

## Qualification Pack



# Sales Associate - Direct Channel

QP Code: BSC/Q8407

Version: 1.0

NSQF Level: 4

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## Qualification Pack

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## Qualification Pack

### BSC/Q8407: Sales Associate - Direct Channel

#### Brief Job Description

The individual at work generates the leads for sales, manages sales operations and ensures effective customer service.

#### Personal Attributes

The job requires the individual to be polite, well groomed, and service-oriented with great interpersonal and communication skills.

#### Applicable National Occupational Standards (NOS)

##### Compulsory NOS:

1. [BSC/N8420: Perform pre - sales activities](#)
2. [BSC/N8421: Manage sales and post- sales activities](#)
3. [DGT/VSQ/N0102: Employability Skills \(60 Hours\)](#)

#### Qualification Pack (QP) Parameters

<b>Sector</b>	BFSI
<b>Sub-Sector</b>	Lending, Fund Investment & Services, Payments, Broking
<b>Occupation</b>	Marketing and Sales
<b>Country</b>	India
<b>NSQF Level</b>	4
<b>Credits</b>	14
<b>Aligned to NCO/ISCO/ISIC Code</b>	NCO-2015/5242.0102
<b>Minimum Educational Qualification &amp; Experience</b>	12th grade Pass OR 10th grade pass and pursuing continuous schooling



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<b>Minimum Level of Education for Training in School</b>	Not Applicable
<b>Pre-Requisite License or Training</b>	NA
<b>Minimum Job Entry Age</b>	18 Years
<b>Last Reviewed On</b>	NA
<b>Next Review Date</b>	05/01/2026
<b>NSQC Approval Date</b>	05/01/2023
<b>Version</b>	1.0
<b>Reference code on NQR</b>	QG-04-BF-00102-2023-V1-BFSISSC
<b>NQR Version</b>	1



## Qualification Pack

### BSC/N8420: Perform pre - sales activities

#### Description

This OS unit is about generating leads for sales, handling their queries and performing pre-sales activities for the interested customers.

#### Scope

The scope covers the following :

- Identify potential customers
- Perform pre-sales activities

#### Elements and Performance Criteria

##### *Identify potential customers*

To be competent, the user/individual on the job must be able to:

- PC1.** conduct cold calls and marketing campaigns in the allocated catchment area to generate direct leads
- PC2.** maintain records of sales leads and potential clients
- PC3.** categorize the leads into hot, warm, or cold as per the status
- PC4.** identify the potential customers via cold calling
- PC5.** set up meetings with potential clients to discuss product offerings in detail within the specified TAT
- PC6.** identify the requirements and preferences of the potential customer
- PC7.** determine the most suitable product/service offering for the customer as per the requirement
- PC8.** develop sales presentations or proposals to explain product/service specifications
- PC9.** apprise the potential customers about products and services offered by the company
- PC10.** cross-sell or up-sell the products/services
- PC11.** maintain records of customer interactions or transactions, recording details of inquiries, complaints, or comments, as well as actions taken
- PC12.** follow-up with the interested customers to complete the process

##### *Perform pre-sales activities*

To be competent, the user/individual on the job must be able to:

- PC13.** inform customers of contracts or other information pertaining to offered product/ services
- PC14.** confirm the suitability of the product/service with the customer
- PC15.** apprise the customer about specific features and details of the product/services chosen by them
- PC16.** resolve the customer queries about the chosen product, services, terms & conditions, and other legalities
- PC17.** check eligibility of the interested customers
- PC18.** confirm the availability of all the required documents with the customer

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- PC19.** collect the required information/documents as per standard procedures
- PC20.** ensure all potential customers sign up for the agreement and provide all required documents
- PC21.** introduce promotions and new services/products to customer
- PC22.** ensure high level of customer service and satisfaction at all times
- PC23.** document sales by updating customer records
- PC24.** take feedback from the customers and work upon them

## Knowledge and Understanding (KU)

The individual on the job needs to know and understand:

- KU1.** methods to generate sales leads
- KU2.** SOP to maintain records of leads and customer interaction
- KU3.** categorization of leads
- KU4.** SOP to set up meetings with the customers
- KU5.** how to prepare sales proposals
- KU6.** specifications of the products/services offered by financial institutions
- KU7.** cross and up-selling methods
- KU8.** customer service techniques
- KU9.** documents required for the sale of financial products/services
- KU10.** eligibility criteria of customers to avail financial products/services
- KU11.** feedback collection techniques

## Generic Skills (GS)

User/individual on the job needs to know how to:

- GS1.** read and interpret instructions, procedures, and information at the workplace
- GS2.** communicate effectively with the customers and manager
- GS3.** analyze and organize the data

## Qualification Pack

### Assessment Criteria

Assessment Criteria for Outcomes	Theory Marks	Practical Marks	Project Marks	Viva Marks
<i>Identify potential customers</i>	<b>20</b>	<b>30</b>	-	-
<b>PC1.</b> conduct cold calls and marketing campaigns in the allocated catchment area to generate direct leads	-	-	-	-
<b>PC2.</b> maintain records of sales leads and potential clients	-	-	-	-
<b>PC3.</b> categorize the leads into hot, warm, or cold as per the status	-	-	-	-
<b>PC4.</b> identify the potential customers via cold calling	-	-	-	-
<b>PC5.</b> set up meetings with potential clients to discuss product offerings in detail within the specified TAT	-	-	-	-
<b>PC6.</b> identify the requirements and preferences of the potential customer	-	-	-	-
<b>PC7.</b> determine the most suitable product/service offering for the customer as per the requirement	-	-	-	-
<b>PC8.</b> develop sales presentations or proposals to explain product/service specifications	-	-	-	-
<b>PC9.</b> apprise the potential customers about products and services offered by the company	-	-	-	-
<b>PC10.</b> cross-sell or up-sell the products/services	-	-	-	-
<b>PC11.</b> maintain records of customer interactions or transactions, recording details of inquiries, complaints, or comments, as well as actions taken	-	-	-	-
<b>PC12.</b> follow-up with the interested customers to complete the process	-	-	-	-
<i>Perform pre-sales activities</i>	<b>20</b>	<b>30</b>	-	-
<b>PC13.</b> inform customers of contracts or other information pertaining to offered product/ services	-	-	-	-

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Assessment Criteria for Outcomes	Theory Marks	Practical Marks	Project Marks	Viva Marks
<b>PC14.</b> confirm the suitability of the product/service with the customer	-	-	-	-
<b>PC15.</b> apprise the customer about specific features and details of the product/services chosen by them	-	-	-	-
<b>PC16.</b> resolve the customer queries about the chosen product, services, terms & conditions, and other legalities	-	-	-	-
<b>PC17.</b> check eligibility of the interested customers	-	-	-	-
<b>PC18.</b> confirm the availability of all the required documents with the customer	-	-	-	-
<b>PC19.</b> collect the required information/documents as per standard procedures	-	-	-	-
<b>PC20.</b> ensure all potential customers sign up for the agreement and provide all required documents	-	-	-	-
<b>PC21.</b> introduce promotions and new services/products to customer	-	-	-	-
<b>PC22.</b> ensure high level of customer service and satisfaction at all times	-	-	-	-
<b>PC23.</b> document sales by updating customer records	-	-	-	-
<b>PC24.</b> take feedback from the customers and work upon them	-	-	-	-
<b>NOS Total</b>	<b>40</b>	<b>60</b>	-	-





## Qualification Pack

### National Occupational Standards (NOS) Parameters

<b>NOS Code</b>	BSC/N8420
<b>NOS Name</b>	Perform pre - sales activities
<b>Sector</b>	BFSI
<b>Sub-Sector</b>	Lending, Fund Investment & Services, Payments, Broking
<b>Occupation</b>	Marketing and Sales
<b>NSQF Level</b>	4
<b>Credits</b>	8
<b>Version</b>	1.0
<b>Last Reviewed Date</b>	NA
<b>Next Review Date</b>	05/01/2026
<b>NSQC Clearance Date</b>	05/01/2023

## Qualification Pack

### BSC/N8421: Manage sales and post- sales activities

#### Description

This OS unit is about onboarding the customers and performing after-sales activities as per the requirements.

