









# **Model Curriculum**

QP Name: Yoga Instructor (B&W)

QP Code: BWS/Q2201

QP Version: 3.0

**NSQF** Level: 4

Model Curriculum Version: 3.0

Beauty & Wellness Sector Skill Council Office no. - UG-5C, Upper Ground Floor, Himalaya House-23, Kasturba Gandhi Marg, Connaught Place, Delhi-110001







# **Table of Contents**

| Training Parameters  | 2  |
|--|----|
| Program Overview   | 3  |
| Training Outcomes  | 3  |
| Compulsory Modules   | 3  |
| Module 1: Prepare and maintain work area                         | 6  |
| Module 2: Conduct the basic yoga sessions for holistic wellbeing | 8  |
| Module 3: Maintain health and safety of work area                | 10 |
| Module 4: Create a positive impression at work area              |    |
| Module 5: Employability Skills                                   |    |
| Annexure   |    |
| Trainer Requirements   |    |
| Assessor Requirements  | 19 |
| Assessment Strategy  | 20 |
| References   | 22 |
| Glossary   | 22 |
| Acronyms and Abbreviations                                       | 23 |







# **Training Parameters**

| Sector   | Beauty & Wellness   |
|--|---|
| Sub-Sector   | Yoga  |
| Occupation   | Yoga Services   |
| Country  | India   |
| NSQF Level   | 4   |
| Aligned to NCO/ISCO/ISIC Code                          | NCO-2015/3255.0101  |
| Minimum Educational Qualification,<br>Experience & Age | <ul> <li>10th grade pass and pursuing continuous schooling OR</li> <li>10th grade pass plus 1-year NTC/ NAC OR</li> <li>10th grade pass with 2 years relevant experience OR</li> <li>Previous relevant Qualification of NSQF Level 3.0 with minimum education as 5th Grade pass and 2 years of relevant experience</li> </ul> |
| Pre-Requisite License or Training                      | Certificate course in Yoga/ Level 3- Assistant Yoga<br>Instructor (B&W)   |
| 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   | 3.0   |
| Model Curriculum Creation Date                         | 17-11-2022  |
| Model Curriculum Valid Up to Date                      | 17-11-2025  |
| Model Curriculum Version                               | 3.0   |
| Minimum Duration of the Course                         | 390:00 Hrs.   |
| Maximum Duration of the Course                         | 390:00 Hrs.   |







# **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 will be able to:

- Explain the objectives of the program
- List the career opportunities and projected growth in yoga services
- Explain the roles & responsibilities of a yoga instructor (B&W)
- Carry out preparation and maintenance of work area
- Describe the application of health and safety practices at the workplace
- Describe the importance of personal hygiene and grooming while executing task
- Carry out the basic yoga sessions for holistic wellbeing
- Discuss the importance of employability skills

#### **Compulsory Modules**

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

| NOS and Module Details   | Theory<br>Duration | Practical<br>Duration | On-the-Job Training<br>Duration<br>(Mandatory) | On-the-Job Training<br>Duration<br>(Recommended) | Total<br>Duration |
|--|--------------------|-----------------------|--|--|-------------------|
| BWS/N9001-<br>Prepare & maintain the<br>work area<br>V4.0, NSQF Level 3                          | 10                 | 20                    | -  | -  | 30                |
| Introduction to the<br>program and the role ofa<br>Yoga Instructor (B&W)                         | 1                  | -                     | -  | -  | 1                 |
| Prepare and maintain work area   | 9                  | 20                    | -  | -  | 29                |
| BWS/N2201-<br>Conduct the basic yoga<br>sessions for holistic<br>wellbeing<br>V3.0, NSQF Level 4 | 50                 | 100                   | -  | -  | 150               |
| Provide assistance to the clients  | 50                 | 100                   | -  | -  | 150               |
| BWS/N9002-<br>Maintain health and<br>safety at the workplace<br>V4.0, NSQF Level 3               | 10                 | 20                    | -  | -  | 30                |
| Maintain health and safety at the workplace  | 10                 | 20                    | -  | -  | 30                |







