







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, New Delhi – 110020







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Training Parameters

Sector	Automotive
Sub-Sector	Manufacturing
Occupation	Technical Service and Repair
Country	India
NSQF Level	6
Aligned to NCO/ISCO/ISIC Code	NCO-2015/3115.0602
Minimum Educational Qualification and Experience	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 *(Experience/Certification in data management in all the entry requirements)
Pre-Requisite License or Training	NA
Minimum Job Entry Age	22 years
Last Reviewed On	05/01/2023
Next Review Date	05/01/2026
NSQC Approval Date	05/01/2023
QP Version	1.0
Model Curriculum Creation Date	05/01/2023
Model Curriculum Valid Up to Date	05/01/2026
Model Curriculum Version	1.0
Minimum Duration of the Course	630 Hours







Maximum Duration of the Course	630 Hours

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.

NOS and Module Details	Theory Duration	Practical Duration	On-the-Job Training Duration (Mandatory)	On-the-Job Training Duration (Recommended)	Total Duration
Bridge Module					
Module 1: Introduction to the role of an Automotive Dealership Data Analyst	5:00	0:00			5:00
ASC/N9810: Manage work and resources (Manufacturing) NOS Version No. – 1.0 NSQF Level – 5	20:00	35:00			55:00
Module 2: Manage work and resources according to safety and conservation standards	20:00	35:00			55:00
ASC/N1462- Data Extraction and Collection from Automotive Sales, Service & Spare Parts NOS Version No. –1.0 NSQF Level – 6	20:00	70:00	90:00		180:00
Module 3: Data Extraction and Collection from Automotive Sales, Service &	20:00	70:00	90:00		180:00







Spare Parts				
ASC/N1463- Data preparation and acquisition for analysis NOS Version No. –1.0 NSQF Level – 6	15:00	60:00	75:00	150:00
Module 4: Data preparation and acquisition for analysis	15:00	60:00	75:00	150:00
ASC/N1464 – Dashboarding of the Analysed data NOS Version No. –1.0 NSQF Level – 6	15:00	60:00	75:00	150:00
Module 5: Dashboarding of the Analysed data	15:00	60:00	75:00	150:00
Employability Skills (90 hours) NOS Version No. – 1.0 NSQF Level – 6	36:00	54:00		90:00
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
Total Duration	106:00	284:00	240:00	630:00







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
 List the role and responsibilities of an Automotive Dealership Data Analysis Engineer. Discuss the job opportunities for an Automotive Dealership Data Analysis Engineer in the automobile industry. Explain about Indian automobile manufacturing market. List various automobile Original Equipment Manufacturers (OEMs) and different products/ models manufactured by them. Discuss dealership standards and procedures followed in the company. 	
Classroom Aids:	
Whiteboard, marker pen, projector	





Demonstrate proper waste collection and

disposal mechanism depending upon

types of waste.



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

Discuss the importance of maintaining the

availability of running water, hand wash

and alcohol-based sanitizers at the







workplace.

- Discuss the significance of conforming to basic hygiene practices such as washing hands, using alcohol based hand sanitizers or soap.
- Recall ways of reporting advanced hygiene and sanitation issues to the concerned authorities.
- Elucidate various stress and anxiety management techniques.
- Discuss the significance of greening.
- Classify different categories of waste for the purpose of segregation.
- Differentiate between recyclable and nonrecyclable waste.
- Discuss various methods of waste collection and disposal.
- List the various materials used at the workplace.
- Explain organisational recommended norms for storage of tools, equipment and material.
- Discuss the importance of efficient utilisation of material and water.
- Explain basics of electricity and prevalent energy efficient devices.
- Explain the processes to optimize usage of material and energy/electricity.
- Enlist common practices for conserving electricity at workplace.

- Perform the steps involved in storage of tools, equipment and material after completion of work.
- Employ appropriate ways to resolve malfunctioning (fumes/ sparks/ emission/ vibration/ noise) and lapse in maintenance of equipment as per requirements.
- Perform the steps to prepare a sample material and energy audit reports.
- Employ practices for efficient utilization of material and energy/electricity.

