

## Model Curriculum



# Model Curriculum

**NOS Name: Yuva Udyami (Basics)**

**NOS Code: IID/N0056**

**Qualification Version: 1.0**

**NSQF Level: 2**

**Model Curriculum Version: 1.0**

**Samadhan Samiti**

2<sup>nd</sup> Floor, Siddhivinayak Building, 27/1/B Samadhan Tower, Gokhale Marg Lucknow - 226001

## Table of Contents

Training Parameters .....	3
Program Overview .....	4
Training Outcomes.....	4
Compulsory Modules.....	4
IID/N0056: Yuva Udyami (Basics) .....	4
Module Details.....	6
Module 1: CMYUVA-UP Scheme Orientation for Entrepreneurship .....	6
Module 2: Entrepreneurial Ability .....	7
Module 3: Business Idea Generation & Opportunity Recognition .....	8
Module 4: Choice of Business, Registrations, & Compliances .....	9
Module 5: Business Pricing, Costing, & Budgeting .....	10
Module 6: Marketing & Digital Tools .....	11
Module 7: Business Taxation & Compliances.....	12
Module 8: Basic Banking Knowledge .....	13
Module 9: Business Expansion & Sustainability.....	14
Module 10: Project Work.....	15
Annexure.....	16
Trainer Requirements.....	16
Assessor Requirements .....	16
Assessment Strategy .....	17
References.....	19
Glossary .....	19
Acronyms and Abbreviations.....	20

## Training Parameters

<b>Sector</b>	Management						
<b>Sub-Sector</b>	Entrepreneurship & Enterprise Development						
<b>Occupation</b>	Entrepreneurship						
<b>Country</b>	India						
<b>NSQF Level</b>	2						
<b>Aligned to NCO/ISCO/ISIC Code</b>	NCO 2015/ 1120.3500						
<b>Minimum Educational Qualification and Experience</b>	<p><b>a. Entry Qualification &amp; Relevant Experience:</b></p> <table border="1"> <thead> <tr> <th>S. No.</th> <th>Academic/Skill Qualification (with Specialization - if applicable)</th> <th>Required Experience (with Specialization - if applicable)</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>Grade 8<sup>th</sup> pass*</td> <td>No Experience Required</td> </tr> </tbody> </table> <p>* The candidate must be registered on the CM Yuva Portal. Age: 21 Years</p>	S. No.	Academic/Skill Qualification (with Specialization - if applicable)	Required Experience (with Specialization - if applicable)	1	Grade 8 <sup>th</sup> pass*	No Experience Required
S. No.	Academic/Skill Qualification (with Specialization - if applicable)	Required Experience (with Specialization - if applicable)					
1	Grade 8 <sup>th</sup> pass*	No Experience Required					
<b>Pre-Requisite License or Training</b>	NA						
<b>Minimum Job Entry Age</b>	21 years						
<b>Last Reviewed On</b>	07 <sup>th</sup> October 2025						
<b>Next Review Date</b>	06 <sup>th</sup> October 2028						
<b>NSQC Approval Date</b>	07 <sup>th</sup> October 2025						
<b>QP Version</b>	1.0						
<b>Model Curriculum Creation Date</b>	02.07.2025						
<b>Model Curriculum Valid Up to Date</b>	06 <sup>th</sup> October 2028						
<b>Model Curriculum Version</b>	1.0						
<b>Minimum Duration of the Course</b>	30 Hours 00 Minutes						
<b>Maximum Duration of the Course</b>	30 Hours 00 Minutes						

## 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.

- Explain the structure and benefits of the CM Yuva Scheme for entrepreneurship
- Demonstrate essential entrepreneurial mindsets and soft skills
- Generate and assess business ideas and opportunities
- Recognize and evaluate internal and external business opportunities
- Prepare a basic business plan
- Select appropriate business model and legal structure
- Complete required registrations, licenses, and compliances
- Apply costing, pricing, and budgeting techniques
- Implement marketing strategies and digital promotion tools
- Execute digital payment systems and online transactions
- Comply with basic taxation norms and business laws
- Demonstrate financial literacy and banking operations
- Plan for business expansion and sustainability
- Apply sector-specific knowledge based on chosen business model
- Execute a business model-specific project plan

### Compulsory Modules

The table lists the modules and their duration corresponding to the respective NOS.

