Model Curriculum

QP Name: Nano Entrepreneur (Street Vendor)

QP Code: MEP/N5101

QP Version: 2.0

NSQF Level: 3

Model Curriculum Version: 2.0

Table of Contents

Training Parameters

Sector	Management
Sub-Sector	Entrepreneurship
Occupation	Entrepreneurial Skills
Country	India
NSQF Level	3
Aligned to NCO/ISCO/ISIC Code	NCO-2015/1420.9900
Minimum Educational Qualification and Experience	5th grade pass with 5 years of relevant experience OR 8th grade pass with 2 years of relevant experience OR 9th grade pass with 1 year of relevant experience OR Grade 10th pass with no experience OR Previous relevant qualification of NSQF Level 2.5 with 1.5 years of experience
Pre-Requisite License or Training	
Minimum Job Entry Age	18 Years
Last Reviewed On	17/11/2022
Next Review Date	17/11/2025
NSQC Approval Date	17/11/2022
QP Version	2.0
Model Curriculum Creation Date	17/11/2022
Model Curriculum Valid Up to Date	17/11/2025
Model Curriculum Version	2.0
Minimum Duration of the Course	300 hours
Maximum Duration of the Course	300 hours

Program Overview

Training Outcomes

At the end of the program, the learner will be able to:

- Explain selection of vending business.
- Demonstrate financial calculations for business.
- Describe business planning.
- Elaborate customer relations while managing the street vendor.
- Describe marketing processes.
- Demonstrate the process of applying health and safety practices at the workplace.
- Explain the importance of appropriate communication to consumers and other stakeholders.

Compulsory Modules

NOS and Module Details	Theory Duration (Hours)	Practical Duration (Hours)	On-the-Job Training Duration (Mandatory) (Hours)	On-the-Job Training Duration (Recommended) (Hours)	Total Duration (Hours)
MEP/N5114: Select a vending business NOS Version - 3.0 NSQF Level - 3	20:00	40:00	00:00	00:00	60:00
Module 1: Introduction to Skill India Mission and the role of Nano entrepreneur (street vendor)	04:00	00:00	00:00	00:00	04:00
Module 2: Select a vending business	16:00	40:00	00:00	00:00	56:00
MEP/N5115: Carry out business planning and financial estimations NOS Version - 3.0 NSQF Level - 3	20:00	40:00	00:00	00:00	60:00
Module 3: Carry out business planning and financial estimations	20:00	40:00	00:00	00:00	60:00
MEP/N5116: Conduct customer analysis and build customer relations NOS Version - 2.0 NSQF Level - 3	20:00	40:00	00:00	00:00	60:00
Module 4: Conduct customer analysis and build customer relations	20:00	40:00	00:00	00:00	60:00
MEP/N5117: Execution of basic vending operation NOS Version - 3.0 NSQF Level - 3	20:00	40:00	00:00	00:00	60:00
Module 5: Execution of basic vending operation	20:00	40:00	00:00	00:00	60:00

MEP/N9903: Apply health and safety practices at the workplace **NOS Version - 5.0** **NSQF Level - 4**	**10:00**	**20:00**	**00:00**	**00:00**	**30:00**
Module 6: Health and safety practices at the workplace	10:00	20:00	00:00	00:00	30:00
DGT/VSQ/N0101: Employability Skills **NOS Version - 1.0** **NSQF Level - 3**	12:00	18:00	00:00	00:00	**30:00**
Module 7: Introduction to Employability Skills	00:30	00:30	00:00	00:00	01:00
Module 8: Constitutional values – Citizenship	00:30	00:30	00:00	00:00	01:00
Module 9: Becoming a Professional in the 21st Century	00:30	00:30	00:00	00:00	01:00
Module 10: Basic English Skills	01:00	01:00	00:00	00:00	02:00
Module 11: Communication Skills	01:30	02:30	00:00	00:00	04:00
Module 12: Diversity & Inclusion	00:30	00:30	00:00	00:00	01:00
Module 13: Financial and Legal Literacy	01:30	02:30	00:00	00:00	04:00
Module 14: Essential Digital Skills	01:00	02:00	00:00	00:00	03:00
Module 15: Entrepreneurship	02:30	04:30	00:00	00:00	07:00
Module 16: Customer Service	01:30	02:30	00:00	00:00	04:00
Module 17: Getting ready for apprenticeship & Jobs	01:00	01:00	00:00	00:00	02:00
Total Duration	**102:00**	**198:00**	**00:00**	**00:00**	**300:00**

Module Details

Module 1: Introduction to skill India Mission and the role of Nano Entrepreneur (Street Vendor)
Mapped to MEP/N5114, v 3

Terminal Outcomes:

- Give an overview of Skill India Mission.
- Discuss the job role of a nano entrepreneur (street vendor).
- Discuss the scope of the sector, sub-sector and the available employment opportunities.

