



QUALIFICATION FILE

Sales Executive - Plumbing and Sanitary Goods

☒ Short Term Training (STT) ☐ Long Term Training (LTT) ☐ Apprenticeship

☒ Upskilling ☐ Dual/Flexi Qualification ☒ For ToT ☒ For ToA

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

NCrF/NSQF Level: 4

Submitted By:

Water Management and Plumbing Skill Council

Address: 606 & 609, Tower-C, DLF Prime Towers, Phase I, Okhla, New Delhi, 110020, Tel: 011 – 4151 3580

Table of Contents

Section 1: Basic Details 3

Section 2: Module Summary 7

 NOS/s of Qualifications 7

 Mandatory NOS/s: 7

 Assessment - Minimum Qualifying Percentage 8

Section 3: Training Related 8

Section 4: Assessment Related 8

Section 5: Evidence of the need for the Qualification..... 9

Section 6: Annexure & Supporting Documents Check List 9

 Annexure 1: Evidence of Level 10

 Annexure 2: Tools and Equipment (Lab Set-Up) 22

 Annexure 3: Industry Validations Summary 27

 Annexure 4: Training & Employment Details..... 30

 Annexure 5: Detailed Assessment Criteria 32

 Annexure 6: Assessment Strategy..... 39

 Annexure 7: Acronym and Glossary 40

Section 1: Basic Details

1.	Qualification Name	Sales Executive - Plumbing and Sanitary Goods	
2.	Sector/s	Plumbing	
3.	Type of Qualification: ☐ New ☒ Revised ☐ Has Electives/Options ☐ OEM	NQR Code & version of existing/previous qualification: 2015/PLUM/IPSC/00875 and Version 1.0	Qualification Name of existing/previous version: Plumbing Product Sales Officer
4.	a. OEM Name b. Qualification Name (Wherever applicable)		
5.	National Qualification Register (NQR) Code &Version (Will be issued after NSQC approval)	QG-04-PL-02942-2024-V1-WMPS	6. NCrf/NSQF Level: 4
7.	Award (Certificate/Diploma/Advance Diploma/ Any Other (Wherever applicable specify multiple entry/exits also & provide details in annexure)	Certificate	
8.	Brief Description of the Qualification	A Sales Executive specializing in Plumbing and Sanitary Goods is responsible for promoting and selling a range of plumbing and sanitary products to customers, such as contractors, plumbers, builders, and construction companies. They play a crucial role in driving sales and achieving revenue targets for the company. This job requires a deep understanding of the plumbing and sanitary industry, along with excellent sales and customer service skills.	

9.	Eligibility Criteria for Entry for Student/Trainee/Learner/Employee	a. Entry Qualification & Relevant Experience: <table border="1" data-bbox="1025 180 2033 702"> <thead> <tr> <th>S. No.</th><th>Academic/Skill Qualification (with Specialization - if applicable)</th><th>Required Experience (with Specialization - if applicable)</th></tr> </thead> <tbody> <tr> <td>1.</td><td>12th grade pass</td><td></td></tr> <tr> <td>2.</td><td>11th grade pass</td><td>1.5 year of relevant experience in sales preferably in a related field such as construction materials, home improvement, or building supplies.</td></tr> <tr> <td>3.</td><td>Previous relevant qualification of NSQF Level 3.5</td><td>1.5 years of relevant experience in sales preferably in a related field such as construction materials, home improvement, or building supplies.</td></tr> <tr> <td>4.</td><td>Previous relevant qualification of NSQF Level 3.0</td><td>3 years of relevant experience in sales preferably in a related field such as construction materials, home improvement, or building supplies.</td></tr> </tbody> </table> b. Age: 18 Years						S. No.	Academic/Skill Qualification (with Specialization - if applicable)	Required Experience (with Specialization - if applicable)	1.	12th grade pass		2.	11th grade pass	1.5 year of relevant experience in sales preferably in a related field such as construction materials, home improvement, or building supplies.	3.	Previous relevant qualification of NSQF Level 3.5	1.5 years of relevant experience in sales preferably in a related field such as construction materials, home improvement, or building supplies.	4.	Previous relevant qualification of NSQF Level 3.0	3 years of relevant experience in sales preferably in a related field such as construction materials, home improvement, or building supplies.		
S. No.	Academic/Skill Qualification (with Specialization - if applicable)	Required Experience (with Specialization - if applicable)																						
1.	12th grade pass																							
2.	11th grade pass	1.5 year of relevant experience in sales preferably in a related field such as construction materials, home improvement, or building supplies.																						
3.	Previous relevant qualification of NSQF Level 3.5	1.5 years of relevant experience in sales preferably in a related field such as construction materials, home improvement, or building supplies.																						
4.	Previous relevant qualification of NSQF Level 3.0	3 years of relevant experience in sales preferably in a related field such as construction materials, home improvement, or building supplies.																						
10.	Credits Assigned to this Qualification, Subject to Assessment (as per National Credit Framework (NCrF))	15	11. Common Cost Norm Category (I/II/III) (wherever applicable): I																					
12.	Any Licensing requirements for Undertaking Training on This Qualification (wherever applicable)	NA																						
13.	Training Duration by Modes of Training Delivery (Specify Total Duration as per selected training delivery modes and as per requirement of the qualification)	☒ Offline ☐ Online ☐ Blended <table border="1" data-bbox="952 1085 2049 1257"> <thead> <tr> <th>Training Delivery Modes</th><th>Theory (Hours)</th><th>Practical (Hours)</th><th>OJT Mandatory (Hours)</th><th>OJT Recommended (Hours)</th><th>Total (Hours)</th></tr> </thead> <tbody> <tr> <td>Classroom (offline)</td><td>150</td><td>240</td><td>90</td><td></td><td>450</td></tr> <tr> <td>Online</td><td></td><td></td><td></td><td></td><td></td></tr> </tbody> </table> (Refer Blended Learning Annexure for details)					Training Delivery Modes	Theory (Hours)	Practical (Hours)	OJT Mandatory (Hours)	OJT Recommended (Hours)	Total (Hours)	Classroom (offline)	150	240	90		450	Online					
Training Delivery Modes	Theory (Hours)	Practical (Hours)	OJT Mandatory (Hours)	OJT Recommended (Hours)	Total (Hours)																			
Classroom (offline)	150	240	90		450																			
Online																								
14.	Aligned to NCO/ISCO Code/s (if no code is available mention the same)	NCO-2015/3322.5001																						
15.	Progression path after attaining the qualification (Please show Professional and Academic progression)	<table border="1" data-bbox="952 1356 2016 1444"> <tr> <td>Sales Executive - Plumbing and Sanitary Goods (L4)</td> <td>→</td> <td>Senior Sales Executive - Plumbing and Sanitary Goods (L4.5)</td> </tr> </table>					Sales Executive - Plumbing and Sanitary Goods (L4)	→	Senior Sales Executive - Plumbing and Sanitary Goods (L4.5)															
Sales Executive - Plumbing and Sanitary Goods (L4)	→	Senior Sales Executive - Plumbing and Sanitary Goods (L4.5)																						