NOS and Module Details	Theory Duration (in Hours)	Practical Duration (in Hours)	On-the-Job Training Duration (Recommended)	Total Duration (in Hours)
<b>IID/N0056: Yuva Udyami (Basics)</b> NOS Version No. 1 NSQF Level 2	10	20	0	30
<b>Module 1:</b> CMYUVA-UP Scheme Orientation for Entrepreneurship	1	1	0	2
<b>Module 2:</b> Entrepreneurial Ability	1	1	0	2
<b>Module 3:</b> Business Idea Generation & Opportunity Recognition	1	1	0	2
<b>Module 4:</b> Choice of Business, Registrations, & Compliances	1	1	0	2

<b>NOS and Module Details</b>	<b>Theory Duration (in Hours)</b>	<b>Practical Duration (in Hours)</b>	<b>On-the-Job Training Duration (Recommended)</b>	<b>Total Duration (in Hours)</b>
<b>Module 5:</b> Business Pricing, Costing, & Budgeting	1	1	0	2
<b>Module 6:</b> Marketing & Digital Tools	1	1	0	2
<b>Module 7:</b> Business Taxation & Compliances	1	1	0	2
<b>Module 8:</b> Basic Banking Knowledge	1	1	0	2
<b>Module 9:</b> Business Expansion & Sustainability	1	1	0	2
<b>Module 10:</b> Project Work	1	11	0	12
<b>Total Duration</b>	<b>10</b>	<b>20</b>	<b>0</b>	<b>30</b>

## Module Details

### Module 1: CMYUVA-UP Scheme Orientation for Entrepreneurship

*Mapped to IID/N0056: Yuva Udyami (Basics)*

#### Terminal Outcomes:

- Understand the fundamentals of entrepreneurship and identify essential entrepreneurial traits through self-assessment and real-world examples.

<b>Duration: 01:00 Hours</b>	<b>Duration: 01:00 Hours</b>
<b>Theory – Key Learning Outcomes</b>	<b>Practical – Key Learning Outcomes</b>
<p>By the end of this module, learners will be able to:</p> <ul style="list-style-type: none"> <li>• Recognize the core qualities of an entrepreneur like creativity, risk-taking, and innovation, etc.</li> <li>• Describe the basic steps of the entrepreneurial journey (idea generation → planning → starting → sustaining).</li> </ul>	<p>By the end of this module, learners will be able to:</p> <ul style="list-style-type: none"> <li>• Identify examples of local entrepreneurs who shows entrepreneurial qualities.</li> </ul>
<b>Classroom Aids:</b>	
Computer, Projector, White Board, Marker and Duster.	
<b>Tools, Equipment and Other Requirements</b>	
MS Office	

## Module 2: Entrepreneurial Ability

### Mapped to IID/N0056: Yuva Udyami (Basics)

#### Terminal Outcomes:

- Demonstrate effective entrepreneurial behavior by applying negotiation, liaisoning, leadership, and communication skills in various business situations.
- Apply problem-solving, decision-making, and time management techniques to manage tasks efficiently and handle challenges in entrepreneurial settings.
- Exhibit motivation and self-discipline to stay focused, achieve goals, and ensure consistent performance in entrepreneurial activities.

