

CONTACT DETAILS OF THE BODY SUBMITTING THE QUALIFICATION FILE

Directorate General of Training (DGT)
Government of India, Ministry of Skill Development and Entrepreneurship,
1st and 2nd Floor, CIRTES Building
Next to Pusa ITI, Pusa Campus
New Delhi - 110012

Name and address of submitting body:

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Name and contact details of individual dealing with the submission

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List of documents submitted in support of the Qualifications File

1. Competency-based curriculum (Annexure 1)
2. Advertisements of different organisations for posts relevant to NTC in the trade

Model Curriculum to be added which will include the following:

- **Indicative list of tools/equipment to conduct the training:** Enclosed with curricula
- **Trainers qualification:** Indicated in the curriculum
- **Lesson Plan:** All NCVT curricula are designed indicating specific practical to be carried out during training along with details of trade theory. Based on this the concerned instructor prepares the Lesson Plan with support of IMPs developed by DGT.
- **Distribution of training duration into theory/practical/OJT component:** Indicated in the curriculum

- SUMMARY

1	Qualification Title	Sales Person (Retail)
2	Qualification Code, if any	N/A
3	NCO code and occupation	5249.0301- Salesman, Retail Trade 5249.0600- Selling Agent
4	Nature and purpose of the qualification (Please specify whether qualification is short term or long term)	National Council for Vocational Training (NCVT) (long term qualification)
5	Body/bodies which will award the qualification	National Council for Vocational Training (NCVT) affiliates the ITIs/BTCs as per time to time issued guidelines.
6	Body which will accredit providers to offer courses leading to the qualification	National Council for Vocational Training (NCVT)
7	Whether accreditation/affiliation norms are already in place or not , if applicable (if yes, attach a copy)	Yes. The accreditation/ affiliation norms for all training providers are as per DGT guidelines issued from time to time with approval of NCVT.
8	Occupation(s) to which the qualification gives access	Sales Person (Retail) has a wide scope of Employability ranging from self-employment, contractual employment to Industrial jobs. On successful completion of this course, the candidates shall be gainfully employed in the industries for following occupations: <ul style="list-style-type: none"> Salesman, Retail Trade Selling Agent
9	Job description of the occupation	Sales Person (Retail) Sells goods to customers in retail establishment, arranges display of goods, attends customers, measures and weights goods ordered, hands over packet to customers and collects money from them. Also sells goods on behalf of one or more producers or manufactures according to their instructions on salary or commission basis.
10	Licensing requirements	N/A
11	Statutory and Regulatory requirement of the relevant sector (documentary evidence to be provided)	N/A
12	Level of the qualification in the NSQF	Level 4

13	Anticipated volume of training/learning required to complete the qualification	Sl. No.	Course Element	Total Notional Training Hours	
		Basic Training			
		1	Professional Skill (Trade Practical)	270	
		2	Professional Knowledge (Trade Theory)	120	
		3	Employability Skills	110	
		Total (including Internal Assessment)		500	
		On-Job Training:-			
Total 12months		2080			
14	Indicative list of training tools required to deliver this qualification	As per Annexure enclosed in the curriculum			
15	Entry requirements and/or recommendations and minimum age	Passed 10 th class examination under 10+2 system of Education or its equivalent			
16	Progression from the qualification (Please show Professional and academic progression)	<pre> graph TD NAC --> Asst_Craftsmen[Asst. Craftsmen] Asst_Craftsmen --> Craftsmen Craftsmen --> Sr_Craftsmen[Sr. Craftsmen] Sr_Craftsmen --> Junior_Supervisor[Junior Supervisor] Junior_Supervisor --> Senior_Supervisor[Senior Supervisor] Senior_Supervisor --> Asst_Manager[Asst. Manager (Shop/Field)] Asst_Manager --> Manager[Manager (Shop/Field)] Manager --> Entrepreneur Senior_Supervisor --> Quality_Inspector[Quality Inspector] NAC --> Assistant_Trainer[Assistant Trainer] Assistant_Trainer --> Trainer Trainer --> Sr_Trainer[Sr. Trainer] Sr_Trainer --> Trg_In_Charge[Trg.-In Charge] Manager --> Trg_In_Charge </pre>			
17	Arrangements for the Recognition of Prior learning (RPL)	<ol style="list-style-type: none"> Only those candidates will be allowed to appear in the Test conducted by NCVT as Private candidate who have already acquired the National Trade Certificate. Three (03) years experience of the candidates wishing to appear as Private candidate after obtaining NTC should be in the same trade in which he proposed to acquire the National Apprenticeship Certificate. Private candidates possessing the minimum educational qualification required for engagement as an apprentice in that 			