16.	Other Indian languages in which the Qualification & Model Curriculum are being submitted	Hindi
17.	Is similar Qualification(s) available on NQR-if yes, justification for this qualification	☐ Yes ☒ No URLs of similar Qualifications:
18.	Is the Job Role Amenable to Persons with Disability	☒ Yes ☐ No If “Yes”, specify applicable type of Disability: <i>Locomotor Disability</i>
19.	How Participation of Women will be Encouraged	Encouraging the participation of women in the role of Sales Executive - Plumbing and Sanitary Goods is essential for promoting diversity and inclusion in the workplace. Here are some strategies to encourage women's participation in this field: Recruitment and Hiring Practices: Implement inclusive recruitment practices that actively seek out qualified women candidates. Ensure job advertisements and descriptions promote equal opportunities and encourage women to apply. Consider partnering with organizations and networks that focus on supporting women in the plumbing and sanitary industry. Training and Development: Provide comprehensive training programs that address both technical knowledge and sales skills. Offer mentorship and coaching opportunities to women sales executives, enabling them to enhance their capabilities and advance in their careers. Encourage participation in industry-specific workshops, conferences, and training sessions. Equal Pay and Benefits: Ensure that women sales executives receive equal pay and benefits as their male counterparts. Conduct regular salary reviews to identify and address any gender pay gaps. Transparent and fair compensation practices can motivate women to join and remain in the profession. Flexible Work Arrangements: Offer flexible work arrangements, such as part-time options, remote work, or flexible scheduling. This flexibility can help women balance their personal and professional responsibilities, encouraging their participation in the field. Mentorship and Networking: Establish mentorship programs where experienced women sales executives can guide and support junior colleagues. Encourage women's participation in industry associations, networking events, and forums that provide opportunities to connect with peers, share experiences, and access professional development resources. Promote Role Models and Success Stories: Highlight the achievements and success stories of women sales executives in the plumbing and sanitary industry. Showcase their experiences through internal

		communications, social media, and industry publications to inspire other women and demonstrate the possibilities within the field. Create a Supportive and Inclusive Work Environment: Foster a work environment that values diversity, promotes inclusivity, and addresses any biases or discrimination. Offer policies and initiatives that support work-life balance, maternity leave, and parental support to accommodate the needs of women employees. Collaboration with Educational Institutions: Collaborate with educational institutions to promote plumbing and sanitary-related courses and apprenticeships to female students. Offer scholarships or sponsorships to support women pursuing careers in the field. Engage with Women's Professional Networks: Partner with women's professional networks or organizations that focus on empowering women in sales or construction-related industries. Engaging with these networks can provide access to a wider talent pool and create opportunities for collaboration and knowledge sharing. Leadership Support and Accountability: Ensure that leadership actively supports and champions diversity and inclusion initiatives. Establish diversity goals and track progress regularly. Hold leaders accountable for creating an inclusive work environment and promoting women's participation in sales roles. By implementing these strategies, companies can encourage and support the participation of women in the role of Sales Executive - Plumbing and Sanitary Goods, creating a more diverse and inclusive workforce.
20.	Are Greening/ Environment Sustainability Aspects Covered <i>(Specify the NOS/Module which covers it)</i>	☒ Yes ☐ No (Covered in DGT/VSQ/N0102)
21.	Is Qualification Suitable to be Offered in Schools/Colleges	Schools ☒ Yes ☐ No Colleges ☐ Yes ☒ No
22.	Name and Contact Details of Submitting / Awarding Body SPOC <i>(In case of CS or MS, provide details of both Lead AB & Supporting ABs)</i>	Name: Himanshu Singh Email: standards@wmpsc.in Website: www.wmpsc.in Contact No.: +917906577202
23.	Final Approval Date by NSQC: 27-08-2024	24. Validity Duration: 3 years 25. Next Review Date: 27-08-2027

Section 2: Module Summary

NOS/s of Qualifications

(In exceptional cases these could be described as components)

Mandatory NOS/s:

Specify the training duration and assessment criteria at NOS/ Module level. For further details refer curriculum document.

Th.-Theory **Pr.**-Practical **OJT**-On the Job Training **Man.**-Mandatory **Rec.**-Recommended **Proj.**-Project

S. No	NOS/Module Name	NOS/Module Code & Version (if applicable)	Core/ Non-Core	NCrF/NS QF Level	Credits as per NCrF	Training Duration (Hours)					Assessment Marks					
						Th.	Pr.	OJT-Man.	OJT-Rec.	Total	Th.	Pr.	Proj.	Viva	Total	Weightage (%) (if applicable)
1.	Prepare for the sale of plumbing products	PSC/N0304, v1.0	Core	4	3	25	50	15	-	90	30	50	-	20	100	20
2.	Sell plumbing products to potential end users/customers	PSC/N0305, v1.0	Core	4	3	15	60	15	-	90	30	50	-	20	100	20
3.	Sell plumbing products to wholesalers, retailers and plumbing contractors	PSC/N0306, v1.0	Core	4	3	20	55	15	-	90	30	50	-	20	100	15
4.	Coordinate for the delivery and installation of plumbing product	PSC/N0307, v1.0	Core	4	3	20	55	15	-	90	30	50	-	20	100	15
5.	Apply health and safety practices at the workplace	PSC/N0136, v1.0	Non-Core	4	0.5	5	10	-	-	15	30	63	-	7	100	10
6.	Work Effectively with others	PSC/N0137, v1.0	Non-Core	4	0.5	5	10	-	-	15	30	63	-	7	100	10
7.	Employability Skills (60 Hours)	DGT/VSQ/N0102, v1.0	Non-Core	4	2	60	-	-	-	60	20	30	-	-	50	10
Duration (in Hours) / Total Marks					15	150	240	90		450	200	356		94	650	100

Assessment - Minimum Qualifying Percentage

Please specify **any one** of the following:

Minimum Pass Percentage – Aggregate at qualification level: 70 % (Every Trainee should score specified minimum aggregate passing percentage at qualification level to successfully clear the assessment.)

Minimum Pass Percentage – NOS/Module-wise: 70 % (Every Trainee should score specified minimum passing percentage in each mandatory and selected elective NOS/Module to successfully clear the assessment.)

Section 3: Training Related

1.	Trainer's Qualification and experience in the relevant sector (in years) (as per NCVET guidelines)	BBA in Sales and Marketing management with 2 years of relevant industry experience and 1 year of teaching Experience OR Graduation in any stream with 2 years of relevant industry experience and 1 year of teaching Experience OR CITS Certified Trainer
2.	Master Trainer's Qualification and experience in the relevant sector (in years) (as per NCVET guidelines)	MBA / M. Com/ M.Sc. / M.A. with 3 years of relevant industry experience and 2 years of teaching Experience
3.	Tools and Equipment Required for Training	☒ Yes ☐ No (If "Yes", details to be provided in Annexure)
4.	In Case of Revised Qualification, Details of Any Upskilling Required for Trainer	They have to undergo fresh Training of Trainers

Section 4: Assessment Related

1.	Assessor's Qualification and experience in relevant sector (in years) (as per NCVET guidelines)	BBA in Sales and Marketing management with 2 years of relevant industry experience and 1 year of teaching Experience OR Graduation in any stream with 2 years of relevant industry experience and 1 year of teaching experience OR
----	--	---

		CITS Certified Trainer
2.	Proctor's Qualification and experience in relevant sector (in years) <i>(as per NCVET guidelines)</i>	Diploma in Sales and Marketing management with 1 year of relevant experience OR Graduation in any stream with 1 year of relevant experience OR 12 th Grade Pass in any stream with 3 years of relevant experience
3.	Lead Assessor's/Proctor's Qualification and experience in relevant sector (in years) <i>(as per NCVET guidelines)</i>	MBA / M. Com/ M.Sc. / M.A. with 3 years of relevant industry experience and 2 years of teaching Experience
4.	Assessment Mode <i>(Specify the assessment mode)</i>	Both Digitized and Non-digitized Mode
5.	Tools and Equipment Required for Assessment	☒ Same as for training ☐ Yes ☐ No <i>(details to be provided in Annexure-if it is different for Assessment)</i>

Section 5: Evidence of the need for the Qualification

Provide Annexure/Supporting documents name.