Classroom Aids:

Whiteboard, marker pen, projector

Tools, Equipment and Other Requirements

- Housekeeping material: Cleaning agents, cleaning cloth, waste container, dust pan and brush set, liquid soap, hand towel, fire extinguisher
- Safety gears: Safety shoes, ear plug, goggles, gloves, helmet, first-aid kit







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

Duration : <20:00>	Duration : <70:00>		
Theory – Key Learning Outcomes	Practical – Key Learning Outcomes		
 Organizational policies and procedures for sharing data Organizational policies and procedures for documenting databases architectures and backup mechanisms Who to involve while designing and developing the database architecture and pipelines for the solution The range of standard platforms and tools available and how to use them The database connectors and application connectors for application-cloud communications The updated internal and external cybersecurity regulations The impacts of network on the environment and human health ETL tools like Talend, SQL Server Integration Services (SSIS), etc. Basics of SQL Overview of Sales & Service core Processes Process KPI of Automotive Sales, Service & Spare Parts 	 Evaluate the requirements of the business questions to be catered with either visualization platforms or analytics and predictive modelling solutions. Design data architecture for data extraction using connectors and platforms from various departments. Asses all organizational processes related to the use of data and analytics Prepare a layout of project execution where it should defend the choice of technology and its cost Prepare the outline of the development process and its requirements for both material and resources Define what level of analytics is required to deliver value. Identify suitable data integration tool according to the volume of data that need to be analysed Create an end-to-end data flow using ETL (Extract-Transform-Load) tool using different connectors for different types of data sources Create data warehouse for data acquisition 		
Classroom Aids:			

Whiteboard, marker pen, projector

Tools, Equipment and Other Requirements

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.

Duration: <15:00>	Duration: <60:00>		
Theory – Key Learning Outcomes	Practical – Key Learning Outcomes		
 Product portfolio of organization Company manufacturing processes Standard Operation Procedures (SOP) recommended by manufacturer for using equipment / machinery in use Descriptive and Inferential statistics Types of data wrangling and data cleaning methods Suitable documentation of the organization for the metadata creation. Python open-source libraries like SciPy, Pandas, Matplotlib, SciKit-Learn, etc. 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. Python based platforms like Anaconda 	 List down the business problems within the organization of user/individual Identify the business goal which can be achieved using available datasets. Identify the timeframe of which data is required to address achieve the business goal. Create metadata for the selected dataset Clean the data to remove erroneous data from dataset like removing outilers, missing values. Etc. 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 Perform descriptive statistics like measures of central tendency (mean, median, mode), measures of variability (variance, standard deviation), and frequency distribution on the data Perform inferential statistics like Hypothesis Testing, Regression Analysis. Etc. on the data Find correlation amongst the selected attributes of the data and plot their heatmap. List down highly correlated attributes. 		
Classroom Aids:			

Whiteboard, marker pen, projector

Tools, Equipment and Other Requirements

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.

Duration: <15:00>	Duration : <60:00>
Theory – Key Learning Outcomes	Practical – Key Learning Outcomes
 Different types of visualizations charts Bar Graph, Line Graph, Stacked Bar Graph, Pie Chart, Scatter Plot Chart, etc. Different types and categories of data variables qualitative, quantitative, nominal, ordinal, discrete, continuous, etc. Different types of visualizations tools like Microsoft PowerBl Desktop, Tableau Public Local machine server architecture 	 Separate nominal and ordinal attributes in the dataset Select appropriate charts for nominal and ordinal variables Select appropriate visualization chart for time series data Integrate geographical Map for relevant attributes in dashboards. Create dashboard on a sales and order data having time-stamp attributes using dashboarding tool. Create demand forecasting dashboard on a relevant dataset using dashboarding tool. Deploy the dashboards on the local server or cloud. Verify the compatibility of dashboard on different devices. Create the alert system in real time dashboard as per requirement
Classroom Aids:	

Whiteboard, marker pen, projector

Tools, Equipment and Other Requirements

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

Duration: <1:00>	Duration : <2:00>
Theory – Key Learning Outcomes	Practical – Key Learning Outcomes
Outline the importance of Employability Skills for the current job market and future of work	 List different learning and employability related GOI and private portals and their usage Research and prepare a note on different industries, trends, required skills and the available opportunities
Classroom Aids:	
Whiteboard, marker pen, projector	
Tools, Equipment and Other Requirements	







Module 7: Constitutional values - Citizenship Mapped to DGT/VSQ/N0103

Terminal Outcomes:

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

Duration : <0.5:00>	Duration : <1:00>			
Theory – Key Learning Outcomes	Practical – Key Learning Outcomes			
 Explain constitutional values, civic rights, duties, citizenship, responsibility towards society etc. that are required to be followed to become a responsible citizen. 	Practice different environmentally sustainable practices			
Classroom Aids:				
Whiteboard, marker pen, projector				
Tools, Equipment and Other Requirements				







Module 8: Becoming a Professional in the 21st Century Mapped to DGT/VSQ/N0103

Terminal Outcomes:

• Demonstrate professional skills required in 21st century

 Practical – Key Learning Outcomes Highlight the importance of practicing 21st
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 Create a pathway for adopting a continuous learning mindset for personal and professional development







Module 9: Basic English Skills Mapped to DGT/VSQ/N0103

Terminal Outcomes:

• Practice basic English speaking.

