



# Model Curriculum

**QP Name: Automotive Dealership Data Analyst**

**QP Code: ASC/Q1436**

**QP Version: 1.0**

**NSQF Level: 6**

**Model Curriculum Version: 1.0**

Automotive Skills Development Council | 153, Gr Floor, Okhla Industrial Area, Phase – III, Leela Building,  
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## Training Parameters

<b>Sector</b>	Automotive
<b>Sub-Sector</b>	Manufacturing
<b>Occupation</b>	Technical Service and Repair
<b>Country</b>	India
<b>NSQF Level</b>	6
<b>Aligned to NCO/ISCO/ISIC Code</b>	NCO-2015/2521.0100ÿ
<b>Minimum Educational Qualification and Experience</b>	<p>10th + 2 years ITI with 5 Years of relevant experience (data management, coding, etc) OR 3 years Diploma (Mechanical/Automobile/ Electrical / Electronics) after class 10th from recognized regulatory body with 5 years of relevant experience OR B.E./B.Tech in the relevant field with 1 Year of relevant Experience OR Certificate-NSQF (Four wheeler Service Lead Technician Level 5/ Automotive Service Advisor Level 6) with 3 Years of relevant experience</p> <p>*(Experience/Certification in data management in all the entry requirements)</p>
<b>Pre-Requisite License or Training</b>	NA
<b>Minimum Job Entry Age</b>	22 years
<b>Last Reviewed On</b>	05/01/2023
<b>Next Review Date</b>	05/01/2026
<b>NSQC Approval Date</b>	05/01/2023
<b>QP Version</b>	1.0
<b>Model Curriculum Creation Date</b>	05/01/2023
<b>Model Curriculum Valid Up to Date</b>	05/01/2026
<b>Model Curriculum Version</b>	1.0
<b>Minimum Duration of the Course</b>	630 Hours

<b>Maximum Duration of the Course</b>	630 Hours
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## Program Overview

This section summarizes the end objectives of the program along with its duration.

### Training Outcomes

At the end of the program, the learner should have acquired the listed knowledge and skills.

- Perform steps for data extraction and collection from automotive sales, service & spare parts.
- Perform steps for data preparation and acquisition for analysis.
- Perform steps for dashboarding of the analysed data.
- Implement safety practices.
- Use resources optimally to ensure less wastage and maximum conservation.
- Communicate effectively and develop interpersonal skills.

### Compulsory Modules

The table lists the modules and their duration corresponding to the Compulsory NOS of the QP.

<b>NOS and Module Details</b>	<b>Theory Duration</b>	<b>Practical Duration</b>	<b>On-the-Job Training Duration (Mandatory)</b>	<b>On-the-Job Training Duration (Recommended)</b>	<b>Total Duration</b>
<b>Bridge Module</b>					
Module 1: Introduction to the role of an Automotive Dealership Data Analyst	5:00	0:00			5:00
<b>ASC/N9810: Manage work and resources (Manufacturing) NOS Version No. – 1.0 NSQF Level – 5</b>	<b>20:00</b>	<b>35:00</b>			<b>55:00</b>
Module 2: Manage work and resources according to safety and conservation standards	20:00	35:00			55:00
<b>ASC/N1462- Data Extraction and Collection from Automotive Sales, Service &amp; Spare Parts NOS Version No. –1.0 NSQF Level – 6</b>	<b>31:00</b>	<b>59:00</b>	<b>90:00</b>		<b>180:00</b>
Module 3: Data Extraction and Collection from Automotive Sales, Service &	31:00	59:00	90:00		180:00