1.	Latest Skill Gap Study (not older than 2 years) (Yes/No): No
2.	Latest Market Research Reports or any other source (not older than 2 years) (Yes/No): Yes
3.	Government /Industry initiatives/ requirement (Yes/No): Yes
4.	Number of Industry validation provided: 30
5.	Estimated nos. of persons to be trained and employed: 15,000
6.	Evidence of Concurrence/Consultation with Line Ministry/State Departments: Awaiting If "No", why:

Section 6: Annexure & Supporting Documents Check List

Specify Annexure Name / Supporting document file name

1.	Annexure: NCrf/NSQF level justification based on NCrf level/NSQF descriptors <i>(Mandatory)</i>	Annexure-1
----	--	------------

2.	Annexure: List of tools and equipment relevant for qualification (Mandatory, except in case of online course)	Annexure-2
3.	Annexure: Detailed Assessment Criteria (Mandatory)	Annexure-5
4.	Annexure: Assessment Strategy (Mandatory)	Annexure-6
5.	Annexure: Blended Learning (Mandatory, in case selected Mode of delivery is “Blended Learning”)	NA
6.	Annexure: Multiple Entry-Exit Details (Mandatory, in case qualification has multiple Entry-Exit)	NA
7.	Annexure: Acronym and Glossary (Optional)	Annexure-7
8.	Supporting Document: Model Curriculum (Mandatory – Public view)	Attached
9.	Supporting Document: Career Progression (Mandatory - Public view)	Attached
10.	Supporting Document: Occupational Map (Mandatory)	Attached
11.	Supporting Document: Assessment SOP (Mandatory)	Attached
12.	Any other document you wish to submit:	No

Annexure 1: 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
Professional Theoretical Knowledge/Process	Identify requirements - Identify the objectives and considerations for the work from stakeholder's inputs and studying the contract and drawings - Compile relevant information from the client briefing and technical inputs from concerned authorities - Survey the site to identify impact of local conditions on project strategy and design - Prepare design basis report (DBR) for facilitating the project design - Communicate the inputs obtained through site surveys to the designers and management for modifications - Provide technical support to architects, design engineers and experts to strengthen the designs Plan and schedule work activities - Extract relevant information from plumbing project design and specifications	Sales Executive - Plumbing and Sanitary Goods during the job works in familiar, predictable, routine, situation of clear choice.	4

	• Plan a strategy for completion of plumbing project within the given budgets and constraints • Prepare estimations, costing and budget reports for the project • Schedule various tasks to be performed for the plumbing project • Share plan and schedule with the management team and obtain their approval Ensure availability of required resources • Perform measurements and hydraulic calculations to identify the required equipment and materials for the plumbing project • Estimate manpower requirements based on the work plan • Determine adjustments required in timelines, costs and quantity of materials in line with the proposed design • Identify potential suppliers for sourcing manpower, equipment and material at the work site • Negotiate and agree a price with vendors • Order for tools, equipment and supplies as required for the project • Facilitate contracting for manpower supply as per requirement • Follow up with vendors for material delivery as per standard operating procedure (SOP) • Ensure adequate stock of equipment and supplies in the stockroom • Verify contractors' and suppliers' bills for manpower, equipment and materials Initiate the project • Prepare the site for the project including setting boundaries and signage, clearing waste and hazards, leveling the area, etc. • Organise for necessary facilities at project site such as water, electricity, tool rooms, washrooms, etc. • Prepare site diaries and work allocation sheets for the project undertaken • Prepare detailed work plans for the execution team • Allocate work and provide instructions to the team • Handover all the project documents to the supervisor prior to starting the work • Ensure that quality assurance/quality control (QA)/(QC) measures are implemented for various activities/items as per plan Inspect the work progress		
--	---	--	--

	• Track the work under progress at various sites as per calculations, layouts and schematic mark-ups defined • Record the status of work being performed at the worksite • Check plans, drawings and quantities for accuracy of calculations relevant to the project • Check whether the piping installations and fixtures are in adherence to project drawing and specifications • Ensure that the materials being used, and work performed is in accordance with the required specifications • Check the material consumption to identify wastage • Check if proper documentation for materials stocking and consumption is being maintained at the work site • Compare the progress of work with the milestones defined in the project plan • Check whether the tools, equipment and materials are stored as per manufacturer's instructions • Inspect the quality of products that are being received at the work site • Perform quality inspection, joint measurement and billing for running account (RA) of an ongoing project • Inspect all the installed systems for proper functioning as per delivery standards • Check that the scrap generated during work activities is disposed in a timely and industry prescribed manner • Check if the workforce adheres to health and safety (HSE) norms at the work site • Maintaining logs related to day-to-day execution and planning of work and resources • Report work progress and requirements to the project managers, project engineers, contractors etc. Take corrective action • Evaluate the reason of delay and discrepancies from plan • Consult with team for possible remedies • Provide suggestions for technical problems witnessed anytime during plumbing tasks • Modify work plan to incorporate corrective actions • Provide instructions to team about the changes in plan Liaise with stakeholders		
--	--	--	--

	• Liaise with project consultants, subcontractors, supervisors, planners, quantity surveyors and general workforce for resolving routine problems • Liaise with the procurement department to ensure that there are adequate resources present at the worksite • Inform clients and their representatives about the work progress and deviations from plan and their reasons • Liaise with the local authority to ensure compliance with local regulations and by-laws Commission the project • Test the installed systems for proper functioning • Test the installed systems for leakages and/or damages • Check the pressure and characteristic of water flow in just installed system • Identify and rectify any anomalies which arise during commissioning exercise • Coordinate with civil team, finishing team, mechanical electrical plumbing (MEP) design team, consultant, and contractor for the clearances • Train owner's staff in equipment maintenance and systems operation • Guide the plumbing team in conducting the handover exercise • Prepare the handover documentation and project completion report Follow safety measures to avoid accidents • Identify risks and hazards at the workplace • Wear personal protective equipment (PPE) as per the type of plumbing work • Place protective barricades and signages around the pits and trenches • Isolate the plumbing fittings and fixtures from electrical wiring to avoid accidents • Adhere to organisational procedures for reporting hazards and incidents to relevant authorities • Establish ventilation before entering underground work areas • Work safely in and around trenches, elevated places and confined areas • Ensure tools and hazardous materials are not left unattended • Ensure good housekeeping in order to prevent hazards e.g. Fire • Dispose waste materials and used PPE according to regulations and codes of practice Follow hygiene and sanitation practices		
--	--	--	--

