

## QUALIFICATION FILE – Standalone NOS

### Entrepreneurship in Car Washing Service

Horizontal/Generic  Vertical/Specialization

Upskilling  Dual/Flexi Qualification  For ToT  For ToA

General  Multi-skill (MS)  Cross Sectoral (CS)  Future Skills

**NCrF/NSQF Level: 3.5**

**NOS Code: IID/N0052**

**Submitted By: Samadhan Samiti**

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

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## Section 1: Basic Details

<b>1.</b>	<b>NOS-Qualification Name</b>	<b>Entrepreneurship in Car Washing Service</b>																									
<b>2.</b>	<b>Sector/s</b>	<b>Automotive Sector, Entrepreneurship Sector</b>																									
<b>3.</b>	<b>Type of Qualification:</b> <input checked="" type="checkbox"/> New <input type="checkbox"/> Revised	<b>NQR Code &amp; version of existing/previous qualification:</b> N/A	<b>Qualification Name of existing/previous version:</b> N/A																								
<b>4.</b>	<b>National Qualification Register (NQR) Code &amp;Version</b> <i>(Will be issued after NSQC approval)</i>	NG-3.5-AU-03446-2024-V1-SS	<b>5. NCrF/NSQF Level: 3.5</b>																								
<b>6.</b>	<b>Brief Description of the Standalone NOS</b>	<p>Entrepreneurship in Car Washing is a NOS qualification designed to prepare individuals for starting and managing small-scale car washing businesses. It covers a range of essential topics such as business planning, operations management, customer service, health and safety compliance, marketing and promotion, financial management, and environmental sustainability. Participants learn how to develop a business plan, conduct market research, set pricing strategies, and manage day-to-day operations including equipment maintenance, etc. The qualification emphasizes the importance of providing high-quality customer service, understanding and complying with health, and safety regulations. Overall, it equips learners with the knowledge and skills needed to successfully launch and operate a car washing business at the micro level.</p>																									
<b>7.</b>	<b>Eligibility Criteria for Entry for Student/Trainee/Learner/Employee</b>	<p><b>a. Entry Qualification &amp; Relevant Experience:</b></p> <table border="1" style="width: 100%; border-collapse: collapse; margin: 10px 0;"> <thead> <tr> <th style="width: 10%;">S. No.</th> <th style="width: 60%;">Academic/Skill Qualification (with Specialization - if applicable)</th> <th style="width: 30%;">Required Experience (with Specialization - if applicable)</th> </tr> </thead> <tbody> <tr> <td style="text-align: center;">1</td> <td>Class 11 Pass</td> <td style="text-align: center;">1 Years of Experience</td> </tr> <tr> <td colspan="3" style="text-align: center;">or</td> </tr> <tr> <td style="text-align: center;">2</td> <td>Class 10 Pass</td> <td style="text-align: center;">1.5* Years of Experience</td> </tr> <tr> <td colspan="3" style="text-align: center;">or</td> </tr> <tr> <td style="text-align: center;">3</td> <td>Class 8 Pass</td> <td style="text-align: center;">4.5* Years of Experience</td> </tr> <tr> <td colspan="3" style="text-align: center;">or</td> </tr> <tr> <td style="text-align: center;">4</td> <td>NSQF Level 3 in relevant field</td> <td style="text-align: center;">1.5* Years of Experience</td> </tr> </tbody> </table> <p><b>b. Age:</b> 18</p> <p style="text-align: right; margin-right: 50px;">* (In relevant Industry)</p>		S. No.	Academic/Skill Qualification (with Specialization - if applicable)	Required Experience (with Specialization - if applicable)	1	Class 11 Pass	1 Years of Experience	or			2	Class 10 Pass	1.5* Years of Experience	or			3	Class 8 Pass	4.5* Years of Experience	or			4	NSQF Level 3 in relevant field	1.5* Years of Experience
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<b>8.</b>	<b>Credits Assigned to this NOS-Qualification, Subject to Assessment</b> <i>(as per National Credit Framework (NCrF))</i>	3	<b>9. Common Cost Norm Category (I/II/III)</b> <i>(wherever applicable):</i> <b>III</b>																								

10.	<b>Any Licensing requirements for Undertaking Training on This Qualification</b> <i>(wherever applicable)</i>	N/A																													
11.	<b>Training Duration by Modes of Training Delivery</b> <i>(Rationale or Specific Blended Duration Composition Table)</i>	<input type="checkbox"/> Offline <input type="checkbox"/> Online <input checked="" type="checkbox"/> Blended <table border="1"> <thead> <tr> <th colspan="2">Training Delivery Modes</th> <th>Theory (Hours)</th> <th>Practical (Hours)</th> <th colspan="2">Total (Hours)</th> </tr> </thead> <tbody> <tr> <td colspan="2">Online Lectures</td> <td>60</td> <td>0</td> <td colspan="2">60</td> </tr> <tr> <td colspan="2">Practical / Work Experience / Apprenticeship / Project Work / Survey</td> <td>0</td> <td>30</td> <td colspan="2">30</td> </tr> <tr> <td colspan="2"><b>Total</b></td> <td><b>60</b></td> <td><b>30</b></td> <td colspan="2"><b>90</b></td> </tr> </tbody> </table>						Training Delivery Modes		Theory (Hours)	Practical (Hours)	Total (Hours)		Online Lectures		60	0	60		Practical / Work Experience / Apprenticeship / Project Work / Survey		0	30	30		<b>Total</b>		<b>60</b>	<b>30</b>	<b>90</b>	
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12.	<b>Assessment Criteria Summary</b>	<table border="1"> <thead> <tr> <th>Theory (Marks)</th> <th>Practical (Marks)</th> <th>Project (Marks)</th> <th>Viva (Marks)</th> <th>Total (Marks)</th> <th>Passing %age</th> </tr> </thead> <tbody> <tr> <td>112</td> <td>0</td> <td>38</td> <td>10</td> <td>160</td> <td>50</td> </tr> </tbody> </table>						Theory (Marks)	Practical (Marks)	Project (Marks)	Viva (Marks)	Total (Marks)	Passing %age	112	0	38	10	160	50												
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13.	<b>Is the NOS Amenable to Persons with Disability</b>	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No If “Yes”, specify applicable type of Disability:																													
14.	<b>Progression Path After Attaining the Qualification, wherever applicable</b> <i>(Please show Professional and Academic progression)</i>	N/A																													
15.	<b>How participation of women will be encouraged?</b>	<ul style="list-style-type: none"> <li>• Preference for Women Entrepreneurs in various Government Schemes like PMEGP and Stand-Up India.</li> <li>• Additional Subsidy to Women in PMEGP and Many CMEGP Schemes.</li> <li>• Additional Support for Women in Rural Development Schemes.</li> </ul>																													
16.	<b>Other Indian languages in which the Qualification &amp; Model Curriculum are being submitted</b>	N/A																													
17.	<b>Is similar NOS available on NQR-if yes, justification for this qualification</b>	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No URLs of similar Qualifications:																													
18.	<b>Name and Contact Details of Submitting / Awarding Body SPOC</b> <i>(In case of CS or MS, provide details of both Lead AB &amp; Supporting ABs)</i>	<b>Name: Samadhan Samiti</b> <b>Email: monil@samadhan.group</b> <b>Website: https://www.iid.org.in</b>				<b>Contact No.: +91-8595940536</b>																									
19.	<b>Final Approval Date by NSQC: 17<sup>th</sup> December 2024</b>	<b>20. Validity Duration: Three Years</b>			<b>21. Next Review Date: 16<sup>th</sup> December 2027</b>																										

## Section 2: Training Related

1.	<b>Trainer’s Qualification and experience in the relevant sector (in years) (as per NCVET guidelines)</b>	MBA with Bachelor’s Degree in Automobile or Mechanical Engineering from UGC Recognized University with more than 5 years of business or consultancy experience in the relevant field.  OR  12 <sup>th</sup> Pass with relevant Industry experience of 10 years.  OR  Graduate with relevant Industry experience of 7 years.  OR  Entrepreneurs in relevant fields with 7 Years of experience.
2.	<b>Master Trainer’s Qualification and experience in the relevant sector (in years) (as per NCVET guidelines)</b>	MBA with bachelor’s degree in Automobile or Mechanical Engineering from UGC Recognized University with more than 7 years of business experience in the relevant field.
3.	<b>Tools and Equipment Required for the Training</b>	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No (If “Yes”, details to be provided in Annexure)
4.	<b>In Case of Revised NOS, details of Any Upskilling Required for Trainer</b>	N/A