Spare Parts					
<b>ASC/N1463- Data preparation and acquisition for analysis</b> <b>NOS Version No. –1.0</b> <b>NSQF Level – 6</b>	<b>20:00</b>	<b>55:00</b>	<b>75:00</b>		<b>150:00</b>
Module 4: Data preparation and acquisition for analysis	20:00	55:00	75:00		150:00
<b>ASC/N1464 – Dashboarding of the Analysed data</b> <b>NOS Version No. –1.0</b> <b>NSQF Level – 6</b>	<b>20:00</b>	<b>55:00</b>	<b>75:00</b>		<b>150:00</b>
Module 5: Dashboarding of the Analysed data	20:00	55:00	75:00		150:00
<b>Employability Skills (90 hours)</b> <b>NOS Version No. – 1.0</b> <b>NSQF Level – 6</b>	<b>36:00</b>	<b>54:00</b>			<b>90:00</b>
Module 6: Introduction to Employability Skills	1:00	2:00			3:00
Module 7: Constitutional values – Citizenship	0.5:00	1:00			1.5:00
Module 8: Becoming a Professional in the 21st Century	2:00	3:00			5:00
Module 9: Basic English Skills	4:00	6:00			10:00
Module 10: Career Development & Goal Setting	1.5:00	2.5:00			4:00
Module 11: Communication Skills	4:00	6:00			10:00
Module 12: Diversity & Inclusion	1:00	1.5:00			2.5:00
Module 13: Financial and Legal Literacy	4:00	6:00			10:00
Module 14: Essential Digital Skills	8:00	12:00			20:00
Module 15: Entrepreneurship	3:00	4:00			7:00
Module 16: Customer Service	4:00	5:00			9:00
Module 17: Getting ready for apprenticeship & Jobs	3:00	5:00			8:00
<b>Total Duration</b>	<b>132:00</b>	<b>258:00</b>	<b>240:00</b>		<b>630:00</b>

# Module Details

## Module 1: Introduction to the role of an Automotive Dealership Data Analysis Engineer

### *Bridge module*

#### Terminal Outcomes:

- Discuss the role and responsibilities of an Automotive Unified Diagnostics Engineer.

Duration: <05:00>	Duration: <00:00>
Theory – Key Learning Outcomes	Practical – Key Learning Outcomes
<ul style="list-style-type: none"> <li>• List the role and responsibilities of an Automotive Dealership Data Analysis Engineer.</li> <li>• Discuss the job opportunities for an Automotive Dealership Data Analysis Engineer in the automobile industry.</li> <li>• Explain about Indian automobile manufacturing market.</li> <li>• List various automobile Original Equipment Manufacturers (OEMs) and different products/ models manufactured by them.</li> <li>• Discuss dealership standards and procedures followed in the company.</li> </ul>	
<b>Classroom Aids:</b>	
Whiteboard, marker pen, projector	
<b>Tools, Equipment and Other Requirements</b>	

## Module 2: Manage work and resources according to safety and conservation standards

### Mapped to ASC/N9810, v1.0

#### Terminal Outcomes:

- Employ appropriate ways to maintain safe and secure working environment
- Apply material and energy conservation practices at the workplace.

Duration: <20:00>	Duration: <35:00>
Theory – Key Learning Outcomes	Practical – Key Learning Outcomes
<ul style="list-style-type: none"> <li>• Discuss organisational procedures for health, safety and security and individual role and responsibilities related to the same.</li> <li>• List the potential workplace related risks, threats and hazards, their causes and preventions.</li> <li>• List personal protective equipment like safety gloves, glasses, shoes and mask used at the workplace.</li> <li>• List various types of fire extinguisher.</li> <li>• Identify various safety boards/ signs placed on the shop floor.</li> <li>• Explain 5S standards, procedures and policies followed at workplace.</li> <li>• Discuss organisational procedures to deal with emergencies and accidents at the workplace and importance of following them.</li> <li>• State the importance of conducting safety drills or training sessions.</li> <li>• Explain the process of filling daily check sheet for reporting to the concerned authorities about improvements done and risks identified.</li> <li>• Discuss how and when to report about potential hazards identified in the workplace and limits of responsibility for dealing with them.</li> <li>• Outline the importance of keeping workplace, equipment, restrooms etc. clean and sanitised.</li> <li>• Explain the importance of following hygiene and sanitation regulations developed by organisation at the workplace.</li> <li>• Discuss the importance of maintaining the availability of running water, hand wash and alcohol-based sanitizers at the</li> </ul>	<ul style="list-style-type: none"> <li>• Apply appropriate ways to implement safety practices to ensure safety of people at the workplace.</li> <li>• Display the correct way of wearing and disposing PPE.</li> <li>• Demonstrate the use of fire extinguisher.</li> <li>• Demonstrate how to provide first aid procedure in case of emergencies.</li> <li>• Demonstrate how to evacuate the workplace in case of an emergency.</li> <li>• Employ various techniques for checking malfunctions in the machines with the support of maintenance team and as per Standard Operating Procedures (SOP).</li> <li>• Demonstrate to arrange tools/ equipment/ fasteners/ spare parts into proper trays, cabinets, lockers as mentioned in the 5S guidelines/work instructions.</li> <li>• Apply appropriate ways to organise safety drills or training sessions for others on the identified risks and safety practices.</li> <li>• Prepare a report about the health, safety and security breaches.</li> <li>• Apply appropriate ways to check that workplace, equipment, restrooms etc. are cleaned and sanitised.</li> <li>• Role play a situation to brief the team about the hygiene and sanitation regulations developed by organisation.</li> <li>• Demonstrate the correct way of washing hands using soap and water and alcohol-based hand rubs.</li> <li>• Apply appropriate methods to support the employees to cope with stress, anxiety etc.</li> <li>• Demonstrate proper waste collection and disposal mechanism depending upon types of waste.</li> </ul>