		<p>particular trade and the minimum experience as stated above would only be permitted.</p> <p>4. Candidates are to be sponsored by an establishment and should not be entertained directly.</p> <p>5. Only, the experience acquired by the candidate in an establishment implementing the Apprentices Act, 1961 should be considered and such certificate should be issued by the Officer In-charge of Training of that establishment.</p>	
18	International comparability where known (research evidence to be provided)	<p>1. Existence of any official document suggesting the comparability of the qualification with the qualifications in other countries is not known.</p> <p>2. However, ITI passed out trainees are getting employment in many Gulf countries, European countries, Australia, New Zealand, Singapore etc.</p>	
19	Date of planned review of the qualification.	March 2023	
20	Formal structure of the qualification		
	Mandatory components		
	Title of component and identification code/NOSs/Specific Learning outcomes	Estimated size (learning hours)	Level
Block -I			
1.	Demonstrate the purpose of retailing, retail environment and the responsibility of retail operation function.	130	4
2.	Understand the multi cultural ethics in retail environment.	140	4
3.	Practice on interpersonal communication with the customers and team members.	160	4
4.	Understand and to apply the feature of customer service.	100	4
5.	Demonstrate the method used by retailers to encourage the customer for buying	160	4
6.	Practice on the feature of merchandising and familiarization of merchandise product.	160	4
7.	Plan and Display stock to promote sales.	145	4
8.	Understand the health safety & security risks related to merchandising	90	4

NSQF QUALIFICATION FILE

Approved in 21st NSQC, 03.08.2018

	and displays		
9.	Provide and promote different schemes to the customers for creating a positive image of the organization.	120	4
10.	Maintain the availability of goods for sale to customers	160	4
11.	Demonstrate the business and productivity targets and measures to achieve the same.	160	4
12.	Practice on interchanging feedback between employer and employees regularly to enhance quality and performance.	120	4
13.	Understand and apply the process of inventory management and perform stock control procedures.	160	4
14.	Practice on the detailed overview of point of service/sale features and application	145	4
15.	Perform the latest mode of transactions	130	4
	Total (Block-I)	2080	4
	Basic Training, internal assessment and Examination	500	4
	Sub Total (A)	2580	4
	Optional components	N/A (All components are compulsory)	
	Title of component and identification code/NOSs/ Learning outcomes	Estimated size (learning hours)	Level
	Sub Total (B)		
	Total (A+B)	2580	4

SECTION 1

ASSESSMENT

21	<p>Body/Bodies which will carry out assessment: National Council for Vocational Training (NCVT)</p>
22	<p>How will RPL assessment be managed and who will carry it out?</p> <ol style="list-style-type: none"> 1. Only those candidates will be allowed to appear in the Test conducted by NCVT as Private candidate who have already acquired the National Trade Certificate. 2. Three (03) years experience of the candidates wishing to appear as Private candidate after obtaining NTC should be in the same trade in which he proposed to acquire the National Apprenticeship Certificate. 3. Private candidates possessing the minimum educational qualification required for engagement as an apprentice in that particular trade and the minimum experience as stated above would only be permitted. 4. Candidates are to be sponsored by an establishment and should not be entertained directly. 5. Only, the experience acquired by the candidate in an establishment implementing the Apprentices Act, 1961 should be considered and such certificate should be issued by the Officer In-charge of Training of that establishment. <p>Based on above Eligible candidates will appear in the AITT conducted by NCVT.</p>
23	<p>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.</p> <p>(1) Assessment process: The assessment for the block-based qualification is carried out by conducting formative assessments, and final examinations. The internal assessments for theory subjects and practical are conducted by the concerned instructors for evaluating the knowledge and skill acquired by trainees and the behavioural transformation of the trainees. This internal assessment is primarily carried out by collecting evidence of competence gained by the trainees by evaluating them at work based on assessment criteria, asking questions and initiating formative discussions to assess understanding and by evaluating records and reports, and sectional marks are awarded to them. Theory is conducted in Trade theory and Employability Skills along with practical examinations. The question papers for the theory Examinations contain objective type questions. Trade practical examinations are conducted by the local board constituted as the defined rule. However, the question papers for the Trade practical are prepared by NCVT. The marking pattern and distribution of marks for the qualification are as per NCVT approved structure issued from time to time.</p> <p>(2) Minimum pass marks: The minimum pass percentage for Practical is 60% & minimum pass percentage for Theory subjects is 40%.</p> <p>(3) Testing and certifications for the course:</p> <ul style="list-style-type: none"> • Online examination conducted for all theory papers. <p>A panel of expert paper setters, who are graduates in the concerned field with minimum 5-7 years experience, is prepared for setting question papers for the Trade. The panel is</p>