| SECTOR SKILL COUNCIL   |     | a 1 | NTREPRENEURSHIP | trun and 3 min and 1 |     |
|--|-----|-----|-----------------|----------------------|-----|
| BWS/N9003-<br>Create a positive<br>impression at the<br>Workplace                              | 10  | 20  | -               | -                    | 30  |
| V4.0, NSQF Level 3<br>Create a positive<br>impression at the<br>Workplace                      | 10  | 20  | _               | _                    | 30  |
| DGT/VSQ/N0102<br>Employability Skills<br>(60 hours)<br>NOS Version No. – 1.0<br>NSQF Level – 4 | 24  | 36  | -               | -                    | 60  |
| Introduction to<br>Employability<br>Skills   | 5   | 1   | _               | _                    | 1.5 |
| Constitutional<br>values -<br>Citizenship  | 0.5 | 1   | -               | -                    | 1.5 |
| Becoming a<br>Professional in the<br>21st Century  | 1   | 1.5 | _               | _                    | 2.5 |
| Basic English Skills   | 4   | 6   | -               | -                    | 10  |
| Career<br>Development &<br>Goal Setting  | 1   | 1   | -               | -                    | 2   |
| Communication<br>Skills  | 2   | 3   | -               | -                    | 5   |
| Diversity &<br>Inclusion   | 1   | 1.5 | _               | _                    | 2.5 |
| Financial and Legal<br>Literacy  | 2   | 3   | -               | -                    | 5   |
| Essential Digital<br>Skills  | 4   | 6   | _               | _                    | 10  |
| JKIIIS   | 4   | 6   |                 |                      | 10  |







| SECTOR SKILL COUNCIL                          |        | 6 E    | NTREPRENEURSHIP | Article and Tent and 1 |            |
|---|--------|--------|-----------------|------------------------|------------|
| Entrepreneurship                              | 3      | 4      | -               | -                      | 7          |
| Customer Service                              | 2      | 3      | _               | _                      | 5          |
| Getting ready for<br>apprenticeship &<br>Jobs | 3      | 5      | -               | -                      | 8          |
| Duration                                      | 104:00 | 196:00 | 90:00           | -                      | 390:00 Hrs |



| <b>1</b>                           |  |
|------------------------------------|--|
| शल्यमेव जयसे                       |  |
| GOVERNMENT OF INDIA                |  |
| <b>NISTRY OF SKILL DEVELOPMENT</b> |  |
| <b>&amp; ENTREPRENEURSHIP</b>      |  |



# **Module Details**

# Introduction to the program and the role of a Yoga Instructor ,Prepare and maintain work area

#### Mapped to BWS/N9001-Prepare & maintain thework area V4.0

#### **Terminal Outcomes:**

- Explain the objectives of the program
- List the career opportunities and projected growth in yoga services
- Explain the roles & responsibilities of a yoga instructor (B&W)
- Carry out preparation and maintenance of work area