<p>workplace.</p> <ul style="list-style-type: none"> <li>• Discuss the significance of conforming to basic hygiene practices such as washing hands, using alcohol based hand sanitizers or soap.</li> <li>• Recall ways of reporting advanced hygiene and sanitation issues to the concerned authorities.</li> <li>• Elucidate various stress and anxiety management techniques.</li> <li>• Discuss the significance of greening.</li> <li>• Classify different categories of waste for the purpose of segregation.</li> <li>• Differentiate between recyclable and non-recyclable waste.</li> <li>• Discuss various methods of waste collection and disposal.</li> <li>• List the various materials used at the workplace.</li> <li>• Explain organisational recommended norms for storage of tools, equipment and material.</li> <li>• Discuss the importance of efficient utilisation of material and water.</li> <li>• Explain basics of electricity and prevalent energy efficient devices.</li> <li>• Explain the processes to optimize usage of material and energy/electricity.</li> <li>• Enlist common practices for conserving electricity at workplace.</li> </ul>	<ul style="list-style-type: none"> <li>• Perform the steps involved in storage of tools, equipment and material after completion of work.</li> <li>• Employ appropriate ways to resolve malfunctioning (fumes/ sparks/ emission/ vibration/ noise) and lapse in maintenance of equipment as per requirements.</li> <li>• Perform the steps to prepare a sample material and energy audit reports.</li> <li>• Employ practices for efficient utilization of material and energy/electricity.</li> </ul>
<p><b>Classroom Aids:</b></p>	
<p>Whiteboard, marker pen, projector</p>	
<p><b>Tools, Equipment and Other Requirements</b></p>	
<ul style="list-style-type: none"> <li>• Housekeeping material: Cleaning agents, cleaning cloth, waste container, dust pan and brush set, liquid soap, hand towel, fire extinguisher</li> <li>• Safety gears: Safety shoes, ear plug, goggles, gloves, helmet, first-aid kit</li> </ul>	



## Module 3: Data Extraction and Collection from Automotive Sales, Service & Spare Parts

*Mapped to ASC/N1462, v1.0*

### Terminal Outcomes:

- Perform the steps of extracting and collecting data from automotive sales, service & spare parts

<b>Duration: &lt;20:00&gt;</b>	<b>Duration: &lt;70:00&gt;</b>
<b>Theory – Key Learning Outcomes</b>	<b>Practical – Key Learning Outcomes</b>
<ul style="list-style-type: none"> <li>• Organizational policies and procedures for sharing data</li> <li>• Organizational policies and procedures for documenting databases architectures and backup mechanisms</li> <li>• Who to involve while designing and developing the database architecture and pipelines for the solution</li> <li>• The range of standard platforms and tools available and how to use them</li> <li>• The database connectors and application connectors for application-cloud communications</li> <li>• The updated internal and external cybersecurity regulations</li> <li>• The impacts of network on the environment and human health</li> <li>• ETL tools like Talend, SQL Server Integration Services (SSIS), etc.</li> <li>• Basics of SQL</li> <li>• Overview of Sales &amp; Service core Processes</li> <li>• Process KPI of Automotive Sales, Service &amp; Spare Parts</li> </ul>	<ul style="list-style-type: none"> <li>• Evaluate the requirements of the business questions to be catered with either visualization platforms or analytics and predictive modelling solutions.</li> <li>• Design data architecture for data extraction using connectors and platforms from various departments.</li> <li>• Asses all organizational processes related to the use of data and analytics</li> <li>• Prepare a layout of project execution where it should defend the choice of technology and its cost</li> <li>• Prepare the outline of the development process and its requirements for both material and resources</li> <li>• Define what level of analytics is required to deliver value.</li> <li>• Identify suitable data integration tool according to the volume of data that need to be analysed</li> <li>• Create an end-to-end data flow using ETL (Extract-Transform-Load) tool using different connectors for different types of data sources</li> <li>• Create data warehouse for data acquisition</li> </ul>
<b>Classroom Aids:</b>	
Whiteboard, marker pen, projector	
<b>Tools, Equipment and Other Requirements</b>	
Diagnostic tools, testing tools, simulation tools, software testing tools, hand tools, measuring tools, measuring instruments, gauges	

## Module 4: Data preparation and acquisition for analysis

### Mapped to ASC/N1463, v1.0

#### Terminal Outcomes:

- Perform steps to data preparation and acquisition for analysis.