vetted by the Member Secretary, NCVT.

- Paper setters are appointed from the panel after the approval of the competent authority for setting the question paper.
- The question papers are then moderated by the Board of Moderation to see if the paper is set as per the requirement and syllabus.
- An Examination Board consisting of representatives of industry/Employer/State Government are set up to supervise and monitor the conduct of Examinations at every Centre.
- Theory and practical Examinations are carried out with invigilators/examiners with the overall supervision of the Examination Board.
- Examiners called for evaluation of practical should have minimum technical qualification of a Diploma in the respective engineering field. However, when diploma holders not available, the qualification is suitably relaxed.
- Examiners for practical Examinations are appointed preferably from Polytechnics/ Engineering colleges/ expert from establishment/ Government Departments or from retired qualified personnel possessing requisite qualifications and sufficient experience in the trade/discipline.

Testing centre located in ITI

Local board of examiners will be constituted in respect of every centre by the State Director in-charge of Training/State Apprenticeship Adviser in consultation with the State council for Vocational Training for conducting and evaluating the Trade test on the spot. The local Board of examiners will consist of the following:

- State Director in-charge of Training/State Apprenticeship Adviser (Secretary, State council for Vocational Training) or his nominees (who must be a duly qualified technical person) as Chairman.
- Suitable Experts from various industries/Institutions depending on the trades in which Test will be conducted at the Centre.

Testing centre located in the establishment coming under the purview of State Governments

Local board of examiners will be constituted in respect of every centre by the State Director in-charge of Training/State Apprenticeship Adviser in consultation with the State council for Vocational Training for conducting and evaluating the Trade test on the spot. The local Board of examiners will consist of the following:

- State Director in-charge of Training/State Apprenticeship Adviser (Secretary, State council for Vocational Training) or his nominees (who must be a duly qualified technical person) as Chairman.
- Suitable Experts from various industries/Institutions depending on the trades in which Test will be conducted at the Centre.

Testing centre located in the establishment coming under the purview of Central Governments

Local board of examiners will be constituted in respect of every centre by the Regional Directors (RDAT) in consultation for conducting and evaluating the Trade test on the spot. The local Board of examiners will consist of the following:

- Chairman appointed by the employer in whose establishment Trade Testing Centre is located
- Suitable Experts from various industries/Institutions depending on the trades in which Test will be conducted at the Centre.

- Flying squads from State Governments as well as the Central Government are constituted to check malpractices during the conduct of Examinations.
- Evaluation of every practical examination is carried out by the concerned examiner (from industry/ polytechnics) with the overall supervision of the Examination Board in a free and fair manner as per the assessment criteria.
- The marks compiled by the Regional Directors/State Apprenticeship Advisers as per NCVT guidelines and the results were declared by the State Governments and RDATs
- The successful trainees are awarded National Apprenticeship Certificates.

Overall assessment strategy:

Assessment of the qualification evaluates trainees to show that they can integrate knowledge, skills and values for carrying out relevant tasks as per the defined assessable outcomes and assessment criteria. The trainees may choose the preferred language for assessment. The underlying principle of assessment is fairness and transparency. While assessing the trainee, assessor is directed to assess as per the defined assessment criteria against the assessable outcomes. The evidence of the competence acquired by the trainees can be obtained by conducting theory and practical examinations, observing the trainees at work, asking questions and initiating formative discussions to assess understanding and evaluating records and reports. The ultimate objective of the assessment is to assess the candidates as per the defined assessment criteria for the assessable/ learning outcomes.