	- Follow recommended personal hygiene and sanitation practices, for example, washing/sanitizing hands, covering face with a bent elbow while coughing/sneezing etc. - Clean and disinfect work area, materials/supplies, equipment etc. Before and after use. - Report hygiene and sanitation issues to appropriate authority Use tools, equipment and materials safely - Check that the tools, equipment and materials are in good condition and as per industry standards before use - Use power tools and machinery that are grounded - Replace or repair split or loose tools before use - Store and transport various plumbing materials safely Deal with emergencies - Follow workplace emergency and evacuation procedures - Use a fire extinguisher correctly - Use safe methods to free a person from electrocution - Administer appropriate first aid (such as CPR etc.) To victims in case of cuts, bleeding, burns, choking, electric shock, poisoning etc. Ensure team preparedness for the tasks - Create a work plan and schedule for the workers as per work priorities, availability of manpower, equipment and weather conditions - Assign work taking full account of each team member's abilities - Train the workers Monitor completion of work as per expected standards - Monitor project activities to ensure adherence to work instructions, schedules, budgets and targets - Identify causes for any lag in performance as well as possible solutions to bridge the gap - Provide feedback on individual work performance to each team member for improvement in work quality - Implement measures to improve team effectiveness e.g. Deadlines, regular breaks, standing meetings, proactiveness, minimum interruptions etc. - Ensure accurate and effective delivery of written communication (reports, updates etc.) to stakeholders within agreed timelines		
--	---	--	--

	Handle queries, concerns and welfare of workers - Investigate work-related complaints to verify problems and record responses relevant to the project - Perform administrative duties, such as authorising leaves, processing time sheets as per standard operating procedure (SOP) - Review contracts or work assignments to determine service, machine, or workforce requirements for jobs - Deal with conflicts among the team members in a professional manner - Prepare and maintain required records, such as work activity or personnel reports Respect diversity - Use respectful verbal, non-verbal and written communication that is gender, disability, age and culturally sensitive - Transact with all people without any personal bias based on gender, disability, caste, religion, colour, sexual orientation or culture and in accordance with their legal rights - Recognize indicators of harassment and discrimination based on gender, disability, caste, religion, colour, sexual orientation or culture at workplace and follow organisational policy for reporting the same. Material and energy audit of workplace - Check for compliance with applicable environmental, waste management and disposal regulations - Collect information about usage of different materials including water - Collect information about pattern of electricity consumption and fuel consumption - Prepare material and energy audit reports Material conservation and use of environment friendly materials - Analyze material audit report to decipher excessive consumption of material and water - Identify materials which can be replaced by environment friendly substitutes - Identify processes where material utilization can be optimized - Plan the introduction of revised processes and environment friendly materials in a phased manner - Plan and implement ways to conserve and re-use water - Monitor material and water conservation processes		
--	--	--	--

	Energy/electricity conservation practices - Analyze energy/electricity audit report to identify high energy/electricity consumption areas - Identify processes where energy/electricity utilization can be optimized - Identify possibilities of using renewable energy and environment friendly fuels - Plan the implementation of energy efficient systems in a phased manner - Ensure electrical equipment and appliances are switched off when not in use Effective waste management/recycling practices - Identify recyclable, non-recyclable and hazardous waste - Ensure recyclable, non-recyclable and hazardous waste are segregated as per SOP - Ensure proper mechanism is followed while collecting and disposing recyclable and non-recyclable waste - Ensure proper mechanism is followed while collecting and disposing hazardous waste as per SOP - Ensure reuse and recycling of waste wherever applicable - Ensure proper mechanism is followed for treatment of wastewater in the unit		
Professional and Technical Skills/ Expertise/ Professional Knowledge	- Standards, policies, and procedures followed in the company relevant to the role - Organization's departments and hierarchy - Individual's role in the workflow - Workplace hazard reporting and hazard handling procedures - Workplace safety requirements - Standards applicable to the piping installation in plumbing - Types and purpose of drawings, blueprints and plans associated with plumbing projects and relevant information available in them - Information available in contractual documents and drawings and client briefings relevant to planning for plumbing projects - Techniques to interpret project documents and technical inputs - Mechanical, electrical and plumbing (MEP) activities being performed for plumbing projects and their sequence - Purpose and process of site survey for project strategy and design site survey checklist - Purpose and key elements of design basis report (DBR) for facilitating the project design	The Sales Executive - Plumbing and Sanitary Goods should possess the practical knowledge of his field.	4

	• Project planning essentials • Information in plumbing project design and specifications relevant to planning a project • Various constraints that can impact the planning for a plumbing project • Steps involved in preparing estimations, costing and budget reports • Tools for planning and scheduling • Importance of obtaining approval from authority before finalizing plan • Piping material specifications (PMS) used as per the plumbing design • Various symbols, dimensions, terminology and key features of plans • Techniques to evaluate the existing design of buildings • Importance of drawing observations from project document • Considerations for plumbing project design drawings and their approvals • Factors that help to calculate the timelines, costs involved, and quantity of materials required • Measurements and hydraulic calculations for resource planning for plumbing and fire protection systems • Importance of accuracy in identification of measurements and calculations with respect to plumbing work • Tools and equipment to be used for various tasks as per required specifications • Different types of materials (CI/GI/PVC pipes, etc.), basic sanitary fittings (valves, clamps, elbows, etc.) And fixtures (showers, taps, basins, etc.) • Optimal solutions for technical problems faced during plumbing tasks • Importance of timely delivery of materials to the site • Key considerations verify suppliers' and contractors' bills • How to estimate manpower requirements based on the work plan • Procurement and contracting needs of project and site • How to identify potential suppliers and contractors • Requisitioning process for ordering tools, equipment and supplies • Stockroom processes • Importance of verify contractors' and suppliers' bills • Purpose of work schedules, work plans, charts, work bulletins and memos and the work-related information that can be obtained from them • Plumbing site preparation activities • Plumbing site facilities • Quality assurance/quality control (QA) (QC) measures at a plumbing site • QA/QC duties as per municipal accounting manual (MAM) • Workplace safety requirements and the health and safety hazards at the workplace		
--	---	--	--

	• Organizational quality procedures, processes and delivery standards • Risk and impact of not following defined procedures/work instructions • Organizational process for performance evaluation • Standards applicable to the piping installation in plumbing • Types and purpose of drawings and plans associated with plumbing and their functionsku6. Tools, equipment and materials relative to drawings/specifications • Techniques related to cutting, bending and joining of fittings and fixtures • Key considerations to evaluate the blueprints as given by the design team • Importance of accuracy in identification of measurements and calculations with respect to plumbing work • Various symbols, dimensions, terminology and key features of plans • How to check site plans, drawings and quantities for accuracy of calculations • Key considerations to review the specifications of the materials • Methods to analyse material consumption and ensure minimal wastage • Various types of defects such as leakages, improper alignment, etc. • Various test used to check for proper installation and functioning of plumbing systems • Common problems that cause delay and discrepancies in a plumbing project fulfilment and possible correctivemeasures and work arounds • Process of documentation to be followed for the plumbing project • Techniques to dispose the scrap generated during plumbing tasks • Storage procedure for materials and equipment relevant to the project • Quality inspection process • Joint measurement process • Procedure to be followed to inspect buildings for plumbing requirements • The commissioning process • Required pressure, flow and temperature of water at different outlets • Typical issues or faults that can arise during commissioning exercise • Methodology to rectify the issues that can arise during commissioning exercise • NEPA, NBC standards for plumbing • Health and safety norms applicable at the workplace • Possible causes of risk, hazard or accident in the workplace • Organizational procedures for upkeep of tools and plumbing materials, health and safety • Location of all the general health and safety equipment in the workplace • Meaning of hazards and risks		
--	---	--	--