<b>Duration: &lt;15:00&gt;</b>	<b>Duration: &lt;60:00&gt;</b>
<b>Theory – Key Learning Outcomes</b>	<b>Practical – Key Learning Outcomes</b>
<ul style="list-style-type: none"> <li>• Product portfolio of organization</li> <li>• Company manufacturing processes</li> <li>• Standard Operation Procedures (SOP) recommended by manufacturer for using equipment / machinery in use</li> <li>• Descriptive and Inferential statistics</li> <li>• Types of data wrangling and data cleaning methods</li> <li>• Suitable documentation of the organization for the metadata creation.</li> <li>• Python open-source libraries like SciPy, Pandas, Matplotlib, SciKit-Learn, etc.</li> <li>• Open-source web application that you can use to create and share documents that contain live code, equations, visualizations, and text like Jupyter Notebook, Jupyter Lab, etc.</li> <li>• Python based platforms like Anaconda</li> </ul>	<ul style="list-style-type: none"> <li>• List down the business problems within the organization of user/individual</li> <li>• Identify the business goal which can be achieved using available datasets.</li> <li>• Identify the timeframe of which data is required to address achieve the business goal.</li> <li>• Create metadata for the selected dataset</li> <li>• Clean the data to remove erroneous data from dataset like removing outliers, missing values. Etc.</li> <li>• Convert and map data from one raw format into another is to prepare the data in a way that makes it accessible for effective use further down the line</li> <li>• Perform descriptive statistics like measures of central tendency (mean, median, mode), measures of variability (variance, standard deviation), and frequency distribution on the data</li> <li>• Perform inferential statistics like Hypothesis Testing, Regression Analysis. Etc. on the data</li> <li>• Find correlation amongst the selected attributes of the data .and plot their heatmap. List down highly correlated attributes.</li> </ul>
<b>Classroom Aids:</b>	
Whiteboard, marker pen, projector	
<b>Tools, Equipment and Other Requirements</b>	
testing tools, simulation tools, software testing tools, hand tools, measuring tools, measuring instruments, gauges	

## Module 5: Dashboarding of the Analysed Data

### *Mapped to ASC/N1464, v1.0*

#### Terminal Outcomes:

- Perform steps for dashboarding of the analysed data.

<b>Duration:</b> <15:00>	<b>Duration:</b> <60:00>
<b>Theory – Key Learning Outcomes</b>	<b>Practical – Key Learning Outcomes</b>
<ul style="list-style-type: none"> <li>• Different types of visualizations charts Bar Graph, Line Graph, Stacked Bar Graph, Pie Chart, Scatter Plot Chart, etc.</li> <li>• Different types and categories of data variables qualitative, quantitative, nominal, ordinal, discrete, continuous, etc.</li> <li>• Different types of visualizations tools like Microsoft PowerBI Desktop, Tableau Public</li> <li>• Local machine server architecture</li> </ul>	<ul style="list-style-type: none"> <li>• Separate nominal and ordinal attributes in the dataset</li> <li>• Select appropriate charts for nominal and ordinal variables</li> <li>• Select appropriate visualization chart for time series data</li> <li>• Integrate geographical Map for relevant attributes in dashboards.</li> <li>• Create dashboard on a sales and order data having time-stamp attributes using dashboarding tool.</li> <li>• Create demand forecasting dashboard on a relevant dataset using dashboarding tool.</li> <li>• Deploy the dashboards on the local server or cloud.</li> <li>• Verify the compatibility of dashboard on different devices.</li> <li>• Create the alert system in real time dashboard as per requirement</li> </ul>
<b>Classroom Aids:</b>	
Whiteboard, marker pen, projector	
<b>Tools, Equipment and Other Requirements</b>	
Diagnostic tools, testing tools, simulation tools, software testing tools, hand tools, measuring tools, measuring instruments, gauges	