Specific Arrangements for assessment:

- Assessment is outcome-based.
- There are formative and summative assessments in Theory and Practical.
- Assessment is carried out in Trade theory, Trade Practical, and Employability Skills.
- While Trade Theory and Trade Practical are used for assessing Trade-related jobs, is used to test trainee's numerical skills, Drawing is used to test the ability of the trainee to draw and read sketches and Employability skills is used to test the communication and language skills of the trainee.
- In addition to demonstration of theory and practical knowledge, trainees get a chance to present total personality.

Quality assurance activities:

- Question papers are set by external paper setters
- Evaluation of Theory Examinations is done online.
- Trade Practical is examined by External Examiner (as explained above).

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 – i.e. learning Outcomes to be assessed, assessment criteria and the means of assessment.

24. Assessment evidences

Title of Component: Sales Person (Retail)

<p>Means of assessment 1</p> <p>Assessment will be evidence based comprising the following:</p> <ul style="list-style-type: none"> • Job carried out in labs/workshop • Record book/ daily diary • Answer sheet of assessment • Viva-voce • Progress chart • Attendance and punctuality • Assignment • Project work
<p>Means of assessment 2</p> <p>Add boxes as required.</p>
<p>Pass/Fail</p> <p>The minimum pass percentage is 40% for each Theory Examination and 25% for each part/section of the Examination separately, and 60% marks for each Trade practical Examination.</p>

GENERIC LEARNING/ ASSESSABLE OUTCOME:

Outcomes to be assessed/NOSs to be assessed	Assessment criteria for the outcome
1. Recognize & comply safe working practices, environment regulation and housekeeping.	1. 1. Follow and maintain procedures to achieve a safe working environment in line with occupational health and safety regulations and requirements.
	1. 2. Recognize and report all unsafe situations according to site policy.
	1. 3. Identify and take necessary precautions on fire and safety hazards and report according to site policy and procedures.
	1. 4. Identify, handle and store / dispose off dangerous/unsalvageable goods and substances according to site policy and procedures following safety regulations and requirements.
	1. 5. Identify and observe site policies and procedures in regard to illness or accident.
	1. 6. Identify safety alarms accurately.

	1. 7. Report supervisor/ Competent of authority in the event of accident or sickness of any staff and record accident details correctly according to site accident/injury procedures.
	1. 8. Identify and observe site evacuation procedures according to site policy.
	1. 9. Identify Personal Productive Equipment (PPE) and use the same as per related working environment.
	1. 10. Identify basic first aid and use them under different circumstances.
	1. 11. Identify different fire extinguisher and use the same as per requirement.
	1. 12. Identify environmental pollution & contribute to avoidance of same.
	1. 13. Take opportunities to use energy and materials in an environmentally friendly manner
	1. 14. Avoid waste and dispose waste as per procedure
	1. 15. Recognize different components of 5S and apply the same in the working environment.
2. Maintenance of stores in respect of storage requirements, information on quantity and type of goods, maintenance of storage space, updating of stock control, follow all relevant legislation and organization policies and procedures, prepare for receipt and storage of goods, labelling of items.	2.1 Explain concept of basic stores management related to requirements of store handling.
	2.2 Follow relevant legislation and policies as per ISO regulations.
	2.3 Manage space in store.
	2.4 Updating stock control.
3. Plan to transport products and equipment safely and securely, delivery schedule, time management, unload orders safely, update delivery and non-delivery, stock checking and updating, operation and function of the handling equipment, fault finding in procedures and reporting requirements.	3. 1. Plan to transport products and equipment safely and securely.
	3. 2. Time management for delivery schedule.
	3. 3. Update delivery and non-delivery, updating of stock regularly.
	3. 4. Fault finding in procedures, reporting to superiors/maintenance person.
	3. 5. Handling equipments, operate their functionality.
4. Response to customers appropriately and assist them properly, communicate customers the required information about services or products offered by organization.	4.1 Response to customer meets and communicates about products and services that are offered by organisation.
	4.2 Assist customer in getting information about available services and products in organization.