	• Hazardous environment encountered during work such as underground areas, elevated areas, areas with water and electricity supply, presence of biological waste, under construction sites etc. • Work practices and precautions to control and prevent risks, hazards and accidents • Importance of each personal protective equipment used such as eye protection mask, hard hats, gloves, apron, rubber boots etc. • Tools and plumbing equipment as per latest industry standards • Preventative and remedial actions to be taken in case of exposure to toxic materials • Specific safety and health related problems faced in domestic, commercial and institutional setups • Various causes of fire and precautionary activities to prevent the fire accident • Techniques of using the different fire extinguishers • Rescue techniques applied during a fire hazard • Various types of safety signs and meaning • Appropriate basic first aid treatment relevant to the condition e.g. Shock, electrical shock, bleeding, minor burns, poisoning, eye injuries etc. • Potential injuries and ill health associated with incorrect handling of tools and equipment • Legislation, standards, policies, and procedures followed in the company relevant to employment, behavior and performance conditions • Reporting structure, inter-dependent functions, lines and procedures in the work area • Relevant people and their responsibilities within the work area • Escalation matrix and procedures for reporting work and employment related issues • Sexual harassment of women at workplace (prevention, prohibition and redressal) act, 2013 • Organizational policy for harassment and discrimination based on gender, disability, caste, religion, color, sexual orientation or culture • Internal and external stakeholders at the workplace and their communication requirements • Importance of effective communication in the workplace and the impact of poor communication on the employee, the employer and the customer • Various components of effective communication such as tone and pitch • Advantages and disadvantages of various modes of communication • Importance of teamwork in organizational and individual success		
--	--	--	--

	• Goal setting • Group dynamics and processes • Measures to improve workplace productivity\ • Importance of ethics and discipline for professional success • Common reasons for interpersonal conflict • Importance of developing effective working relationships for professional success • How to deal with grievances and problems appropriately and effectively • Importance and ways of managing interpersonal conflict effectively • Laws, acts and provisions defined for PwD by the statutory bodies • Government and private schemes and benefit available for PwD • Basic gender concepts such as gender power relations, gender roles, access and control, gender sensitivity,gender equity and equality • Gender, disability, cultural and age-related biases, stereotyping and its impact • Actions and consequences of gendered behavior • Types of harassment and discrimination based on gender, disability, caste, religion or culture that occurs at atypical workplace and how to recognize it • Types of unacceptable behavior • Legislative requirements and organizations procedures for waste management and disposal consumptions • Renewable energy sources which can be deployed at the workplace • Methods of optimum utilization of waste and best practices for waste disposal methods of treating wastewater and recycling of water		
Employment Readiness & Entrepreneurship Skills & Mind-set/Professional Skill	• Read and write brief notes in local language/Hindi/English • Read and write common, fire equipment, building construction and plumbing symbols • Fill in relevant forms for material requisitioning, reporting, employment and other purposes • Comprehend required quantities, names of materials, equipment and supplies and related forms and formats • Provide verbal instructions and information about work related matters in local language or Hindi or English • State information, doubts and concerns about work related matters with clarity and in a professional manner • Evaluate adequacy of information available for sound decision making	Sales Executive - Plumbing and Sanitary Goods should have practical skills which are routine and repetitive and should use quality concepts.	4

	- Co-ordinate with a range of team members and activities - Plan work activities and communicate to others whose work plans and timelines may be affected - Identify the objectives, concerns and priorities of the client - Identify array of solutions that addresses needs of the client - Apply problem solving skills - Seek official and authorized sources of help and guidance to resolve problems that cannot be solved at one's level of authority - Diagnose the problem for root cause, identify the possible solution(s) and take up an optimum /best practical solution(s) - Use logical thinking and make judgments - Use reasoning skills and intuition to detect any potential problems which could arise		
Broad Learning Outcomes/Core Skill	- Understand market demands and work requirements for plumbing product sales. - Master sales techniques for approaching customers and handling sales transactions. - Engage in selling plumbing products to wholesalers, retailers, and contractors as per organizational procedures. - Coordinate delivery, installation, and commissioning of plumbing products efficiently. - Implement and practice workplace health and safety protocols effectively.	Sales Executive - Plumbing and Sanitary Goods should have good communication skills both written and oral. He/ She should be able to solve basic arithmetic and algebraic principles and should have better understanding of social political and natural environment.	4
Responsibility	Responsibility for own work and Learning. - Identify work requirements - Identify market requirements - Prepare for the sales pitch - Perform documentation for sales - Approach the potential customer for sales - Complete the sales - Manage the feedback from customers - Sell products to plumbing contractors - Provide sales information with concerned personnel	Sales Executive - Plumbing and Sanitary Goods should know to take responsibility of own work and learning.	4

	• Coordinate with related staff for sales operations • Arrange for delivery of the sold products • Install the product/system • Commission the product/system • Achieve productivity and quality standards • Follow safety measures to avoid accidents • Daily inspection of tools and equipment • Deal with emergencies • Communicate effectively • Work in a team effectively • Respect diversity		
--	---	--	--

Annexure 2: 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.	Heavy Weight Table (Wooden / Iron Framed) (To be Fixed on Ground) of size 4'*4'*3'	Nos	2
2.	Wooden Desk for material procurement (6'*2'*3')	Nos	2
3.	Bench Vice (Fixed on Table)	Nos	2
4.	Pipe Vice (Fixed on Table)	Nos	2
5.	Pipe Wrench - 8 "	Nos	2
6.	Pipe Wrench - 10 "	Nos	2
7.	Pipe Wrench - 12 "	Nos	2
8.	Adjustable Spanner - 8"	Nos	2
9.	Adjustable Spanner - 10"	Nos	2
10.	Adjustable Spanner - 12"	Nos	2
11.	Double Ended Spanner Set	Nos	2
12.	Basin Wrench	Nos	2
13.	Parrot Plier	Nos	2
14.	Nose Plier	Nos	2
15.	Cutting Plier	Nos	2
16.	Screw Driver Set	Nos	2
17.	Hammer	Nos	2
18.	Meter Tape - 3m	Nos	2
19.	Insulation Tape	Nos	2
20.	Plastic Pipe Cutter	Nos	2

