



Model Curriculum

QP Name: Sales Engineer - Electronics Product

QP Code: ELE/Q7602

QP Version: 3.0

NSQF Level: 5

Model Curriculum Version: 3.0

Electronics Sector Skills Council of India || 155, 2nd Floor, ESC House, Okhla Industrial Area - Phase 3, New Delhi – 110020

Table of Contents

| | |
|---|----|
| Training Parameters..... | 3 |
| Program Overview | 4 |
| Training Outcomes..... | 4 |
| Compulsory Modules..... | 4 |
| Module Details..... | 6 |
| Module 1: Introduction the role of Sales Engineer - Electronics Product | 6 |
| Module 2: Plan and prepare for sales..... | 7 |
| Module 3: Sell electronics products to potential customers..... | 8 |
| Module 4: Coordinate for installation and commissioning of electronics product..... | 9 |
| Module 5: Sell electronics products to wholesalers and retailers..... | 10 |
| Module 6: Basic Health and Safety Practices | 11 |
| Module 7: Employability Skills (60 Hours) | 12 |
| Module 8: On-the-Job Training..... | 13 |
| Annexure..... | 14 |
| Trainer Requirements | 14 |
| Assessor Requirements..... | 15 |
| Assessment Strategy | 16 |
| References | 17 |
| Glossary..... | 17 |
| Acronyms and Abbreviations..... | 18 |

Training Parameters

| | |
|---|---|
| Sector | Electronics |
| Sub-Sector | Consumer Electronics & IT Hardware |
| Occupation | Product Sales |
| Country | India |
| NSQF Level | 5 |
| Aligned to NCO/ISCO/ISIC Code | NCO - 2015/3322.0101 |
| Minimum Educational Qualification and Experience | Diploma (after 10 (Electrical/Electronics/Mechanical)) with 1 Year of Relevant Experience OR 12th grade pass with 1 year NTC/ NAC with 1 Year of Relevant Experience OR 12th grade Pass with 2 Years of Relevant Experience OR Previous relevant Qualification of NSQF Level (4) with 3 Years of Relevant Experience OR 10th grade pass with 4 Years of Relevant Experience |
| Pre-Requisite License or Training | NA |
| Minimum Job Entry Age | 18 Years |
| Last Reviewed On | 24.02.2022 |
| Next Review Date | 24.02.2025 |
| NSQC Approval Date | 24.02.2022 |
| QP Version | 3.0 |
| Model Curriculum Creation Date | 24.02.2022 |
| Model Curriculum Valid Up to Date | 24.02.2025 |
| Model Curriculum Version | 3.0 |
| Maximum Duration of the Course | 780 Hours |

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.

- Demonstrate ways to plan and prepare for sales.
- Demonstrate procedure of selling electronics products to potential customers
- Demonstrate procedure of coordinating for installation and commissioning of electronics product
- Demonstrate procedure of selling electronics products to wholesalers and retailers
- Interact and coordinate with the supervisor and colleagues etc.
- Follow safe and healthy work practices.

Compulsory Modules

The table lists the modules and their duration corresponding to the Compulsory NOS of the QP.

| NOS and Module Details | Theory Duration | Practical Duration | On-the-Job Training Duration (Mandatory) | On-the-Job Training Duration (Recommended) | Total Duration |
|---|-----------------|--------------------|--|--|----------------|
| Bridge Module | 21:00 | 39:00 | 00:00 | 00:00 | 60:00 |
| Module 1: Introduction to the role of Business Development Executive | 21:00 | 39:00 | 00:00 | 00:00 | 60:00 |
| ELE/N7604 - Plan and prepare for sales | 30:00 | 60:00 | 30:00 | 00:00 | 120:00 |
| Module 2: Plan and prepare for sales | 30:00 | 60:00 | 30:00 | 00:00 | 120:00 |
| ELE/N7605 - Sell electronics products to potential customers | 30:00 | 60:00 | 60:00 | 00:00 | 150:00 |
| Module 3: Sell electronics products to potential customers | 30:00 | 60:00 | 60:00 | 00:00 | 150:00 |
| ELE/N7606 - Coordinate for installation and commissioning of electronics product | 60:00 | 60:00 | 60:00 | 00:00 | 180:00 |
| Module 4: Coordinate for installation and commissioning of electronics product | 60:00 | 60:00 | 60:00 | 00:00 | 180:00 |
| ELE/N7607 - Sell electronics products to wholesalers and retailers | 60:00 | 60:00 | 60:00 | 00:00 | 180:00 |
| Module 5: Sell electronics products to wholesalers and retailers | 60:00 | 60:00 | 60:00 | 00:00 | 180:00 |
| ELE/N1002 – Apply Health and Safety Practices at the Workplace | 15:00 | 15:00 | 00:00 | 00:00 | 30:00 |