## Module 6: Introduction to Employability Skills

### *Mapped to DGT/VSQ/N0103*

#### Terminal Outcomes:

- Discuss about Employability Skills in meeting the job requirements

<b>Duration: &lt;1:00&gt;</b>	<b>Duration: &lt;2:00&gt;</b>
<b>Theory – Key Learning Outcomes</b>	<b>Practical – Key Learning Outcomes</b>
<ul style="list-style-type: none"> <li>• Outline the importance of Employability Skills for the current job market and future of work</li> </ul>	<ul style="list-style-type: none"> <li>• List different learning and employability related GOI and private portals and their usage</li> <li>• Research and prepare a note on different industries, trends, required skills and the available opportunities</li> </ul>
<b>Classroom Aids:</b>	
Whiteboard, marker pen, projector	
<b>Tools, Equipment and Other Requirements</b>	

## Module 7: Constitutional values - Citizenship

### *Mapped to DGT/VSQ/N0103*

#### Terminal Outcomes:

- Discuss about constitutional values to be followed to become a responsible citizen

<b>Duration: &lt;0.5:00&gt;</b>	<b>Duration: &lt;1:00&gt;</b>
<b>Theory – Key Learning Outcomes</b>	<b>Practical – Key Learning Outcomes</b>
<ul style="list-style-type: none"> <li>• Explain constitutional values, civic rights, duties, citizenship, responsibility towards society etc. that are required to be followed to become a responsible citizen.</li> </ul>	<ul style="list-style-type: none"> <li>• Practice different environmentally sustainable practices</li> </ul>
<b>Classroom Aids:</b>	
Whiteboard, marker pen, projector	
<b>Tools, Equipment and Other Requirements</b>	

## Module 8: Becoming a Professional in the 21st Century

### Mapped to DGT/VSQ/N0103

#### Terminal Outcomes:

- Demonstrate professional skills required in 21<sup>st</sup> century

<b>Duration: &lt;2:00&gt;</b>	<b>Duration: &lt;3:00&gt;</b>
<b>Theory – Key Learning Outcomes</b>	<b>Practical – Key Learning Outcomes</b>
<ul style="list-style-type: none"> <li>• Discuss 21st century skills required for employment</li> </ul>	<ul style="list-style-type: none"> <li>• Highlight the importance of practicing 21st century skills like Self-Awareness, Behavior Skills, time management, critical and adaptive thinking, problem-solving, creative thinking, social and cultural awareness, emotional awareness, learning to learn etc. in personal or professional life</li> <li>• Create a pathway for adopting a continuous learning mindset for personal and professional development</li> </ul>
<b>Classroom Aids:</b>	
Whiteboard, marker pen, projector	
<b>Tools, Equipment and Other Requirements</b>	

## Module 9: Basic English Skills

### *Mapped to DGT/VSQ/N0103*

#### Terminal Outcomes:

- Practice basic English speaking.

<b>Duration:</b> <4:00>	<b>Duration:</b> <6:00>
<b>Theory – Key Learning Outcomes</b>	<b>Practical – Key Learning Outcomes</b>
<ul style="list-style-type: none"> <li>• Describe basic communication skills</li> <li>• Discuss ways to read and interpret text written in basic English</li> </ul>	<ul style="list-style-type: none"> <li>• Show how to use basic English sentences for everyday conversation in different contexts, in person and over the telephone</li> <li>• Read and understand text written in basic English</li> <li>• Write a short note/paragraph / letter/e - mail using correct basic English</li> </ul>
<b>Classroom Aids:</b>	
Whiteboard, marker pen, projector	
<b>Tools, Equipment and Other Requirements</b>	

## Module 10: Career Development & Goal Setting

### *Mapped to DGT/VSQ/N0103*

#### Terminal Outcomes:

- Demonstrate Career Development & Goal Setting skills.

<b>Duration:</b> <1.5:00>	<b>Duration:</b> <2.5:00>
<b>Theory – Key Learning Outcomes</b>	<b>Practical – Key Learning Outcomes</b>
<ul style="list-style-type: none"> <li>• Identify well-defined short- and long-term goals</li> </ul>	<ul style="list-style-type: none"> <li>• Create a career development plan</li> </ul>
<b>Classroom Aids:</b>	
Whiteboard, marker pen, projector	
<b>Tools, Equipment and Other Requirements</b>	



## Module 11: Communication Skills

### *Mapped to DGT/VSQ/N0103*

#### Terminal Outcomes:

- Practice basic communication skills.