21.	Tube Cutter	Nos	2
22.	Hack Saw Frame	Nos	5
23.	Hack Saw Blades	Nos	20
24.	Torch Light	Nos	2
25.	Drill Machine	Nos	2
26.	Drill Bit Set	Nos	2
27.	Screw Set (Star)	Nos	2
28.	Rawl Plug Set	Nos	2
29.	Nails Set	Nos	200
30.	Tester	Nos	4
31.	Allen Key Set	Nos	2
32.	Flat File with Handle	Nos	4
33.	PPR Fusion Machine	Nos	1
34.	Pipe Reamer	Nos	4
35.	Teflon Tape	Nos	20
36.	Thread Bundle	Nos	4
37.	Water Level Tube	Nos	2
38.	Spirit Level-12 inch	Nos	4
39.	Plumb Bob	Nos	4
40.	Tri Square	Nos	4
41.	Stainless Steel Scale - 1 ft	Nos	4
42.	Trowel	Nos	2
43.	Shovel	Nos	2
44.	Chisel	Nos	4
45.	Centre Punch	Nos	4
46.	Knife	Nos	4
47.	Plunger	Nos	4
48.	GI Pipe Ratchet Die Set	Nos	2
49.	Scotch Bite	Nos	4
50.	Safety Shoe (In Pairs)	Nos	4
51.	Safety Belt	Nos	4
52.	Safety Glass	Nos	4
53.	Safety Gloves (Rubber) (In Pairs)	Nos	4
54.	Safety Gloves (Cotton and Anti Cut) (In Pairs)	Nos	4
55.	Safety Gloves (Heat Resistant) (In Pairs)	Nos	4
56.	Ear Plug	Nos	4
57.	Helmet	Nos	4
58.	Ball Valve (1/2 inch)	Nos	4
59.	Ball Valve (3/4 inch)	Nos	4

60.	Ball Valve (1 inch)	Nos	4
61.	Gate Valve	Nos	2
62.	Monobloc Pump (0.5 HP)	Nos	1
63.	Submersible Pump (1 HP)	Nos	1
64.	Open Well Pump (1 HP)	Nos	1
65.	Centrifugal 10 D Pump (1 HP)	Nos	1
66.	Shallow Well Pump (1 HP)	Nos	1
67.	CPVC Pipes (3/4 inch)	Meter	12
68.	CPVC Pipes (1 inch)	Meter	12
69.	CPVC Tee (3/4 Inch)	Nos	10
70.	CPVC Tee (1 Inch)	Nos	10
71.	CPVC Elbow (3/4 Inch)	Nos	10
72.	CPVC Elbow (1 Inch)	Nos	10
73.	CPVC Male Threaded Adapter (3/4 Inch)	Nos	10
74.	CPVC Male Threaded Adapter (1 Inch)	Nos	10
75.	CPVC Female Threaded Adapter (3/4 Inch)	Nos	10
76.	CPVC Female Threaded Adapter (1 Inch)	Nos	10
77.	CPVC Coupler (3/4 Inch)	Nos	10
78.	CPVC Coupler (1 Inch)	Nos	10
79.	CPVC Union (3/4 Inch)	Nos	10
80.	CPVC Union (1 Inch)	Nos	10
81.	CPVC Female Threaded Elbow (3/4 Inch)	Nos	10
82.	CPVC Female Threaded Elbow (1 Inch)	Nos	10
83.	CPVC Reducer (1 inch to 3/4 Inch)	Nos	10
84.	CPVC End Cap (3/4 inch)	Nos	10
85.	CPVC End Cap (1/2 inch)	Nos	10
86.	CPVC Solvent Cement-237 ml	Nos	2
87.	GI Pipes (3/4 inch)	Meter	12
88.	GI Pipes (1/2 inch)	Meter	12
89.	GI Tee (3/4 Inch)	Nos	10
90.	GI Tee (1/2 Inch)	Nos	10
91.	GI Elbow (3/4 Inch)	Nos	10
92.	GI Elbow (1/2 Inch)	Nos	10
93.	GI Male Threaded Adapter (3/4 Inch)	Nos	10
94.	GI Male Threaded Adapter (1/2 Inch)	Nos	10
95.	GI Female Threaded Adapter (3/4 Inch)	Nos	10
96.	GI Female Threaded Adapter (1/2 Inch)	Nos	10
97.	GI Coupler (3/4 Inch)	Nos	10
98.	GI Coupler (1/2 Inch)	Nos	10

99.	GI Union (3/4 Inch)	Nos	10
100.	GI Union (1/2 Inch)	Nos	10
101.	GI Hex Nipple (3/4 inch)	Nos	10
102.	GI Hex Nipple (1/2 inch)	Nos	10
103.	GI Reducer (3/4 Inch to 1/2 Inch)	Nos	10
104.	GI End Cap (3/4 inch)	Nos	10
105.	GI End Cap (1/2 inch)	Nos	10
106.	PPR Pipes (3/4 inch)	Meter	12
107.	PPR Tee (3/4 Inch)	Nos	10
108.	PPR Elbow (3/4 Inch)	Nos	10
109.	PPR Male Threaded Adapter (3/4 Inch)	Nos	10
110.	PPR Female Threaded Adapter (3/4 Inch)	Nos	10
111.	PPR Coupler (3/4 Inch)	Nos	10
112.	PPR Union (3/4 Inch)	Nos	10
113.	PPR End Cap (3/4 inch)	Nos	10
114.	PPR Female Threaded Elbow (3/4 Inch)	Nos	10
115.	Composite Pipe (3/4 inch)	Meter	24
116.	Composite Tee (3/4 Inch) - Pushfit	Nos	10
117.	Composite Elbow (3/4 Inch) - Pushfit	Nos	10
118.	Composite Male Threaded Adapter (3/4 Inch) - Pushfit	Nos	10
119.	Composite Female Threaded Adapter (3/4 Inch) - Pushfit	Nos	10
120.	Composite Female Threaded Elbow (3/4 inch)- Pushfit	Nos	10
121.	SWR Pipe-110 mm	Nos	12
122.	SWR Pipe-75 mm	Nos	12
123.	SWR Pipe-50 mm or 40 mm	Nos	12
124.	SWR Sweep Tee (110 mm * 110 mm * 110 mm)	Nos	4
125.	SWR Sweep Tee (75 mm * 75 mm * 75 mm)	Nos	4
126.	SWR Tee (50 mm* 50 mm* 50 mm OR 40 mm* 40 mm* 40 mm)	Nos	4
127.	SWR Y- Joint (110 mm * 110 mm * 110 mm)	Nos	4
128.	SWR Y- Joint (75 mm * 75 mm * 75 mm)	Nos	4
129.	SWR Y- Joint (50 mm* 50 mm* 50 mm OR 40 mm* 40 mm* 40 mm)	Nos	4
130.	SWR Reducer Joint (110 mm-75 mm)	Nos	4
131.	SWR Reducer Joint (75 mm - 50 mm OR 40 mm)	Nos	4
132.	SWR Reducer Joint (110 mm-50 mm OR 40 mm)	Nos	4
133.	SWR Elbow (89.5 degree) -110 mm	Nos	4
134.	SWR Elbow (89.5 degree) -75 mm	Nos	4
135.	SWR Elbow (89.5 degree) -50 mm OR 40 mm	Nos	4
136.	SWR Vent Cowl -110 mm	Nos	4
137.	SWR Vent Cowl -75 mm	Nos	4