| | | | | | |
|---|---------------|---------------|---------------|--------------|---------------|
| Module 6: Basic Health and Safety Practices | 15:00 | 15:00 | 00:00 | 00:00 | 30:00 |
| DGT/VSQ/N0102- Employability Skills (60 Hours) | 24:00 | 36:00 | 00:00 | 00:00 | 60:00 |
| Module 7: Employability Skills (60 Hours) | 24:00 | 36:00 | 00:00 | 00:00 | 60:00 |
| Total Duration | 240:00 | 330:00 | 210:00 | 00:00 | 780:00 |

Module Details

Module 1: Introduction to the role of Sales Engineer - Electronics Product

Bridge module

Terminal Outcomes:

- List the role and responsibilities of a Sales Engineer - Electronics Product.

| | |
|---|--|
| Duration: 21:00 | Duration: 39:00 |
| Theory – Key Learning Outcomes | Practical – Key Learning Outcomes |
| <ul style="list-style-type: none"> Describe the size and scope of the electronics industry and its various sub-sectors. Discuss the various opportunities for a Sales Engineer - Electronics Product in the electronics industry. Define the basics of electronics and related concepts. Discuss the role and responsibilities of a Sales Engineer - Electronics Product. Discuss organisational policies on incentives, delivery standards, personnel management and public relations (PR). | <ul style="list-style-type: none"> Awareness of the ESDM Market Knowledge of the Market Research and Demand Analysis Knowledge of the Management Information System (MIS) of the Market Demand Understanding of the Product and its launch strategy (Segmenting Targeting Positioning – STP) Knowledge of the Sales Strategies and Training |
| Classroom Aids: | |
| Laptop, white board, marker, projector | |
| Tools, Equipment and Other Requirements | |
| NA | |

Module 2: Plan and prepare for sales

Mapped to ELE/N7604

Terminal Outcomes:

- Identify the ways to do the market research and analysis.
- Perform steps to plan and prepare for the sales.

| Duration: 30:00 | Duration: 60:00 |
|---|--|
| Theory – Key Learning Outcomes | Practical – Key Learning Outcomes |
| <ul style="list-style-type: none"> • Discuss the information derived from the instructions received from superior/designated personnel. • Describe organisational processes for performing pre-sales, sales as well as after-sale services and handling of queries/problems from relevant sources. • Discuss need of monthly, quarterly and yearly sales target. • Discuss the details relevant to marketing and sales such as product and/or service to be sold, target population and target area for product and service coverage, existing suppliers, contractors and customers, various sales techniques, marketing methods and channels adopted by the organisation, etc. • Discuss ways to identify major prospective users of the product in the region and market share of different products in the region. • Elaborate ways to analyse past sales patterns to study the key growth drivers of the product in the region. • List common queries and concerns of the target population while taking a decision to buy a product and/or service. • List the information and documents needed to be recorded and maintained as per the organisational policies and procedures. | <ul style="list-style-type: none"> • Apply appropriate ways to identify details relevant to marketing and sales. • Apply appropriate ways to identify the benefits, features and pricing of the products and services of the organisation. • Show how to rectify incorrect details in existing database to extent allowed by company policy . • Show how to analysing sales data from channel sales partners and identify the market requirement. • Apply appropriate ways to conduct a market survey to understand the customers’ expectations. model and brand preference and regional problems with respect to product use and installation related to the products and after-sale services. • Apply appropriate ways to collect information about the demographics of the location to know about the market in a particular region. • Show how to interact with the partner executive of the sales channel to understand the customers’ preference and expectation. • Apply appropriate ways to establish common consensus with channel partners on price, discounts and credit period by negotiating as per organisational guidelines. • Apply appropriate ways to prepare a list of potential clients and shortlist them in the region for conducting marketing activities. |
| Classroom Aids: | |
| Whiteboard, marker pen, computer or laptop attached to LCD projector, scanner | |
| Tools, Equipment and Other Requirements | |
| Sales presentation, products brocher, sample products, Sample Technical specification sheets of different product, Microsoft Excel, Company document such as warranty card of a product, sample invoice. | |