<b>Duration: 01:00 Hours</b>	<b>Duration: 01:00 Hours</b>
<b>Theory – Key Learning Outcomes</b>	<b>Practical – Key Learning Outcomes</b>
<p>By the end of this module, learners will be able to:</p> <ul style="list-style-type: none"> <li>• Define negotiation, recall steps (listen, propose, summarize, close), and qualities of a good negotiator.</li> <li>• Describe why decisions are important and outline simple steps in problem solving.</li> <li>• Explain the benefits of managing time and list simple techniques (to-do list, prioritization, avoiding distractions).</li> <li>• Identify different leadership styles and key tactics like motivation, planning, and teamwork.</li> <li>• Explain how setting goals and following routines help in personal success.</li> </ul>	<p>By the end of this module, learners will be able to:</p> <ul style="list-style-type: none"> <li>• Role-play a simple scenario (buying/selling, resolving a group issue) to apply negotiation steps.</li> <li>• Work in small groups to analyze a simple real-life issue (e.g., shortage of class materials) and suggest solutions.</li> <li>• Prepare a one-day schedule using a to-do list and prioritize tasks.</li> <li>• Practice leadership roles in group tasks using appropriate leadership tactics.</li> <li>• Write one personal goal, break it into steps, and commit to a daily routine to achieve it.</li> </ul>
<b>Classroom Aids:</b>	
Computer, Projector, White Board, Marker and Duster.	
<b>Tools, Equipment and Other Requirements</b>	
MS Office	

## Module 3: Business Idea Generation & Opportunity Recognition

### Mapped to IID/N0056: Yuva Udyami (Basics)

#### Terminal Outcomes:

- Identify, generate, and evaluate viable business ideas using structured methods and opportunity recognition tools.
- Access and plan utilization of internal and external resources to support product development and business growth.
- Conduct market research, analyze customer needs, and develop a business model canvas to structure a viable business opportunity.

<b>Duration: 01:00 Hours</b>	<b>Duration: 01:00 Hours</b>
<b>Theory – Key Learning Outcomes</b>	<b>Practical – Key Learning Outcomes</b>
<p>By the end of this module, learners will be able to:</p> <ul style="list-style-type: none"> <li>• Understand what a business plan is and why it's a crucial roadmap for any business.</li> <li>• Learn different methods for coming up with new ideas, such as brainstorming and reverse brainstorming.</li> <li>• Recognize where business opportunities come from, including prior knowledge, entrepreneurial alertness, and social networks.</li> <li>• Understand the steps involved in planning and developing a new product, from idea to launch.</li> <li>• Identify different ways a business can get money, like bank loans, overdrafts, and government grants.</li> </ul>	<p>By the end of this module, learners will be able to:</p> <ul style="list-style-type: none"> <li>• Role plays in a brainstorming session to generate ideas for a simple problem.</li> <li>• Outline a basic business plan for a new product idea.</li> <li>• Use a simple method to evaluate a few product ideas and choose the best one.</li> <li>• Role-play a scenario where they explain why their business needs a bank loan or a grant.</li> </ul>
<b>Classroom Aids:</b>	
Computer, Projector, White Board, Marker and Duster.	
<b>Tools, Equipment and Other Requirements</b>	
MS Office	

## Module 4: Choice of Business, Registrations, & Compliances

### Mapped to IID/N0056: Yuva Udyami (Basics)

#### Terminal Outcomes:

- Identify and select a suitable business type and legal ownership structure based on market needs, operational goals, and regulatory requirements.
- Complete mandatory business registrations, licenses, and compliances such as Udyam, PAN, GST, EPFO/ESIC, and permits related to trade, food, import/export, and branding.
- Understand and initiate procedures for business name registration, intellectual property protection, and premises-related approvals to ensure lawful and sustainable business operations.

