



Model Curriculum

QP Name: Merchandiser

QP Code: HCS/Q9801

QP Version: 4.0

NSQF Level: 4.5

Model Curriculum Version: 4.0

Handicrafts and Carpet Sector Skill Council || Handicrafts and Carpet Sector Skill Council, 3rd
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Training Parameters

Sector	Handicrafts and Carpet
Sub-Sector	Miscellaneous
Occupation	Marketing and Merchandising
Country	India
NSQF Level	4.5
Aligned to NCO/ISCO/ISIC Code	NCO-2015/1219.0100
Minimum Educational Qualification and Experience	12th Grade pass with 2 years relevant experience OR 10th Grade pass with 4 years relevant experience OR Previous relevant qualification of NSQF Level 4 with 1.5-year relevant experience
Pre-Requisite License or Training	NA
Last Reviewed On	30/04/2025
Next Review Date	30/04/2028
NSQC Approval Date	05/08/2015
QP Version	4.0
Model Curriculum Creation Date	30/04/2025
Model Curriculum Valid Up to Date	30/04/2028
Model Curriculum Version	4.0
Minimum Duration of the Course	510
Maximum Duration of the Course	510

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.

- Introduction to types of merchandisers in different fields
- Planning and strategy development
- Product sourcing and supplier management
- Inventory and Stock management
- Performance analysis and reporting
- Communication and team coordination
- Maintain health, security and safety at work environment
- Maintain good hygiene habits
- Discuss employability skills

Compulsory Modules

The table lists the modules, their duration and mode of delivery.

NOS and Module Details	Theory Duration	Practical Duration	On-the-Job Training Duration (Mandatory)	On-the-Job Training Duration (Recommended)	Total Duration
HCS/N9807: Introduction to types of Merchandisers in Different fields NOS Version No. 1.0 NSQF Level 4.5	30:00	00:00	NA	00:00	30:00
Module 1 Introduction to types of Merchandisers in Different fields	30:00	00:00	NA	NA	30:00
HCS/N9808: Planning and strategy development NOS Version No. 1.0 NSQF Level 4.5	20:00	40:00	NA	00:00	60:00
Module 2: Planning	20:00	40:00	NA	00:00	60:00

and strategy development					
HCS/N9809: Product sourcing and supplier management NOS Version No. 1.0 NSQF Level 4.5	30:00	60:00	NA	00:00	90:00
Module 3: Product sourcing and supplier management	30:00	60:00	NA	00:00	90:00
HCS/N9810: Inventory and stock management NOS Version No. 1.0 NSQF Level 4.5	30:00	60:00	NA	00:00	90:00
Module 4: Inventory and stock management	30:00	60:00	NA	00:00	90:00
HCS/N9811: Performance analysis and reporting NOS Version No. 1.0 NSQF Level 4.5	20:00	40:00	NA	00:00	60:00
Module 5: Performance analysis and reporting	20:00	40:00	NA	00:00	60:00
HCS/N9812: Communication and team Coordination NOS Version No. 1.0 NSQF Level 4.5	20:00	40:00	NA	00:00	60:00
Module 6: Communication and team Coordination	20:00	40:00	NA	00:00	60:00

HCS/N9032: Maintain health, security and safety at workplace NOS Version No. 1.0 NSQF Level 4.5	10:00	20:00	NA	00:00	30:00
Module 7: Maintain health, security and safety at workplace	10:00	20:00	NA	00:00	30:00
HCS/N9933: Maintain Good Hygiene habits NOS Version No. 1.0 NSQF Level 5	10:00	20:00	NA	00:00	30:00
Module 8 Maintain Good Hygiene habits	10:00	20:00	NA	00:00	30:00
DGT/VSQ/N0102: Employability Skills (60 Hours) NOS Version No. 1.0 NSQF Level 4	40:00	20:00	NA	00:00	60:00
Module 9: Employability Skills	40:00	20:00	NA	00:00	60:00
Total Duration	210:00	300:00	NA	00:00	510:00

Module Details

Module Name 1: Introduction to types of Merchandisers in Different Fields

Mapped to HCS/N9807, V1.0

Terminal Outcomes:

- Understanding Merchandising and its Importance
- Overview of Different types of Merchandisers
- Role and responsibilities of a Fashion Merchandiser
- Role and responsibilities of a Visual Merchandiser
- Role and responsibilities of a Retail Merchandiser
- Role and responsibilities of an Export Merchandiser
- Role and responsibilities of an E-commerce Merchandiser
- Role and responsibilities of a Wholesale Merchandiser

Duration: <30:00>	Duration: <00:00>
Theory – Key Learning Outcomes	Practical – Key Learning Outcomes
<ul style="list-style-type: none"> • Describe the concept of merchandising and its significance in various industries. • Discuss the key responsibilities of a merchandiser in different sectors. • Explain how merchandising impacts sales, customer engagement, and brand positioning. • Describe the role of a retail merchandiser in managing store displays, inventory, and promotions. • Discuss the responsibilities of a fashion merchandiser in trend forecasting, sourcing, and apparel planning. • Explain how visual merchandisers use design techniques to enhance customer experience and sales. • Describe the function of an e-commerce merchandiser in online product placement and digital marketing. • Discuss the role of an assortment planner in curating product categories for an online store. • Explain how data analytics and customer behavior insights help digital merchandisers optimize sales. • Describe the duties of a production merchandiser in ensuring product quality and timely deliveries. • Describe the role of a visual merchandiser in sectors like luxury goods, home décor, and automotive. • Describe the impact of technology, such as AI and augmented reality, on merchandising strategies. 	
Classroom Aids:	
Charts, Models, Video presentation, Flip Chart, White-Board/Smart Board, Marker, Duster	
Tools, Equipment and Other Requirements	

Module Name 2: Planning and Strategy Development

Mapped to HCS/N9808, V1.0

Terminal Outcomes:

- Understanding market trends and consumer behaviour
- Product selection and sourcing strategy
- Merchandising planning and budgeting
- Pricing and Promotion strategies

Duration: 20:00	Duration: 40:00
Theory – Key Learning Outcomes	Practical – Key Learning Outcomes
<ul style="list-style-type: none"> • Describe the concept of strategic planning and its role in business success. • Discuss the differences between short-term, medium-term, and long-term planning. • Explain the key elements of a strategic plan, including vision, mission, goals, and objectives. • Discuss various strategic models such as SWOT analysis. • Explain how market trends, competition, and customers' needs influence strategy formulation. • Discuss methods for effective resource allocation, including financial, human, and material resources. • Describe common risks that may arise during strategic planning. • Discuss various risk mitigation strategies, including diversification and contingency planning. • Describe the importance of translating strategic plans into actionable steps. • Describe the importance of translating strategic plans into actionable steps. • Describe the need for flexibility and innovation in business strategy. 	<ul style="list-style-type: none"> • Role-play is a strategic planning meeting where team members discuss business objectives and set priorities. • Perform a SWOT (Strengths, Weaknesses, Opportunities, Threats) analysis for a given business scenario. • Demonstrate how to conduct market research to assess industry trends and competition. • Role-play is a business leader presenting a competitive strategy based on market insights. • Demonstrate the allocation of financial, human, and material resources for a strategic plan. • Role-play a scenario where a business leader decides on resource distribution in response to budget constraints. • Perform a risk assessment by identifying potential business risks and developing mitigation strategies. • Demonstrate how to break down a strategic plan into actionable steps and timelines. • Role-play is a performance review meeting where employees discuss progress and obstacles in executing a strategy. • Demonstrate how to incorporate innovative ideas into an existing business strategy. • Role-play is a brainstorming session where a team identifies new business opportunities and strategies.
Classroom Aids:	
Charts, Models, Video presentation, Flip Chart, White-Board/Smart Board, Marker, Duster	
Tools, Equipment and Other Requirements	
Basic Stationary	

Module Name 3: Product Sourcing and Supplier Management

Mapped to HCS/N9809, V1.0

Terminal Outcomes:

- Identifying product requirement and market demand
- Supplier identification and evaluation
- Negotiation and contract management
- Procurement and order management
- Quality control and supplier relationship management
- Risk management and continuous improvement