#### Scope

The scope covers the following :

- Onboard customers
- Perform after-sales activities

#### Elements and Performance Criteria

##### *Onboard customers*

To be competent, the user/individual on the job must be able to:

- PC1.** assist the customers in filling up the application, as required
- PC2.** cross-verify the application form for correct details
- PC3.** collect all relevant KYC, banking, and financial documents from the customer
- PC4.** verify the collected documents with the originals
- PC5.** confirm the basic eligibility of the customer before initiating the application for the service/product
- PC6.** process application form for the submission as per the TAT
- PC7.** submit the applications to the operation/credit team for further processing
- PC8.** provide feedback and current status to the customers on their application

##### *Perform after-sales activities*

To be competent, the user/individual on the job must be able to:

- PC9.** conduct smooth onboarding of the customer with the company
- PC10.** apprise the customer of their responsibilities and duties as per the agreement
- PC11.** interact with the customers after sales or contract signings to resolve problems or complaints
- PC12.** provide ongoing support to the customers
- PC13.** maintain customer records using automated systems
- PC14.** ensure high levels of customer satisfaction through excellent sales service
- PC15.** prepare monthly sales reports and present them to the higher management, as applicable

#### Knowledge and Understanding (KU)

The individual on the job needs to know and understand:

- KU1.** procedure to fill and cross-check the application form
- KU2.** documents required for the application



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- KU3.** appropriate ways to verify the documents with the originals
- KU4.** SOP to process and submit application form
- KU5.** importance of keeping the customer updated on the application status
- KU6.** customer onboarding process
- KU7.** duties and responsibilities of the customers
- KU8.** customer service standards
- KU9.** procedure to maintain customer records
- KU10.** format of sales report

## Generic Skills (GS)

User/individual on the job needs to know how to:

- GS1.** read and interpret instructions, procedures, and information at the workplace
- GS2.** communicate effectively with the customers
- GS3.** analyze and organize the data

## Qualification Pack

### Assessment Criteria

Assessment Criteria for Outcomes	Theory Marks	Practical Marks	Project Marks	Viva Marks
<i>Onboard customers</i>	<b>20</b>	<b>30</b>	-	-
<b>PC1.</b> assist the customers in filling up the application, as required	-	-	-	-
<b>PC2.</b> cross-verify the application form for correct details	-	-	-	-
<b>PC3.</b> collect all relevant KYC, banking, and financial documents from the customer	-	-	-	-
<b>PC4.</b> verify the collected documents with the originals	-	-	-	-
<b>PC5.</b> confirm the basic eligibility of the customer before initiating the application for the service/product	-	-	-	-
<b>PC6.</b> process application form for the submission as per the TAT	-	-	-	-
<b>PC7.</b> submit the applications to the operation/credit team for further processing	-	-	-	-
<b>PC8.</b> provide feedback and current status to the customers on their application	-	-	-	-
<i>Perform after-sales activities</i>	<b>20</b>	<b>30</b>	-	-
<b>PC9.</b> conduct smooth onboarding of the customer with the company	-	-	-	-
<b>PC10.</b> apprise the customer of their responsibilities and duties as per the agreement	-	-	-	-
<b>PC11.</b> interact with the customers after sales or contract signings to resolve problems or complaints	-	-	-	-
<b>PC12.</b> provide ongoing support to the customers	-	-	-	-
<b>PC13.</b> maintain customer records using automated systems	-	-	-	-
<b>PC14.</b> ensure high levels of customer satisfaction through excellent sales service	-	-	-	-

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Assessment Criteria for Outcomes	Theory Marks	Practical Marks	Project Marks	Viva Marks
<b>PC15.</b> prepare monthly sales reports and present them to the higher management, as applicable	-	-	-	-
<b>NOS Total</b>	<b>40</b>	<b>60</b>	-	-



## Qualification Pack

### National Occupational Standards (NOS) Parameters

<b>NOS Code</b>	BSC/N8421
<b>NOS Name</b>	Manage sales and post- sales activities
<b>Sector</b>	BFSI
<b>Sub-Sector</b>	Lending, Fund Investment & Services, Payments, Broking
<b>Occupation</b>	Marketing and Sales
<b>NSQF Level</b>	4
<b>Credits</b>	4
<b>Version</b>	1.0
<b>Last Reviewed Date</b>	NA
<b>Next Review Date</b>	05/01/2026
<b>NSQC Clearance Date</b>	05/01/2023

## Qualification Pack

### DGT/VSQ/N0102: Employability Skills (60 Hours)

#### Description

This unit is about employability skills, Constitutional values, becoming a professional in the 21st Century, digital, financial, and legal literacy, diversity and Inclusion, English and communication skills, customer service, entrepreneurship, and apprenticeship, getting ready for jobs and career development.