| Duration: 10:00 Hrs.   | Duration: 20:00 Hrs.  |
|--|---|
| Theory – Key Learning Outcomes   | Practical – Key Learning Outcomes   |
| <ul> <li>Explain the objectives of the program</li> <li>List the career opportunities and projected growth in yoga services</li> <li>State the roles &amp; responsibilities of a yoga instructor; and <ul> <li>Define yoga</li> <li>Identify the four streams of yoga</li> <li>Identify the eight limbs of Ashtang yoga</li> <li>Explain the significance of Bahiranga yoga</li> <li>Identify the parts of Bahiranga yoga and</li> <li>Antaranga yoga</li> <li>Discuss unity and diversity</li> <li>Explain the significance of yoga</li> </ul> </li> <li>Describe the history of yoga</li> <li>Discuss the significance of maintaining hygienic, safe, disinfected and suitable ambient conditions at work place; such as by using air purifiers to reduce dust, dander, smoke, allergens &amp; odour resulting in a healthier, fresher &amp; cleaner environment and restructuring the workplace set-up by keeping a minimum distance of 2 meters in between two clienteles, practicing social distancing by avoiding handshakes/ hugs to co-workers/ clientele, etc.</li> <li>Identify and prepare equipment &amp; products required for the respective services</li> </ul> | <ul> <li>Demonstrate placing disposable sheet on a sanitized area and organize the sterilized/ disinfected products on it for service delivery; tools such as yoga mats/ Mysore rugs/ towels /durries, yoga blankets, stove/ Electrical/ gas heater for boiling water, etc.</li> <li>Demonstrate disposing of waste in the designated area at work place; waste materials such as disposable head bands, disposable triple layered surgical face mask, disposable gloves, etc.</li> <li>Demonstrate the use of electrical equipment like kettles/induction while providing services and itsproper maintenance when not in use</li> <li>Prepare reports of materials and equipment securely in line with the organisational policies</li> <li>Apply digital mode of payment to lessen any kind of cross infection; digital mode such as use of debit/credit cards, internet banking, mobile wallets, digital payment apps, etc.</li> </ul> |







preparing a sterilization solution as per organizational standards using approved products and as per manufacturer's and checking leakages

- Identify need of segregating recyclable, non-recyclable and hazardous waste generated in separate bin
- Conduct employee awareness program; such as for COVID-19 by displaying posters/ signage's promoting regular hand-washing and respiratory hygiene in the premises

#### **Classroom Aids**

Computer, Projector, White board/ flip chart, Marker and duster

#### **Tools, Equipment and Other Requirements**

Yoga Mats/ Mysore Rugs/ Towels /Durries, Yoga Blankets, Electrical Heater/Induction OR Gas Stove OR 5 Litre Kettle for boiling water, Container (25 Lts-50 Ltrs Capacity), Neti-Pot, Yoga Cushions (optional), First Aid Kit



vicatio santi GOVERNMENT OF INDIA INISTRY OF SKILL DEVELOPMENT & ENTREPRENEURSHIP



#### **Conduct the basic yoga sessions for holistic wellness and assist clients** *Mapped to BWS/N2201-Conduct the basic yogasessions for holistic wellbeing V3.0*

#### Terminal Outcomes:

• Carry out the basic yoga session for holistic wellness

| Duration: 50:00 Hrs   | Duration: 150:00 Hrs   |
|---|--|
| Theory – Key Learning Outcomes  | Practical – Key Learning Outcomes  |
| <ul> <li>Discuss about the principles of yoga</li> <li>Describe the ancient yoga; such as<br/>Bhagwat Gita, Patanjali Yoga<br/>Sutra, NaradBhakti, Sutra,<br/>Ramayana</li> <li>Explain about the Veda &amp; Upanishad in<br/>relation to yoga</li> <li>Describe &amp; illustrate the anatomy &amp;<br/>physiology of human body systems</li> <li>List the different yogic diets &amp; explain<br/>the contents of a yogic diet</li> <li>Explain basic pre-natal &amp; post-natal<br/>yoga</li> </ul> | <ul> <li>Perform Shanti prayer, Yogic Mantra, Shanti<br/>Mantra</li> <li>Demonstrate breathing practices;<br/>such as hand in and out, hands stretch<br/>breathing, ankle stretch breathing, rabbit<br/>breathing, tiger breathing, dog breathing</li> <li>Practice SITHILI VYAYAMA which<br/>includes toe bending, ankle bending, ankle<br/>rotation, knee bending, knee rotation, knee cap<br/>tightening, half butterfly, full butterfly rotation,<br/>wrist rotation, shoulder rotation, neck bending,<br/>neck rotation, and elbow stretching</li> <li>Describe &amp; demonstrate loosening practices;<br/>such as jogging practices – 4 variations followed<br/>by mukhad dhuti , forward and backward<br/>bending , side bending ,twisting, sit up, hip<br/>rotation, nauka chalana , chakki<br/>chalana , chapatti making , rope pulling, wood<br/>cutting , vayu nikasana , udrakarsana,<br/>pascimotasana stretch , alternate toe touching ,<br/>horse riding jumping , crow walk, frog jump,<br/>camel walk</li> <li>Demonstrate asana for meditation which<br/>include - padmasana , vajrasana, sukhasana</li> <li>Describe &amp; demonstrate various types of<br/>pranayam techniques such as bhastrika surya<br/>anuloma viloma , chandra anuloma viloma , nadi<br/>suddhi , sithili pranayama , sitkari pranayama ,<br/>ujjai pranayama , bhramari pranayama ,<br/>ujjai pranayama , bhramari pranayama ,<br/>mandukasana , vajrasana , aradha<br/>matsyendrasana , vajrasana , aradha<br/>matsyendrasana , vajrasana , aradha<br/>matsyendrasana , vajrasana , shankasana</li> </ul> |