<i>Duration: 30:00</i>	<i>Duration: 60:00</i>
Theory – Key Learning Outcomes	Practical – Key Learning Outcomes
<ul style="list-style-type: none"> • Describe the importance of product sourcing in supply chain management. • Explain the key factors to consider when selecting a supplier, including cost, quality, and reliability. • Describe the criteria for evaluating potential suppliers, such as production capacity and lead times. • Discuss the benefits and risks of working with multiple suppliers versus a single-source supplier. • Discuss key negotiation techniques to secure better pricing, delivery terms, and service agreements. • Explain the importance of contract management in supplier relationships and risk mitigation. • Describe the importance of quality control in supplier management. • Explain how businesses can ensure compliance with industry standards and certifications. 	<ul style="list-style-type: none"> • Demonstrate how to research and shortlist potential suppliers based on quality, pricing, and reliability. • Role-play a negotiation meeting with a supplier to secure favorable terms and pricing. • Demonstrate how to create a purchase order and verify supplier terms before finalizing. • Role-play a discussion between a procurement officer and a supplier regarding order adjustments. • Demonstrate effective communication techniques for maintaining strong supplier relationships. • Perform a supplier performance review based on key metrics such as delivery timelines and defect rates. • Demonstrate the inspection process for assessing the quality of received goods. • Role-play a scenario where a business must handle and return defective products to a supplier. • Demonstrate how to assess supplier risks, such as delays or financial instability.
Classroom Aids:	
Charts, Models, Video presentation, Flip Chart, White-Board/Smart Board, Marker, Duster	
Tools, Equipment and Other Requirements	
Basic Stationary	

Module Name 4: Inventory and Stock Management

Mapped to HCS/N9810, V1.0

Terminal Outcomes:

- Inventory planning and forecasting
- Inventory control and stock maintenance
- Risk management and technology integration

Duration: 30:00	Duration: 60:00
Theory – Key Learning Outcomes	Practical – Key Learning Outcomes
<ul style="list-style-type: none"> • Describe the concept of inventory and its significance in business operations. • Discuss the different types of inventories, including raw materials, work-in-progress, and finished goods. • Discuss the advantages and disadvantages of different stock management techniques. • Describe the importance of stock tracking and real-time inventory monitoring. • Explain the role of stock audits and physical verification in preventing discrepancies. • Describe the role of demand forecasting in maintaining optimal stock levels. • Explain how seasonal trends and market demand influence inventory decisions. • Describe the principles of effective warehouse management and stock arrangement. • Describe the legal and regulatory requirements related to inventory management. 	<ul style="list-style-type: none"> • Demonstrate the process of maintaining an inventory log using manual records or software. • Role-play a scenario where an employee updates stock records after receiving a new shipment. • Role-play as a warehouse supervisor ensuring stock rotation to prevent spoilage or obsolescence. • Demonstrate how to analyse past sales data to forecast future inventory needs. • Role play is a meeting where a team discusses stock requirements based on demand trends. • Perform a comparison of different inventory levels to determine optimal stock quantities. • Role-play a warehouse worker receives, inspecting, and placing goods in designated areas. • Demonstrate procedures for handling damaged or expired inventory. • Perform an inspection of storage conditions to ensure compliance with safety and regulatory standards.
Classroom Aids:	
Charts, Models, Video presentation, Flip Chart, White-Board/Smart Board, Marker, Duster	
Tools, Equipment and Other Requirements	
Basic Stationary	

Module Name 5: Performance analysis and Reporting

Mapped to HCS/N9811, V1.0

Terminal Outcomes:

- Data collection and performance monitoring
- Performance analysis and evaluation
- Reporting and strategic decision-making