Module 3: Sell electronics products to potential customers

Mapped to ELE/N7605

Terminal Outcomes:

- Demonstrate the procedure of selling products to customers.

| Duration: 30:00 | Duration: 60:00 |
|--|---|
| Theory – Key Learning Outcomes | Practical – Key Learning Outcomes |
| <ul style="list-style-type: none"> • Discuss appropriate behavioural etiquette while interacting with the client on telephone / personally. • Discuss ways to communicate information required by the customer to make a decision to buy; products and services within an organisation. • Discuss documents need to share with the client related to purchase. • Discuss ways to interact with existing customers periodically for identifying new requirement. • State the important factors to achieve the given targets while maintaining 100% quality standards • Describe various post purchase requirement of client such as installation and support system | <ul style="list-style-type: none"> • Apply appropriate ways to call prospective customers and contacts from various sections of the society and schedule a meeting to discuss about the company's products. • Demonstrate ways to communicate the unique features of the solution, convincing the customer for product and completing the sale. • Show how to communicate information required by the customer to make a decision to buy; products and services within an organisation. • Apply appropriate ways to resolve customers' queries related to specific IT hardware as per organisational procedure. • Apply appropriate ways to share the invoice, warranty certificate and other relevant documents with the client and communicate product delivery related information. • Apply appropriate ways to interact with existing customers periodically for identifying new requirement. • Demonstrate organisation specified procedure of communication purchase details, mode of payment and other details related to product to the customer. • Apply appropriate ways to identify post purchase requirement of client such as installation and support system. • Show how to document the client details in the company's ERP software for future tracking and reference. • Prepare management information system (MIS) reports, sharing the as per SOP. |
| Classroom Aids: | |
| Whiteboard, marker pen, computer or laptop attached to LCD projector, scanner | |
| Tools, Equipment and Other Requirements | |
| Sales presentation, products broacher, sample products, ERP system, Telephone | |

Module 4: Coordinate for installation and commissioning of electronics product

Mapped to ELE/N7606

Terminal Outcomes:

- Demonstrate the procedure coordinating for installation and commissioning of electronics product.

| Duration: 60:00 | Duration: 60:00 |
|---|--|
| Theory – Key Learning Outcomes | Practical – Key Learning Outcomes |
| <ul style="list-style-type: none"> • Describe typical customer profile of the organisation. • Recall organisation's portfolio of products and those of competitors. • Describe the technical configurations of the installed product and their different models. • List the pre-requisites for installation of the product, e.g., space and location, source of adequate power, etc. • Discuss the time taken to ship and install the product. • List different types of accessories assembled in a pack (one system) of different product models. • Describe installation and commissioning process of electronics products Discuss details mentioned on the purchase order. • Discuss various departments need to coordinate for installation and commissioning of electronics product. • Discuss documents need to share with the client related to purchase. • Discuss the importance of conducting training session for user of the device as per organisational procedure. • Discuss the documentation needed to for indicating completion of the installation and commissioning process to the client's satisfaction. | <ul style="list-style-type: none"> • Apply appropriate ways to send the purchase order having name of the electronic device, the model number and accessories to the purchase department of the company. • Dramatise a situation on how to coordinate with the logistic team for delivering the product at the customer's location on time. • Dramatise a situation on how to coordinate with the installation team for installing the product at customer's location. • Show how to check and confirm the details mentioned in purchase order is correct and appropriate. • Apply appropriate ways to check the installed product to ensure its correct functioning. • Show how to conduct training session for user of the device and instruct the user of the device on the precautions and conditions required for maintaining the device in good condition. • Apply appropriate ways to satisfy the customer by answering queries. |
| Classroom Aids: | |
| Whiteboard, marker pen, computer or laptop attached to LCD projector, scanner | |
| Tools, Equipment and Other Requirements | |
| Sales presentation, products broacher, sample products, ERP system, Telephone | |

Module 5: Sell electronics products to wholesalers and retailers

Mapped to ELE/N7607

Terminal Outcomes:

- Demonstrate the procedure of selling products to wholesalers and retailers.