#### Scope

The scope covers the following :

- Introduction to Employability Skills
- Constitutional values - Citizenship
- Becoming a Professional in the 21st Century
- Basic English Skills
- Career Development & Goal Setting
- Communication Skills
- Diversity & Inclusion
- Financial and Legal Literacy
- Essential Digital Skills
- Entrepreneurship
- Customer Service
- Getting ready for Apprenticeship & Jobs

#### Elements and Performance Criteria

##### *Introduction to Employability Skills*

To be competent, the user/individual on the job must be able to:

- PC1.** identify employability skills required for jobs in various industries
- PC2.** identify and explore learning and employability portals

##### *Constitutional values - Citizenship*

To be competent, the user/individual on the job must be able to:

- PC3.** recognize the significance of constitutional values, including civic rights and duties, citizenship, responsibility towards society etc. and personal values and ethics such as honesty, integrity, caring and respecting others, etc.
- PC4.** follow environmentally sustainable practices

##### *Becoming a Professional in the 21st Century*

To be competent, the user/individual on the job must be able to:

- PC5.** recognize the significance of 21st Century Skills for employment
- PC6.** practice the 21st Century Skills such as Self-Awareness, Behaviour Skills, time management, critical and adaptive thinking, problem-solving, creative thinking, social and cultural awareness, emotional awareness, learning to learn for continuous learning etc. in personal and professional life

##### *Basic English Skills*

To be competent, the user/individual on the job must be able to:

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- PC7.** use basic English for everyday conversation in different contexts, in person and over the telephone
- PC8.** read and understand routine information, notes, instructions, mails, letters etc. written in English
- PC9.** write short messages, notes, letters, e-mails etc. in English

### *Career Development & Goal Setting*

To be competent, the user/individual on the job must be able to:

- PC10.** understand the difference between job and career
- PC11.** prepare a career development plan with short- and long-term goals, based on aptitude

### *Communication Skills*

To be competent, the user/individual on the job must be able to:

- PC12.** follow verbal and non-verbal communication etiquette and active listening techniques in various settings
- PC13.** work collaboratively with others in a team

### *Diversity & Inclusion*

To be competent, the user/individual on the job must be able to:

- PC14.** communicate and behave appropriately with all genders and PwD
- PC15.** escalate any issues related to sexual harassment at workplace according to POSH Act

### *Financial and Legal Literacy*

To be competent, the user/individual on the job must be able to:

- PC16.** select financial institutions, products and services as per requirement
- PC17.** carry out offline and online financial transactions, safely and securely
- PC18.** identify common components of salary and compute income, expenses, taxes, investments etc
- PC19.** identify relevant rights and laws and use legal aids to fight against legal exploitation

### *Essential Digital Skills*

To be competent, the user/individual on the job must be able to:

- PC20.** operate digital devices and carry out basic internet operations securely and safely
- PC21.** use e- mail and social media platforms and virtual collaboration tools to work effectively
- PC22.** use basic features of word processor, spreadsheets, and presentations

### *Entrepreneurship*

To be competent, the user/individual on the job must be able to:

- PC23.** identify different types of Entrepreneurship and Enterprises and assess opportunities for potential business through research
- PC24.** develop a business plan and a work model, considering the 4Ps of Marketing Product, Price, Place and Promotion
- PC25.** identify sources of funding, anticipate, and mitigate any financial/ legal hurdles for the potential business opportunity

### *Customer Service*

To be competent, the user/individual on the job must be able to:

- PC26.** identify different types of customers
- PC27.** identify and respond to customer requests and needs in a professional manner.