<i>Duration: 20:00</i>	<i>Duration: 40:00</i>
Theory – Key Learning Outcomes	Practical – Key Learning Outcomes
<ul style="list-style-type: none"> • Describe the key components of performance analysis, including data collection, evaluation, and reporting. • Discuss the importance of performance analysis in improving productivity and decision-making. • Describe different methods of collecting performance data, such as surveys, observations, and digital tracking. • Discuss the challenges faced with data collection and how to ensure accuracy and reliability. • Explain how data evaluation techniques like benchmarking and trend analysis help in performance improvement. • Describe various performance metrics used in different industries and their significance. • Describe how performance reports influence strategic planning and operational improvements. 	<ul style="list-style-type: none"> • Demonstrate the process of gathering relevant performance data from different sources. • Perform an analysis of collected data to identify strengths and areas of improvement. • Demonstrate how to calculate and compare key performance metrics against industry benchmarks. • Role-play is a performance review meeting where team members discuss productivity and efficiency. • Demonstrate the process of structuring a professional performance report. • Role-play a presentation of performance findings to stakeholders. • Perform a detailed written report summarizing key insights and recommendations. • Demonstrate how to use performance data to make informed business decisions. • Role-play is a management meeting where team members suggest improvements based on reports. • Perform a comparative analysis to determine areas needing investment or process changes. • Demonstrate effective communication techniques for presenting performance results. • Role-play is a feedback session where employees discuss their performance with supervisors.
Classroom Aids:	
Charts, Models, Video presentation, Flip Chart, White-Board/Smart Board, Marker, Duster	
Tools, Equipment and Other Requirements	
Basic Stationary	

Module Name 6: Communication and Team Coordination

Mapped to HCS/N9912, V1.0

Terminal Outcomes:

- Effective workplace communication
- Team collaboration and coordination
- Professional documentation and reporting

<i>Duration: 20:00</i>	<i>Duration: 40:00</i>
Theory – Key Learning Outcomes	Practical – Key Learning Outcomes
<ul style="list-style-type: none"> • Describe the key elements of effective verbal and non-verbal communication in a team environment. • Discuss the importance of active listening and empathy in workplace communication. • Explain how communication barriers can impact team productivity and ways to overcome them. • Describe the roles and responsibilities of team members in a collaborative work environment. • Describe common workplace conflicts and their impact on team performance. • Describe different communication tools such as emails, meetings, and digital collaboration platforms. • Explain the best practices for conducting effective virtual and in-person meetings. • Describe the role of a leader in team coordination and decision-making. • Explain how transparent communication contributes to trust and motivation within a team. 	<ul style="list-style-type: none"> • Demonstrate active listening skills by summarizing and responding appropriately in a team discussion. • Role-play a scenario where clear and concise instructions are given to team members for a task. • Perform a structured feedback session to provide constructive criticism to a colleague. • Demonstrate effective teamwork by participating in a group activity requiring cooperation and coordination. • Role-play is a team meeting where members discuss and distribute tasks efficiently. • Demonstrate techniques for de-escalating conflicts through positive communication strategies. • Role-play is a mediation session between two team members with disagreement. • Perform negotiation techniques to resolve a team-related issue while maintaining a positive work environment.
Classroom Aids:	
Charts, Models, Video presentation, Flip Chart, White-Board/Smart Board, Marker, Duster	
Tools, Equipment and Other Requirements	
Basic Stationary	

Module Name 7: Maintain health, security and safety at workplace

Mapped to HCS/N9032, V1.0

Terminal Outcomes:

- Comply with health, safety, and security requirements at work

Duration: 10:00	Duration: 20:00
Theory – Key Learning Outcomes	Practical – Key Learning Outcomes
<ul style="list-style-type: none"> Explain the importance of carrying out work functions by organizational standards, greening solutions, procedures, policies, legislation, and regulations. Discuss the benefits of application and follow these policies and procedures within your work practices and inculcate sustainable consumption practices. Discuss how one can actively get involved in improving the performance of the organization in line with their role and responsibilities and support adaptation to more environmentally friendly processes. Describe how to comply with safety procedures while at work to prevent accidents. Explain why it is necessary to wear appropriate personal protective gear such as gloves, protective goggles, masks, etc. while working. Discuss the importance of ensuring zero accidents at the workplace. Discuss the importance of adhering to safety standards and discuss the importance of ensuring no material damage. Discussion on making conscious and sustainable decisions for achieving an effective and green workplace. Discuss company's policies on work safety and occupational hazard management. Describe why it is important to know the company's HR policies and reporting structure. Explain company emergency evacuation procedure. Discuss standard operating procedure (sop) of processes. 	<ul style="list-style-type: none"> Demonstrate how to take adequate safety measures while handling materials, chemicals, and tools. Demonstrate appropriate and recommended clothing as per the work environment. Perform recommended material handling procedures to control material and personal damage. Perform all procedures as per the company's work instructions for controlling operational risk to be competent. Perform the duties in a manner that minimizes environmental damage. Show disposal of waste safely and correctly in a designated area as per company's sop. Role-play of reporting any accidents, incidents, or problems without delay to the supervisor and take necessary immediate action to reduce the further danger. Demonstrate accidental risks to the worker. Demonstrate how to maintain the work area safe and secure. Demonstrate how to perform the duties in a way to minimize accidental risks. Demonstrate how to handle chemicals in a safe manner. Demonstrate how to operate tools and electrical equipment. Perform emergency procedures to be followed in case of a mishap such as fire accidents etc. Perform purpose and usage of protective gears such as gloves, protective goggles, masks, etc. while working. Perform safe and correct material handling procedure.