Duration: *<04:00>*	Duration: *<00:00>*
Theory – Key Learning Outcomes	**Practical – Key Learning Outcomes**
• Discuss the Skill India Mission and its objectives. • Describe the roles and responsibilities of a nano entrepreneur (street vendor). • Discuss common organisational structures, hierarchy and reporting relationships.	
Classroom Aids	
Computer, printer, projector, whiteboard/ flip chart, marker and duster, Internet connection and online training platform	
Tools, Equipment and Other Requirements	

Module 2: Select a vending business
Mapped to MEP/N5114, v 3

Terminal Outcomes:

- Explain processes in selecting a vending business.
- Demonstrate analysis of customer demands and needs.

Duration: *<16:00>*	Duration: *<40:00>*
Theory – Key Learning Outcomes	**Practical – Key Learning Outcomes**
- Explain identification of vending needs in a vending location. - Describe examining consumer expectations and demands to determine vender needs. - Explain ways to carry out skill scan. - Describe various types of vendors and their scope of activities. - Explain nano-entrepreneurship. - Explain the process of deciding on a vending solution. - Elaborate areas of stress for a nano-entrepreneur and stress management mechanisms.	- Prepare a vending solution for the given consumer demand in the given location as per the case presented to you. - Examine skills a vendor will require before starting the vending business in the given case. - Carry out skill scan to determine development needs before starting a nano-entrepreneurship. - Demonstrate calculating financial requirements for the nano-entrepreneurship.
Classroom Aids	
Computer, printer, projector, white board/ flip chart, marker and duster, Internet connection and online training platform	
Tools, Equipment and Other Requirements	
Case scenarios for a nano-entrepreneurship	

Module 3: Carry out business planning and financial estimations
Mapped to MEP/N5115, v 3

Terminal Outcomes:

- Explain planning for daily activities of the entrepreneurship.
- Explain ways to arrange funds.
- Demonstrate accounting and financial activities.

Duration: *<20:00>*	Duration: *<40:00>*
Theory – Key Learning Outcomes	**Practical – Key Learning Outcomes**
- Explain different types of loans available for businesses. - Elaborate the relevant micro-finance schemes. - Elaborate role of product placement. - Explain determining required resources and their cost. - Elaborate promotional activities. - Describe modes of payment. - Describe sales fluctuation and fund allocation. - Describe different accounting concepts including personal expenses, business expenses, capital expenses, working capital, cost of production, selling pricing, surplus, profit and loss, break-even etc. - Explain different types of accounts, such as petty cash, daily expenses, procurement and invoicing etc. - Elaborate the book-keeping and business accounting practices. - Explain GST and its applicability for various vending.	- Determine the financial requirements and available capital for the hypothetical enterprise. - Demonstrate performing costing and pricing of products or services. - Practice basic accounting and book-keeping. - Prepare a cash flow statement. - Calculate GST for given branded products sold through street vending.
Classroom Aids	
Computer, printer, projector, white board/ flip chart, marker and duster, Internet connection and online training platform	
Tools, Equipment and Other Requirements	

Module 4: Conduct customer analysis and build customer relations
Mapped to MEP/N5116, v 2

Terminal Outcomes:

- Explain customer relations.
- Carry out customer analysis

Duration: *<20:00>*	Duration: *<40:00>*
Theory – Key Learning Outcomes	**Practical – Key Learning Outcomes**
- Explain internal and external components/factors of business environment. - Explain competition and market penetration. - Describe ways to carry out survey informally to define customer profile. - Describe surveying the approachability and accessibility of the area for setting up street vending. - Explain innovation. - Discuss customer satisfaction. - Discuss hiring of staff and parameters to consider. - Describe feedback to staff and vendors. - Explain ways to find out about customer expectations. - Explain obtaining feedback from customers.	- Demonstrate the process of carrying out relevant research to determine the customer's needs and expectations. - Explain surveying prospective customers to find out about their wants and needs. - Demonstrate responding to customer queries. - Demonstrate resolving a consumer's conflict amicably.
Classroom Aids	
Computer, printer, projector, white board/ flip chart, marker and duster, Internet connection and online training platform	
Tools, Equipment and Other Requirements	

Module 5: Execution of basic vending operation
Mapped to MEP/N5117, v 3

Terminal Outcomes:

- Explain equipment required for street vending.
- Discuss applying inclusivity and social responsibility.