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**PC28.** follow appropriate hygiene and grooming standards

*Getting ready for apprenticeship & Jobs*

To be competent, the user/individual on the job must be able to:

**PC29.** create a professional Curriculum vitae (Résumé)

**PC30.** search for suitable jobs using reliable offline and online sources such as Employment exchange, recruitment agencies, newspapers etc. and job portals, respectively

**PC31.** apply to identified job openings using offline /online methods as per requirement

**PC32.** answer questions politely, with clarity and confidence, during recruitment and selection

**PC33.** identify apprenticeship opportunities and register for it as per guidelines and requirements

## Knowledge and Understanding (KU)

The individual on the job needs to know and understand:

**KU1.** need for employability skills and different learning and employability related portals

**KU2.** various constitutional and personal values

**KU3.** different environmentally sustainable practices and their importance

**KU4.** Twenty first (21st) century skills and their importance

**KU5.** how to use English language for effective verbal (face to face and telephonic) and written communication in formal and informal set up

**KU6.** importance of career development and setting long- and short-term goals

**KU7.** about effective communication

**KU8.** POSH Act

**KU9.** Gender sensitivity and inclusivity

**KU10.** different types of financial institutes, products, and services

**KU11.** how to compute income and expenditure

**KU12.** importance of maintaining safety and security in offline and online financial transactions

**KU13.** different legal rights and laws

**KU14.** different types of digital devices and the procedure to operate them safely and securely

**KU15.** how to create and operate an e- mail account and use applications such as word processors, spreadsheets etc.

**KU16.** how to identify business opportunities

**KU17.** types and needs of customers

**KU18.** how to apply for a job and prepare for an interview

**KU19.** apprenticeship scheme and the process of registering on apprenticeship portal

## Generic Skills (GS)

User/individual on the job needs to know how to:

**GS1.** read and write different types of documents/instructions/correspondence

**GS2.** communicate effectively using appropriate language in formal and informal settings



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- GS3.** behave politely and appropriately with all
- GS4.** how to work in a virtual mode
- GS5.** perform calculations efficiently
- GS6.** solve problems effectively
- GS7.** pay attention to details
- GS8.** manage time efficiently
- GS9.** maintain hygiene and sanitization to avoid infection

## Qualification Pack

### Assessment Criteria

Assessment Criteria for Outcomes	Theory Marks	Practical Marks	Project Marks	Viva Marks
<i>Introduction to Employability Skills</i>	<b>1</b>	<b>1</b>	-	-
<b>PC1.</b> identify employability skills required for jobs in various industries	-	-	-	-
<b>PC2.</b> identify and explore learning and employability portals	-	-	-	-
<i>Constitutional values - Citizenship</i>	<b>1</b>	<b>1</b>	-	-
<b>PC3.</b> recognize the significance of constitutional values, including civic rights and duties, citizenship, responsibility towards society etc. and personal values and ethics such as honesty, integrity, caring and respecting others, etc.	-	-	-	-
<b>PC4.</b> follow environmentally sustainable practices	-	-	-	-
<i>Becoming a Professional in the 21st Century</i>	<b>2</b>	<b>4</b>	-	-
<b>PC5.</b> recognize the significance of 21st Century Skills for employment	-	-	-	-
<b>PC6.</b> practice the 21st Century Skills such as Self-Awareness, Behaviour Skills, time management, critical and adaptive thinking, problem-solving, creative thinking, social and cultural awareness, emotional awareness, learning to learn for continuous learning etc. in personal and professional life	-	-	-	-
<i>Basic English Skills</i>	<b>2</b>	<b>3</b>	-	-
<b>PC7.</b> use basic English for everyday conversation in different contexts, in person and over the telephone	-	-	-	-
<b>PC8.</b> read and understand routine information, notes, instructions, mails, letters etc. written in English	-	-	-	-
<b>PC9.</b> write short messages, notes, letters, e-mails etc. in English	-	-	-	-
<i>Career Development &amp; Goal Setting</i>	<b>1</b>	<b>2</b>	-	-