<b>Duration: &lt;4:00&gt;</b>	<b>Duration: &lt;6:00&gt;</b>
<b>Theory – Key Learning Outcomes</b>	<b>Practical – Key Learning Outcomes</b>
<ul style="list-style-type: none"> <li>• Explain the importance of communication etiquette including active listening for effective communication</li> </ul>	<ul style="list-style-type: none"> <li>• Demonstrate how to communicate effectively using verbal and nonverbal communication etiquette</li> <li>• Write a brief note/paragraph on a familiar topic</li> <li>• Role play a situation on how to work collaboratively with others in a team</li> </ul>
<b>Classroom Aids:</b>	
Whiteboard, marker pen, projector	
<b>Tools, Equipment and Other Requirements</b>	

## Module 12: Diversity & Inclusion

### *Mapped to DGT/VSQ/N0103*

#### Terminal Outcomes:

- Describe PwD and gender sensitisation.

<b>Duration:</b> <1:00>	<b>Duration:</b> <1.5:00>
<b>Theory – Key Learning Outcomes</b>	<b>Practical – Key Learning Outcomes</b>
<ul style="list-style-type: none"> <li>• Discuss the significance of reporting sexual harassment issues in time</li> </ul>	<ul style="list-style-type: none"> <li>• Demonstrate how to behave, communicate, and conduct oneself appropriately with all genders and PwD</li> </ul>
<b>Classroom Aids:</b>	
Whiteboard, marker pen, projector	
<b>Tools, Equipment and Other Requirements</b>	

## Module 13: Financial and Legal Literacy

### *Mapped to DGT/VSQ/N0103*

#### Terminal Outcomes:

- Describe ways of managing expenses, income, and savings.

<b>Duration: &lt;4:00&gt;</b>	<b>Duration: &lt;6:00&gt;</b>
<b>Theory – Key Learning Outcomes</b>	<b>Practical – Key Learning Outcomes</b>
<ul style="list-style-type: none"> <li>• Discuss various financial institutions, products, and services</li> <li>• Explain the common components of salary such as Basic, PF, Allowances (HRA, TA, DA, etc.), tax deductions</li> <li>• Discuss the legal rights, laws, and aids</li> </ul>	<ul style="list-style-type: none"> <li>• Demonstrate how to conduct offline and online financial transactions, safely and securely and check passbook/statement</li> <li>• Calculate income and expenditure for budgeting</li> </ul>
<b>Classroom Aids:</b>	
Whiteboard, marker pen, projector	
<b>Tools, Equipment and Other Requirements</b>	

## Module 14: Essential Digital Skills

### *Mapped to DGT/VSQ/N0103*

#### Terminal Outcomes:

- Demonstrate procedure of operating digital devices and associated applications safely.

<b>Duration: &lt;8:00&gt;</b>	<b>Duration: &lt;12:00&gt;</b>
<b>Theory – Key Learning Outcomes</b>	<b>Practical – Key Learning Outcomes</b>
<ul style="list-style-type: none"> <li>• Describe the role of digital technology in day-to-day life and the workplace</li> <li>• Discuss the significance of displaying responsible online behavior while using various social media platforms</li> </ul>	<ul style="list-style-type: none"> <li>• Demonstrate how to operate digital devices and use the associated applications and features, safely and securely</li> <li>• Demonstrate how to connect devices securely to internet using different means</li> <li>• Follow the dos and don'ts of cyber security to protect against cyber crimes</li> <li>• Create an e-mail id and follow e- mail etiquette to exchange e -mails</li> <li>• Show how to create documents, spreadsheets and presentations using appropriate applications</li> <li>• Utilize virtual collaboration tools to work effectively</li> </ul>
<b>Classroom Aids:</b>	
Whiteboard, marker pen, projector	
<b>Tools, Equipment and Other Requirements</b>	

## Module 15: Entrepreneurship

### Mapped to DGT/VSQ/N0103

#### Terminal Outcomes:

- Describe opportunities as an entrepreneur.

<b>Duration: &lt;3:00&gt;</b>	<b>Duration: &lt;4:00&gt;</b>
<b>Theory – Key Learning Outcomes</b>	<b>Practical – Key Learning Outcomes</b>
<ul style="list-style-type: none"> <li>Explain the types of entrepreneurship and enterprises</li> <li>Discuss how to identify opportunities for potential business, sources of funding and associated financial and legal risks with its mitigation plan</li> <li>Describe the 4Ps of Marketing-Product, Price, Place and Promotion and apply them as per requirement</li> </ul>	<ul style="list-style-type: none"> <li>Create a sample business plan, for the selected business opportunity</li> </ul>
<b>Classroom Aids:</b>	
Whiteboard, marker pen, projector	
<b>Tools, Equipment and Other Requirements</b>	

## Module 16: Customer Service

### *Mapped to DGT/VSQ/N0103*

#### Terminal Outcomes:

- Describe ways of maintaining customer.