### Section 3: Assessment Related

1.	<b>Assessor's Qualification and experience in relevant sector (in years) (as per NCVET guidelines)</b>	<b>Technical:</b> Assessment shall be carried out by NCVET-recognized Assessors having MBA with bachelor's degree in Automobile or Mechanical Engineering from UGC Recognized University with 3 years of experience in relevant qualification. <b>and</b> <b>Domain:</b> Entrepreneurs with 5 years of experience in relevant filed.
2.	<b>Proctor's Qualification and experience in relevant sector (in years) (as per NCVET guidelines), (wherever applicable)</b>	MBA with bachelor's degree in Automobile or Mechanical Engineering from UGC Recognized University and have relevant experience of proctoring in any qualification. <b>or</b> Entrepreneurs with 7 years of experience in relevant field and have relevant experience of proctoring in any qualification.
3.	<b>Lead Assessor's/Proctor's Qualification and experience in relevant sector (in years) (as per NCVET guidelines)</b>	Assessment shall be carried out by NCVET-recognized Assessors having MBA with bachelor's degree in Automobile or Mechanical Engineering from UGC Recognized University with more than 5 years of business experience in the relevant field.
4.	<b>Assessment Mode (Specify the assessment mode)</b>	<b>Online MCQ Assessment, Project Assessment and Viva</b>
5.	<b>Tools and Equipment Required for Assessment</b>	<input checked="" type="checkbox"/> Same as for training <input type="checkbox"/> Yes <input type="checkbox"/> No (details to be provided in Annexure-if it is different for Assessment)

### Section 4: Evidence of the Need for the Standalone NOS

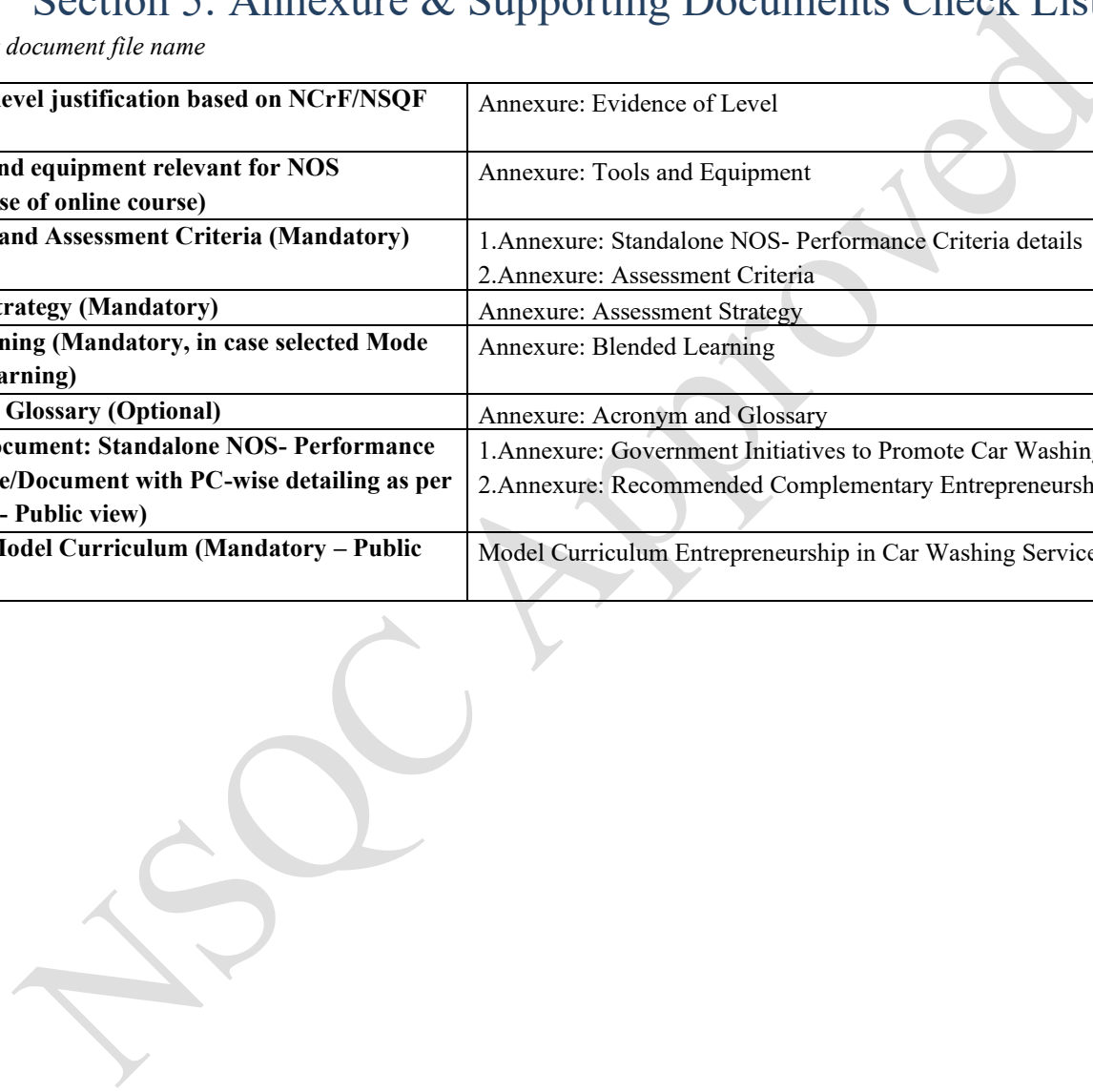
Provide Annexure/Supporting documents name.

1.	Government /Industry initiatives/ requirement (Yes/No): <b>Yes</b> , Annexure: Government Initiatives to Promote Car Washing Business
2.	Number of Industry validation provided: 30, Annexure: Industry Validations Summary
3.	Estimated number of people to be trained: <b>1000</b>
4.	Evidence of Concurrence/Consultation with Line/State Departments (In case of regulated sectors): (Yes/No): <b>Yes</b>

## Section 5: Annexure & Supporting Documents Check List

*Specify Annexure Name / Supporting document file name*

1.	<b>Annexure: NCrF/NSQF level justification based on NCrF/NSQF descriptors (Mandatory)</b>	Annexure: Evidence of Level
2.	<b>Annexure: List of tools and equipment relevant for NOS (Mandatory, except in case of online course)</b>	Annexure: Tools and Equipment
3.	<b>Annexure: Performance and Assessment Criteria (Mandatory)</b>	1. Annexure: Standalone NOS- Performance Criteria details 2. Annexure: Assessment Criteria
4.	<b>Annexure: Assessment Strategy (Mandatory)</b>	Annexure: Assessment Strategy
5.	<b>Annexure: Blended Learning (Mandatory, in case selected Mode of delivery is Blended Learning)</b>	Annexure: Blended Learning
6.	<b>Annexure: Acronym and Glossary (Optional)</b>	Annexure: Acronym and Glossary
7.	<b>Annexure/Supporting Document: Standalone NOS- Performance Criteria Details Annexure/Document with PC-wise detailing as per NOS format (Mandatory- Public view)</b>	1. Annexure: Government Initiatives to Promote Car Washing Business 2. Annexure: Recommended Complementary Entrepreneurship Modules
8.	<b>Supporting Document: Model Curriculum (Mandatory – Public view)</b>	Model Curriculum Entrepreneurship in Car Washing Service



## Annexure: Evidence of Level

NCrF/NSQF Level Descriptors	Key requirements of the job role/ outcome of the qualification	How the job role/ outcomes relate to the NCrF/NSQF level descriptor	NCrF/NSQF Level
<b>Professional Theoretical Knowledge/Process</b>	<ul style="list-style-type: none"> <li>• The qualification provides structured theoretical knowledge in car washing operations, cleaning methods, and entry-level entrepreneurship.</li> <li>• The candidate is expected to understand various cleaning products, their safe application, water-saving techniques, and SOPs.</li> <li>• Learners gain awareness in small business compliance, customer interaction, pricing, budgeting, and basic digital promotion.</li> <li>• Environmental sustainability, including wastewater control and green practices, forms part of the theoretical understanding.</li> </ul>	<ul style="list-style-type: none"> <li>• At NSQF Level 3.5, the expectation increases slightly beyond routine theory to include contextual business awareness.</li> <li>• The job role remains procedural but introduces a moderate scope for understanding branding, compliance, and sustainability.</li> <li>• Learners apply structured knowledge in planning, pricing, and executing small-scale operations with semi-autonomy.</li> </ul>	3.5
<b>Professional and Technical Skills/ Expertise/ Professional Knowledge</b>	<ul style="list-style-type: none"> <li>• The candidate performs routine service tasks such as interior detailing, engine bay cleaning, and waterless washing with appropriate tools.</li> <li>• Understanding of machines like steam cleaners, foam sprayers, pressure washers, and polishers is developed.</li> <li>• Equipment use is tied to efficiency, cleanliness, and environmental standards.</li> <li>• Learners follow SOPs and handle tools with consistency, ensuring safety and quality control.</li> </ul>	<ul style="list-style-type: none"> <li>• NSQF Level 3.5 supports repetitive but refined application of skills with increasing accuracy and minimal supervision.</li> <li>• Technical capability extends to handling multiple tools, ensuring service quality, and applying corrective measures.</li> <li>• The candidate demonstrates functional autonomy and proficiency in managing standard operations.</li> </ul>	3.5
<b>Employment Readiness &amp; Entrepreneurship Skills &amp; Mind-set/Professional Skill</b>	<ul style="list-style-type: none"> <li>• The qualification enables learners to start and operate a small-scale car washing unit with clarity on target customers, pricing, and marketing.</li> </ul>	<ul style="list-style-type: none"> <li>• Level 3.5 supports structured employability aligned to business readiness with customer-facing interaction.</li> </ul>	3.5