| <ul> <li>,nilambha salbhasana, salbhasana ,<br/>dhanurasana,</li> <li>SUPINE - Straight leg raising, Both leg raising,<br/>cycling, pavan muktasana kriya, straight leg up<br/>and down, halasana, sarvangasana, Chakrsana ,<br/>Setu bandhasana, matsya asana</li> <li>STANDING POSE - vikchasana , parvatasana,<br/>trikonasana , parvritha trikonasana ,<br/>hastautasana , gadurasana ,<br/>uthit janusirasana , pada hastasana ,<br/>natvar asana</li> <li>Perform SURYANAMASKAR</li> <li>Describe &amp; demonstrate KRIYA techniques<br/>such as kapalabhati, sukhma tratka – jathru<br/>tratka, jal neti, sutra neti</li> <li>Describe &amp; demonstrate jalandhar bandas</li> <li>Define &amp; demonstrate MUDRAS like gayan<br/>mudra, chin mudras, chinmaya mudra,<br/>adi mudra, brahm mudra</li> <li>Perform MEDITATION (Dharana)</li> <li>Perform basic pre-natal &amp; post-natal yoga</li> </ul> |
|---|
|---|

#### **Classroom Aids**

Computer, Projector, White board/ flip chart, Marker and duster

#### **Tools, Equipment and Other Requirements**

Yoga Mats/ Mysore Rugs/ Towels /Durries, Yoga Blankets, Electrical Heater/Induction OR Gas Stove OR 5 Litre Kettle for boiling water, Container (25 Lts-50 Ltrs Capacity), Neti-Pot, Yoga Cushions (optional), First Aid Kit







#### Maintain health and safety at the workplace Mapped to BWS/N9002-Maintain health and safety at the workplace V4.0

#### **Terminal Outcomes:**

• Describe the application of health and safety practices at the workplace

| <ul> <li>Practical – Key Learning Outcomes</li> <li>Demonstrate and state significance of<br/>maintaining posture and position to<br/>minimize fatigue and the risk of injury</li> <li>Demonstrate the method of sterilizing<br/>equipment &amp; tools before and after use</li> <li>Prepare, maintain and report accident<br/>reports as per organisational policies</li> </ul> |
|--|
| <ul> <li>maintaining posture and position to<br/>minimize fatigue and the risk of injury</li> <li>Demonstrate the method of sterilizing<br/>equipment &amp; tools before and after use</li> <li>Prepare, maintain and report accident</li> </ul>   |
|  |
|  |
| rk   |

Tools, Equipment and Other Requirements

Yoga Mats/ Mysore Rugs/ Towels /Durries, Yoga Blankets, Electrical Heater/Induction OR Gas Stove OR 5 Litre Kettle for boiling water, Container (25 Lts-50 Ltrs Capacity), Neti-Pot, Yoga Cushions (optional), First Aid Kit



TREATU STUR



#### **Create a positive impression at the workplace** *Mapped to BWS/N9003-Create a positive impression at the Workplace V4.0*