<b>Duration: 01:00 Hours</b>	<b>Duration: 01:00 Hours</b>
<b>Theory – Key Learning Outcomes</b>	<b>Practical – Key Learning Outcomes</b>
<p>By the end of this module, learners will be able to:</p> <ul style="list-style-type: none"> <li>• Explain different business models – Service, Trading, and E-Commerce, with examples and registration requirements</li> <li>• Describe the importance of choosing the right form of business organization – Sole Proprietorship, Partnership, LLP, OPC, Private Limited, Public Limited, Trust/Society, and Section 8 Company</li> <li>• State the purpose and process of GST, ESIC, FSSAI UDYAM PAN TAN GEM etc. (Registration – eligibility criteria, documents required, step-by-step online process, and benefits to employees.)</li> <li>• Define Branding and Brand Registration – its role in business recognition, building credibility, customer trust, and long-term success.</li> <li>• Understand the concept of business branding and intellectual property, including the importance and procedures of Trademark, Patent, and Copyright registration.</li> <li>• Identify key business premises approvals including Municipal Building Permits, Fire NOC, and Zoning Clearances, and their relevance in establishing physical business infrastructure.</li> </ul>	<p>By the end of this module, learners will be able to:</p> <ul style="list-style-type: none"> <li>• Categorize given examples (e.g., tailoring shop, grocery store, online tiffin delivery, tuition classes, mobile accessories) into Service, Trading, or E-Commerce businesses.</li> <li>• Prepare a simple comparison chart showing differences between Sole Proprietorship, Partnership, OPC, and Private/Public Limited Company.</li> <li>• Practice filling a sample of various forms form with given data (employee name, salary, ID, establishment details).</li> <li>• Develop a basic brand idea – select a business name, draw a simple logo, and write a tagline that matches customer needs.</li> <li>• Prepare and compile documentation for business premises approvals such as Municipal Building Permit, Fire NOC, and Zoning Clearance relevant to their chosen business location.</li> </ul>
<b>Classroom Aids:</b>	
Computer, Projector, White Board, Marker and Duster.	
<b>Tools, Equipment and Other Requirements</b>	
MS Office	

## Module 5: Business Pricing, Costing, & Budgeting

### Mapped to IID/N0056: Yuva Udyami (Basics)

#### Terminal Outcomes:

- Develop and apply costing and pricing strategies by understanding various costing techniques, profit assessment methods, and statutory requirements to ensure profitability and compliance in business operations.
- Create and manage business budgets by identifying budget types, planning financial resources, and forecasting expenses to support sustainable business decision-making.
- Maintain essential accounting records and statutory books of accounts through practical knowledge of bookkeeping and accounting principles, enabling accurate financial tracking and legal compliance.

<b>Duration: 01:00 Hours</b>	<b>Duration: 01:00 Hours</b>
<b>Theory – Key Learning Outcomes</b>	<b>Practical – Key Learning Outcomes</b>
<p>By the end of this module, learners will be able to:</p> <ul style="list-style-type: none"> <li>• Explain the difference between bookkeeping and accounting.</li> <li>• Define basic terms like cost, profit, and budget.</li> <li>• Understand why businesses create budgets and what their main functions are, such as planning and controlling resources.</li> <li>• Identify the statutory books of accounts required under applicable laws, and understand their relevance for regulatory compliance and audits.</li> <li>• Differentiate between fixed and variable costs using simple examples.</li> <li>• Learn about the basic books of accounts that a business must maintain.</li> </ul>	<p>By the end of this module, learners will be able to:</p> <ul style="list-style-type: none"> <li>• Calculate the profit for a simple business scenario.</li> <li>• Create a simple budget for a hypothetical project.</li> <li>• Practice recording a few simple business transactions.</li> <li>• Identify and list fixed and variable costs for a given business.</li> </ul>
<b>Classroom Aids:</b>	
Computer, Projector, White Board, Marker and Duster.	
<b>Tools, Equipment and Other Requirements</b>	
MS Office	

## Module 6: Marketing & Digital Tools

### Mapped to IID/N0056: Yuva Udyami (Basics)

#### Terminal Outcomes:

- Understand and apply marketing techniques suited for small businesses, including traditional and digital strategies to promote products/services and reach target customers effectively.
- Utilize digital platforms and tools such as websites, social media, e-commerce marketplaces, and digital marketing channels to create an online presence and engage with customers.
- Implement business promotion and digital payment solutions, including creating digital campaigns, listing on e-commerce platforms, and using UPI/QR-based payment methods for smooth business transactions.