	<ul style="list-style-type: none"> <li>• Exposure to schemes like PMEGP, MUDRA, and CMEGP fosters early-stage entrepreneurial development.</li> <li>• Skills in branding, customer relations, expense tracking, and basic financial literacy are introduced.</li> <li>• The focus remains on self-employment with goal-oriented service delivery.</li> </ul>	<ul style="list-style-type: none"> <li>• Entrepreneurial focus remains at the operational level without high-level strategy or scaling frameworks.</li> <li>• Tasks are structured but require decision-making within familiar and predictable service scopes.</li> </ul>	
<b>Broad Learning Outcomes/Core Skill</b>	<ul style="list-style-type: none"> <li>• The learner is capable of managing day-to-day car wash tasks, equipment handling, and engaging with customers.</li> <li>• Course outcomes include preparing project reports, managing appointments, waste control, and digital promotion.</li> <li>• Skills include time planning, water use efficiency, safety, and hygiene control.</li> <li>• Emphasis is placed on applying business literacy in individual-run service settings.</li> </ul>	<ul style="list-style-type: none"> <li>• NSQF Level 3.5 represents integration of learning across domains such as service delivery, resource usage, and customer satisfaction.</li> <li>• Learning outcomes are applied practically and support minimal supervisory needs.</li> <li>• Business acumen is demonstrated through independent handling of services, with support in documentation and planning.</li> </ul>	3.5
<b>Responsibility</b>	<ul style="list-style-type: none"> <li>• The individual is responsible for managing service quality, customer handling, cleaning process supervision, and minor problem-solving.</li> <li>• Tasks include booking management, record keeping, tool maintenance, and following compliance norms.</li> <li>• The candidate ensures adherence to hygiene and safety standards and responds to feedback within service limitations.</li> </ul>	<ul style="list-style-type: none"> <li>• Level 3.5 indicates responsibility beyond one's own work, with partial accountability for small business operations.</li> <li>• There is growing ownership over business performance in structured environments.</li> <li>• Problem-solving is practical and constrained within well-understood boundaries.</li> </ul>	3.5

## Annexure: Tools and Equipment (lab set-up)

List of Tools and Equipment

Batch Size: 30

S. No.	Tool / Equipment Name	Specification	Quantity for specified Batch size
1	Computer / Laptop	8 GB RAM, 12 GHZ total processing speed, 2 GB Graphics memory.	30
2	Microsoft Office	365	30

Classroom Aids

The aids required to conduct sessions in the classroom are:

1. Laptop
2. Projector
3. Whiteboard
4. Whiteboard Marker
5. Whiteboard Duster

## Annexure: Industry Validations Summary

No.	Organization Name	Representative Name	Designation	Contact Address	Contact Phone No	E-mail ID
1	Manmachine Works Pvt Ltd	Anil Sethi	Director	E-98, B Block, Sector 6, Noida, Uttar Pradesh - 201301	8252300400	accounts@manmachine.in
2	Liv India Services Pvt Ltd	Jasmeet Singh	Owner	A-13, Block A, Mayapuri Industrial Area, Phase 1, New Delhi	7047046900	info@livindiaservices.com
3	Kritti Wash Equipment Pvt Ltd	Kuldeep Singh	Owner	Kasna 1, Jail Road, Near Amichand College, Industrial Area, J081, Graeter Noida, Uttar Pradesh - 201301	9027543900	kuldeepmeenadhl@gmail.com

4	A-Clean Club Machinery	Virender Kumar	Director	E-67, E Block, Sector 63, Noida, Uttar Pradesh, 201301	9625421628	sales@acleancubmachinery.in
5	NACS Cleantech Pvt Ltd	Gaurav Rai	Director	F-90, Near Hari Masjid, Hind Nagar Colony, Transport Nagar, Lucknow	9330023532	saurabhrai.sr@gmail.com
6	Door2Door Car Wash	Amit Kumar Singhal	Owner	A-133, South, Near Crowne Plaza, DDA Shed, Block A, Okhla Phase II	8851401212	ocw.booking@gmail.com
7	SGT Multiclean Equipment	Arun Kumar	Owner	Soundarya Layout, Bengaluru, Karnataka	9916433055	info@sgtmulticleans.com
8	Car Dryclean	Vijay Kumar	Owner	Pocket 52, Chittaranjan Park, New Delhi, 110019	9582697143	info@cardryclean.co.in
9	Go Waterless	Nitin Sharma	Founder & CEO	Besides Alard College, Marunji Road, Hinjewadi, Pune - 411057, Maharashtra	8806680006	ceo@gowaterless.in
10	Con Air Equipments Pvt Ltd	Sameer Kavale	Owner	Gate No. 71 A/p Shinde Wadi, Near Seinumero Company, Taluka Bhor Pune - 412205, Maharashtra	8047643812	director@conair.co.in
11	Adlite Electricals	Smiriti Rana	Co-Founder	302, 3rd Floor, Onkar House, 4575/15, Aggarwal Road, near Happy School, Parda Bagh, Daryaganj, Delhi, 110002	88005046	
12	Gaadizo Complete Car Care	Vikas Mitra	Founder	Sec 48, Gurgaon, 122001	8388885555	support@gaadizo.com
13	Splash Auto Services	Mr Kumar	CEO	1st Cross Road, Kaggadasapura Main Rd, behind HP petrol bunk, Abbaiah Reddy Layout, C V Raman Nagar, Bengaluru, Karnataka 560093	9880971115	splashautoservices12@gmail.com
14	Spotless Car spa	Harish	Director	Shyam Shruti 26, Kudasan Por Rd, Kudasan, Gandhinagr, Gujrat	9882346755	sports@spotless.com
15	Speed Car wash	Manoj Sethi	Director	A13, Mayapuri Ind Area Phase 1, New Dehi 110064	971612345	info@speedcarwash.com
16	Express Car wash	Karan Sethi	Director	D-120, Sec 63, Noida, 201301	8010044000	info@expresscarwash.com
17	Cozi Cars	Suraj Kumar	Director	Mayapuri Ind Area Phase 1, New Dehi 110064	9990900680	info@cozicars.om

18	CarzSPa Autofresh Pvt Ltd	Ankur Sama	Director	204, Siddhivinay Platinum, Opp Dmart, Althan Bamroli d, Surat 394220	9904089900	customercare@carzspa
19	Detailing Devils	Saurav Rajat	Director	D50, sec 2, Noida, UP 201301	9555695695	info@detailingdevils.com
20	3 m Car Care Studio	Rohan	Director	Plot no 164, phase 1, Industry Area Chandigarh -160002	8291053781	3mcarcarehd.sm@gmail.com
21	The Detailing Mafia	Kunal	Director	D120, Sec 63, Noida GTB Nagar, UP, 201301	8010044001	info@thedetailingmafia.com
22	Fixigo Car Wash	Sami Shaik	Director	A32/33, Sewak Park, Block A1 Near Dwarka Mor metro Station, dekhi 110059	8892889214	customercare@fixigo.in
23	Carsthetix Doorstep Wash & Detailing	Aniket Chaturvedi	Director	F110/111, F block, Vipul World, Sec 48, Gurugram, 122018	8130778892	carsthetix@gmail.com
24	Carzspa	Ankur Sama	Director	Orchid Petals, Sec 49, Gurugram, 122018	8037759645	customercare@carzspa
25	washmec Car Detailing Studio	Ankit Vashisht	Director	7A, Kalan Market. Old Delhi, Sec14, Rajiv nagar, Sec 13, Gurgaon 122001	9711127711	support@washmec.in
26	WaterWerkz	Mathai Paul	Director	c64, C block, sec 65, Noida. Uttar Pradesh	9910012101	mathaipaul@waterwerkzind.com
27	Auto Spa	Ankur	Director	Phoenix United Mall, Chhoti Vihar Bareilly, UP 243122	8171810003	info@autozspa.com
28	Caggo Steam Services Pvt Ltd	Jitin Raj	Director	MRA, 1st floor, Opp SBI, Mavelipuram, Kochi Kerala 682030	9137123456	info@caggo.in
29	GREENLEAP ROBOTICS	APOORV TYAGI	DIRECTOR	Chandrashekar Bhavan, IITD's FITT Incubator@CB 2nd Floor, 13B, Vishnu Digamber Marg, Rouse Avenue, Mata Sundari Railway Colony, Mandi House, New Delhi, Delhi 110002	8375956792	APOORV.TYAGI@GREENLEAPROBOTICS.COM
30	MS Fulodo	Chander Pal	Owner	C-197 Sector 10 Noida GB Nagar UP	9818388568	msfulodometric@gmail.com

## Annexure: Training Details

### Training Projections:

Year	Total Candidates		Women		People with Disability	
	Estimated Training #	Estimated Employment Opportunities	Estimated Training #	Estimated Employment Opportunities	Estimated Training #	Estimated Employment Opportunities
2025-2026	1000	10%	50	10%	NA	NA
2026-2027	1000	10%	50	10%	NA	NA
2027-2028	1000	10%	50	10%	NA	NA

Data to be provided year-wise for next 3 years.