#### **Terminal Outcomes:**

• Describe the importance of personal hygiene and grooming while executing task at workplace

| Duration: 10:00 Hrs   | Duration: 20:00 Hrs   |
|---|---|
| Theory – Key Learning Outcomes  | Practical – Key Learning Outcomes   |
| <ul> <li>Explain the importance of maintaining personal hygiene and grooming; such as sanitized hands, neatly tied and covered hair, clean nails, sanitized uniform while engaging with clients with no gender stereotyping, to ensure privacy, comfort and wellbeing of all the genders throughout the services, etc.</li> <li>List the ways to manage client expectations; such as by identifying new techniques</li> <li>State the importance of maintaining confidentiality of information while performing documentation of records</li> <li>Conduct employee awareness program; such as internalization of gender, PwD sensitization on designing PwD friendly workplace</li> </ul> | <ul> <li>Demonstrate confidence at the workplace by managing andidentifying various business opportunities</li> <li>Demonstrate the different formats of maintaining documentation of records</li> <li>Demonstrate the process of client appointment scheduling; pre-bookings and maintaining the work area, equipment, product stocks to meet the schedule</li> <li>Carry out different &amp; effective ways of communication for clients; clients could be from different culture, religion, age, background, disability, gender; and communication such as email, phone etc.</li> <li>Perform activities related to the financial literacy; such as saving money, opening ban accounts, linking Aadhaar card to bank account, using various e-commerce paymen systems, etc.</li> </ul> |
| Classroom Aids  |   |

Computer, Projector, White board/ flip chart, Marker and duster

#### Tools, Equipment and Other Requirements

POS machine







Introduction to Employability Skills Mapped to DGT/VSQ/N0102

#### **Terminal Outcomes:**

• Discuss about Employability Skills in meeting the job requirements

| Duration: <0.5:00>   | Duration: <1:00>  |
|--|---|
| Theory – Key Learning Outcomes   | Practical – Key Learning Outcomes   |
| • Discuss the importance of Employability Skills in meeting the job requirements | List different learning and employability related GOI and private portals and their usage |
| Classroom Aids:  |   |
| Whiteboard, marker pen, projector  |   |
| Tools, Equipment and Other Requirements  |   |

#### Constitutional values - Citizenship Mapped to DGT/VSQ/N0102

#### **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. | Show how to practice different<br>environmentally sustainable practices |  |  |
| Classroom Aids:   |   |  |  |
| Whiteboard, marker pen, projector   |   |  |  |
| Tools, Equipment and Other Requirements   |   |  |  |



VICETAL OFFIC GOVERNMENT OF INDIA INISTRY OF SKILL DEVELOPMENT A ENTREPRENEURSHIP



#### Mapped to DGT/VSQ/N0102

#### **Terminal Outcomes:**

• Demonstrate professional skills required in 21<sup>st</sup> century

| Duration: <1:00>   | <b>Duration:</b> <1.5:00>  |
|--|--|
| Theory – Key Learning Outcomes   | Practical – Key Learning Outcomes  |
| <ul> <li>Discuss 21st century skills.</li> <li>Describe the benefits of continuous learning</li> </ul> | Exhibit 21st century skills like Self-<br>Awareness, Behavior Skills, time<br>management, critical and adaptive<br>thinking, problem-solving, creative<br>thinking, social and cultural awareness,<br>emotional awareness, learning to learn<br>etc. in personal or professional life. |
| Classroom Aids:  |  |
| Whiteboard, marker pen, projector  |  |
| Tools, Equipment and Other Requirements  |  |

#### Basic English Skills

#### Mapped to DGT/VSQ/N0102

#### **Terminal Outcomes:**

• Practice basic English speaking.