<b>Duration: 01:00 Hours</b>	<b>Duration: 01:00 Hours</b>
<b>Theory – Key Learning Outcomes</b>	<b>Practical – Key Learning Outcomes</b>
<p>By the end of this module, learners will be able to:</p> <ul style="list-style-type: none"> <li>• Explain what marketing means for small businesses.</li> <li>• Identify challenges like low budget, visibility, and customer reach.</li> <li>• Understand simple steps: research market, know your customer, choose right promotion.</li> <li>• Define digital marketing in simple terms.</li> <li>• Recognize different tools: search engine, social media, email, mobile marketing, and affiliate marketing.</li> <li>• State what a website is and why it's important for business.</li> <li>• List basic steps: purpose, domain name, design, and upkeep</li> <li>• Explain the meaning of e-commerce (buying &amp; selling online).</li> <li>• Differentiate between B2B, B2C, and C2C with Indian examples (Amazon, Flipkart, IndiaMart).</li> <li>• Understand what promotion is and why businesses do it.</li> <li>• Identify types of promotions: attracting new customers vs. keeping old ones.</li> <li>• Explain digital payment methods: UPI, wallets, cards, internet banking.</li> <li>• State the importance of safe and easy payments in business.</li> </ul>	<p>By the end of this module, learners will be able to:</p> <ul style="list-style-type: none"> <li>• Draft a simple marketing plan for a small shop (e.g., stationery store, fruit seller).</li> <li>• Identify their USP (Unique Selling Point).</li> <li>• Create a mock social media post (poster or message) to promote a product.</li> <li>• Practice writing one email subject line for promotion.</li> <li>• Visit any small business website (teacher shows via projector/mobile) and identify sections like “Home,” “About,” “Products,” and “Contact.”</li> <li>• Search for a product on Amazon/Flipkart (guided activity) and compare price from at least two sellers.</li> <li>• Role play and act as business owners promoting their product in 2 minutes (verbal pitch).</li> <li>• Show how UPI works using screenshots/demo apps.</li> <li>• Practice filling a mock payment receipt form.</li> </ul>
<b>Classroom Aids:</b>	
Computer, Projector, White Board, Marker and Duster.	
<b>Tools, Equipment and Other Requirements</b>	
MS Office	

## Module 7: Business Taxation & Compliances

### Mapped to IID/N0056: Yuva Udyami (Basics)

#### Terminal Outcomes:

- Understand and apply the fundamentals of GST and Income Tax laws applicable to small businesses, including registration, compliance, and return filing procedures.
- Demonstrate the ability to manage business taxation tasks such as calculating tax liability, filing returns, and maintaining statutory compliance under relevant laws.
- Interpret and implement provisions related to MSME Delayed Payments and utilize legal safeguards to protect business interests.

<b>Duration: 01:00 Hours</b>	<b>Duration: 01:00 Hours</b>
<b>Theory – Key Learning Outcomes</b>	<b>Practical – Key Learning Outcomes</b>
<p>By the end of this module, learners will be able to:</p> <ul style="list-style-type: none"> <li>• Explain what GST is and why businesses need to register.</li> <li>• Identify documents required for GST registration.</li> <li>• Recognize penalties for not registering.</li> <li>• Understand what “income tax” means in simple words.</li> <li>• Identify different types of income (salary, business, property, capital gain, other sources).</li> <li>• Know the purpose of income tax for the nation and businesses.</li> <li>• Explain why PAN and Aadhaar are important.</li> <li>• Understand what Income Tax Return (ITR) means.</li> <li>• Know about TDS (Tax Deducted at Source) and the importance of keeping records.</li> <li>• Know that MSMEs can complain if buyers delay payment beyond 45 days.</li> <li>• Understand what “MSME Samadhaan” portal is.</li> <li>• Recognize that delayed payments attract penalties/interest to protect small businesses.</li> </ul>	<p>By the end of this module, learners will be able to:</p> <ul style="list-style-type: none"> <li>• Fill a mock GST registration form with sample details (PAN, Aadhaar, business name).</li> <li>• Identify a GSTIN number format using an example.</li> <li>• Calculate tax on a small shopkeeper’s income using sample figures.</li> <li>• Classify given examples into correct heads of income (salary, business, house property, etc.).</li> <li>• Identify whether given transactions need PAN/Aadhaar (e.g., opening bank account, FD interest, salary income).</li> <li>• Practice checking a sample Form 26AS / AIS extract (trainer provides mock sheet).</li> <li>• Role-play: One student acts as supplier (MSME), one as buyer (delaying payment).</li> </ul>
<b>Classroom Aids:</b>	
Computer, Projector, White Board, Marker and Duster.	
<b>Tools, Equipment and Other Requirements</b>	
MS Office	