| Duration: 60:00 | Duration: 60:00 |
|--|---|
| Theory – Key Learning Outcomes | Practical – Key Learning Outcomes |
| <ul style="list-style-type: none"> • Discuss ways to communicate information required by the customer to make a decision to buy; products and services within an organisation. • Discuss need of visiting potential wholesalers and retailers and existing wholesalers for the new business. • Discuss ways to interact with wholesalers and retailers for new business. • Discuss the need of training the channel partner executive on product and sales technique. • Discuss the records need to be maintained related to channel partner. | <ul style="list-style-type: none"> • Apply appropriate ways to establish contact with the wholesalers and retailers of the area. • Apply appropriate ways to communicate the information about the target customers and their need for the product and available products of competitors, their price, special features and customer's response, commission rates and offers of the organisation for them etc. • Apply appropriate ways to update the channel partners about new products, their functionality and other technical specification. • Show how to coordinate with channel partner to run promotional campaign and any seasonal sale. • Apply appropriate ways to gather information from the wholesalers about the demand and supply of different products, availability of products with them and stock out incidences. |
| Classroom Aids: | |
| Whiteboard, marker pen, computer or laptop attached to LCD projector, scanner | |
| Tools, Equipment and Other Requirements | |
| Sales presentation, products broacher, sample products, ERP system, Telephone | |

Module 6: Basic Health and Safety Practices

Mapped to ELE/N1002

Terminal Outcomes:

- Apply health and safety practices at the workplace.

| Duration: 15:00 | Duration: 15:00 |
|---|---|
| Theory – Key Learning Outcomes | Practical – Key Learning Outcomes |
| <ul style="list-style-type: none"> • Discuss job-site hazards, risks and accidents. • Explain the organizational safety procedures for maintaining electrical safety, handling tools and hazardous materials. • Elaborate electronic waste disposal procedures. • Describe the process of disposal of hazardous waste • List the name and location of concerned people, documents and equipment for maintaining health and safety in the workplace. • Describe how to interpret warning signs while accessing sensitive work areas. • Explain the importance of good housekeeping. • Describe the importance of maintaining appropriate postures while lifting heavy objects. • List the types of fire and fire extinguishers. • Explain the importance of efficient utilisation of water, electricity and other resources. • List the common sources of pollution and ways to minimize it. • Describe the concept of waste management and methods of disposing hazardous waste. • Explain various warning and safety signs. • Describe different ways of preventing accidents at the | <ul style="list-style-type: none"> • Demonstrate the use of protective equipment suitable as per tasks and work conditions. • Prepare a report to inform the relevant authorities about any abnormal situation/behaviour of any equipment/system. • Administer first aid in case of a minor accident. • Demonstrate the steps to free a person from electrocution safely. • Administer Cardiopulmonary Resuscitation (CPR). • Demonstrate the application of defined emergency procedures such as raising alarm, safe/efficient, evacuation, moving injured people, etc. • Prepare a sample incident report. • Use a fire extinguisher in case of a fire incident. • Demonstrate the correct method of lifting and handling heavy objects. |
| Classroom Aids | |
| Training kit (Trainer guide, Presentations), White board, Marker, projector, laptop, flipchart. | |
| Tools, Equipment and Other Requirements | |
| Personal Protection Equipment: safety glasses, head protection, rubber gloves, safety footwear, warning signs and tapes, fire extinguisher, first aid kit, fire extinguishers and warning signs. | |

Module 7: Employability Skills (60 Hours)

Mapped to DGT/VSQ/N0102

Terminal Outcomes:

- Discuss about Employability Skills in meeting the job requirements
- Describe opportunities as an entrepreneur.
- Describe ways of preparing for apprenticeship & Jobs appropriately.