<ul style="list-style-type: none"> • Explain precautionary activities to be followed in the processes. 	
Classroom Aids:	
Charts, Models, Video presentation, Flip Chart, White-Board/Smart Board, Marker, Duster	
Tools, Equipment and Other Requirements	
Basic Stationary	

Module Name 8: Maintain good hygiene habits

Mapped to HCS/N9933, V1.0

Terminal Outcomes:

- Follow practices for Personal Hygiene at the workplace

<i>Duration: 10:00</i>	<i>Duration: 20:00</i>
Theory – Key Learning Outcomes	Practical – Key Learning Outcomes
<ul style="list-style-type: none"> explain the importance of covering the mouth and nose with a dust mask while working and keep on changing when it gets blocked with dust explain wearing safety shoes while visiting the production unit can avoid any damage. explain the benefits of wearing personal protective equipment while visiting the different departments during production. or example mask in the washing section, glasses and masks in an assembly line, and gloves in the printing section, etc. explain why one should wash /sanitize hands after a factory unit before touching any document, laptop, cell phone, etc. discuss benefits of undergoing preventive health checkups at regular intervals discuss importance of taking prompt treatment from the doctor in case of illness discuss the importance of ensuring no productivity loss or absenteeism from work due to illness. discuss the importance of ensuring no long-term ill effect on personal health. explain company's policies on personal health and occupational hazard management discuss company's hr policies. discuss company's reporting structure. health risks to the worker at the workplace. describe how to perform the duties in a way to minimize pollution at the workplace. discuss what personal protective equipment should be worn and how it is cared for. 	<ul style="list-style-type: none"> role-play of following sops for dealing with blisters; scratches; accidental fires or any other type of emergencies at work demonstrate company's emergency evacuation procedure. perform healthy work practices. discuss safe disposal methods for waste. demonstrate how to provide first-aid treatment at the workplace.

- discuss the emergency procedures to be followed in case of a mishap such as fire accidents etc.

Classroom Aids:

Charts, Models, Video presentation, Flip Chart, White-Board/Smart Board, Marker, Duster

Tools, Equipment and Other Requirements

Basic Stationary

Module Name 9: DGT/VSQ/N0102Employability Skills

Mapped to DGT/VSQ/N0102, V1.0

Terminal Outcomes:

- 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

Duration: 40:00	Duration: 20:00
Theory – Key Learning Outcomes	Practical – Key Learning Outcomes
<ul style="list-style-type: none"> • discuss employability skills required for jobs in various industries • explain ways to explore learning and employability portals • discuss 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. • explain the significance of 21st Century Skills for employment • explain how to read and understand routine information, notes, instructions, mails, letters etc. written in English • list the difference between job and career • communicate and behave appropriately with all genders and PwD • discuss how to escalate any issues related to sexual harassment at workplace according to POSH Act • list common components of salary and compute income, expenses, taxes, investments etc • discuss relevant rights and laws and use legal aids to fight against legal exploitation 	<ul style="list-style-type: none"> • demonstrate how to follow environmentally sustainable practices • roleplay 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 • practice the use basic English for everyday conversation in different contexts, in person and over the telephone • write short messages, notes, letters, e-mails etc. in English • prepare a sample career development plan with short- and long-term goals, based on aptitude • practice following verbal and non-verbal communication etiquette and active listening techniques in various settings • roleplay how to work collaboratively with others in a team • roleplay how to escalate any issues related to sexual harassment at workplace according to POSH Act • show how to select financial institutions, products and services as per requirement • practice how to carry out offline and