## Annexure: Blended Learning

### Blended Learning Estimated Ratio & Recommended Tools:

Refer NCVET “Guidelines for Blended Learning for Vocational Education, Training & Skilling” available on:

<https://ncvet.gov.in/sites/default/files/Guidelines%20for%20Blended%20Learning%20for%20Vocational%20Education,%20Training%20&%20Skilling.pdf>

S. No.	Select the Components of the NOS	List Recommended Tools – for all Selected Components	Offline: Online Ratio
1	<input checked="" type="checkbox"/> Theory/ Lectures - Imparting theoretical and conceptual knowledge	LMS and its associated resources: Preferably integrated with ABs own LMS Solution	0:1
2	<input type="checkbox"/> Imparting Soft Skills, Life Skills and Employability Skills /Mentorship to Learners	NA	NA
3	<input checked="" type="checkbox"/> Showing Practical Demonstrations to the learners	LMS and its associated resources: Preferably integrated with ABs own LMS Solution	1:0
4	<input type="checkbox"/> Imparting Practical Hands-on Skills/ Lab Work/ workshop/ shop floor training	NA	NA
5	<input checked="" type="checkbox"/> Tutorials/ Assignments/ Drill/ Practice	LMS and its associated resources: Preferably integrated with ABs own LMS Solution	1:1
6	<input checked="" type="checkbox"/> Proctored Monitoring/ Assessment/ Evaluation/ Examinations	LMS and its associated resources: AAs own LMS Solution Preferably integrated with ABs own LMS Solution	1:3
7	<input type="checkbox"/> On the Job Training (OJT)/ Project Work Internship/ Candidate Training	NA	NA

## Annexure: Standalone NOS- Performance Criteria details

### 1. Description:

Entrepreneurship in the car washing service refers to the establishment and operation of small-scale car washing businesses that often require minimal initial investment and resources. These ventures typically serve local communities and leverage innovative, cost-effective methods to deliver efficient and high-quality car cleaning services. Micro entrepreneurs in this sector focus on personalized customer service, and flexible service options such as mobile car washing units. This approach allows for scalability and adaptability, making it accessible for aspiring entrepreneurs to enter the market with limited capital while addressing the growing demand for convenient and environmentally conscious car care solutions.

### 2. Scope:

The scope covers the following:

- Learn how to leverage technology for business innovation, conduct market research, and implement digital marketing strategies.
- Gain a comprehensive understanding of car washing techniques, including waterless methods and interior detailing.
- Learn about the different types of car washes and how to implement quality control measures.
- Understand the importance of water management and compliance with water treatment regulations.
- Develop skills in fleet washing services, odor removal, and interior sanitization for commercial clients.
- Explore continuous improvement techniques and innovations in car washing technology.
- Understand advanced concepts in market research and customer targeting for car washing businesses.
- Learn various business models, legal requirements, and customer service strategies in the car washing industry.
- Develop skills in pricing strategies, marketing, financial management, and human resource management specific to car wash operations.
- Explore innovative techniques for revenue management, budgeting, cost control, and financial analysis in the car washing business.
- Gain knowledge of risk management strategies, insurance requirements, and collaboration opportunities with auto dealerships and rental agencies.
- Apply theoretical knowledge to real-world scenarios and analyze data collected during the project.
- Enhance writing and presentation skills through the creation of a professional project report.
- Gain practical experience in business research, analysis, and business project management.

### **3. Elements and Performance Criteria:**

#### **Introduction to Car Washing Business**

- PC1.** Define the basic concepts and principles of starting and operating a car washing business.
- PC2.** Identify potential target markets and customer segments for a car washing business.
- PC3.** Understand the initial steps and legal requirements involved in establishing a car washing business.
- PC4.** Develop a basic business plan outlining the mission, objectives, and strategies for a car washing venture.

#### **Understanding the Car Washing Industry**

- PC5.** Explore the various segments and market trends within the car washing industry.
- PC6.** Analyze the competitive landscape and identify key players in the car washing market.
- PC7.** Understand the impact of external factors such as economic conditions and regulatory changes on the car washing industry.
- PC8.** Evaluate potential growth opportunities and challenges within the car washing sector.

#### **Basic Car Washing Techniques and Procedures**

- PC9.** Learn fundamental car washing techniques, including pre-wash inspection, exterior cleaning, and drying.
- PC10.** Understand the importance of using proper washing tools and techniques to prevent scratches and swirl marks.
- PC11.** Practice safe and efficient car washing procedures to maintain vehicle aesthetics and integrity.
- PC12.** Develop skills in detailing and finishing touches to enhance the overall cleanliness and appearance of a vehicle.

#### **Exterior Car Cleaning**

- PC13.** Master exterior car cleaning techniques to remove dirt, grime, and contaminants from the vehicle's surface.
- PC14.** Learn how to safely wash and rinse the exterior of a vehicle using the two-bucket method or foam cannon.
- PC15.** Understand the importance of clay bar treatment and paint decontamination for achieving a smooth and glossy finish.
- PC16.** Practice proper drying and finishing techniques to prevent water spots and streaks on the vehicle's paint.

#### **Machine and Equipment for Car Washing Business**

- PC17.** Identify the essential equipment and machines required to start and operate a car washing business.
- PC18.** Understand the functions and maintenance requirements of car washing equipment such as pressure washers, vacuum cleaners, and detailing machines.
- PC19.** Evaluate different equipment options based on performance, durability, and cost-effectiveness.
- PC20.** Develop a procurement plan to acquire necessary equipment and negotiate supplier agreements.

### **Introduction to Waterless Car Washing Techniques**

- PC21.** Learn about the principles and benefits of waterless car washing techniques.
- PC22.** Understand the various waterless car washing products and their applications.
- PC23.** Master the process of performing a thorough waterless car wash, including surface preparation, product application, and buffing.
- PC24.** Demonstrate proficiency in waterless car washing techniques through hands-on practice and evaluation.

### **Car Washing Techniques for Different Vehicle Types**

- PC25.** Adapt car washing techniques to accommodate various vehicle types, including cars, trucks, SUVs, and motorcycles.
- PC26.** Understand the unique challenges and considerations associated with washing different vehicle sizes, shapes, and materials.
- PC27.** Develop specialized techniques for cleaning specific areas of vehicles, such as wheels, tires, and undercarriages.
- PC28.** Customize car washing services to meet the needs and preferences of diverse customer segments.

### **Interior Car Cleaning**

- PC29.** Learn the process of thoroughly cleaning and detailing the interior of a vehicle.
- PC30.** Identify common interior cleaning tasks, including vacuuming, upholstery cleaning, and dashboard polishing.
- PC31.** Understand the importance of using appropriate cleaning products and tools for different interior surfaces.
- PC32.** Master interior car cleaning techniques to achieve professional results and customer satisfaction.

### **Engine Bay Cleaning**

- PC33.** Understand the importance of engine bay cleaning for vehicle maintenance and aesthetics.
- PC34.** Learn how to safely clean and degrease the engine bay without causing damage to electrical components or sensors.
- PC35.** Identify common engine bay cleaning products and tools, such as degreasers, brushes, and protective coatings.
- PC36.** Master engine bay cleaning techniques to remove dirt, grease, and oil residues effectively.

### **Environmental Sustainability Practices in Car Washing**

- PC37.** Understand the environmental impact of traditional car washing methods and the importance of adopting sustainable practices.
- PC38.** Implement eco-friendly car washing techniques and products to minimize water usage and reduce pollution.
- PC39.** Educate customers about the benefits of environmentally sustainable car washing practices and promote eco-conscious behavior.
- PC40.** Monitor and assess the environmental performance of car washing operations, including water usage, waste management, and energy consumption.

### **Health and Safety Standards in Car Washing Operations**

- PC41.** Identify potential health and safety hazards associated with car washing operations.



- PC42.** Implement best practices and protocols to ensure a safe working environment for employees and customers.
- PC43.** Comply with relevant health and safety regulations and standards applicable to car washing businesses.
- PC44.** Train staff on proper safety procedures and emergency protocols to prevent accidents and injuries.

#### **Implementing Waste Management Techniques for Car Washing Business**

- PC45.** Identify types of waste generated during car washing processes.
- PC46.** Develop methods for recycling or reusing water in car washing operations.
- PC47.** Dispose of hazardous substances like detergents and cleaning chemicals responsibly.
- PC48.** Set up and manage water filtration systems for wastewater treatment.

#### **Implementing Quality Control Measures in Car Washing**

- PC49.** Establish quality control protocols to ensure consistency and excellence in car washing services.
- PC50.** Develop criteria and standards for evaluating the quality of car wash results, including cleanliness, shine, and customer satisfaction.
- PC51.** Implement inspection procedures to identify and address any issues or deficiencies in the car washing process.
- PC52.** Train staff on quality control measures and empower them to take corrective actions to maintain service excellence.