Duration: *<20:00>*	Duration: *<40:00>*
Theory – Key Learning Outcomes	**Practical – Key Learning Outcomes**
- Describe setting up street vending. - Explain procurement and safe storage. - Discuss hiring helpers and estimating their requirements. - Explain product mix and determination of pricing. - Describe examination and mitigation of risks to nano entrepreneurship. - Explain the importance of ensuring that street vending is PwD friendly. - Discuss communicating with respect to all genders and people from diverse cultures. - Discuss Social responsibility. - Explain reuse and safe disposal of waste.	- Prepare applications and the relevant documents for applying for registrations and licenses. - Demonstrate maintaining registers and documents. - Demonstrate analysing sales and calculating profit. - Demonstrate using gender neutral and respectful statements in communication.
Classroom Aids	
Computer, printer, projector, white board/ flip chart, marker and duster, Internet connection and online training platform	
Tools, Equipment and Other Requirements	

Module 6: Health and safety practices at the workplace
Mapped to MEP/N9903, v 5

Terminal Outcomes:

- Describe the application of health and safety practices at the workplace.

Duration: *<10:00>*	Duration: *<20:00>*
Theory – Key Learning Outcomes	**Practical – Key Learning Outcomes**
- Describe workplace hygiene practices and hygiene-related concerns. - Explain the correct handwashing and sanitising process. - List first aid box items and their use. - List situations that may lead to accidents at the workplace and ways to prevent them. - Elaborate on emergencies in office, in public places and those created by miscreants. - Describe the steps of emergency procedures during accidents/fires or other hazardous situations. - Describe the role of guards and other stakeholders during emergency situations. - Explain the significance of safety signs. - Describe different types of fire extinguishers.	- Demonstrate how to maintain personal hygiene at the workplace. - Demonstrate correct handwashing. - Apply the appropriate ways to keep the workplace neat and tidy. - Demonstrate the first-aid procedure to be given in different situations. - Dramatize (role-play) the emergency procedures during accidents or hazardous situations. - Select the appropriate fire extinguishers for the different classes of fires.
Classroom Aids	
Computer, printer, projector, white board/ flip chart, marker and duster, Internet connection and online training platform installed on the computer, synchronous and asynchronous tools	
Tools, Equipment and Other Requirements	
Personal protective equipment (such as mask and helmet), Fire extinguishers, First aid box	

Module 7: Introduction to Employability Skills
Mapped to: DGT/VSQ/N0101

Terminal Outcomes:

- Discuss about Employability Skills in meeting the job requirements

Duration: *00:30*	Duration*: 00:30*
Theory – Key Learning Outcomes	**Practical – Key Learning Outcomes**
• Discuss the importance of Employability Skills in meeting the job requirements	• Demonstrate Employability Skills
Classroom Aids	
LCD Projector for PPT and Video Presentation, Speakers, and Whiteboard & marker	
Tools, Equipment and Other Requirements	

Module 8: Constitutional values - Citizenship
Mapped to: DGT/VSQ/N0101

Terminal Outcomes:

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

Duration: 00:30	Duration: 00:30
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	• Show how to practice different environmentally sustainable practices.
Classroom Aids	
LCD Projector for PPT and Video Presentation, Speakers, and Whiteboard & marker	
Tools, Equipment and Other Requirements	

Module 9: Becoming a Professional in the 21st Century
Mapped to: DGT/VSQ/N0101

Terminal Outcomes:

- Demonstrate professional skills required in 21st century

Duration: 00:30	Duration: 00:30
Theory – Key Learning Outcomes	**Practical – Key Learning Outcomes**
• Discuss 21st century skills	• Display positive attitude, self -motivation, problem solving, time management skills and continuous learning mindset in different situations
Classroom Aids	
LCD Projector for PPT and Video Presentation, Speakers, and Whiteboard & marker	
Tools, Equipment and Other Requirements	

Module 10: Basic English Skills
Mapped to: DGT/VSQ/N0101

Terminal Outcomes:

- Practice basic English speaking.