<b>Duration:</b> <4:00>	<b>Duration:</b> <5:00>
<b>Theory – Key Learning Outcomes</b>	<b>Practical – Key Learning Outcomes</b>
<ul style="list-style-type: none"> <li>• Classify different types of customers</li> <li>• Discuss various tools used to collect customer feedback</li> <li>• Discuss the significance of maintaining hygiene and dressing appropriately</li> </ul>	<ul style="list-style-type: none"> <li>• Demonstrate how to identify customer needs and respond to them in a professional manner</li> </ul>
<b>Classroom Aids:</b>	
Whiteboard, marker pen, projector	
<b>Tools, Equipment and Other Requirements</b>	

## Module 17: Getting ready for apprenticeship & Jobs

### Mapped to DGT/VSQ/N0103

#### Terminal Outcomes:

- Describe ways of preparing for apprenticeship & Jobs appropriately.

<b>Duration: &lt;3:00&gt;</b>	<b>Duration: &lt;5:00&gt;</b>
<b>Theory – Key Learning Outcomes</b>	<b>Practical – Key Learning Outcomes</b>
<ul style="list-style-type: none"> <li>• Discuss the significance of maintaining hygiene and dressing appropriately for an interview</li> <li>• List the steps for searching and registering for apprenticeship opportunities</li> </ul>	<ul style="list-style-type: none"> <li>• Draft a professional Curriculum Vitae (CV)</li> <li>• Use various offline and online job search sources to find and apply for jobs</li> <li>• Role play a mock interview</li> </ul>
<b>Classroom Aids:</b>	
Whiteboard, marker pen, projector	
<b>Tools, Equipment and Other Requirements</b>	

# Annexure

## Trainer Requirements

Trainer Prerequisites						
Minimum Educational Qualification	Specialization	Relevant Industry Experience		Training Experience		Remarks
		Years	Specialization	Years	Specialization	
B.E/B.Tech	Mechanical/Automobile/ Electrical/ Electronics	4	Mechanical/ Automobile/ Electronics/ Instrumentation	1	Mechanical/ Automobile/ Electronics/ Instrumentation	NA
B.E/B.Tech	Mechanical/Automobile/ Electrical/ Electronics	5	Mechanical/ Automobile/ Electronics/ Instrumentation	0	Mechanical/ Automobile/ Electronics/ Instrumentation	NA
Diploma	Mechanical/Automobile/ Electrical/ Electronics	3	Mechanical/ Automobile/ Electronics	1	Mechanical/ Automobile/ Electronics	NA
Diploma	Mechanical/Automobile/ Electrical/ Electronics	4	Mechanical/ Automobile/ Electronics	0	Mechanical/ Automobile/ Electronics	NA
M.E/M.Tech	Mechanical/Automobile/ Electrical/ Electronics	2	Mechanical/Automobile/ Electrical/ Electronics	1	Mechanical/Automobile/ Electrical/ Electronics	NA
M.E/M.Tech	Mechanical/Automobile/ Electrical/ Electronics	3	Mechanical/Automobile/ Electrical/ Electronics	0	Mechanical/Automobile/ Electrical/ Electronics	NA

Trainer Certification	
Domain Certification	Platform Certification
“Automotive Dealership Data Analyst, ASC/Q1436, version 1.0”. Minimum accepted score is 80%.	“Trainer, MEP/Q2601 v1.0” Minimum accepted score is 80%.



## Assessor Requirements

Assessor Prerequisites						
Minimum Educational Qualification	Specialization	Relevant Industry Experience		Training Experience		Remarks
		Years	Specialization	Years	Specialization	
B.E/B.Tech	Mechanical/Automobile/ Electrical/ Electronics	5	Mechanical/ Automobile/ Electronics/ Instrumentation	1	Mechanical/ Automobile/ Electronics/ Instrumentation	NA
B.E/B.Tech	Mechanical/Automobile/ Electrical/ Electronics	6	Mechanical/ Automobile/ Electronics/ Instrumentation	0	Mechanical/ Automobile/ Electronics/ Instrumentation	NA
Diploma	Mechanical/Automobile/ Electrical/ Electronics	4	Mechanical/ Automobile/ Electronics	1	Mechanical/ Automobile/ Electronics	NA
Diploma	Mechanical/Automobile/ Electrical/ Electronics	5	Mechanical/ Automobile/ Electronics	0	Mechanical/ Automobile/ Electronics	NA
M.E/M.Tech	Mechanical/Automobile/ Electrical/ Electronics	3	Mechanical/Automobile/ Electrical/ Electronics	1	Mechanical/Automobile/ Electrical/ Electronics	NA
M.E/M.Tech	Mechanical/Automobile/ Electrical/ Electronics	4	Mechanical/Automobile/ Electrical/ Electronics	0	Mechanical/Automobile/ Electrical/ Electronics	NA