5. Identify customer needs or expectations and behaviour, respond to customer problems and meet customer expectations within your organisation's service offer.	5.1 Identify customer needs and expectations and behaviour
	5.2 Respond customer problems and meet customer Expectations within organization service offered.
6. Explain energy conservation, global warming and pollution and contribute in day to day work by optimally using available resources.	6.1 Explain the concept of energy conservation, global warming, and pollution and utilize the available recourses optimally & remain sensitive to avoid environment pollution.
	6.2 Dispose waste following standard procedure.
7. Explain personnel finance, entrepreneurship and manage/organize related task in day to day work for personal & societal growth.	7.1 Explain personnel finance and entrepreneurship.
	7.2 Explain role of Various Schemes and Institutes for self-employment i.e. DIC, SIDA, SISI, NSIC, SIDO, Idea for financing/ non financing support agencies to familiarizes with the Policies /Programmes & procedure & the available scheme.
	7.3 Prepare Project report to become an entrepreneur for submission to financial institutions.
8. Plan and execute the work related to the occupation.	8.1 Use documents, drawings and recognize hazards in the work site.
	8.2 Plan workplace / assembly location with due consideration to operational stipulation
	8.3 Communicate effectively with others and plan project tasks
	8.4 Assign roles and responsibilities of the co-trainees for execution of the task effectively and monitor the same.

Specific Assessable Outcome:

SPECIFIC OUTCOME

Block-I (Section:10 in the competency based curriculum)

*Assessment Criteria i.e. the standard of performance, for each specific learning outcome mentioned under **block – I** (section: 10) must ensure that the trainee achieves well developed skill with clear choice of procedure in familiar context. Assessment criteria should broadly cover the aspect of **Planning** (Identify, ascertain, estimate etc.); **Execution** (perform, illustration, demonstration etc. by applying 1) a range of cognitive and practical skills required to accomplish tasks and solve problems by selecting and applying basic methods, tools, materials and information 2) Knowledge of facts, principles, processes, and general concepts, in a field of work or study 3)Desired Mathematical Skills and some skill of collecting and organizing information, communication) and **Checking/ Testing** to ensure functionality during the assessment of each outcome. The assessments parameters must also ascertain that the candidate is responsible for own work and learning and some responsibility for other's work and learning.*

SECTION 2

25. EVIDENCE OF LEVEL

OPTION A

Title/Name of qualification/component: Sales Person (Retail)			Level: 4
NSQF Domain	Outcomes of the Qualification/Component	How the outcomes relates to the NSQF level descriptors	NSQF Level
Process	<p>Requires familiar and routine work as:</p> <ul style="list-style-type: none"> • Demonstrate the purpose of retailing, retail environment and the responsibility of retail operation function. • Understand the multi cultural ethics in retail environment. • Demonstrate the method used by retailers to encourage the customer for buying • Understand the health safety & security risks related to merchandising and displays • Provide and promote different schemes to the customers for creating a positive image of the organization. • Understand and apply the process of inventory management and perform stock control procedures. 	<p>The learner demonstrates familiar, predictable routine work for example 'Demonstrate the purpose of retailing, retail environment and the responsibility of retail operation function' and understands importance of Sales and its objectives as indicated in the learning outcomes to achieve the required target of sales demanded as per the job.</p> <p>Hence NSQF Level is 4 for this descriptor</p>	4
Professional knowledge	<p>Factual knowledge of field of knowledge or study</p> <ul style="list-style-type: none"> • Identification of quantity and nature of goods to be received. Storage space availability. • Organization's behavior. Customer greeting. Communication with customer. Customer's 		4