#### **Continuous Improvement Techniques for Car Wash Operations**

- PC53.** Foster a culture of continuous improvement within the car wash business to drive innovation and efficiency.
- PC54.** Implement feedback mechanisms to gather input from customers, employees, and stakeholders for process improvement.
- PC55.** Utilize performance data and key performance indicators (KPIs) to identify areas of opportunity and track progress over time.
- PC56.** Encourage employee involvement in problem-solving and decision-making to generate creative solutions and drive operational excellence.

#### **Innovations in Car Washing Technology**

- PC57.** Stay abreast of the latest advancements in car washing technology, including automation, robotics, and water recycling systems.
- PC58.** Evaluate the potential benefits and challenges of adopting new technologies in the car wash industry.
- PC59.** Identify innovative solutions to improve efficiency, sustainability, and customer experience in car wash operations.
- PC60.** Collaborate with technology vendors and industry partners to implement cutting-edge solutions and stay competitive in the market.

#### **Identifying Target Customers in Car Washing Business**

- PC61.** Define target customer segments for the car washing business based on demographic, psychographic, and behavioral characteristics.
- PC62.** Conduct market analysis to identify potential customer needs, preferences, and pain points related to car washing services.
- PC63.** Develop customer personas to represent different segments of the target audience and tailor marketing strategies accordingly.

**PC64.** Implement targeted marketing campaigns and messaging to reach and engage specific customer segments effectively.

#### **Car Washing Business Models and Strategies**

**PC65.** Explore different business models and revenue streams for car washing businesses, such as standalone facilities, mobile services, and franchise opportunities.

**PC66.** Evaluate the pros and cons of each business model in terms of investment requirements, scalability, and market opportunities.

**PC67.** Develop a business strategy and operating model that aligns with the goals and resources of the car washing venture.

**PC68.** Identify strategies for differentiation, competitive advantage, and sustainable growth in the car washing market.

#### **Legal Requirements and Regulations for Car Washing Businesses**

**PC69.** Understand the legal and regulatory framework governing car washing businesses, including licensing, permits, and environmental regulations.

**PC70.** Identify industry-specific regulations and standards related to water usage, wastewater discharge, and hazardous materials handling.

**PC71.** Develop compliance strategies and procedures to ensure adherence to applicable laws and regulations.

**PC72.** Establish systems for monitoring regulatory changes and updating policies and practices accordingly to maintain compliance.

#### **Marketing Essentials for Car Washing Businesses**

**PC73.** Learn fundamental marketing concepts and principles relevant to the car washing industry.

**PC74.** Identify target markets, customer segments, and positioning strategies for car washing businesses.

**PC75.** Develop marketing mix strategies encompassing product, price, place, and promotion to reach and engage target customers.

**PC76.** Utilize marketing tools and channels such as advertising, branding, digital marketing, and customer relationship management (CRM) to drive business growth.

#### **Budgeting and Cost Control in Car Wash Operations**

**PC77.** Develop budgeting skills to allocate financial resources effectively and efficiently in car wash operations.

**PC78.** Identify fixed and variable costs associated with operating a car wash business, including labour, utilities, supplies, and maintenance.

**PC79.** Implement cost control measures to reduce expenses, optimize resource utilization, and improve profitability.

**PC80.** Monitor budget performance and variance analysis to identify opportunities for cost savings and operational improvement.

#### **Market Research Techniques for Car Washing Businesses**

**PC81.** Learn how to conduct market research to gather insights into customer preferences, industry trends, and competitive dynamics.

**PC82.** Identify appropriate research methodologies, such as surveys, interviews, and focus groups, to collect relevant data from target markets.

**PC83.** Analyze market research findings to identify opportunities for business growth, product innovation, and marketing strategy development.

**PC84.** Use market research data to inform strategic decision-making and improve the competitiveness of the car washing business.

### **Customer Service Skills for Car Washing Businesses**

- PC85.** Develop essential customer service skills, such as active listening, empathy, and effective communication, to enhance the customer experience.
- PC86.** Understand customer expectations and preferences regarding car washing services and interactions with service providers.
- PC87.** Learn techniques for handling customer inquiries, complaints, and feedback professionally and efficiently.
- PC88.** Empower employees to deliver exceptional customer service through training, recognition, and support.

### **Managing Financial Literacy in a Car Washing Business**

- PC89.** Develop financial management skills to effectively manage revenue, expenses, and cash flow in a car washing business.
- PC90.** Understand basic accounting principles and financial statements, including income statements, balance sheets, and cash flow statements.
- PC91.** Implement budgeting and forecasting processes to plan and control expenses, investments, and business growth initiatives.
- PC92.** Utilize financial analysis tools and metrics to evaluate business performance, profitability, and return on investment (ROI).

### **Insurance Requirements for Car Wash Operations**

- PC93.** Understand the insurance needs and requirements specific to car wash operations, including liability insurance, property insurance, and workers' compensation.
- PC94.** Evaluate insurance options and coverage limits to protect against potential risks and liabilities associated with operating a car wash business.
- PC95.** Work with insurance brokers and providers to customize insurance policies that meet the unique needs and circumstances of the car wash operation.
- PC96.** Maintain accurate records of insurance coverage, premiums, claims, and policy renewals to ensure compliance and financial protection.

### **Networking Skills for Car Wash Entrepreneurs**

- PC97.** Develop personalized networking strategies
- PC98.** Build productive professional relationships for building network
- PC99.** Utilize social media and industry events effectively for network building
- PC100.** Master networking conversations and follow-up techniques

### **Creating an Effective Marketing Plan for a Car Wash**

- PC101.** Develop a comprehensive marketing plan outlining objectives, target audience, strategies, tactics, and budget allocation for promoting a car wash business.
- PC102.** Conduct market analysis to assess competitive landscape, customer needs, and market trends influencing marketing strategy development.
- PC103.** Identify key marketing channels and platforms for reaching target customers, such as social media, local advertising, and community events.
- PC104.** Set measurable marketing goals and metrics to track performance and evaluate the effectiveness of marketing initiatives.

#### **Time Management Skills for Car Washing Business**

- PC105.** Organize and prioritize daily car washing tasks based on bookings, urgency, and resources.
- PC106.** Complete each service step within allocated time using tools and manpower effectively.
- PC107.** Collaborate with team members and adjust schedules to handle delays or unexpected issues.
- PC108.** Maintain punctuality and deliver services within promised timelines without compromising quality.

#### **Manage Branding and Promotion of Business**

- PC109.** Analyze the target audience to determine their preferences and behavior.
- PC110.** Define the brand's mission, vision, and unique selling proposition (USP).
- PC111.** Design a comprehensive branding strategy aligned with business objectives.
- PC112.** Utilize market research tools to assess competitors' branding and promotional strategies.

#### **Detailed Project Report on Small Car Washing Business**

- PC113.** Capability to plan and propose a project effectively.
- PC114.** Proficiency in selecting and utilizing appropriate research methods and collecting data.
- PC115.** Competence in analyzing and interpreting data accurately.
- PC116.** Competence in managing project execution and resources efficiently.
- PC117.** Ability to write and structure a comprehensive project report.

#### **4. Knowledge and Understanding (KU):**

The individual in the business needs to know and understand:

- KU1.** Research and analysis
- KU2.** Economic and business terminology
- KU3.** Creative thinking techniques
- KU4.** Brainstorming and ideation
- KU5.** Business planning
- KU6.** Financial modeling
- KU7.** Market research
- KU8.** Risk assessment
- KU9.** Local, state, and central regulations
- KU10.** Budgeting and financial management

- KU11.** Resourcefulness and ingenuity
- KU12.** Negotiation
- KU13.** Time management
- KU14.** Government programs and policies
- KU15.** Market analysis
- KU16.** Strategic planning
- KU17.** Benchmarking
- KU18.** Competitive analysis
- KU19.** Basic business management
- KU20.** Industry knowledge
- KU21.** Technical knowledge of car cleaning
- KU22.** Equipment handling
- KU23.** Safety protocols
- KU24.** Environment Friendly Practices
- KU25.** Quality control
- KU26.** Surface preparation techniques
- KU27.** Use of cleaning products and equipment
- KU28.** Environmental regulations
- KU29.** Market segmentation
- KU30.** Customer profiling
- KU31.** Data analysis
- KU32.** Business model development
- KU33.** Business Compliance
- KU34.** Documentation and record-keeping
- KU35.** Digital marketing
- KU36.** Brand management
- KU37.** Social media marketing
- KU38.** Content creation
- KU39.** Business plan writing
- KU40.** Financial projections

**5. Generic Skills (GS):**

User/individual in business needs to know how to:

- GS1.** Critical Thinking
- GS2.** Communication Skills
- GS3.** Adaptability
- GS4.** Problem-solving
- GS5.** Networking
- GS6.** Creative Thinking
- GS7.** Open-mindedness
- GS8.** Collaboration
- GS9.** Curiosity
- GS10.** Risk-taking
- GS11.** Decision-making
- GS12.** Time Management
- GS13.** Perseverance
- GS14.** Resourcefulness
- GS15.** Resilience
- GS16.** Positive Attitude
- GS17.** Self-reflection
- GS18.** Stress Management
- GS19.** Flexibility
- GS20.** Attention to Detail
- GS21.** Research Skills
- GS22.** Patience
- GS23.** Negotiation Skills
- GS24.** Persuasion
- GS25.** Leadership
- GS26.** Analytical Thinking
- GS27.** Physical Stamina
- GS28.** Empathy
- GS29.** Social Media Skills
- GS30.** Creativity