## Module 8: Basic Banking Knowledge

### Mapped to IID/N0056: Yuva Udyami (Basics)

#### Terminal Outcomes:

- Demonstrate understanding of various types of bank accounts and digital banking transactions, and apply this knowledge to open and manage appropriate accounts using digital tools effectively.
- Evaluate different types of business and personal loans, including their features, eligibility, and terms, and undertake the loan application process through conventional or digital means.
- Understand the importance of creditworthiness for business financing, and implement practical strategies to assess, maintain, and improve credit scores for better financial access.

<b>Duration: 01:00 Hours</b>	<b>Duration: 01:00 Hours</b>
<b>Theory – Key Learning Outcomes</b>	<b>Practical – Key Learning Outcomes</b>
<p>By the end of this module, learners will be able to:</p> <ul style="list-style-type: none"> <li>• Understand the main types of bank accounts (Savings, Current, RD, FD) and their uses.</li> <li>• Explain the basic features of digital banking and common transaction methods (ATM, NEFT, IMPS, Mobile Banking).</li> <li>• Identify what a loan is, the basic documents needed, and simple tips to get a loan.</li> <li>• Understand what creditworthiness means and simple ways to improve it (timely payments, low debts).</li> </ul>	<p>By the end of this module, learners will be able to:</p> <ul style="list-style-type: none"> <li>• Fill out a sample bank account or loan application form.</li> <li>• Perform a mock digital transaction (balance check / fund transfer using demo app or form).</li> <li>• Discuss a simple case study on improving credit score.</li> </ul>
<b>Classroom Aids:</b>	
Computer, Projector, White Board, Marker and Duster.	
<b>Tools, Equipment and Other Requirements</b>	
MS Office	

## Module 9: Business Expansion & Sustainability

### Mapped to IID/N0056: Yuva Udyami (Basics)

#### Terminal Outcomes:

- Explain various business expansion strategies, market diversification approaches, and funding options for sustainable growth.
- Assess the scalability potential of a business and identify suitable expansion methods based on market and operational readiness.
- Prepare a basic plan for business expansion, including market analysis, diversification opportunities, and funding strategy.

<b>Duration: 01:00 Hours</b>	<b>Duration: 01:00 Hours</b>
<b>Theory – Key Learning Outcomes</b>	<b>Practical – Key Learning Outcomes</b>
<p>By the end of this module, learners will be able to:</p> <ul style="list-style-type: none"> <li>• Explain the basic types of business expansion (internal, external, mergers, franchising).</li> <li>• Understand the meaning of scalability and identify simple factors that affect business growth.</li> <li>• Describe market diversification and its benefits in reducing risks and increasing opportunities.</li> <li>• Identify common funding options for business expansion such as self-funding, bank loans, and investors.</li> </ul>	<p>By the end of this module, learners will be able to:</p> <ul style="list-style-type: none"> <li>• Match a given business case with the most suitable expansion strategy.</li> <li>• Analyze a simple growth scenario and suggest whether diversification or expansion is better.</li> <li>• Prepare a mock funding plan (choosing between bank loan, self-funding, or investors).</li> </ul>
<b>Classroom Aids:</b>	
Computer, Projector, White Board, Marker and Duster.	
<b>Tools, Equipment and Other Requirements</b>	
MS Office	

## Module 10: Project Work

### Mapped to IID/N0056: Yuva Udyami (Basics)

#### Terminal Outcomes:

- Identify and select a suitable business model based on personal interest, market needs, and scalability potential.
- Conduct a basic feasibility analysis of the business idea, evaluating demand, resources, risks, and expected returns.
- Develop a structured business project plan including objectives, marketing approach, technical operational approach, financial estimation, and risk management.
- Apply entrepreneurial knowledge in simulated environments to test and validate business assumptions through case activities or mock exercises.
- Present business project outcomes using structured formats (slides, posters, verbal presentations) to communicate the value proposition, strategy, and implementation plan effectively.
- Revise and refine the business plan based on feedback from mentors, peers, or instructors, demonstrating adaptability and continuous improvement.