| Duration: 24:00 | Duration: 36:00 |
|---|---|
| Theory – Key Learning Outcomes | Practical – Key Learning Outcomes |
| <ul style="list-style-type: none"> • Explain constitutional values, civic rights, responsibility towards society to become a responsible citizen • Discuss 21st century skills • Explain use of basic English phrases and sentences. • Demonstrate how to communicate in a well-behaved manner • Demonstrate how to work with others • Demonstrate how to operate digital devices • Discuss the significance of Internet and Computer/ Laptops • Discuss the need for identifying business opportunities • Discuss about types of customers. • Discuss on creation of biodata • Discuss about apprenticeship and opportunities related to it. | <ul style="list-style-type: none"> • List different learning and employability related GOI and private portals and their usage • Show how to practice different environmentally sustainable practices. • Exhibit 21st century skills like Self-Awareness, Behavior Skills, time management, etc. • Show how to use basic English sentences for everyday conversation in different contexts, in person and over the telephone • Demonstrate how to communicate in a well-mannered way with others. • Demonstrate how to communicate effectively using verbal and nonverbal communication etiquette • Utilize virtual collaboration tools to work effectively • Demonstrate how to maintain hygiene and dressing appropriately. • Perform a mock interview |
| Classroom Aids | |
| Training Kit (Trainer Guide, Presentations). Whiteboard, Marker, Projector, Laptop | |
| Tools, Equipment and Other Requirements | |
| Computer, UPS, Scanner, Computer Tables, LCD Projector, Computer Chairs, White Board | |
| OR | |
| Computer Lab | |

Module 8: On-the-Job Training

Mapped to Sales Engineer - Electronics Product

| | |
|--|------------------------------------|
| Mandatory Duration: 210:00 | Recommended Duration: 00:00 |
| Location: On Site | |
| Terminal Outcomes | |
| <ol style="list-style-type: none"> 1. Explain the fundamental concepts of electronics and electronics components 2. Do the market research and analysis. 3. Plan and prepare for the sales 4. Perform selling of products to customers 5. Build relationship with customers 6. Coordinate with other departments for installation and commissioning of electronics product. 7. Perform selling of products to wholesalers and retailers 8. Interact and coordinate with supervisor and colleagues 9. Work as per the given timeline and quality standards 10. Maintain a safe, healthy and secure work environment | |

Annexure

Trainer Requirements

| Trainer Prerequisites | | | | | | |
|--|--------------------------------------|------------------------------|---------------------|---------------------|----------------|---------|
| Minimum Educational Qualification | Specialization | Relevant Industry Experience | | Training Experience | | Remarks |
| | | Years | Specialization | Years | Specialization | |
| Diploma/ Degree/ ITI/ Certified in relevant CITS Trade | (Electrical/Electronics/ Mechanical) | 2 | Sales – Electronics | 1 | Electronics | |

| Trainer Certification | |
|--|---|
| Domain Certification | Platform Certification |
| <p>“Sales Engineer - Electronics Product, ELE/Q7602, version 3.0”.</p> <p>Minimum accepted score is 80%.</p> | <p>Recommended that the Trainer is certified for the Sales Engineer – Electronics Product “Trainer (VET and Skills)”, mapped to the Qualification Pack: “MEP/Q2601, V2.0”, with minimum score of 80%</p> |

| Assessor Prerequisites | | | | | | |
|--|--------------------------------------|------------------------------|---------------------|--------------------------------|----------------|---------|
| Minimum Educational Qualification | Specialization | Relevant Industry Experience | | Training/Assessment Experience | | Remarks |
| | | Years | Specialization | Years | Specialization | |
| Diploma/ Degree/ ITI/ Certified in relevant CITS Trade | (Electrical/Electronics/ Mechanical) | 3 | Sales – Electronics | 1 | Electronics | |

| Assessor Certification | |
|--|---|
| Domain Certification | Platform Certification |
| <p>“Sales Engineer - Electronics Product, ELE/Q7602, version 3.0”.</p> <p>Minimum accepted score is 80%.</p> | <p>Recommended that the Assessor is certified for the Sales Engineer – Electronics Product “Assessor (VET and Skills)”, mapped to the Qualification Pack: “MEP/Q2701, V2.0”, with minimum score of 80%</p> |