## Annexure: Assessment Criteria

Detailed PC-wise assessment criteria and assessment marks for the NOS are as follows:

No.	Module Names	Assessment Criteria for Performance Criteria/Learning Outcomes	Theory Marks	Practical Marks	Project Marks	Viva Marks
1.	Introduction to Car Washing Business	Define the basic concepts and principles of starting and operating a car washing business.	1	0	0	0
		Identify potential target markets and customer segments for a car washing business.	1	0	0	0
		Understand the initial steps and legal requirements involved in establishing a car washing business.	1	0	0	0
		Develop a basic business plan outlining the mission, objectives, and strategies for a car washing venture.	1	0	0	0
		<b>Total Marks</b>	<b>4</b>	<b>0</b>	<b>0</b>	<b>0</b>
2.	Understanding the Car Washing Industry	Explore the various segments and market trends within the car washing industry.	1	0	0	0
		Analyze the competitive landscape and identify key players in the car washing market.	1	0	0	0
		Understand the impact of external factors such as economic conditions and regulatory changes on the car washing industry.	1	0	0	0
		Evaluate potential growth opportunities and challenges within the car washing sector.	1	0	0	0
		<b>Total Marks</b>	<b>4</b>	<b>0</b>	<b>0</b>	<b>0</b>
3.	Basic Car Washing Techniques and Procedures	Learn fundamental car washing techniques, including pre-wash inspection, exterior cleaning, and drying.	1	0	0	0
		Understand the importance of using proper washing tools and techniques to prevent scratches and swirl marks.	1	0	0	0
		Practice safe and efficient car washing procedures to maintain vehicle aesthetics and integrity.	1	0	0	0
		Develop skills in detailing and finishing touches to enhance the overall cleanliness and appearance of a vehicle.	1	0	0	0
		<b>Total Marks</b>	<b>4</b>	<b>0</b>	<b>0</b>	<b>0</b>
4.	Exterior Car Cleaning	Master exterior car cleaning techniques to remove dirt, grime, and contaminants from the vehicle's surface.	1	0	0	0
		Learn how to safely wash and rinse the exterior of a vehicle using the two-bucket method or foam cannon.	1	0	0	0
		Understand the importance of clay bar treatment and paint decontamination for achieving a smooth and glossy finish.	1	0	0	0

No.	Module Names	Assessment Criteria for Performance Criteria/Learning Outcomes	Theory Marks	Practical Marks	Project Marks	Viva Marks
		Practice proper drying and finishing techniques to prevent water spots and streaks on the vehicle's paint.	1	0	0	0
		<b>Total Marks</b>	<b>4</b>	<b>0</b>	<b>0</b>	<b>0</b>
5.	Machine and Equipment for Car Washing Business	Identify the essential equipment and machines required to start and operate a car washing business.	1	0	0	0
		Understand the functions and maintenance requirements of car washing equipment such as pressure washers, vacuum cleaners, and detailing machines.	1	0	0	0
		Evaluate different equipment options based on performance, durability, and cost-effectiveness.	1	0	0	0
		Develop a procurement plan to acquire necessary equipment and negotiate supplier agreements.	1	0	0	0
		<b>Total Marks</b>	<b>4</b>	<b>0</b>	<b>0</b>	<b>0</b>
6.	Introduction to Waterless Car Washing Techniques	Learn about the principles and benefits of waterless car washing techniques.	1	0	0	0
		Understand the various waterless car washing products and their applications.	1	0	0	0
		Master the process of performing a thorough waterless car wash, including surface preparation, product application, and buffing.	1	0	0	0
		Demonstrate proficiency in waterless car washing techniques through hands-on practice and evaluation.	1	0	0	0
		<b>Total Marks</b>	<b>4</b>	<b>0</b>	<b>0</b>	<b>0</b>
7.	Car Washing Techniques for Different Vehicle Types	Adapt car washing techniques to accommodate various vehicle types, including cars, trucks, SUVs, and motorcycles.	1	0	0	0
		Understand the unique challenges and considerations associated with washing different vehicle sizes, shapes, and materials.	1	0	0	0
		Develop specialized techniques for cleaning specific areas of vehicles, such as wheels, tires, and undercarriages.	1	0	0	0
		Customize car washing services to meet the needs and preferences of diverse customer segments.	1	0	0	0
		<b>Total Marks</b>	<b>4</b>	<b>0</b>	<b>0</b>	<b>0</b>
8.	Interior Car Cleaning	Learn the process of thoroughly cleaning and detailing the interior of a vehicle.	1	0	0	0
		Identify common interior cleaning tasks, including vacuuming, upholstery cleaning, and dashboard polishing.	1	0	0	0
		Understand the importance of using appropriate cleaning products and tools for different interior surfaces.	1	0	0	0
		Master interior car cleaning techniques to achieve professional results and customer satisfaction.	1	0	0	0
		<b>Total Marks</b>	<b>4</b>	<b>0</b>	<b>0</b>	<b>0</b>
9.	Engine Bay Cleaning	Understand the importance of engine bay cleaning for vehicle maintenance and aesthetics.	1	0	0	0



No.	Module Names	Assessment Criteria for Performance Criteria/Learning Outcomes	Theory Marks	Practical Marks	Project Marks	Viva Marks
		Learn how to safely clean and degrease the engine bay without causing damage to electrical components or sensors.	1	0	0	0
		Identify common engine bay cleaning products and tools, such as degreasers, brushes, and protective coatings.	1	0	0	0
		Master engine bay cleaning techniques to remove dirt, grease, and oil residues effectively.	1	0	0	0
		<b>Total Marks</b>	<b>4</b>	<b>0</b>	<b>0</b>	<b>0</b>
10.	Environmental Sustainability Practices in Car Washing	Understand the environmental impact of traditional car washing methods and the importance of adopting sustainable practices.	1	0	0	0
		Implement eco-friendly car washing techniques and products to minimize water usage and reduce pollution.	1	0	0	0
		Educate customers about the benefits of environmentally sustainable car washing practices and promote eco-conscious behavior.	1	0	0	0
		Monitor and assess the environmental performance of car washing operations, including water usage, waste management, and energy consumption.	1	0	0	0
		<b>Total Marks</b>	<b>4</b>	<b>0</b>	<b>0</b>	<b>0</b>
11.	Health and Safety Standards in Car Washing Operations	Identify potential health and safety hazards associated with car washing operations.	1	0	0	0
		Implement best practices and protocols to ensure a safe working environment for employees and customers.	1	0	0	0
		Comply with relevant health and safety regulations and standards applicable to car washing businesses.	1	0	0	0
		Train staff on proper safety procedures and emergency protocols to prevent accidents and injuries.	1	0	0	0
		<b>Total Marks</b>	<b>4</b>	<b>0</b>	<b>0</b>	<b>0</b>
12.	Implementing Waste Management Techniques for Car Washing Business	Identify types of waste generated during car washing processes.	1	0	0	0
		Develop methods for recycling or reusing water in car washing operations.	1	0	0	0
		Dispose of hazardous substances like detergents and cleaning chemicals responsibly.	1	0	0	0
		Set up and manage water filtration systems for wastewater treatment.	1	0	0	0
		<b>Total Marks</b>	<b>4</b>	<b>0</b>	<b>0</b>	<b>0</b>
13.	Implementing Quality Control Measures in Car Washing	Establish quality control protocols to ensure consistency and excellence in car washing services.	1	0	0	0
		Develop criteria and standards for evaluating the quality of car wash results, including cleanliness, shine, and customer satisfaction.	1	0	0	0
		Implement inspection procedures to identify and address any issues or deficiencies in the car washing process.	1	0	0	0