Duration: *01:00*	Duration*: 01:00*
Theory – Key Learning Outcomes	**Practical – Key Learning Outcomes**
• Discuss need of basic English skills	• Use appropriate basic English sentences/phrases while speaking
Classroom Aids	
LCD Projector for PPT and Video Presentation, Speakers, and Whiteboard & marker	
Tools, Equipment and Other Requirements	

Module 11: Communication Skills
Mapped to: DGT/VSQ/N0101

Terminal Outcomes:

- Practice basic communication skills

Duration: *01:30*	Duration*: 02:30*
Theory – Key Learning Outcomes	**Practical – Key Learning Outcomes**
• Discuss need of communication skills • Describe importance of team work	• Demonstrate how to communicate in a well -mannered way with others. • Demonstrate working with others in a team
Classroom Aids	
LCD Projector for PPT and Video Presentation, Speakers, and Whiteboard & marker	
Tools, Equipment and Other Requirements	

Module 12: Diversity & Inclusion
Mapped to: DGT/VSQ/N0101

Terminal Outcomes:

- Describe PwD and gender sensitization

Duration: *00:30*	Duration*: 00:30*
Theory – Key Learning Outcomes	**Practical – Key Learning Outcomes**
• Discuss the significance of reporting sexual harassment issues in time	• Show how to conduct oneself appropriately with all genders and PwD
Classroom Aids	
LCD Projector for PPT and Video Presentation, Speakers, and Whiteboard & marker	
Tools, Equipment and Other Requirements	

Module 13: Financial and Legal Literacy
Mapped to: DGT/VSQ/N0101

Terminal Outcomes:

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

Duration: *01:30*	Duration*: 02:30*
Theory – Key Learning Outcomes	**Practical – Key Learning Outcomes**
- Discuss the significance of using financial products and services safely and securely - Explain the importance of managing expenses, income, and savings - Explain the significance of approaching the concerned authorities in time for any exploitation as per legal rights and laws	Demonstrate ways of managing expenses, income, and savings
Classroom Aids	
LCD Projector for PPT and Video Presentation, Speakers, and Whiteboard & marker	
Tools, Equipment and Other Requirements	

Module 14: Essential Digital Skills
Mapped to: DGT/VSQ/N0101

Terminal Outcomes:

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

Duration: *01:00*	Duration*: 02:00*
Theory – Key Learning Outcomes	**Practical – Key Learning Outcomes**
• Discuss the significance of using internet for browsing, accessing social media platforms, safely and securely	• Show how to operate digital devices and use the associated applications and features, safely and securely
Classroom Aids	
LCD Projector for PPT and Video Presentation, Speakers, and Whiteboard & marker	
Tools, Equipment and Other Requirements	

Module 15: Entrepreneurship
Mapped to: DGT/VSQ/N0101

Terminal Outcomes:

- Describe opportunities as an entrepreneur

Duration: *02:30*	Duration*: 04:30*
Theory – Key Learning Outcomes	**Practical – Key Learning Outcomes**
• Discuss the need for identifying opportunities for potential business, sources for arranging money and potential legal and financial challenges	• Demonstrate ways for identifying opportunities for potential business, sources for arranging money and potential legal and financial challenges
Classroom Aids	
LCD Projector for PPT and Video Presentation, Speakers, and Whiteboard & marker	
Tools, Equipment and Other Requirements	

Module 16: Customer Service
Mapped to: DGT/VSQ/N0101

Terminal Outcomes:

- Describe ways of maintaining customer

Duration: _01:30_	Duration: _02:30_
Theory – Key Learning Outcomes	**Practical – Key Learning Outcomes**
• Differentiate between types of customers • Explain the significance of identifying customer needs and addressing them • Discuss the significance of maintaining hygiene and dressing appropriately	• Show how to maintain hygiene and dressing appropriately
Classroom Aids	
LCD Projector for PPT and Video Presentation, Speakers, and Whiteboard & marker	
Tools, Equipment and Other Requirements	

Module 17: Getting ready for Apprenticeship & jobs
Mapped to: DGT/VSQ/N0101

Terminal Outcomes:

- Describe ways of preparing for apprenticeship & Jobs appropriately.