Assessment Strategy

1. Assessment System Overview:
 - Batches assigned to the assessment agencies for conducting the assessment on SDMS/SIP or email
 - Assessment agencies send the assessment confirmation to VTP/TC looping SSC
 - Assessment agency deploys the ToA certified Assessor for executing the assessment
 - SSC monitors the assessment process & records
2. Testing Environment:
 - Confirm that the centre is available at the same address as mentioned on SDMS or SIP
 - Check the duration of the training.
 - Check the Assessment Start and End time to be as 10 a.m. and 5 p.m.
 - If the batch size is more than 30, then there should be 2 Assessors.
 - Check that the allotted time to the candidates to complete Theory & Practical Assessment is correct.
 - Check the mode of assessment—Online (TAB/Computer) or Offline (OMR/PP).
 - Confirm the number of TABs on the ground are correct to execute the Assessment smoothly.
 - Check the availability of the Lab Equipment for the particular Job Role.
3. Assessment Quality Assurance levels / Framework:
 - Question papers created by the Subject Matter Experts (SME)
 - Question papers created by the SME verified by the other subject Matter Experts
 - Questions are mapped with NOS and PC
 - Question papers are prepared considering that level 1 to 3 are for the unskilled & semi-skilled individuals, and level 4 and above are for the skilled, supervisor & higher management
 - Assessor must be ToA certified & trainer must be ToT Certified
 - Assessment agency must follow the assessment guidelines to conduct the assessment
4. Types of evidence or evidence-gathering protocol:
 - Time-stamped & geotagged reporting of the assessor from assessment location
 - Centre photographs with signboards and scheme specific branding
 - Biometric or manual attendance sheet (stamped by TP) of the trainees during the training period
 - Time-stamped & geotagged assessment (Theory + Viva + Practical) photographs & videos
5. Method of verification or validation:
 - Surprise visit to the assessment location
 - Random audit of the batch
 - Random audit of any candidate
6. Method for assessment documentation, archiving, and access
 - Hard copies of the documents are stored
 - Soft copies of the documents & photographs of the assessment are uploaded / accessed from Cloud Storage

- Soft copies of the documents & photographs of the assessment are stored in the Hard Drives

References

Glossary

| | |
|--|--|
| Sector | Sector is a conglomeration of different business operations having similar business and interests. It may also be defined as a distinct subset of the economy whose components share similar characteristics and interests. |
| Sub-sector | Sub-sector is derived from a further breakdown based on the characteristics and interests of its components. |
| Occupation | Occupation is a set of job roles, which perform similar/ related set of functions in an industry. |
| Job role | Job role defines a unique set of functions that together form a unique employment opportunity in an organisation. |
| Occupational Standards (OS) | OS specify the standards of performance an individual must achieve when carrying out a function in the workplace, together with the Knowledge and Understanding (KU) they need to meet that standard consistently. Occupational Standards are applicable both in the Indian and global contexts. |
| Performance Criteria (PC) | Performance Criteria (PC) are statements that together specify the standard of performance required when carrying out a task. |
| National Occupational Standards (NOS) | NOS are occupational standards which apply uniquely in the Indian context. |
| Qualifications Pack (QP) | QP comprises the set of OS, together with the educational, training and other criteria required to perform a job role. A QP is assigned a unique qualifications pack code. |
| Unit Code | Unit code is a unique identifier for an Occupational Standard, which is denoted by an 'N' |
| Unit Title | Unit title gives a clear overall statement about what the incumbent should be able to do. |
| Description | Description gives a short summary of the unit content. This would be helpful to anyone searching on a database to verify that this is the appropriate OS they are looking for. |

| | |
|---|--|
| Scope | Scope is a set of statements specifying the range of variables that an individual may have to deal with in carrying out the function which have a critical impact on quality of performance required. |
| Knowledge and Understanding (KU) | Knowledge and Understanding (KU) are statements which together specify the technical, generic, professional and organisational specific knowledge that an individual needs in order to perform to the required standard. |
| Organisational Context | Organisational context includes the way the organisation is structured and how it operates, including the extent of operative knowledge managers have of their relevant areas of responsibility. |
| Technical Knowledge | Technical knowledge is the specific knowledge needed to accomplish specific designated responsibilities. |
| Core Skills/ Generic Skills (GS) | Core skills or Generic Skills (GS) are a group of skills that are the key to learning and working in today's world. These skills are typically needed in any work environment in today's world. These skills are typically needed in any work environment. In the context of the OS, these include communication related skills that are applicable to most job roles. |
| Electives | Electives are NOS/set of NOS that are identified by the sector as contributive to specialization in a job role. There may be multiple electives within a QP for each specialized job role. Trainees must select at least one elective for the successful completion of a QP with Electives. |
| Options | Options are NOS/set of NOS that are identified by the sector as additional skills. There may be multiple options within a QP. It is not mandatory to select any of the options to complete a QP with Options. |

Acronyms and Abbreviations

| | |
|-------------|---|
| NOS | National Occupational Standard(s) |
| NSQF | National Skills Qualifications Framework |
| QP | Qualifications Pack |
| TVET | Technical and Vocational Education and Training |
| IPR | Intellectual Property Rights |