No.	Module Names	Assessment Criteria for Performance Criteria/Learning Outcomes	Theory Marks	Practical Marks	Project Marks	Viva Marks
		Train staff on quality control measures and empower them to take corrective actions to maintain service excellence.	1	0	0	0
		<b>Total Marks</b>	<b>4</b>	<b>0</b>	<b>0</b>	<b>0</b>
14.	Continuous Improvement Techniques for Car Wash Operations	Foster a culture of continuous improvement within the car wash business to drive innovation and efficiency.	1	0	0	0
		Implement feedback mechanisms to gather input from customers, employees, and stakeholders for process improvement.	1	0	0	0
		Utilize performance data and key performance indicators (KPIs) to identify areas of opportunity and track progress over time.	1	0	0	0
		Encourage employee involvement in problem-solving and decision-making to generate creative solutions and drive operational excellence.	1	0	0	0
		<b>Total Marks</b>	<b>4</b>	<b>0</b>	<b>0</b>	<b>0</b>
15.	Innovations in Car Washing Technology	Stay abreast of the latest advancements in car washing technology, including automation, robotics, and water recycling systems.	1	0	0	0
		Evaluate the potential benefits and challenges of adopting new technologies in the car wash industry.	1	0	0	0
		Identify innovative solutions to improve efficiency, sustainability, and customer experience in car wash operations.	1	0	0	0
		Collaborate with technology vendors and industry partners to implement cutting-edge solutions and stay competitive in the market.	1	0	0	0
		<b>Total Marks</b>	<b>4</b>	<b>0</b>	<b>0</b>	<b>0</b>
16.	Identifying Target Customers in Car Washing Business	Define target customer segments for the car washing business based on demographic, psychographic, and behavioral characteristics.	1	0	0	0
		Conduct market analysis to identify potential customer needs, preferences, and pain points related to car washing services.	1	0	0	0
		Develop customer personas to represent different segments of the target audience and tailor marketing strategies accordingly.	1	0	0	0
		Implement targeted marketing campaigns and messaging to reach and engage specific customer segments effectively.	1	0	0	0
		<b>Total Marks</b>	<b>4</b>	<b>0</b>	<b>0</b>	<b>0</b>
17.	Car Washing Business Models and Strategies	Explore different business models and revenue streams for car washing businesses, such as standalone facilities, mobile services, and franchise opportunities.	1	0	0	0
		Evaluate the pros and cons of each business model in terms of investment requirements, scalability, and market opportunities.	1	0	0	0

No.	Module Names	Assessment Criteria for Performance Criteria/Learning Outcomes	Theory Marks	Practical Marks	Project Marks	Viva Marks
		Develop a business strategy and operating model that aligns with the goals and resources of the car washing venture.	1	0	0	0
		Identify strategies for differentiation, competitive advantage, and sustainable growth in the car washing market.	1	0	0	0
		<b>Total Marks</b>	<b>4</b>	<b>0</b>	<b>0</b>	<b>0</b>
18.	Legal Requirements and Regulations for Car Washing Businesses	Understand the legal and regulatory framework governing car washing businesses, including licensing, permits, and environmental regulations.	1	0	0	0
		Identify industry-specific regulations and standards related to water usage, wastewater discharge, and hazardous materials handling.	1	0	0	0
		Develop compliance strategies and procedures to ensure adherence to applicable laws and regulations.	1	0	0	0
		Establish systems for monitoring regulatory changes and updating policies and practices accordingly to maintain compliance.	1	0	0	0
		<b>Total Marks</b>	<b>4</b>	<b>0</b>	<b>0</b>	<b>0</b>
19.	Marketing Essentials for Car Washing Businesses	Learn fundamental marketing concepts and principles relevant to the car washing industry.	1	0	0	0
		Identify target markets, customer segments, and positioning strategies for car washing businesses.	1	0	0	0
		Develop marketing mix strategies encompassing product, price, place, and promotion to reach and engage target customers.	1	0	0	0
		Utilize marketing tools and channels such as advertising, branding, digital marketing, and customer relationship management (CRM) to drive business growth.	1	0	0	0
		<b>Total Marks</b>	<b>4</b>	<b>0</b>	<b>0</b>	<b>0</b>
20.	Budgeting and Cost Control in Car Wash Operations	Develop budgeting skills to allocate financial resources effectively and efficiently in car wash operations.	1	0	0	0
		Identify fixed and variable costs associated with operating a car wash business, including labour, utilities, supplies, and maintenance.	1	0	0	0
		Implement cost control measures to reduce expenses, optimize resource utilization, and improve profitability.	1	0	0	0
		Monitor budget performance and variance analysis to identify opportunities for cost savings and operational improvement.	1	0	0	0
		<b>Total Marks</b>	<b>4</b>	<b>0</b>	<b>0</b>	<b>0</b>
21.	Market Research Techniques for Car Washing Businesses	Learn how to conduct market research to gather insights into customer preferences, industry trends, and competitive dynamics.	1	0	0	0
		Identify appropriate research methodologies, such as surveys, interviews, and focus groups, to collect relevant data from target markets.	1	0	0	0

No.	Module Names	Assessment Criteria for Performance Criteria/Learning Outcomes	Theory Marks	Practical Marks	Project Marks	Viva Marks
		Analyze market research findings to identify opportunities for business growth, product innovation, and marketing strategy development.	1	0	0	0
		Use market research data to inform strategic decision-making and improve the competitiveness of the car washing business.	1	0	0	0
		<b>Total Marks</b>	<b>4</b>	<b>0</b>	<b>0</b>	<b>0</b>
22.	Customer Service Skills for Car Washing Businesses	Develop essential customer service skills, such as active listening, empathy, and effective communication, to enhance the customer experience.	1	0	0	0
		Understand customer expectations and preferences regarding car washing services and interactions with service providers.	1	0	0	0
		Learn techniques for handling customer inquiries, complaints, and feedback professionally and efficiently.	1	0	0	0
		Empower employees to deliver exceptional customer service through training, recognition, and support.	1	0	0	0
		<b>Total Marks</b>	<b>4</b>	<b>0</b>	<b>0</b>	<b>0</b>
23.	Managing Financial Literacy in a Car Washing Business	Develop financial management skills to effectively manage revenue, expenses, and cash flow in a car washing business.	1	0	0	0
		Understand basic accounting principles and financial statements, including income statements, balance sheets, and cash flow statements.	1	0	0	0
		Implement budgeting and forecasting processes to plan and control expenses, investments, and business growth initiatives.	1	0	0	0
		Utilize financial analysis tools and metrics to evaluate business performance, profitability, and return on investment (ROI).	1	0	0	0
		<b>Total Marks</b>	<b>4</b>	<b>0</b>	<b>0</b>	<b>0</b>
24.	Insurance Requirements for Car Wash Operations	Understand the insurance needs and requirements specific to car wash operations, including liability insurance, property insurance, and workers' compensation.	1	0	0	0
		Evaluate insurance options and coverage limits to protect against potential risks and liabilities associated with operating a car wash business.	1	0	0	0
		Work with insurance brokers and providers to customize insurance policies that meet the unique needs and circumstances of the car wash operation.	1	0	0	0
		Maintain accurate records of insurance coverage, premiums, claims, and policy renewals to ensure compliance and financial protection.	1	0	0	0
		<b>Total Marks</b>	<b>4</b>	<b>0</b>	<b>0</b>	<b>0</b>
25.	Networking Skills for Car Wash Entrepreneurs	Develop personalized networking strategies	1	0	0	0
		Build productive professional relationships for building network	1	0	0	0

No.	Module Names	Assessment Criteria for Performance Criteria/Learning Outcomes	Theory Marks	Practical Marks	Project Marks	Viva Marks
		Utilize social media and industry events effectively for network building	1	0	0	0
		Master networking conversations and follow-up techniques	1	0	0	0
		<b>Total Marks</b>	<b>4</b>	<b>0</b>	<b>0</b>	<b>0</b>
26.	Creating an Effective Marketing Plan for a Car Wash	Develop a comprehensive marketing plan outlining objective, target audience, strategies, tactics, and budget allocation for promoting a car wash business.	1	0	0	0
		Conduct market analysis to assess competitive landscape, customer needs, and market trends influencing marketing strategy development.	1	0	0	0
		Identify key marketing channels and platforms for reaching target customers, such as social media, local advertising, and community events.	1	0	0	0
		Set measurable marketing goals and metrics to track performance and evaluate the effectiveness of marketing initiatives.	1	0	0	0
		<b>Total Marks</b>	<b>4</b>	<b>0</b>	<b>0</b>	<b>0</b>
27.	Time Management Skills for Car Washing Business	Organize and prioritize daily car washing tasks based on bookings, urgency, and resources.	1	0	0	0
		Complete each service step within allocated time using tools and manpower effectively.	1	0	0	0
		Collaborate with team members and adjust schedules to handle delays or unexpected issues.	1	0	0	0
		Maintain punctuality and deliver services within promised timelines without compromising quality.	1	0	0	0
		<b>Total Marks</b>	<b>4</b>	<b>0</b>	<b>0</b>	<b>0</b>
28.	Manage Branding and Promotion of Business	Analyze the target audience to determine their preferences and behavior.	1	0	0	0
		Define the brand's mission, vision, and unique selling proposition (USP).	1	0	0	0
		Design a comprehensive branding strategy aligned with business objectives.	1	0	0	0
		Utilize market research tools to assess competitors' branding and promotional strategies.	1	0	0	0
		<b>Total Marks</b>	<b>4</b>	<b>0</b>	<b>0</b>	<b>0</b>
29.	Detailed Project Report on Car Washing Business	Capability to plan and propose a project effectively.	0	0	8	2
		Proficiency in selecting and utilizing appropriate research methods and collecting data.	0	0	7	2
		Competence in analyzing and interpreting data accurately.	0	0	7	2
		Competence in managing project execution and resources efficiently.	0	0	8	2
		Ability to write and structure a comprehensive project report.	0	0	8	2
		<b>Total Marks</b>	<b>0</b>	<b>0</b>	<b>38</b>	<b>10</b>
<b>Total Marks for NOS Qualification</b>			<b>112</b>	<b>0</b>	<b>38</b>	<b>10</b>

## Annexure: Assessment Strategy

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

*Mention the detailed assessment strategy in the provided template.*

**Assessment Overview:** The assessment strategy for the Entrepreneurship in Car Washing qualification is designed to comprehensively evaluate students' understanding, application, and integration of theoretical concepts with practical skills in managing a car wash business. The assessment methods include written assignments and case studies, MCQ based segment-wise final tests, development, and evaluation of a comprehensive project report based on experiential learning, and a viva voice examination on the project work undertaken by the students.