Assessor Certification	
Domain Certification	Platform Certification
“Automotive Dealership Data Analyst, ASC/Q1436, version 1.0”. Minimum accepted score is 80%.	“Assessor; MEP/Q2701 v1.0” Minimum accepted score is 80%.

## Assessment Strategy

1. Assessment System Overview:
  - Batches assigned to the assessment agencies for conducting the assessment on SDMS/SIP or email
  - Assessment agencies send the assessment confirmation to VTP/TC looping SSC
  - Assessment agency deploys the ToA certified Assessor for executing the assessment
  - SSC monitors the assessment process & records
2. Testing Environment:
  - Confirm that the centre is available at the same address as mentioned on SDMS or SIP
  - Check the duration of the training.
  - Check the Assessment Start and End time to be as 10 a.m. and 5 p.m.
  - If the batch size is more than 30, then there should be 2 Assessors.
  - Check that the allotted time to the candidates to complete Theory & Practical Assessment is correct.
  - Check the mode of assessment—Online (TAB/Computer) or Offline (OMR/PP).
  - Confirm the number of TABs on the ground are correct to execute the Assessment smoothly.
  - Check the availability of the Lab Equipment for the particular Job Role.
3. Assessment Quality Assurance levels / Framework:
  - Question papers created by the Subject Matter Experts (SME)
  - Question papers created by the SME verified by the other subject Matter Experts
  - Questions are mapped with NOS and PC
  - Question papers are prepared considering that level 1 to 3 are for the unskilled & semi-skilled individuals, and level 4 and above are for the skilled, supervisor & higher management
  - Assessor must be ToA certified & trainer must be ToT Certified
  - Assessment agency must follow the assessment guidelines to conduct the assessment
4. Types of evidence or evidence-gathering protocol:
  - Time-stamped & geotagged reporting of the assessor from assessment location
  - Centre photographs with signboards and scheme specific branding
  - Biometric or manual attendance sheet (stamped by TP) of the trainees during the training period
  - Time-stamped & geotagged assessment (Theory + Viva + Practical) photographs & videos
5. Method of verification or validation:
  - Surprise visit to the assessment location
  - Random audit of the batch
  - Random audit of any candidate
6. Method for assessment documentation, archiving, and access
  - Hard copies of the documents are stored
  - Soft copies of the documents & photographs of the assessment are uploaded / accessed from Cloud Storage
  - Soft copies of the documents & photographs of the assessment are stored in the Hard Drives

## References

## Glossary

Term	Description
<b>Declarative Knowledge</b>	Declarative knowledge refers to facts, concepts and principles that need to be known and/or understood in order to accomplish a task or to solve a problem.
<b>Key Learning Outcome</b>	Key learning outcome is the statement of what a learner needs to know, understand and be able to do in order to achieve the terminal outcomes. A set of key learning outcomes will make up the training outcomes. Training outcome is specified in terms of knowledge, understanding (theory) and skills (practical application).
<b>OJT (M)</b>	On-the-job training (Mandatory); trainees are mandated to complete specified hours of training on site
<b>OJT (R)</b>	On-the-job training (Recommended); trainees are recommended the specified hours of training on site
<b>Procedural Knowledge</b>	Procedural knowledge addresses how to do something, or how to perform a task. It is the ability to work, or produce a tangible work output by applying cognitive, affective or psychomotor skills.
<b>Training Outcome</b>	Training outcome is a statement of what a learner will know, understand and be able to do upon the completion of the training.
<b>Terminal Outcome</b>	Terminal outcome is a statement of what a learner will know, understand and be able to do upon the completion of a module. A set of terminal outcomes help to achieve the training outcome.

## Acronyms and Abbreviations

<b>NOS</b>	National Occupational Standard(s)
<b>NSQF</b>	National Skills Qualifications Framework
<b>QP</b>	Qualifications Pack
<b>TVET</b>	Technical and Vocational Education and Training
<b>SOP</b>	Standard Operating Procedure
<b>WI</b>	Work Instructions
<b>PPE</b>	Personal Protective equipment