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

#### Career Development & Goal Setting Mapped to DGT/VSQ/N0102



रात्यमेन जयते GOVERNMENT OF INDIA MINISTRY OF SKILL DEVELOPMENT & ENTREPRENEURSHIP



#### **Terminal Outcomes:**

• Demonstrate Career Development & Goal Setting skills.

| Duration: <1:00>                        | <b>Duration:</b> <1:00>  |  |
|---|--|--|
| Theory – Key Learning Outcomes          | Practical – Key Learning Outcomes  |  |
| Discuss need of career development plan | <ul> <li>Demonstrate how to communicate in a<br/>well -mannered way with others.</li> <li>Create a career development plan with<br/>well-defined short- and long-term goals</li> </ul> |  |
| Classroom Aids:                         |  |  |
| Whiteboard, marker pen, projector       |  |  |
| Tools, Equipment and Other Requirements |  |  |

#### **Communication Skills**

#### Mapped to DGT/VSQ/N0102

#### **Terminal Outcomes:**

• Practice basic communication skills.

| Duration: <2:00>  | Duration: <3:00>  |  |  |
|---|---|--|--|
| Theory – Key Learning Outcomes  | Practical – Key Learning Outcomes   |  |  |
| <ul> <li>Explain the importance of active listening<br/>for effective communication</li> <li>Discuss the significance of working<br/>collaboratively with others in a team</li> </ul> | Demonstrate how to communicate<br>effectively using verbal and nonverbal<br>communication etiquette |  |  |
| Classroom Aids:   |   |  |  |
| Whiteboard, marker pen, projector   |   |  |  |
| Tools, Equipment and Other Requirements   |   |  |  |



VICUITIONIA OVERNMENT OF INDIA INISTRY OF SKILL DEVELOPMENT A ENTREPRENEURSHIP



#### Diversity & Inclusion Mapped to DGT/VSQ/N0102

#### **Terminal Outcomes:**

• Describe PwD and gender sensitisation.

| Duration: <1:00>   | Duration: <1.5:00>   |  |  |
|--|--|--|--|
| Theory – Key Learning Outcomes   | Practical – Key Learning Outcomes  |  |  |
| • Discuss the significance of reporting sexual harassment issues in time | <ul> <li>Demonstrate how to behave,<br/>communicate, and conduct oneself<br/>appropriately with all genders and PwD</li> </ul> |  |  |
| Classroom Aids:  |  |  |  |
| Whiteboard, marker pen, projector  |  |  |  |
| Tools, Equipment and Other Requirements                                  |  |  |  |

#### **Financial and Legal Literacy**

#### Mapped to DGT/VSQ/N0102

#### **Terminal Outcomes:**

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

| Duration: <2:00>  | Duration: <3:00>   |  |  |
|---|--|--|--|
| Theory – Key Learning Outcomes  | Practical – Key Learning Outcomes  |  |  |
| <ul> <li>List the common components of salary<br/>and compute income, expenditure, taxes,<br/>investments etc.</li> <li>Discuss the legal rights, laws, and aids</li> </ul> | <ul> <li>Outline the importance of selecting the right financial institution, product, and service</li> <li>Demonstrate how to carry out offline and online financial transactions, safely and securely</li> </ul> |  |  |
| Classroom Aids:   |  |  |  |
| Whiteboard, marker pen, projector   |  |  |  |
| Tools, Equipment and Other Requirements   |  |  |  |



VICETATI OTERI OVERNMENT OF INDIA NISTRY OF SKILL DEVELOPMENT A ENTREPRENEURSHIP



#### Essential Digital Skills Mapped to DGT/VSQ/N0102

#### **Terminal Outcomes:**

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

| Duration: <4:00>  | <b>Duration:</b> <6:00>   |  |
|---|---|--|
| Theory – Key Learning Outcomes  | Practical – Key Learning Outcomes   |  |
| <ul> <li>Describe the role of digital technology in today's life</li> <li>Discuss the significance of using internet for browsing, accessing social media platforms, safely and securely</li> </ul> | <ul> <li>Show how to operate digital devices and use the associated applications and features, safely and securely</li> <li>Create sample word documents, excel sheets and presentations using basic features</li> <li>Utilize virtual collaboration tools to work effectively</li> </ul> |  |
| Classroom Aids:   |   |  |
| Whiteboard, marker pen, projector   |   |  |
| Tools, Equipment and Other Requirements   |   |  |

#### Entrepreneurship Mapped to DGT/VSQ/N0102

#### **Terminal Outcomes:**

• Describe opportunities as an entrepreneur.