138.	SWR Vent Cowl -50 mm OR 40 mm	Nos	4
139.	UPVC Solvent Cement-100 ml	Nos	2
140.	HDPE / PE (Pushfit only) Pipe-110 mm	Meter	12
141.	HDPE / PE (Pushfit only) Pipe-75 mm	Meter	12
142.	HDPE / PE (Pushfit only) Pipe-50 mm or 40 mm	Meter	12
143.	HDPE / PE (Pushfit only) Sweep Tee (110 mm * 110 mm * 110 mm)	Nos	4
144.	HDPE / PE (Pushfit only) Sweep Tee (75 mm * 75 mm * 75 mm)	Nos	4
145.	HDPE / PE (Pushfit only) Tee (50 mm* 50 mm* 50 mm OR 40 mm* 40 mm* 40 mm)	Nos	4
146.	HDPE / PE (Pushfit only) Y- Joint (110 mm * 110 mm * 110 mm)	Nos	4
147.	HDPE / PE (Pushfit only) Y- Joint (75 mm * 75 mm * 75 mm)	Nos	4
148.	HDPE / PE (Pushfit only) Y- Joint (50 mm* 50 mm* 50 mm OR 40 mm* 40 mm* 40 mm)	Nos	4
149.	HDPE / PE (Pushfit only) Reducer Joint (110 mm-75 mm)	Nos	4
150.	HDPE / PE (Pushfit only) Reducer Joint (75 mm - 50 mm OR 40 mm)	Nos	4
151.	HDPE / PE (Pushfit only) Reducer Joint (110 mm-50 mm OR 40 mm)	Nos	4
152.	HDPE / PE (Pushfit only) Elbow (89.5 degree) -110 mm	Nos	4
153.	HDPE / PE (Pushfit only) Elbow (89.5 degree) -75 mm	Nos	4
154.	HDPE / PE (Pushfit only) Elbow (89.5 degree) -50 mm OR 40 mm	Nos	4
155.	HDPE / PE (Pushfit only) Vent Cowl -110 mm	Nos	4
156.	HDPE / PE (Pushfit only) Vent Cowl -75 mm	Nos	4
157.	HDPE / PE (Pushfit only) Vent Cowl -50 mm OR 40 mm	Nos	4
158.	Rubber Lubricant	Nos	2
159.	Wash Basin (Wall Hung)	Nos	1
160.	Pedestal Wash Basin	Nos	1
161.	Waste Coupling	Nos	1
162.	Indian WC (Water Closet)	Nos	1
163.	European WC (Floor Mounted) with Seat Cover	Nos	1
164.	European WC (Wall Mounted) with Seat Cover	Nos	1
165.	Kitchen Sink	Nos	1
166.	Urinal	Nos	1
167.	Hose Pipe-Plastic	Nos	5
168.	Connection Pipe	Nos	5
169.	Angle Cock (Single End)	Nos	2
170.	Angle Cock (Double End)	Nos	2
171.	Bib Cock	Nos	2
172.	Basin Mixer	Nos	1
173.	Over Head Shower	Nos	1
174.	Wall Mixer (2 in 1)	Nos	1
175.	Wall Mixer (3 in 1) (with Hand Shower Arrangement)	Nos	1

176.	Health Faucet	Nos	1
177.	Bottle Trap	Nos	1
178.	P Trap for Wash Basin	Nos	1
179.	P Trap for WC	Nos	1
180.	Multi Floor Trap	Nos	1
181.	Cistern	Nos	1
182.	Jali for Drainage	Nos	1
183.	White Putty	Nos	1
184.	Notepad	Nos	30
185.	Pen	Nos	30
186.	Pencil	Nos	30
187.	Eraser	Nos	30
188.	Sharpener	Nos	30
189.	White Board / Black Board	Nos	2
190.	White Board Marker / Chalk (Blue)	Nos	2
191.	White Board Marker / Chalk (Black)	Nos	2
192.	White Board Marker / Chalk (Red)	Nos	2
193.	Black Board Chalk (White)	Nos	2
194.	White Board / Black Board Duster	Nos	1
195.	Cotton Clothes	Meter	1

Classroom Aids

The aids required to conduct sessions in the classroom are:

1. White Board / Black Board / Smart Board
2. Marker
3. Projector

Annexure 3: Industry Validations Summary

Provide the summary information of all the industry validations in table. This is not required for OEM qualifications.

S. No	Organization Name	Representative Name	Designation	Contact Address	Contact Phone No	E-mail ID	LinkedIn Profile (if available)
-------	-------------------	---------------------	-------------	-----------------	------------------	-----------	------------------------------------

1	Typsa India Pvt Ltd	Gaurav Sharma	Assistant Manager Plumbing and Firefighting Design	Gurgaon	7015342916	gaurav11411@gmail.com	
2	SBS Foresight Pvt Ltd	Narendra Kumar Pannu	Director	New Delhi	1146569200	nkp@sbsforesight.com	
3	Aquatics	Mishal M Bhavsar	Proposal Engineer	Ahmedabad	9925358543	mishalbhapsar1983@gmail.com	
4	Metro Decorative PVT LTD	Prabhat Kumar Ranjan	ETP & WTP Manager	Hamidpur, Himachal Pradesh	86517 55150	kumarprabhat5454@gmail.com	
5	Supreme Industries Limited	Makrand Yewale	Manager - Innovation & Technology	Supreme House, Plot No. 94/C, Prabhat Colony, Santacruz (East), Mumbai - 400055. India	8806662125	int_info@supreme.co.in	
6	Arihant Traders	Nirman Jain	Manager Sales and Operations	Arihant Traders 56 Ramleela Maidan, Mahajan, Muradnagar, Ghaziabad 201206	7042447336	salesarihanttraders92@gmail.com	
7	BALAJI PIPES INDIA	RAJIV GUPTA	Managing Director	104, Prakash Industrial Estate, Prakash Industrial Estate, Sahibabad, Ghaziabad, Uttar Pradesh, 201005	72178 23334	balajipipesindia@yahoo.co.in	
8	Grah Shobha Enterprises	Pankaj Verma	Owner	Champawat	9029157337	pverma28@gmail.com	
9	Sagar Polytechnik Limited	Kavish Trivedi	Zonal Head - West Sales & Marketing	Plot No. 2819-26, Lodhika G.I.D.C, Metoda, Rajkot, Gujarat 360021	98250 08739	kavishtrivedi@gmail.com	
10	Roca Bathroom Products Pvt Ltd	Praveen Singh Lamba	Zonal Sales Head	Unit 201, 201A, 202 & 301, ABW Towers, Ground Floor, M G Road, IFFCO Chowk- 122002	98216 68598	praveenlamba@roca.com	