Title/Name of qualification/component: Sales Person (Retail)			Level: 4
NSQF Domain	Outcomes of the Qualification/Component	How the outcomes relates to the NSQF level descriptors	NSQF Level
	<p>expectations. Customer information. Customer behavior.</p> <ul style="list-style-type: none"> • Stock Checking. Process of clearing unsalable stock. Process of Checking the stock level. Updation of stock. Stock Positioning. Cleanliness and tidiness. • Communicate information and advice to customers in ways they can understand. Provide information and advice to a customer that is relevant, complete, accurate and up to date. • Take the initiative to contact your customers to update them when things are not going to plan or when you require further information. • Comply with health, safety and hygiene requirements and wear the correct personal protective clothing and equipment throughout the process. 	<p>The learner requires to be well versed with factual knowledge of field of knowledge or study for Sale person (Retail) in communication skill, time management, Sale, Study the different customer behaviour and expectations, stock management, planning various schedules etc.</p> <p>Hence NSQF Level is 4 for this descriptor</p>	
Professional skill	<ul style="list-style-type: none"> • Work health and safety requirements in the delivery and storage areas. • Respond appropriately to customers - Promptness in customer assistance. Communication with customer. Customer expectations. Customer time management. • Activating all the loss prevention and security devices. • Respond positively to customer service problems following organisational guidelines. 	<p>The Learner requires to recall and to demonstrate practical skill to perform retail operational function, stock management, soft communication skill, good appearance and behaviour towards customer and team members as repetitive in narrow range of application using quality concepts.</p> <p>Hence NSQF Level is 4 for this descriptor</p>	4

Title/Name of qualification/component: Sales Person (Retail)			Level: 4
NSQF Domain	Outcomes of the Qualification/Component	How the outcomes relates to the NSQF level descriptors	NSQF Level
	<ul style="list-style-type: none"> Evaluating the visual effect of displays. Making adjustments and improvements to displays. Handle stock without risking your own or other people's safety. Ways of handling stock so that stock, premises and equipment are not damaged. 		
Core skill	<p>Understanding of social/political and natural environment.</p> <ul style="list-style-type: none"> Understand and explain the concept in productivity, quality tools, and labour welfare legislation and apply such in day to day work to improve productivity & quality. Explain energy conservation, global warming and pollution and contribute in day to day work by optimally using available resources. Explain personnel finance, entrepreneurship and manage/organize related task in day to day work for personal & societal growth. <p>Organising information and communication</p> <ul style="list-style-type: none"> Interpret & use company and technical communication Conduct appropriate and target oriented discussions with higher authority and within the team. Present facts and circumstances, possible solutions & use English special terminology. 	<p>Sales person (retail) primarily needs to communicate well in verbal communications with required clarity of information and knowledge. The learner requires basic understanding of social, political and natural environment.</p> <p>Hence NSQF Level is 4 for this descriptor</p>	4

NSQF QUALIFICATION FILE

Approved in 21st NSQC, 03.08.2018

Title/Name of qualification/component: Sales Person (Retail)			Level: 4
NSQF Domain	Outcomes of the Qualification/Component	How the outcomes relates to the NSQF level descriptors	NSQF Level
	<ul style="list-style-type: none"> Resolve disputes within the team Conduct written communication. 		
Responsibility	<ul style="list-style-type: none"> Practice on interpersonal communication with the customers and team members. Demonstrate the method used by retailers to encourage the customer for buying Practice on the feature of merchandising and familiarization of merchandise product. Maintain the availability of goods for sale to customers Demonstrate the business and productivity targets and measures to achieve the same 	<p>The role of Sales person is independently responsible to perform the work based on their understanding of importance of sales, customer requirements and implement those in various aspects of sales like interpersonal communication, merchandising and familiarization of merchandise, inventory management etc.</p> <p>Hence NSQF Level is 4 for this descriptor.</p>	4

OPTION B

Title/Name of qualification/component: Enter the title here number			Level: Add level
NSQF Domain	Key requirements of the job role	How the job role relates to the NSQF level descriptors	NSQF Level
Process			
Professional knowledge			
Professional skill			
Core skill			
Responsibility			

