



# Model Curriculum

**QP Name: Automotive Service Advisor**

**QP Code: ASC/Q 1426**

**QP Version: 2.0**

**NSQF Level: 6**

**Model Curriculum Version: 1.0**

Automotive Skills Development Council  
Leela Building, 153 GF, Okhla Phase III, Okhla Industrial Area, New Delhi, Delhi 110020

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## Training Parameters

Sector	Automotive Skills Development Council
Sub-Sector	Automotive Vehicle Service
Occupation	Technical Service & Repair
Country	India
NSQF Level	6
Aligned to NCO/ISCO/ISIC Code	NCO-2015/3322.2502
Minimum Educational Qualification & Experience	10th Class + I.T.I (Mechanic Auto Electrical and Electronics/ Mechanic Diesel/ Mechanic Motor Vehicle (MMV)) with 4 Years of relevant experience OR 3 years Diploma (Automobile/Mechanical Electrical/Electronics) from recognized regulatory body with 3 Year of relevant experience after Class 12th OR Certificate-NSQF (Four Wheeler Lead Technician Level 5) with 3 Years of relevant experience
Pre-Requisite License or Training	Permanent driving Licence
Minimum Job Entry Age	19 years
Last Reviewed On	31/08/2021
Next Review Date	31/08/2024
NSQC Approval Date	31/08/2021
Version	2.0
Model Curriculum Creation Date	31/08/2021
Model Curriculum Valid Up to Date	31/08/2024
Model Curriculum Version	1.0
Minimum Duration of the Course	570 Hours, 0 Minutes
Maximum Duration of the Course	570 Hours, 0 Minutes

## 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.

- Plan and manage work and resources efficiently ensuring least wastage and optimal usage.
- Supervise team to ensure implementation safety practices.
- Communicate effectively and develop interpersonal skills with others.
- Display sensitivity towards all genders and differently abled people.
- Demonstrate preparing time and cost estimates for service jobs.

### Compulsory Modules

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

NOS and Module Details	Theory Duration	Practical Duration	On-the-Job Training Duration (Mandatory)	On-the-Job Training Duration (Recommended)	Total Duration
<b>Bridge Module</b>	<b>05:00</b>	<b>00:00</b>	-	-	<b>05:00</b>
Module 1: Introduction to the role of an Automotive Service Advisor <i>Bridge Module</i>	05:00	00:00	-	-	05:00
<b>ASC/N9813 - Manage work and resources (Service)</b> <b>NOS Version No. 1.0</b> <b>NSQF Level 7</b>	<b>20:00</b>	<b>40:00</b>	-	-	<b>60:00</b>
Module 2: Plan work effectively, implement safety practices and optimize resources	20:00	40:00	-	-	60:00
<b>ASC/N9812 – Interact effectively with team, customers and others</b> <b>NOS Version No. 1.0</b> <b>NSQF Level 7</b>	<b>20:00</b>	<b>35:00</b>	-	-	<b>55:00</b>
Module 3: Communicate effectively and efficiently	20:00	35:00	-	-	55:00
<b>ASC/N1439: Prepare time and cost estimates to meet customer requirements</b> <b>NOS Version No. 2.0</b> <b>NSQF Level 6</b>	<b>210:00</b>	<b>240:00</b>	-	-	<b>450:00</b>

Module 4: Time and Cost Estimate Preparation for Services	210:00	240:00	-	-	450:00
<b>Total Duration</b>	<b>255:00</b>	<b>315:00</b>	-	-	<b>570:00</b>

# Module Details

## Module 1: Introduction to the Role of an Automotive Service Advisor *Bridge Module*

### Terminal Outcomes:

- Discuss the role and responsibilities of an Automotive Service Advisor.

<b>Duration:</b> 05:00	<b>Duration:</b> 00:00
<b>Theory – Key Learning Outcomes</b>	<b>Practical – Key Learning Outcomes</b>
<ul style="list-style-type: none"> <li>• List the role and responsibilities of an Automotive Service Advisor.</li> <li>• Explain about automotive industry in India, workshop structure and role and responsibilities of different people in the workshop.</li> <li>• Elaborate standard operating procedures (SOPs) regarding receiving vehicles, opening job card, allocation of work, invoicing, vehicle delivery, handling complaints etc.</li> <li>• Recall the documentation involved in the different processes as specified by OEM/ auto component manufacturer.</li> <li>• Discuss the importance of inspection and diagnosis of faults by optimum utilization of tools and equipment as per SOP.</li> <li>• Discuss the importance of working as per organisational policies, professional code of ethics and standards of practice.</li> <li>• Outline the safety, health and environmental policies and regulations for the work place as well as for automotive trade in general.</li> <li>• Discuss occupational health and safety measures (OSH) required for working on vehicles.</li> <li>• Discuss the legal regulations pertaining to vehicles.</li> </ul>	
<b>Classroom Aids:</b>	
Laptop, white board, marker, projector	
<b>Tools, Equipment and Other Requirements</b>	