Duration : <4:00>	Duration : <6:00>
Theory – Key Learning Outcomes	Practical – Key Learning Outcomes
 Describe basic communication skills Discuss ways to read and interpret text written in basic English 	 Show how to use basic English sentences for everyday conversation in different contexts, in person and over the telephone Read and understand text written in basic English Write a short note/paragraph / letter/e - mail using correct basic English
Classroom Aids:	
Whiteboard, marker pen, projector	
Tools, Equipment and Other Requirements	







Module 10: Career Development & Goal Setting Mapped to DGT/VSQ/N0103

Terminal Outcomes:

• Demonstrate Career Development & Goal Setting skills.

Duration : <1.5:00>	Duration : <2.5:00>
Theory – Key Learning Outcomes	Practical – Key Learning Outcomes
Identify well-defined short- and long-term goals	Create a career development plan
Classroom Aids:	
Whiteboard, marker pen, projector	
Tools, Equipment and Other Requirements	







Module 11: Communication Skills

Mapped to DGT/VSQ/N0103

Terminal Outcomes:

• Practice basic communication skills.

Duration : <4:00>	Duration : <6:00>	
Theory – Key Learning Outcomes	Practical – Key Learning Outcomes	
Explain the importance of communication etiquette including active listening for effective communication	 Demonstrate how to communicate effectively using verbal and nonverbal communication etiquette Write a brief note/paragraph on a familiar topic Role play a situation on how to work collaboratively with others in a team 	
Classroom Aids:		
Whiteboard, marker pen, projector		
Tools, Equipment and Other Requirements		







Module 12: Diversity & Inclusion Mapped to DGT/VSQ/N0103

Terminal Outcomes:

• Describe PwD and gender sensitisation.

Duration : <1.5:00>		
Practical – Key Learning Outcomes		
 Demonstrate how to behave, communicate, and conduct oneself appropriately with all genders and PwD 		







Module 13: Financial and Legal Literacy Mapped to DGT/VSQ/N0103

Terminal Outcomes:

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

Duration : <4:00>	Duration : <6:00>		
Theory – Key Learning Outcomes	Practical – Key Learning Outcomes		
 Discuss various financial institutions, products, and services Explain the common components of salary such as Basic, PF, Allowances (HRA, TA, DA, etc.), tax deductions Discuss the legal rights, laws, and aids 	 Demonstrate how to conduct offline and online financial transactions, safely and securely and check passbook/statement Calculate income and expenditure for budgeting 		
Classroom Aids:			
Whiteboard, marker pen, projector			
Tools, Equipment and Other Requirements			
10013, Equipment and Other Requirements			







Module 14: Essential Digital Skills

Mapped to DGT/VSQ/N0103

Terminal Outcomes:

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

Duration : <8:00>	Duration : <12:00>			
Theory – Key Learning Outcomes	Practical – Key Learning Outcomes			
 Describe the role of digital technology in day-to-day life and the workplace Discuss the significance of displaying responsible online behavior while using various social media platforms 	 Demonstrate how to operate digital devices and use the associated applications and features, safely and securely Demonstrate how to connect devices securely to internet using different means Follow the dos and don'ts of cyber security to protect against cyber crimes Create an e-mail id and follow e- mail etiquette to exchange e-mails Show how to create documents, spreadsheets and presentations using appropriate applications Utilize virtual collaboration tools to work effectively 			
Classroom Aids:				
Whiteboard, marker pen, projector				
Tools, Equipment and Other Requirements				







Module 15: Entrepreneurship

Mapped to DGT/VSQ/N0103

Terminal Outcomes:

• Describe opportunities as an entrepreneur.

Duration: <3:00>	Duration : <4:00>			
Theory – Key Learning Outcomes	Practical – Key Learning Outcomes			
 Explain the types of entrepreneurship and enterprises Discuss how to identify opportunities for potential business, sources of funding and associated financial and legal risks with its mitigation plan Describe the 4Ps of Marketing-Product, Price, Place and Promotion and apply them as per requirement 	Create a sample business plan, for the selected business opportunity			
Classroom Aids:				
Whiteboard, marker pen, projector				
Tools, Equipment and Other Requirements				







Module 16: Customer Service Mapped to DGT/VSQ/N0103

Terminal Outcomes:

• Describe ways of maintaining customer.