Duration: _01:00_	Duration_: 01:00_
Theory – Key Learning Outcomes	**Practical – Key Learning Outcomes**
- Discuss the significance of dressing up neatly and maintaining hygiene for an interview - Discuss how to search and register for apprenticeship opportunities	- Create a biodata - Use various sources to search and apply for jobs
Classroom Aids	
LCD Projector for PPT and Video Presentation, Speakers, and Whiteboard & marker	
Tools, Equipment and Other Requirements	

Annexure

Trainer Requirements

Trainer Prerequisites					
Minimum Educational Qualification	**Specialization**	**Relevant Industry Experience**		**Training Experience**		**Remarks**
		Years	*Specialization*	*Years*	*Specialization*	
Class 12		3	Entrepreneur, Start-up Mentor	2		

Trainer Certification	
Domain Certification	**Platform Certification**
MEP/Q5101, v2.0, Nano Entrepreneur (Street Vendor) Minimum accepted score is 80%.	MEP/Q2601, v3.0 Trainer (VET & Skills) Minimum accepted score is 80%.

Assessor Requirements

Assessor Prerequisites					
Minimum Educational Qualification	**Specialization**	**Relevant Industry Experience**		**Training/Assessment Experience**		**Remarks**
		Years	*Specialization*	*Years*	*Specialization*	
Class 12		3	Entrepreneur, Start-up Mentor	2		

Assessor Certification	
Domain Certification	**Platform Certification**
MEP/Q5101, v2.0, Nano Entrepreneur (Street Vendor) Minimum accepted score is 80%.	MEP/Q2701, v3.0, Assessor (VET & Skills) Minimum accepted score is 80%.

Assessment Strategy

Assessment system Overview

- Assessment will be carried out by assessment partners with no link to training partners. Based on the results of assessment, MEPSC will certify the learners. Assessor has to pass online assessment of theoretical knowledge of the job role and approved by MEPSC.
- The assessment will have both theory and practical components in 40:60 ratio.
- While theory assessment is summative and a written exam; practical will involve demonstrations of applications and presentations of procedures and other components. Practical assessment will also be summative in nature.

Testing Environment

- Training partner has to share the batch start date and end date, number of trainees and the job role.
- Assessment will be fixed for a day after the end date of training. It could be next day or later. Assessment will be conducted at the training venue.
- Room where assessment is conducted will be set with proper seating arrangements with enough space to prevent copying.
- Question bank of theory and practical will be prepared by assessment agency and approved by MEPSC. From this set of questions, assessment agency will prepare the question paper. Theory testing will include multiple choice questions, pictorial question, etc. which will test the trainee on the theoretical knowledge of the subject.
- The theory and practical assessments will be carried out on same day. If number of candidates are many, more assessors and venue will be organized on same day of the assessment.
- Presentation will be one mode of assessment and so computers and LCD projector will be available for assessment. Viva will be used to gauge trainees' confidence and correct knowledge in handling job situations like interacting with clients and colleagues.
- The question paper will be pre-loaded in the computer and it will be in the language requested by the training partner.

Assessment Quality Assurance framework

- Assessor has to go through orientation program organized by Assessment Agency. The training will give an overview to the assessors on the overall framework of QP evaluation. Assessor will also be given a NOS and PC level overview of each QP as applicable. Overall structure of assessment and objectivity of the marking scheme will be explained to them.
- The giving of marks will be driven by an objective framework which will maintain standardization of marking scheme. The weightages given to each module will be adhered to in the question paper.
- For practical, the instructions for taking the test are clearly written on the board in the lab or shared with the candidates verbally.

Methods of Validation

- Unless the trainee is registered, the person cannot undergo assessment. To further ensure that the person registered is the person appearing for assessment, id verification will be carried out. Adhar card number is part of registering the candidate for training. This will form the basis of further verification during the assessment.
- Assessor conducts the assessment in accordance with the assessment guidelines and question bank as per the job role.
- The assessor carries tablet with the loaded questions. This tablet is geotagged and so it is monitored to check their arrival and completion of assessment. The training partner will also intimate the time of arrival of the assessor and time of leaving the venue.
- The assessment will be video recorded and submitted to MEPSC. Video of the practical session is prepared and submitted to MEPSC.
- Random spot checks/audit is conducted by MEPSC assigned persons to check the quality of assessment.
- Assessment agency will be responsible to put details in SID.
- MEPSC will also validate the data and result received from the assessment agency.

Method of assessment documentation and access

- The assessment agency will upload the result of assessment in the portal. The data will not be accessible for change by the assessment agency after the upload. The assessment data will be validated by MEPSC assessment team. After upload, only MEPSC can access this data.
- MEPSC approves the results within a week and uploads on SID.

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