<ul style="list-style-type: none"> • identify and list different types of Entrepreneurship and Enterprises and assess opportunities for potential business through research • identify and list sources of funding, anticipate, and mitigate any financial/ legal hurdles for the potential business opportunity • explain how to identify different types of customers • identify and list apprenticeship opportunities and register for it as per guidelines and requirements 	<p>online financial transactions, safely and securely</p> <ul style="list-style-type: none"> • operate digital devices and carry out basic internet operations securely and safely • demonstrate the use of e- mail and social media platforms and virtual collaboration tools to work effectively • practice the use of basic features of word processor, spreadsheets, and presentations • develop a sample business plan and a work model, considering the 4Ps of Marketing Product, Price, Place and Promotion • roleplay how to respond to customer requests and needs in a professional manner • show how to follow appropriate hygiene and grooming standards • create a sample professional Curriculum vitae (Résumé) • practice how to search for suitable jobs using reliable offline and online sources such as Employment exchange, recruitment agencies, newspapers etc. and job portals, respectively • show how to apply to identified job openings using offline /online methods as per requirement • demonstrate how to answer questions politely, with clarity and confidence, during recruitment and selection
Classroom Aids:	
Charts, Models, Video presentation, Flip Chart, White-Board/Smart Board, Marker, Duster	
Tools, Equipment and Other Requirements	
PPE, Basic Stationary, digital devices as per the requirement.	
Mandatory Duration: <00:00>	Recommended Duration: <00:00>
Module Name: On-the-Job Training	00:00
Location: On Site	
Terminal Outcomes After the successful completion of OJT, the candidate will become well trained in merchandising.	

Annexure

Trainer Requirements

Trainer Prerequisites						
Minimum Educational Qualification	Specialization	Relevant Industry Experience		Training Experience		Remarks
		Years	Specialization	Years	Specialization	
Graduate with 6-12 Months of experience in handicraft industry	Marketing and Merchandising	6 months	Procurement	6 months	Marketing and Merchandising	NA

Trainer Certification	
Domain Certification	Platform Certification
Certified to TOT for Job Role: "Merchandiser" mapped to QP: "HCS/Q9801, v4.0". Minimum accepted score is 80%	Recommended that the Trainer is certified for the Job Role: "Trainer", mapped to the Qualification Pack: "Master Trainer (VET and Skills) <u>MEP/Q2601 v2.0</u> ". Minimum accepted score is 80%.

Assessor Requirements

Assessor Prerequisites						
Minimum Educational Qualification	Specialization <Specify the areas of specialization that are desirable.>	Relevant Industry Experience		Training/Assessment Experience		Remarks
		Years	Specialization	Years	Specialization	
Graduate with 6-12 Months of experience in handicraft industry	Marketing and Merchandising	6 months	Procurement	6 months	Marketing and Merchandising	NA

Assessor Certification	
Domain Certification	Platform Certification
Certified to TOA for Job Role: “Merchandiser” mapped to QP: “HCS/Q9801, v4.0”. Minimum accepted score is 80%	Recommended that the Assessor is certified for the Job Role: “Assessor”, mapped to the Qualification Pack: “Assessor (VET and Skills) MEP/Q2701 v2.0”. Minimum accepted % as per respective SSC guidelines is 80%.

Assessment Strategy

This section includes the processes involved in identifying, gathering and interpreting information to evaluate the learner on the required competencies of the program.

1. Criteria for assessment for each Qualification Pack will be created by the Sector Skill Council. Each Element/ Performance Criteria (PC) will be assigned marks proportional to its importance in NOS. SSC will also lay down proportion of marks for Theory and Skills Practical for each Element/ PC.
2. The assessment for the theory part will be based on 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 theory part for each candidate at each examination/training centre (as per assessment criteria below).
5. Individual assessment agencies will create unique evaluations for skill practical for every student at each examination/ training centre based on these criteria.
6. To pass the Qualification Pack assessment, every trainee should score the Recommended Pass % aggregate for the QP.
7. In case of unsuccessful completion, the trainee may seek reassessment on the Qualification Pack.

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

Term	Description
QP	Qualification Pack
NSQF	National Skills Qualification Framework
NSQC	National Skills Qualification Committee
NOS	National Occupational Standards