## Module 2: Plan Work Effectively and Implement Safety Practices

### Mapped to NOS ASC/N9813, v1.0

#### Terminal Outcomes:

- Employ appropriate ways to maintain a safe and secure working environment
- Perform work as per the quality standards
- Use the resources efficiently.

Duration: 20:00	Duration: 40:00
Theory – Key Learning Outcomes	Practical – Key Learning Outcomes
<ul style="list-style-type: none"> <li>• List the potential workplace related risks and hazards, their causes and preventions.</li> <li>• Outline the organizational structure to be followed to report about health, safety and security breaches to the concerned authorities.</li> <li>• Describe the procedures to report accident and health related issues as per SOP</li> <li>• Identify the importance of standard operating procedures of the company w.r.t. privacy, confidentiality and security.</li> <li>• List and explain work requirements to be followed by the team</li> <li>• List some common practices for efficient utilisation of energy, material and water.</li> <li>• Discuss the specified quality standards for work requirements and corrective action to be taken in case work fails to meet the requirements.</li> <li>• Discuss the importance of conducting trainings to develop work expertise.</li> <li>• Discuss the importance of working as per the agreed and assigned requirement.</li> <li>• Identify the issues with process flow improvements, quality of output, product defects received from previous process, repairs and maintenance of tools and machinery and handle them</li> <li>• Define ways to optimize usage of resources</li> <li>• Discuss different set of problems along with their causes and possible solutions.</li> </ul>	<ul style="list-style-type: none"> <li>• Apply appropriate techniques in the work process to save cost and time.</li> <li>• Employ ways to ensure that the team complies with organisation's health, safety policies and procedures.</li> <li>• Keep a check on the routine cleaning of tools, machine and equipment.</li> <li>• Employ different ways to ensure that the team periodically checks tools, equipment and machines.</li> <li>• Apply appropriate techniques to use the resources judiciously.</li> <li>• Demonstrate checking for malfunctions in equipment and report as per SOP</li> <li>• Employ ways to ensure that the team periodically checks for spills and leaks and plugs the same and keeps work area clean and tidy.</li> <li>• Demonstrate segregation of hazardous waste.</li> <li>• Show how to dispose non-recyclable waste and hazardous waste responsibly.</li> <li>• Demonstrate how to follow the organisation's emergency procedures for different emergencies.</li> <li>• Prepare a sample layout of the workshop depicting the location of all the electrical, hydraulic and thermal equipment used.</li> </ul>

- Discuss the concept of waste management and methods of waste disposal
- List the different categories of waste for the purpose of segregation
- State the importance of timely completion of tasks
- Discuss the significance of sanitizing the workplace, equipment etc.
- Summarise hygiene and sanitation regulations.
- Discuss the ways of helping team members deal with stress and anxiety
- Explain various ways of time and cost management
- Discuss the use of proper PPE for maintaining health and hygiene at workplace and the process of wearing/discarding them.
- List some common electrical problems and practices of conserving electricity.
- State the importance of using appropriate colour dustbins for different types of waste.
- Discuss organizational procedures for minimizing waste.
- Discuss the importance of maintaining quality and timely delivery of the services as per the goals set by the manager.
- Discuss the common sources of pollution and ways to minimize it.
- Discuss organisation's policies for maintaining personal health and hygiene at workplace.
- Discuss the significance of greening.
- List the requirements like running water, sanitizers, etc. to be checked beforehand at workplace.
- Recall the key performance indicators for the new tasks.

#### Classroom Aids:

White board/ black board marker / chalk, duster, computer or Laptop attached to LCD projector

#### Tools, Equipment and Other Requirements

Personal Protection Equipment: safety glasses, head protection, rubber gloves, safety footwear, warning signs and tapes, fire extinguisher and first aid kit



## Module 3: Communicate Effectively and Efficiently

### Mapped to NOS ASC/N9812, v1.0

#### Terminal Outcomes:

- Use effective communication and interpersonal skills.
- Apply sensitivity while interacting with different genders and people with disabilities.