SECTION 3
EVIDENCE OF NEED

26	<p>What evidence is there that the qualification is needed? What is the estimated uptake of this qualification and what is the basis of this estimate?</p> <table border="1" data-bbox="339 472 1399 1341"> <thead> <tr> <th data-bbox="339 472 625 613">Basis</th> <th data-bbox="625 472 821 613">In case of SSC</th> <th data-bbox="821 472 1399 613">In case of other Awarding Bodies (Institutes under Central Ministries and states departments)</th> </tr> </thead> <tbody> <tr> <td data-bbox="339 613 625 779">Need of the qualification</td> <td data-bbox="625 613 821 779"></td> <td data-bbox="821 613 1399 779">The proposed qualification is running in the system for last few decades and passed out candidates are engaged in various related industries.</td> </tr> <tr> <td data-bbox="339 779 625 1099">Industry Relevance</td> <td data-bbox="625 779 821 1099"></td> <td data-bbox="821 779 1399 1099">The job role defined for the qualification is as per the National Qualification of Occupation 2015 which is developed by Employment Directorate under the ministry of Labour and Employment in collaboration with different industry partners and as per ILO guidelines. This justifies the qualification is very much relevance for industry.</td> </tr> <tr> <td data-bbox="339 1099 625 1265">Usage of the qualification</td> <td data-bbox="625 1099 821 1265"></td> <td data-bbox="821 1099 1399 1265">The Proposed qualification is running in ITI system across the country successfully over the period of time.</td> </tr> <tr> <td data-bbox="339 1265 625 1341">Estimated uptake</td> <td data-bbox="625 1265 821 1341"></td> <td data-bbox="821 1265 1399 1341">The present seating capacity is approximately 66</td> </tr> </tbody> </table>	Basis	In case of SSC	In case of other Awarding Bodies (Institutes under Central Ministries and states departments)	Need of the qualification		The proposed qualification is running in the system for last few decades and passed out candidates are engaged in various related industries.	Industry Relevance		The job role defined for the qualification is as per the National Qualification of Occupation 2015 which is developed by Employment Directorate under the ministry of Labour and Employment in collaboration with different industry partners and as per ILO guidelines. This justifies the qualification is very much relevance for industry.	Usage of the qualification		The Proposed qualification is running in ITI system across the country successfully over the period of time.	Estimated uptake		The present seating capacity is approximately 66
Basis	In case of SSC	In case of other Awarding Bodies (Institutes under Central Ministries and states departments)														
Need of the qualification		The proposed qualification is running in the system for last few decades and passed out candidates are engaged in various related industries.														
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Usage of the qualification		The Proposed qualification is running in ITI system across the country successfully over the period of time.														
Estimated uptake		The present seating capacity is approximately 66														
27	<p>Recommendation from the concerned Line Ministry of the Government/Regulatory Body. To be supported by documentary evidences.</p> <p>This qualification is run by Ministry of Skill Development and Entrepreneurship and different industries under the related line ministry are also generally consulted before finalizing the curricula.</p>															
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 is originally designed and approved by NCVT for the Craftsmen Training Scheme and is in existence for the last 60 years. NCVT has been entrusted with the responsibilities of prescribing standards and curricula for craftsmen training, advising the Government of India on the overall policy and programmes, conducting All India Trade Tests and awarding National Trade Certificates.</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> <ul style="list-style-type: none"> • Mentor Council (MC) for the Retail and Logistics sector was formed in 2014 to review the curriculum of this qualification under the sector. • CSTARI, the research wing of DGT, reviews and updates the qualification, in consultation with industries and other stakeholders, on a regular basis by conducting trade committee meetings. • DGT will keep on doing continuous comparative study in the trade by referring to relevant upcoming qualifications in the National Qualifications Register (NQR) and relevant sectors.
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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.

**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? Show the career map here to reflect the clear progression</p> <ul style="list-style-type: none"> • Qualifying trainee will obtain an NCVT Certificate in Sales Person (Retail) trade which gives the following options of progression to the trainee: <ol style="list-style-type: none"> i) National Apprenticeship Certificate <div style="text-align: center; margin-top: 20px;"> <pre> graph TD NAC --> AC[Asst. Craftsmen] AC --> C[Craftsmen] C --> SC[Sr. Craftsmen] SC --> JS[Junior Supervisor] JS --> SS[Senior Supervisor] SS --> AM[Asst. Manager Shop/Field] AM --> M[Manager Shop/Field] M --> E[Entrepreneur] SS --> QI[Quality Inspector] AT[Assistant Trainer] --> T[Trainer] T --> ST[Sr. Trainer] ST --> TIC[Trg.-In Charge] </pre> </div>
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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.