<b>Duration: 01:00 Hours</b>	<b>Duration: 01:00 Hours</b>
<b>Theory – Key Learning Outcomes</b>	<b>Practical – Key Learning Outcomes</b>
<p>By the end of this module, learners will be able to:</p> <ul style="list-style-type: none"> <li>• Understand the process of selecting an appropriate business model based on idea feasibility, resource availability, and market demand.</li> <li>• Explain the steps involved in developing a structured business project plan, including feasibility analysis, implementation strategy, and performance indicators.</li> </ul>	<p>By the end of this module, learners will be able to:</p> <ul style="list-style-type: none"> <li>• Select and justify a suitable business model by applying feasibility analysis tools to assess market potential, cost structure, and scalability.</li> <li>• Prepare a structure for business project plan.</li> </ul>
<b>Classroom Aids:</b>	
Computer, Projector, White Board, Marker and Duster.	
<b>Tools, Equipment and Other Requirements</b>	
MS Office	

#### Project Work Submission Requirements (10 Hours under Mentor Supervision):

- Business Model Selection Rationale and Synopsis
- Feasibility Analysis Report
- Structured Business Project Implementation and Operations Plan
- Implementation Simulation Summary
- Project Presentation
- Revised Business Plan with Feedback Notes

## Annexure

### Trainer Requirements

Trainer Prerequisites						
Minimum Educational Qualification	Specialization	Relevant Industry Experience		Training Experience		Remarks
		Years	Specialization	Years	Specialization	
12 Grade Pass		3+	Business Consultation, Management, Entrepreneurship, and Industry experience	NA	NA	NA

### Trainer Certification

Trainer Certification	
Domain Certification	Platform Certification
Certified for Job Role “Yuva Udyami (Basics)”, mapped to NOS Code: “IID/N0056, v1.0”, Minimum accepted score is 80%.	Recommended that the Trainer is certified for the Job Role: “Trainer”, mapped to the Qualification Pack: “Trainer (VET and Skills) MEP/Q2601 v3.0”. Minimum accepted score is 80%.

### Assessor Requirements

Assessor Prerequisites						
Minimum Educational Qualification	Specialization	Relevant Industry Experience		Training Experience		Remarks
		Years	Specialization	Years	Specialization	
12 Grade Pass		3+	Business Consultation, Management, Entrepreneurship, and Industry experience	NA	NA	NA

### Assessor Certification

Assessor Certification	
Domain Certification	Platform Certification
Certified for Job Role “Yuva Udyami (Basics)”, mapped to NOS Code: “IID/N0056, v1.0”, 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 v3.0”. Minimum accepted score is 80%.

## Assessment Strategy

**Assessment Overview:** The purpose of this assessment SOP is to provide a structured and transparent process for evaluating students for the qualification "Yuva Udyami (Basics)". This process aims to identify candidates who possess the skills, knowledge, and potential to excel in this field, ensuring that only the most suitable students are selected.

To achieve this, the assessment will be conducted through a multi-faceted approach, including a written assessment, case study analysis, MCQ based segment-wise final tests, development, and evaluation of a comprehensive project report based on experiential learning, and a viva voce examination on the project work undertaken by the students.