Duration: 20:00	Duration: 35:00
Theory – Key Learning Outcomes	Practical – Key Learning Outcomes
<ul style="list-style-type: none"> <li>• Explain the importance of complying with organizational requirements to share information with team members.</li> <li>• Discuss the ways to adjust the communication styles to reflect sensitivity towards gender and persons with disability (PwD).</li> <li>• Explain the importance of respecting personal space of colleagues and customers.</li> <li>• Describe the ways to manage and coordinate with team members for work integration.</li> <li>• State the importance of team goals over individual goals, keeping commitment made to team members, and informing them in case of delays.</li> <li>• Discuss the importance of following the organisation's policies and procedures</li> <li>• Discuss the importance of rectifying errors as per feedback and minimizing mistakes.</li> <li>• Discuss gender-based concepts, issues and legislation as well organization standards, guidelines, rights and duties of PwD.</li> <li>• Discuss the importance of PwD and gender sensitization to ensure that team shows sensitivity towards them.</li> <li>• State the importance of following organizational standards and guidelines related to PwD.</li> <li>• Recall the rights and duties at workplace with respect to PwD.</li> <li>• Outline organisation policies and procedures pertaining to written and verbal communication.</li> </ul>	<ul style="list-style-type: none"> <li>• Employ different means and methods of communication depending upon the requirement to interact with the team members.</li> <li>• Employ appropriate ways to maintain good relationships with team members and superiors.</li> <li>• Apply appropriate techniques to resolve conflicts and manage team members for smooth workflow.</li> <li>• Conduct training sessions to train the team members on proper reporting of completed work and receiving feedback.</li> <li>• Employ suitable ways to escalate problems to superiors as and when required.</li> <li>• Prepare a sample report on the progress and team performance .</li> <li>• Role play a situation on how to offer help to people with disability (PwD) if required at work.</li> </ul>

### Classroom Aids:

White board/black board marker/chalk, duster, computer or Laptop attached to LCD projector

### Tools, Equipment and Other Requirements

## Module 4: Time and Cost Estimate Preparation for Services

### Mapped to NOS ASC/N1439, v2.0

#### Terminal Outcomes:

- Perform steps to coordinate with the customer to prepare the job card.
- Demonstrate preparing time and cost estimate based on the job card.
- Perform steps to prepare invoice and post service/repair activities to effectively manage customer relationship.

Duration: 210:00	Duration: 240:00
Theory – Key Learning Outcomes	Practical – Key Learning Outcomes
<ul style="list-style-type: none"> <li>• Identify the value-added services and products, terms and conditions of warranty and latest schemes/campaigns offered by the dealership or OEM.</li> <li>• Describe how to retrieve and review vehicle information from the system through records maintained of previous visits of the vehicle.</li> <li>• Explain how to record the customer contact details in the job card along with the list of all the service, repair and replacement requirements as communicated by the customer.</li> <li>• Discuss the availability of technical workforce/team, spare parts, tools and other consumables required as per the job card and vehicle variant/model specifications before commencing the work.</li> <li>• Emphasize on the importance of timely communication of the time and cost estimates to the customer based on the technician inputs to ensure that the customer approves and confirms the estimates before commencing the job.</li> <li>• Discuss the list of all service, repair and replacement requirements with the technicians as per the customer confirmation.</li> <li>• Describe the process for confirming the progress of the job on the vehicle from the floor team and timely informing the customer about any delays, deviation in time or cost or any other discrepancy.</li> <li>• Outline the steps of communicating with the customer about services closed as per the job card, amount of the pre-invoice, and eventually assisting the customer for visual inspection of vehicle before delivery.</li> </ul>	<ul style="list-style-type: none"> <li>• Employ various techniques for collecting information about vehicles and customers through different customer care sources.</li> <li>• Demonstrate how to interact with the customer to understand requirements, analyse the environmental condition of the vehicle, identify any malfunction or defects and record these accordingly into the system/job card as per the format.</li> <li>• Perform the steps to visually inspect the vehicle for creating the job card/inspection sheet in the format prescribed by the organization/dealership, ensuring that all personal items are handed over to the customer.</li> <li>• Implement proper methods to estimate the cost and time for the job, record the estimate in the required format and confirm the finalised list of work requirements with the technicians as well as the customer.</li> <li>• Demonstrate how to conduct final inspection of the vehicle to verify completion all service, repair and replacement as per the job card.</li> <li>• Employ organization's procedures for timely closing the job card, creating a pre-invoice and verifying completion of all required services to timely apprise the customer about delivery time.</li> <li>• Perform the steps for taking customer's feedback on the service provided, record it in the Customer Relationship Management (CRM) software and then helping them in the payment and delivery.</li> <li>• Demonstrate how to carry out follow-up calls to the customer for Post Service Feedback (PSF) and record the same in the specified format as per OEM.</li> </ul>