### Assessment Methods:

#### 1. Written Assignments and Case Studies:

- Purpose: To assess students' ability to analyze and solve real-world problems related to car wash business management.
- Description: Students will be required to complete written assignments and case studies that simulate scenarios encountered in the car wash industry. These assessments will evaluate their critical thinking, problem-solving, and decision-making skills.

#### 2. MCQ Based Segment Wise Final Test:

- Purpose: To evaluate students' understanding of key concepts and principles covered in each module of the qualification.
- Description: The final test will consist of multiple-choice questions (MCQs) covering each module of the qualification. This assessment will test students' knowledge and comprehension of the course material.

#### 3. Development & Evaluation of a Comprehensive Project Report:

- Purpose: To assess students' ability to apply theoretical concepts to real-world situations and to effectively communicate their findings and recommendations.
- Description: Students will undertake a practical project (e.g., market research, operational improvement, marketing strategy) related to car wash business management. They will develop a comprehensive project report based on their experiential learning, detailing their project objectives, methodology, findings, and recommendations. The project report will be evaluated based on its clarity, depth of analysis, and practical relevance.

#### 4. Viva on the Project Work Taken Up:

- Purpose: To assess students' understanding of their project work and their ability to articulate and defend their findings and recommendations.
- Description: Students will participate in a viva voice examination where they will present and discuss their project work with a panel of examiners. The viva will assess their knowledge, understanding, and critical reflection on their project, as well as their ability to respond to questions and feedback.

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

- Demonstration of understanding and application of theoretical concepts.
- Critical analysis and evaluation of information.
- Effectiveness of communication and presentation.
- Creativity and innovation in problem-solving.
- Ability to work independently and collaboratively.
- Ability to reflect on learning and apply feedback.

**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.

## Annexure: Government Initiatives to Promote Car Washing Business

### 1. Introduction:

The automobile industry in India is a crucial pillar of the economy, contributing significantly to employment, GDP, and industrial growth. Recognizing its importance, the Indian government has implemented various initiatives to support and promote the sector. These initiatives not only benefit automobile manufacturers and suppliers but also have a cascading effect on related industries, including car washing services. This article delves into the comprehensive support provided by the Indian government to the automobile industry and how it indirectly impacts the car washing sector.

### 2. Government Initiatives for Automobile Industry, thus driving demand for Car Washing:

- a) Production-Linked Incentive (PLI) Scheme for Automobile and Auto Component Industry:** The PLI scheme, launched as part of the Atmanirbhar Bharat Abhiyan, aims to boost domestic manufacturing and enhance the competitiveness of the automobile and auto component industry. Under this scheme, eligible



manufacturers receive financial incentives based on their incremental sales of vehicles and components. By incentivizing production and localization, the PLI scheme not only strengthens the automobile industry but also stimulates demand for vehicles, thereby increasing the need for car washing services.

- b) **Faster Adoption and Manufacturing of Electric Vehicles (FAME) India II Scheme:** The FAME India II scheme focuses on promoting the adoption of electric and hybrid vehicles in India. It offers incentives for purchasing electric vehicles (EVs) and establishing charging infrastructure. By encouraging the use of EVs, the government aims to reduce vehicular emissions and promote sustainable transportation. As the adoption of EVs increases, there will be a shift in the demand for car washing services towards electric vehicle cleaning, creating new opportunities for entrepreneurs in the car washing sector.
- c) **Capital Goods Scheme:** The Capital Goods Scheme provides financial assistance for acquiring capital goods, including machinery and equipment, used in the manufacturing of automobiles and auto components. By supporting the modernization and technological upgradation of production facilities, this scheme enhances the efficiency and quality of automobile manufacturing. As a result, there is a higher demand for high-quality car washing services to maintain and enhance the appearance of these vehicles.
- d) **Vehicle Scrappage Policy:** The recently introduced Vehicle Scrappage Policy aims to promote the replacement of old and polluting vehicles with new, fuel-efficient ones. Under this policy, vehicles older than 15 years will be scrapped, and incentives will be provided for purchasing new vehicles. This policy not only boosts automobile sales but also increases the need for car washing services, as owners of new vehicles are likely to be more conscious about maintaining their vehicles.
- e) **National Automotive Board (NAB):** The National Automotive Board, under the Department of Heavy Industry, plays a crucial role in formulating policies and schemes for the development of the automobile industry. It promotes research and development, technology upgradation, and skill development in the sector, which ultimately leads to the production of better-quality vehicles that require regular maintenance and washing.

### 3. Government Support for Car Washing Entrepreneurship:

- a) **Prime Minister's Employment Generation Programme (PMEGP):** PMEGP is a credit-linked subsidy scheme aimed at generating employment opportunities in rural and urban areas by promoting entrepreneurship. Under this scheme, aspiring entrepreneurs can avail of financial assistance to start their own businesses, including car washing services. By supporting entrepreneurship in the car washing sector, the government not only creates job opportunities but also improves the overall quality of car washing services in the country.
- b) **MUDRA Scheme:** The MUDRA (Micro Units Development and Refinance Agency) scheme provides funding to micro-enterprises, including car washing units, through various financial institutions. This scheme aims to promote entrepreneurship among small-scale entrepreneurs and facilitate their access to affordable credit. By providing financial support to car washing entrepreneurs, the government stimulates the growth of the car washing sector and enhances its contribution to the economy.
- c) **Chief Minister's Employment Generation Programmes (CMEGP):** The CMEGPs are a credit-linked subsidy schemes of various states similar to PMEGP, but with jurisdiction of respective state, aimed at generating employment opportunities in rural and urban areas by promoting entrepreneurship. Under these schemes,



aspiring entrepreneurs can avail of financial assistance to start their own businesses, including car washing services. By supporting entrepreneurship in the car washing sector, the government not only creates job opportunities but also improves the overall quality of car washing services in the country.

#### **4. Conclusion:**

The Indian government's comprehensive support for the automobile industry through initiatives like the PLI scheme, FAME India II scheme, and Capital Goods Scheme has a significant impact on the car washing sector. These initiatives not only drive demand for vehicles but also promote the use of advanced technologies in automobile manufacturing, leading to a higher demand for high-quality car washing services. Furthermore, the government's support for car washing entrepreneurship through schemes like PMEGP, MUDRA, and CMEGP creates opportunities for aspiring entrepreneurs to enter the car washing sector and contribute to its growth. Overall, the government's efforts to boost the automobile industry indirectly benefit the car washing industry, highlighting the interconnectedness of different sectors in the economy.

### **Annexure: Recommended Complementary Entrepreneurship Modules**

For complete learning experience it's recommended that this NOS should be used in conjunction with an Entrepreneurship NOS or STT essentially containing:

#### **General Entrepreneurship Modules:**

1. The Concept of Entrepreneurship: Definitions and Interpretations
2. Creativity and Innovation in Entrepreneurship: Cultivating a Culture of Idea Generation
3. Steps in the Entrepreneurial Journey: From Idea to Execution
4. Embracing Failure: Learning from Setbacks and Bouncing Back Stronger
5. Decision Making Under Uncertainty: Strategies for Making Informed Choices

#### **Entrepreneurial Skill Modules:**

6. Business Licenses and Permits: Navigating Regulatory Requirements
7. Bootstrapping Your Business: Making the Most of Limited Resources
8. Government Support Programs: Grants, Loans, and Incentives for Entrepreneurs
9. Characteristics of Successful Entrepreneurial Ventures: Lessons from Market Leaders
10. Learning from Failures: Case Studies of Entrepreneurial Setbacks and Recoveries

## Annexure: Acronym and Glossary

### Acronym

Acronym	Description
AA	Assessment Agency
AB	Awarding Body
NCrF	National Credit Framework
NOS	National Occupational Standard(s)
NQR	National Qualification Register
NSQF	National Skills Qualifications Framework

### Glossary

Term	Description
<b>National Occupational Standards (NOS)</b>	NOS define the measurable performance outcomes required from an individual engaged in a particular task. They list down what an individual performing that task should know and also do.
<b>Qualification</b>	A formal outcome of an assessment and validation process which is obtained when a competent body determines that an individual has achieved learning outcomes to given standards
<b>Qualification File</b>	A Qualification File is a template designed to capture necessary information of a Qualification from the perspective of NSQF compliance. The Qualification File will be normally submitted by the awarding body for the qualification.
<b>Sector</b>	A grouping of professional activities on the basis of their main economic function, product, service or technology.

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