Duration : <4:00>	Duration : <5:00>			
Theory – Key Learning Outcomes	Practical – Key Learning Outcomes			
 Classify different types of customers Discuss various tools used to collect customer feedback Discuss the significance of maintaining hygiene and dressing appropriately 	Demonstrate how to identify customer needs and respond to them in a professional manner			
Classroom Aids:				
Whiteboard, marker pen, projector				
Tools, Equipment and Other Requirements				







Module 17: Getting ready for apprenticeship & Jobs Mapped to DGT/VSQ/N0103

Terminal Outcomes:

• Describe ways of preparing for apprenticeship & Jobs appropriately.

Duration : <3:00>	Duration : <5:00>		
Theory – Key Learning Outcomes	Practical – Key Learning Outcomes		
 Discuss the significance of maintaining hygiene and dressing appropriately for an interview List the steps for searching and registering for apprenticeship opportunities 	 Draft a professional Curriculum Vitae (CV) Use various offline and online job search sources to find and apply for jobs Role play a mock interview 		
Classroom Aids:			
Whiteboard, marker pen, projector			
Tools, Equipment and Other Requirements			







Annexure

Trainer Requirements

Trainer Prerequisites						
Minimum Educational	· ·		Relevant Industry Experience		ing Experience	Remar ks
Qualification		Years	Specialization	Yea rs	Specialization	
B.E/B.Tech	Mechanical/Autom obile/ Electrical/ Electronics	4	Mechanical/ Automobile/ Electronics/ Instrumentation	1	Mechanical/ Automobile/ Electronics/ Instrumentation	NA
B.E/B.Tech	Mechanical/Autom obile/ Electrical/ Electronics	5	Mechanical/ Automobile/ Electronics/ Instrumentation	0	Mechanical/ Automobile/ Electronics/ Instrumentation	NA
Diploma	Mechanical/Autom obile/ Electrical/ Electronics	3	Mechanical/ Automobile/ Electronics	1	Mechanical/ Automobile/ Electronics	NA
Diploma	Mechanical/Autom obile/ Electrical/ Electronics	4	Mechanical/ Automobile/ Electronics	0	Mechanical/ Automobile/ Electronics	NA
M.E/M.Tech	Mechanical/Autom obile/ Electrical/ Electronics	2	Mechanical/Aut omobile/ Electrical/ Electronics	1	Mechanical/Automo bile/ Electrical/ Electronics	NA
M.E/M.Tech	Mechanical/Autom obile/ Electrical/ Electronics	3	Mechanical/Aut omobile/ Electrical/ Electronics	0	Mechanical/Automo bile/ Electrical/ Electronics	NA

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







Assessor Requirements

Assessor Prerequisites							
Minimum Educational Qualification	Specialization	Relevant Industry Experience		Training Experience		Remar ks	
		Year s	Specialization	Yea rs	Specialization		
B.E/B.Tech	Mechanical/Autom obile/ Electrical/ Electronics	5	Mechanical/ Automobile/ Electronics/ Instrumentation	1	Mechanical/ Automobile/ Electronics/ Instrumentation	NA	
B.E/B.Tech	Mechanical/Autom obile/ Electrical/ Electronics	6	Mechanical/ Automobile/ Electronics/ Instrumentation	0	Mechanical/ Automobile/ Electronics/ Instrumentation	NA	
Diploma	Mechanical/Autom obile/ Electrical/ Electronics	4	Mechanical/ Automobile/ Electronics	1	Mechanical/ Automobile/ Electronics	NA	
Diploma	Mechanical/Autom obile/ Electrical/ Electronics	5	Mechanical/ Automobile/ Electronics	0	Mechanical/ Automobile/ Electronics	NA	
M.E/M.Tech	Mechanical/Autom obile/ Electrical/ Electronics	3	Mechanical/Auto mobile/ Electrical/ Electronics	1	Mechanical/Automo bile/ Electrical/ Electronics	NA	
M.E/M.Tech	Mechanical/Autom obile/ Electrical/ Electronics	4	Mechanical/Auto mobile/ Electrical/ Electronics	0	Mechanical/Automo bile/ Electrical/ Electronics	NA	

Assessor Certification					
Domain Certification	Platform Certification				
"Automotive Dealership Data Analyst, ASC/Q1436, version	"Assessor; MEP/Q2701 v1.0"				
1.0". Minimum accepted score is 80%.	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
Declarative Knowledge	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.
Key Learning Outcome	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).
OJT (M)	On-the-job training (Mandatory); trainees are mandated to complete specified hours of training on site
OJT (R)	On-the-job training (Recommended); trainees are recommended the specified hours of training on site
Procedural Knowledge	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.
Training Outcome	Training outcome is a statement of what a learner will know, understand and be able to do upon the completion of the training.
Terminal Outcome	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

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