<ul style="list-style-type: none"> <li>• Explain to the customer in case of a follow-up required or any pending repair requirements.</li> <li>• Discuss the process for reporting customers' issues/complaints to concerned person/department and in case of escalations, timely seek help of the manager.</li> <li>• Emphasize on the significance of least turnaround time for customer query resolution related to services and warranty claims or any other performance related issues to achieve maximum customer satisfaction.</li> </ul>	<ul style="list-style-type: none"> <li>• Employ different ways of ensuring customer satisfaction by maintaining a healthy and professional relationship with customers and providing a hassle free, pleasant experience at the workshop/dealership.</li> </ul>
<b>Classroom Aids:</b>	
White board/ black board marker / chalk, duster, computer or Laptop attached to LCD projector	
<b>Tools, Equipment and Other Requirements</b>	
Reports, job cards, documents used in the bodyshop	

## Annexure

### Trainer Requirements

Trainer Prerequisites						
Minimum Educational Qualification	Specialization	Relevant Industry Experience		Training Experience		Remarks
		Years	Specialization	Years	Specialization	
ITI	Mechanic Motor Vehicle/Mechanic Auto Electrical and Electronics/Diesel Mechanic	7	Two/Four Wheeler Service	1	Two/Four Wheeler Service	NA
ITI	Mechanic Motor Vehicle/Mechanic Auto Electrical and Electronics/Diesel Mechanic	8	Two/Four Wheeler Service	0	Two/Four Wheeler Service	NA
Diploma	Automobile Engineering/ Mechanical Engineering	6	Two/Four Wheeler Service	1	Two/Four Wheeler Service	NA
Diploma	Automobile Engineering/ Mechanical Engineering	7	Two/Four Wheeler Service	0	Two/Four Wheeler Service	NA
BE/ B. Tech	Automobile Engineering/ Mechanical Engineering	5	Two/Four Wheeler Service	1	Two/Four Wheeler Service	NA

Trainer Certification	
Domain Certification	Platform Certification
Certified for Job Role: "Automotive Service Advisor Level 6" "ASC/Q1425, v1.0", Minimum accepted score is 80%	Recommended that the Trainer is certified for the Job Role: "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	
ITI	Mechanic Motor Vehicle/Mechanic Auto Electrical and Electronics/Diesel Mechanic	8	Two/Four Wheeler Service	1	Two/Four Wheeler Service	NA
ITI	Mechanic Motor Vehicle/Mechanic Auto Electrical and Electronics/Diesel Mechanic	9	Two/Four Wheeler Service	0	Two/Four Wheeler Service	NA
Diploma	Automobile Engineering/Mechanical Engineering	7	Two/Four Wheeler Service	1	Two/Four Wheeler Service	NA
Diploma	Automobile Engineering/Mechanical Engineering	8	Two/Four Wheeler Service	0	Two/Four Wheeler Service	NA
BE/ B. Tech	Automobile Engineering/Mechanical Engineering	6	Two/Four Wheeler Service	1	Two/Four Wheeler Service	NA

Assessor Certification	
Domain Certification	Platform Certification
Certified for Job Role: "Automotive Service Advisor Level 6" "ASC/Q1425, v1.0", Minimum accepted score is 80%	Recommended that the Assessor is certified for the Job Role: "Assessor" "MEP/Q2701, v1.0"

## Assessment Strategy

### 1. Assessment System Overview:

- Batches assigned to the assessment agencies for conducting the assessment on 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 – The assessor should:

- 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 are created by the Subject Matter Experts (SME)
- Question papers created by the SME are 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 <b>upon the completion of the training</b> .
<b>Terminal Outcome</b>	Terminal outcome is a statement of what a learner will know, understand and be able to do <b>upon the completion of a module</b> . 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>PwD</b>	Persons with Disability
<b>OEM</b>	Original Equipment Manufacturer