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

**16** | Yoga Instructor (B&W)







#### Customer Service Mapped to DGT/VSQ/N0102

#### **Terminal Outcomes:**

• Describe ways of maintaining customer.

| Duration: <2:00>  | Duration: <3:00>  |  |  |
|---|---|--|--|
| Theory – Key Learning Outcomes  | Practical – Key Learning Outcomes                               |  |  |
| <ul> <li>Explain the significance of identifying customer needs and addressing them.</li> <li>Explain the significance of identifying customer needs and responding to them in a professional manner.</li> <li>Discuss the significance of maintaining hygiene and dressing appropriately.</li> </ul> | Demonstrate how to maintain hygiene and dressing appropriately. |  |  |
| Classroom Aids:   |   |  |  |
| Whiteboard, marker pen, projector   |   |  |  |
| Tools, Equipment and Other Requirements   |   |  |  |

#### Getting ready for apprenticeship & Jobs Mapped to DGT/VSQ/N0102

#### **Terminal Outcomes:**

• Describe ways of preparing for apprenticeship & Jobs appropriately.

| Duration: <3:00>  | Duration: <5:00>  |  |  |
|---|---|--|--|
| Theory – Key Learning Outcomes  | Practical – Key Learning Outcomes   |  |  |
| <ul> <li>Discuss the significance of maintaining<br/>hygiene and confidence during an<br/>interview</li> <li>List the steps for searching and registering<br/>for apprenticeship opportunities</li> </ul> | <ul> <li>Create a professional Curriculum Vitae<br/>(CV)</li> <li>Use various offline and online job search<br/>sources such as employment exchanges,<br/>recruitment agencies, and job portals<br/>respectively</li> <li>Perform a mock interview</li> </ul> |  |  |
| Classroom Aids:   |   |  |  |
| Whiteboard, marker pen, projector   |   |  |  |
| Tools, Equipment and Other Requirements   |   |  |  |



VICTIFIC OF THE OF THE





REATED OF SULL GOVERNMENT OF INDIA MINISTRY OF SKILL DEVELOPMENT A ENTREPRENEURSHIP



## Annexure

## **Trainer Requirements**

| Trainer Prerequisites                 |                                 |       |                     |       |                |                      |
|---------------------------------------|---------------------------------|-------|---------------------|-------|----------------|----------------------|
| Minimum Specialization<br>Educational | Relevant Industry<br>Experience |       | Training Experience |       | Remarks        |                      |
| Qualification                         |                                 | Years | Specialization      | Years | Specialization |                      |
| 12 <sup>th</sup> pass with<br>Diploma | Yoga; with<br>good              | 2     | Yoga                | 1     | NA             | Diploma<br>should be |
| or                                    | knowledge on                    |       |                     |       |                | minimum              |
| certified in                          | human                           |       |                     |       |                | of 6                 |
| relevant CITS                         | anatomy and                     |       |                     |       |                | months               |
| course.                               | physiology                      |       |                     |       |                | period               |

| Trainer Certification  |   |  |  |  |
|--|---|--|--|--|
| Domain Certification   | Platform Certification  |  |  |  |
| BWS/Q2201s, V3.0 Trainer<br>Minimum accepted score is<br>80% | Recommended that the Trainer is certified for the<br>Job Role: "Trainer (VET and skills)", mapped to the<br>Qualification Pack: "MEP/Q2601, v2.0". The<br>minimum accepted score is 80% |  |  |  |