**Assessment Methods:** The assessment for the online course "Yuva Udyami (Basics)" involves a multi-faceted approach to thoroughly evaluate candidates' qualifications and suitability. The key methods include:

- **Written Assessment:** The written assessment is an online test designed to evaluate candidates' knowledge of entrepreneurship technology, business concepts, and industry trends. This test emphasizes technical understanding, analytical skills, and theoretical knowledge relevant to the course. Candidates are required to complete written assignments and case studies simulating scenarios encountered in the entrepreneurship industry, which assess their critical thinking, problem-solving, and decision-making skills.
- **Case Study Analysis:** Candidates are provided with real-world scenarios related to entrepreneurship. They are expected to analyze these cases, identify problems, propose solutions, and demonstrate their problem-solving and decision-making skills. This method assesses the practical application of theoretical knowledge and entrepreneurial thinking.
- **MCQ-Based Segment-Wise Final Tests:** Multiple-choice questions (MCQs) are used to test candidates' knowledge and understanding across different segments of the course. These tests are structured to evaluate comprehension of key concepts, retention of information, and the ability to apply knowledge in various contexts.
- **Development and Evaluation of Comprehensive Project Work:** Candidates must execute a detailed project work based on experiential learning, involving real-world application, research, planning, and execution related to entrepreneurship manufacturing and entrepreneurship. The project report is evaluated for originality, depth of analysis, feasibility of the business plan, and practical insights. This assessment measures candidates' ability to apply theoretical knowledge in a practical context.
- **Viva Voce Examination on Project Work:** The viva voce is an oral examination that assesses candidates' understanding of their project, their ability to defend their work, clarity of thought, and communication skills. It also evaluates their critical thinking and responsiveness to feedback, ensuring a comprehensive understanding and practical capability in entrepreneurship.

**Assessment Criteria:** The assessment criteria for each assessment method will be aligned with the learning outcomes of the qualification. Criteria may include:

- **Technical Knowledge:** Evaluation of understanding of entrepreneurship technology and application of theoretical concepts.
- **Business Concepts:** Assessment of knowledge related to business management, market analysis, and entrepreneurship.
- **Analytical Skills:** Ability to analyze information, draw conclusions, and solve problems effectively.
- **Problem Identification:** Skill in identifying key issues and challenges in the provided case study.
- **Critical Thinking:** Ability to evaluate different aspects of the case and provide a well-reasoned analysis.
- **Application of Knowledge:** Ability to apply theoretical knowledge to practical scenarios.
- **Retention of Information:** Demonstration of retention and understanding of key concepts.
- **Project Planning and Execution:** Thoroughness and feasibility of the business plan and project execution.
- **Research and Analysis:** Depth of research, data collection, and analysis presented in the report.
- **Understanding of Project:** Depth of understanding and clarity of thought regarding the project work.
- **Overall Presentation:** Confidence, clarity, and professionalism during the viva voce examination.

**Assessment Schedule:** Assessment tasks will be distributed throughout the duration of the qualification to ensure ongoing feedback and opportunities for improvement. The final project report and viva voce examination will typically be scheduled towards the end of the qualification, allowing students to integrate and apply their learning from the entire program.

**Assessment Integrity:** To ensure the integrity of the assessment process, all assessments will be conducted in accordance with the institution's policies and procedures. Measures will be in place to prevent plagiarism and cheating, and assessments will be marked by qualified and impartial assessors, as elaborated in Qualification File.

**Conclusion:** The assessment strategy outlined above aims to provide a rigorous and comprehensive evaluation of students' knowledge, skills, and competencies in managing a car wash business. By combining written assignments, tests, project work, and viva voce examinations, the assessment strategy ensures that students are well-prepared to succeed in the dynamic and competitive car wash industry.

## References

## Glossary

Term	Description
<b>Declarative Knowledge</b>	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.
<b>Key Learning Outcome</b>	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).
<b>OJT (M)</b>	On-the-job training (Mandatory); trainees are mandated to complete specified hours of training on site
<b>OJT (R)</b>	On-the-job training (Recommended); trainees are recommended the specified hours of training on site
<b>Procedural Knowledge</b>	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.
<b>Training Outcome</b>	Training outcome is a statement of what a learner will know, understand and be able to do upon the completion of the training.
<b>Terminal Outcome</b>	Terminal outcome is a statement of what a learner will know, understand and be able to do upon the completion of a module. A set of terminal outcomes help to achieve the training outcome.

## Acronyms and Abbreviations

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