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Assessment Criteria for Outcomes	Theory Marks	Practical Marks	Project Marks	Viva Marks
<b>PC10.</b> understand the difference between job and career	-	-	-	-
<b>PC11.</b> prepare a career development plan with short- and long-term goals, based on aptitude	-	-	-	-
<i>Communication Skills</i>	<b>2</b>	<b>2</b>	-	-
<b>PC12.</b> follow verbal and non-verbal communication etiquette and active listening techniques in various settings	-	-	-	-
<b>PC13.</b> work collaboratively with others in a team	-	-	-	-
<i>Diversity &amp; Inclusion</i>	<b>1</b>	<b>2</b>	-	-
<b>PC14.</b> communicate and behave appropriately with all genders and PwD	-	-	-	-
<b>PC15.</b> escalate any issues related to sexual harassment at workplace according to POSH Act	-	-	-	-
<i>Financial and Legal Literacy</i>	<b>2</b>	<b>3</b>	-	-
<b>PC16.</b> select financial institutions, products and services as per requirement	-	-	-	-
<b>PC17.</b> carry out offline and online financial transactions, safely and securely	-	-	-	-
<b>PC18.</b> identify common components of salary and compute income, expenses, taxes, investments etc	-	-	-	-
<b>PC19.</b> identify relevant rights and laws and use legal aids to fight against legal exploitation	-	-	-	-
<i>Essential Digital Skills</i>	<b>3</b>	<b>4</b>	-	-
<b>PC20.</b> operate digital devices and carry out basic internet operations securely and safely	-	-	-	-
<b>PC21.</b> use e- mail and social media platforms and virtual collaboration tools to work effectively	-	-	-	-
<b>PC22.</b> use basic features of word processor, spreadsheets, and presentations	-	-	-	-

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Assessment Criteria for Outcomes	Theory Marks	Practical Marks	Project Marks	Viva Marks
<i>Entrepreneurship</i>	<b>2</b>	<b>3</b>	-	-
<b>PC23.</b> identify different types of Entrepreneurship and Enterprises and assess opportunities for potential business through research	-	-	-	-
<b>PC24.</b> develop a business plan and a work model, considering the 4Ps of Marketing Product, Price, Place and Promotion	-	-	-	-
<b>PC25.</b> identify sources of funding, anticipate, and mitigate any financial/ legal hurdles for the potential business opportunity	-	-	-	-
<i>Customer Service</i>	<b>1</b>	<b>2</b>	-	-
<b>PC26.</b> identify different types of customers	-	-	-	-
<b>PC27.</b> identify and respond to customer requests and needs in a professional manner.	-	-	-	-
<b>PC28.</b> follow appropriate hygiene and grooming standards	-	-	-	-
<i>Getting ready for apprenticeship &amp; Jobs</i>	<b>2</b>	<b>3</b>	-	-
<b>PC29.</b> create a professional Curriculum vitae (Résumé)	-	-	-	-
<b>PC30.</b> search for suitable jobs using reliable offline and online sources such as Employment exchange, recruitment agencies, newspapers etc. and job portals, respectively	-	-	-	-
<b>PC31.</b> apply to identified job openings using offline /online methods as per requirement	-	-	-	-
<b>PC32.</b> answer questions politely, with clarity and confidence, during recruitment and selection	-	-	-	-
<b>PC33.</b> identify apprenticeship opportunities and register for it as per guidelines and requirements	-	-	-	-
<b>NOS Total</b>	<b>20</b>	<b>30</b>	-	-

## Qualification Pack

### National Occupational Standards (NOS) Parameters

<b>NOS Code</b>	DGT/VSQ/N0102
<b>NOS Name</b>	Employability Skills (60 Hours)
<b>Sector</b>	Cross Sectoral
<b>Sub-Sector</b>	Professional Skills
<b>Occupation</b>	Employability
<b>NSQF Level</b>	4
<b>Credits</b>	2
<b>Version</b>	1.0
<b>Last Reviewed Date</b>	29/03/2023
<b>Next Review Date</b>	29/03/2028
<b>NSQC Clearance Date</b>	29/03/2023

## Assessment Guidelines and Assessment Weightage

### Assessment Guidelines

1. Criteria for assessment for each Qualification will be created by the Sector Skill Council. Each Performance Criteria (PC) will be assigned marks proportional to its importance in NOS. SSC will also lay down the proportion of marks for Theory and Skills Practical for each PC.
2. The assessment for the theory part will be based on the knowledge bank of questions created by the SSC.
3. Assessment will be conducted for all compulsory NOS, and where applicable, on the selected elective/option NOS/set of NOS.
4. Individual assessment agencies will create unique question papers for the theory part for each candidate at each examination/training center (as per assessment criteria below).
5. Individual assessment agencies will create unique evaluations for skill practical for every student at each examination/ training center based on these criteria.
6. To pass the Qualification assessment, every trainee should score a minimum of 50% of % aggregate marks to successfully clear the assessment.



