional skill	To perform the job, the job holder is required to have professional skills such as decision making, planning and organising, customer centricity, analytical thinking, critical thinking and problem solving. For example, the job holder is expected to perform manpower planning and manage the team. He/she is required to take business and people decisions, lead team, analyse situations, data and reports, identify problems immediately and take up solutions quickly to resolve delays, think through the problem, evaluate the possible solution(s) and adopt an optimum/best possible solution(s).	The job holder is expected to have wide range of cognitive and practical skills required to generate solutions to specific problems in a field of work of study. For example, the individual is expected to perform manpower planning and lead team by communicating team objectives. He/she should direct the organization and motivate team. Considering the type of skill, the role qualifies for level 7.	7
Core skill	The individual is expected to have good communication skills (written and oral), knowledge of technology and equipment used in the business and social responsibilities.	The job holder is expected to exhibit good logical and mathematical skill, understanding of social, political and natural environment and organising information, communication and presentation skill.	7

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Title/Name of qualification/component: Business Enhancer/Multichannel Retailer			Level: 7
NSQF Domain	Key requirements of the job role	How the job role relates to the NSQF level descriptors	NSQF Level
		<p>For example, the individual is expected to ensure that enterprise does not endanger a community or society.</p> <p>He/she should strive to relate the operations and policies so as to be mutually beneficial to the enterprise and the society</p> <p>He/she is expected to execute some initiatives that contribute to community development.</p> <p>Considering the type of skill, the job role can be placed at level 7.</p>	
Responsibility	The individual is responsible for selling of goods & services to consumers away from the fixed retail outlet, generally in their homes or at workplace	<p>The job holder is expected to be fully responsible for output of group and development.</p> <p>For example, the job holder is expected to improvise methods so as to improve business efficiencies, get certifications in related line of business and display creativity and innovation for sustenance and business growth.</p> <p>Considering the type of skill, the role qualifies for level 7.</p>	7

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SECTION 3

EVIDENCE OF NEED

26	<p>estimated uptal of estimate? Basis</p> <p>Need of the qualification</p>	<p>here that the qualification the this qualification and this</p> <p>In case of SSC</p> <p>The Indian retail has an estimated size of USD 1.3 trillion by 2020. The retail sector is growing at a CAGR of 15% over the past five years. At the projected growth the retail industry would be worth INR 55 trillion (USD 948 billion) in 2018-19. Out of the total retail business 92 per cent penetration is from the unorganized sector. Unorganized retail is characterized by presence of small retail business start-ups, direct selling, street vending, kirana/mom-and pop stores.</p> <p>The Qualification is expected to skill individuals who have started their own retail business and are transitioning to take this business next higher level. Evidence of the qualification is also supported by validations.</p>	<p>In case of other Awarding Bodies (Institutes under Central Ministries and states departments)</p> <p>The Submitting Body would produce any reputable and reliable research reports, such as labour market information reports; occupational mapping or similar research carried out by Ministry/State/Any other authentic source forecasting the demand for the proposed qualification</p>
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	<p>Industry Relevance</p>	<p>The SSC would undertake validation of the job roles with actual end-user industry where such employment are going to be generated and absorbed instead of generic validation of industry. The SSC would submit the endorsements from users/intended users of the qualification clearly supporting or otherwise the need for trained people against specific job role.<i>(The industry validation format to be used)</i></p>	<p>The Submitting Body would submit the list of industry participation while preparation of the curriculum/ course content of the qualifications. These could include minutes of the meeting/ reports of these consultations</p>
	<p>Usage of the qualification</p>	<p>The SSC would submit details of the employment generated (wherever applicable) and realised</p>	<p>The submitting body would submit the details of trained and</p>

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	<p>by virtue of training in the Qualifications of the sector earlier submitted for NSQF alignment.</p> <p>In case of unorganized sector, case studies or evidences may be given</p> <p>proposed qualification (if an existing qualification is being proposed for NSQF alignment)</p> <p>Information about the success of the qualification should be given (eg. uptake figures, examples of use in recruitment and placement rates (if known) should be given. However, many of the bodies that do not have placement tracking mechanism established in place would provide necessary endorsements by the state/ ministry stating that a tracking mechanism would be institutionalized and placement records shall be provided annually or later , depending on length of qualification.</p> <p>Estimated uptake Total retail employment in India from organized and unorganized is 3.3% of Indian labour work force out of which mostly related to the unorganised retail sector. With the projected growth of overall retail by 12% p.a. and unorganized retail by 10% p.a. Furthermore, direct selling market in India was at 33 billion and is expected to touch 645 billion by 2025. Employment is expected to rise from 1.8 million in FY09 to 18 million in FY2025 creating opportunities for skilling on this qualification.</p>
27	<p>Recommendation from the concerned Line Ministry of the</p>
	<p>Government/Regulatory Body. To be supported by documentary evidences</p>

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28	<p>What steps were taken to ensure that the qualification(s) does (do) not duplicate already existing or planned qualifications in the NSQF? Give justification for presenting a duplicate qualification</p> <p>The qualification discussed above is checked for any duplication across sectors. Given the qualification is niche to retail sector, there is no duplication or pre-existing similar qualifications.</p>
29	<p>What arrangements are in place to monitor and review the qualification(s)? What data will be used and at what point will the qualification(s) be revised or updated? Specify the review process here</p> <p>The comments, feedback and suggestions were collected through interaction with industry as the Industry would have first-hand information about the deliverables and competencies required for the job role. In a similar manner, the same will be compiled and justifiable changes will be incorporated in the next/updated version of the QP. This QP is set to be reviewed on 1st August 2019.</p>

Please attach most relevant and recent documents giving further information about any of the topics above.

Give the titles and other relevant details of the document(s) here. Include page references showing where to find the relevant information.

SECTION 4

EVIDENCE OF PROGRESSION

30	<p>What steps have been taken in the design of this or other qualifications to ensure that there is a clear path to other qualifications in this sector?</p> <p><i>Show the career map here to reflect the clear progression</i></p> <ol style="list-style-type: none">1. Discussing the growth trajectory within each occupation after studying organisational charts of various industry players across small, medium and large scale organizations.2. Exploring various lateral career opportunities for the discussed qualification3. Ensuring that there is a clear role up in terms of performance criteria, qualification, experience and skill requirement from lower NSQF Level to higher levels in the hierarchy.
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Please attach most relevant and recent documents giving further information about any of the topics above.

Give the titles and other relevant details of the document(s) here. Include page references showing where to find the relevant information.