### **Assessor Requirements**

| Assessor Prerequisites  |   |                                 |                |                          |                |   |
|---|---|---------------------------------|----------------|--------------------------|----------------|---|
| Minimum<br>Educational<br>Qualification   | Specialization  | Relevant Industry<br>Experience |                | Assessment<br>Experience |                | Remarks   |
|   |   | Years                           | Specialization | Years                    | Specialization |   |
| 12th pass with<br>Advance<br>Diploma or<br>certified in<br>relevant CITS<br>course. | Yoga with<br>good<br>knowledge on<br>human<br>anatomy and<br>physiology | 3                               | Yoga           | 2                        | NA             | Diploma<br>should be<br>minimum<br>of 6<br>months<br>period<br>followed<br>by<br>Advanced<br>Diploma<br>of<br>minimum<br>3 months |

| Assessor Certification    |                                   |  |  |  |
|---------------------------|-----------------------------------|--|--|--|
| Domain Certification      | Platform Certification            |  |  |  |
| BWS/Q2201, V3.0 Assessor  | Recommended that the              |  |  |  |
| Minimum accepted score is | Assessor is certified for the Job |  |  |  |
| 80%                       | Role: "Assessor (VET and          |  |  |  |
|                           | skills)", mapped to the           |  |  |  |
|                           | Qualification Pack:               |  |  |  |
|                           | "MEP/Q2701, v2.0". The            |  |  |  |
|                           | minimum accepted score is 80%     |  |  |  |



REATER OF SKILL DEVELOPMENT A ENTREPORT OF SKILL DEVELOPMENT



### **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, B&WSSC will certify the learners. Assessor has to pass assessment of theoretical knowledge of the job role and approved by B&WSSC.

The assessment will have both theory and practical components in 30:70 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 B&WSSC. 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 his theoretical knowledge of the subject.

The theory and practical assessments will be carried out on same day. The question paper is preloaded in the computer (incase of online assessment) and it will be in the language requested by the training partner.

Presentation will be one mode of assessment and so computers and LDC projector will be available for assessment. Viva will also be used to gauge trainees confidence and correct knowledge in handling job situations.

#### Assessment Quality Assurance framework

Assessor has to go through orientation program organized by Assessment Agency. The training would give an overview to the assessors on the overall framework of QP evaluation. Assessor shall 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.

In case of many candidates to be accommodated in one venue for theory assessment, caution is taken not to let the candidates who competed test meet those who have not. Once the first batch has moved out of the knowledge-based assessment area, the second batch must be taken from the main waiting area and seated in the respective seats for their knowledge-based assessment.

For practical, the instructions for taking the test are clearly written on the board in the lab or shared with the candidates verbally.

The assessment will be video recorded and submitted to B&WSSC. The training partner will intimate the time of arrival of the assessor and time of leaving the venue.

#### **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. Aadhar 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 geo-tagged and so it is monitored to check their arrival and completion of assessment.

Video of the practical session is prepared and submitted to B&WSSC.

Random spot checks/audit is conducted by B&WSSC assigned persons to check the quality of assessment.

Assessment agency will be responsible to put details in SIP.

B&WSSC 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 B&WSSC assessment team. After upload, only B&WSSC can access this data. B&WSSC approves the results within a week and uploads on SIP.



रात्यमेव जयसे GOVERNMENT OF INDIA MINISTRY OF SKILL DEVELOPMENT & ENTREPRENEURSHIP



### References

### Glossary

| Term                     | Description   |
|--------------------------|---|
| Declarative<br>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<br>Outcome  | Key learning outcome is the statement of what a learner needs to know,<br>understand and be able to do in order to achieve the terminal outcomes. A<br>set of key learning outcomes will make up the training outcomes. Training<br>outcome is specified in terms of knowledge, understanding (theory) and<br>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<br>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 <b>upon the completion of the training</b> .  |
| Terminal Outcome         | Terminal outcome is a statement of what a learner will know, understand<br>and be able to do <b>upon the completion of a module.</b> A set of terminal<br>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         |