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7. In case of unsuccessful completion, the trainee may seek reassessment on the Qualification.

### Minimum Aggregate Passing % at QP Level : 50

(Please note: Every Trainee should score a minimum aggregate passing percentage as specified above, to successfully clear the Qualification Pack assessment.)

### Assessment Weightage

Compulsory NOS

National Occupational Standards	Theory Marks	Practical Marks	Project Marks	Viva Marks	Total Marks	Weightage
BSC/N8420.Perform pre - sales activities	40	60	-	-	100	35
BSC/N8421.Manage sales and post- sales activities	40	60	-	-	100	35
DGT/VSQ/N0102.Employability Skills (60 Hours)	20	30	0	0	50	30
<b>Total</b>	<b>100</b>	<b>150</b>	<b>0</b>	<b>0</b>	<b>250</b>	<b>100</b>



## Qualification Pack

### Acronyms

<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



## Qualification Pack

### Glossary

<b>Sector</b>	Sector is a conglomeration of different business operations having similar business and interests. It may also be defined as a distinct subset of the economy whose components share similar characteristics and interests.
<b>Sub-sector</b>	Sub-sector is derived from a further breakdown based on the characteristics and interests of its components.
<b>Occupation</b>	Occupation is a set of job roles, which perform similar/ related set of functions in an industry.
<b>Job role</b>	Job role defines a unique set of functions that together form a unique employment opportunity in an organisation.
<b>Occupational Standards (OS)</b>	OS specify the standards of performance an individual must achieve when carrying out a function in the workplace, together with the Knowledge and Understanding (KU) they need to meet that standard consistently. Occupational Standards are applicable both in the Indian and global contexts.
<b>Performance Criteria (PC)</b>	Performance Criteria (PC) are statements that together specify the standard of performance required when carrying out a task.
<b>National Occupational Standards (NOS)</b>	NOS are occupational standards which apply uniquely in the Indian context.
<b>Qualifications Pack (QP)</b>	QP comprises the set of OS, together with the educational, training and other criteria required to perform a job role. A QP is assigned a unique qualifications pack code.
<b>Unit Code</b>	Unit code is a unique identifier for an Occupational Standard, which is denoted by an 'N'
<b>Unit Title</b>	Unit title gives a clear overall statement about what the incumbent should be able to do.
<b>Description</b>	Description gives a short summary of the unit content. This would be helpful to anyone searching on a database to verify that this is the appropriate OS they are looking for.
<b>Scope</b>	Scope is a set of statements specifying the range of variables that an individual may have to deal with in carrying out the function which have a critical impact on quality of performance required.

## Qualification Pack

<b>Knowledge and Understanding (KU)</b>	Knowledge and Understanding (KU) are statements which together specify the technical, generic, professional and organisational specific knowledge that an individual needs in order to perform to the required standard.
<b>Organisational Context</b>	Organisational context includes the way the organisation is structured and how it operates, including the extent of operative knowledge managers have of their relevant areas of responsibility.
<b>Technical Knowledge</b>	Technical knowledge is the specific knowledge needed to accomplish specific designated responsibilities.
<b>Core Skills/ Generic Skills (GS)</b>	Core skills or Generic Skills (GS) are a group of skills that are the key to learning and working in today's world. These skills are typically needed in any work environment in today's world. These skills are typically needed in any work environment. In the context of the OS, these include communication related skills that are applicable to most job roles.
<b>Electives</b>	Electives are NOS/set of NOS that are identified by the sector as contributive to specialization in a job role. There may be multiple electives within a QP for each specialized job role. Trainees must select at least one elective for the successful completion of a QP with Electives.
<b>Options</b>	Options are NOS/set of NOS that are identified by the sector as additional skills. There may be multiple options within a QP. It is not mandatory to select any of the options to complete a QP with Options.