11	IAPMO INDIA PRIVATE LIMITED	Dr. ABDUL MATHEEN	DIRECTOR OF INDIA PRODUCT CERTIFICATION	#43, PMR Tower, 4th Floor, Above SBI, Hosur Road, Bengaluru - 560100	9902117788	abdul.matheen@iapmo.org	
12	Raj Pipes Industries	Anshul Goyel	Managing Director	Delhi	9811159263	rajpipeindustry@gmail.com	
13	Remondis Aqua India	wasim Akram	Plant Engineer	Mumbai	7015518723	akramwasim286@gmail.com	
14	Royal Enterprises	Amrish Sariya	Director	Udaipur	9414233169	sariya_a@yahoo.co.in	
15	SC Kharakwal Hardware	SC Kharakwal	Owner	Champawat	9927034585	satishkharakwal@gmail.com	
16	Sheetal Enterprises	Varun Khullar	Sales Propertier	Delhi	9999354678	khullar2891@gmail.com	
17	Nina Percept Pvt Ltd	Bikram Kumar	Sr. Engineer - Project Head	DLF Cyber Park, Gurugram	9870320490	bk3184@gmail.com	
18	Goodwill Plumbing Services	Rahul Pandey	Supervisor	Delatoli, near madan Dhaba, Kokar, Ranchi	9665596519	goowillplumbingservices@gmail.com	
19	RAK Ceramics India Pvt Ltd	Sai Ram	Manager O	P.Bno.11, dapeddapuram, adbroad, samalkot, AP	8655954158	officemail.ind@rakceramics.com	
20	Godrej & Boyce Mfg. Co. Ltd	Sanjeev Kumar Chawla	Sr. Manager	Plto no - A-40, Phase 8-A, Industrial Area, Mohali 160059	9888412599	sanjeevc@godrej.com	
21	Hracers Associates LLP	Sunil Raina	GM Manager		9717890345	sunil.rauna@hracers.com	
22	Labournet Services India Pvt Ltd	Prashant Pitke	Head Apprenticeship	Marenahallipalya, JP Nagar, Phase 2 Bangalore	9860342349	prashant.pitke@sahi.ai	
23	PVR Innovations LLP	Narasimhan Rohit	Partner	C-1/1232, Vasant Kunj, New Delhi	9821541146	rohitn@mytat.co	
24	Distil Ventures india Limited	Arjun Mishra	Director	216 - Dlf Tower B, Jasola, New Delhi		Arjun@distil.grou.com	
25	Deepanjali Sanitations	Amit Kumar Dash	Propertier	27-B, 1st Floor, DDA Flats, Shahpur Jat, New Delhi	9654695945	amitkdash96@gmail.com	

26	Reliable plumbing Solutions	Surya Kumar Yadav	Project manager	22, anand vihar, near gagan cinema, indore, MP	9901212237		
27	Vyankatesh Real States and Developers	Sumit Padole	Director	Maharashtra	8087746430	sumitpadole29@icloud.com	
28	Miraj Pipes and Fittings Pvt Ltd.	Yogendra Vyas	GM-Sales and Marketing	Udaipur	8875013012	Yogendra.vyas@mirajgroup.in	
29	shivam irrigation works	gautam Lachiramika	Chief Growth Officer	Bhiwani, Haryana	9313390436	gautam.siwpl@gmail.com	
30	VMS Bathware Pvt Ltd	Preeti	HR and Admin Manager	Delhi	7053202414	hr@grafdoer.com	

Annexure 4: Training & Employment Details

Training and Employment Projections:

Year	Total Candidates		Women		People with Disability	
	Estimated Training #	Estimated Employment Opportunities	Estimated Training #	Estimated Employment Opportunities	Estimated Training #	Estimated Employment Opportunities
2024-25	5000	5000	500	500	100	100
2025-26	5000	5000	500	500	100	100
2026-27	5000	5000	500	500	100	100

Data to be provided year-wise for next 3 years

Training, Assessment, Certification, and Placement Data for previous versions of qualifications:

Qualification Version	Year	Total Candidates				Women				People with Disability			
		Trained	Assessed	Certified	Placed	Trained	Assessed	Certified	Placed	Trained	Assessed	Certified	Placed
v1.0	2015-20	4550	4126	3958	2755	324	221	190	37	0	0	0	0

Applicable for revised qualifications only, data to be provided year-wise for past 3 years.

List Schemes in which the previous version of Qualification was implemented:

1. DAY- NULM
2. UPSDM

Content availability for previous versions of qualifications:

☐ Participant Handbook ☐ Facilitator Guide ☐ Digital Content ☐ Qualification Handbook ☐ Any Other:

Languages in which Content is available: English, Hindi

NSQC APPROVED

Annexure 5: Detailed Assessment Criteria

Detailed assessment criteria for each NOS/Module are as follows:

NOS/Module Name	Assessment Criteria for Performance Criteria/Learning Outcomes	Theory Marks	Practical Marks	Project Marks	Viva Marks
PSC/N0304: Prepare for the Sale of Plumbing Products	<i>Identify work requirements</i>	7	14	-	3
	PC1. clarify the monthly, quarterly and yearly sale target, area of operation and target population from supervisor	1	2	-	0.5
	PC2. identify the benefits, features and pricing of the plumbing products to be sold Plumbing products: Fixtures, fittings, pipes and accessories	1	2	-	0.5
	PC3. interpret the specifications and installation requirements of the plumbing products from the design drawing	2	3	-	0.5
	PC4. identify various sales and marketing methods and channels, existing suppliers, contractors, various sales and marketing methods and channels adopted by organisation, etc.	1	3	-	0.5
	PC5. identify various methods for gathering sales leads as per standard operating procedure (SOP)	1	2	-	0.5
	PC6. identify organisational processes for pre- sales, sales, after-sale services and handling of queries / problems from relevant sources	1	2	-	0.5
	<i>Identify market requirements</i>	12	20	-	11
	PC7. collect information on the demographics of the region	1	2	-	1
	PC8. Identify similar plumbing products sold and bought in the region competing brands	1	2	-	1
	PC9. compare competitors' product and services with respect to pricing, features and benefits with own products and services	1	2	-	1
	PC10. report comparative assessment of company's products with competitor's products on technical and commercial aspects to the concerned authority	1	2	-	1
	PC11. implement a market survey for parameters such as market share, customer preferences, customer expectations and sales forecasting for the specified plumbing product	1	2	-	1
	PC12. analyse the impact of market information such as trends, changing market conditions, profitable deals on the business with the help of seniors	1	2	-	1
	PC13. analyse past sales data from various sales channels to identify important sales information such as market requirements, key growth drivers of the product in the region, sale	2	2	-	1
	PC14. identify the major prospective user profiles of plumbing product in the region through relevant project documents such as customer records	1	2	-	1
	PC15. identify customer purchase criteria such as price, discount, quality expectation, installation constraints and brand preferences regarding product or service	1	2	-	1
	PC16. interact with sales channel partner executives to understand their concerns and their customer feedback	1	1	-	1
	PC17. identify regional problems with respect to product use and installation	1	1	-	1
	<i>Prepare for the sales pitch</i>	6	9	-	3

	PC18. identify the common queries and concerns of the target population while taking a decision to buy the product and/or service and how to handle them	1	1	-	0.5
	PC19. plan a sale pitch for the plumbing product for a variety of consumers such as architects, plumbing contractors, building contractors, retailers, wholesalers, and the end customer	1	1	-	0.5
	PC20. develop a sales strategy to promote customer's understanding of company product offerings	1	2	-	0.5
	PC21. prepare a list of potential clients in the region to be approached for sale of plumbing product/s	1	1	-	0.5
	PC22. prepare sales presentations to be presented in seminars and meetings	1	2	-	0.5
	PC23. prepare a list of leads of customers according to their need of the product and prioritize them according to their need.	1	1	-	0.5
	<i>Perform documentation for sales</i>	5	7	-	3
	PC24. fill forms for completion of sales and expected sales to achieve the target.	1	1	-	0.5
	PC25. prepare meeting book/dairy for hot, warm and cold leads and format of reporting to supervisor.	1	1	-	0.5
	PC26. develop and maintain an active proposal backlog that will support achieving the designated sales plan	1	2	-	0.5
	PC27. prepare proposals that contain the detailed information about the product such as strength, cost and quality characteristics	1	2	-	0.5
	PC28. prepare financial justifications and cost estimates in order to check whether the deal will be profitable for the organisation	1	1	-	1
Total Marks		30	50	-	20
PSC/N0305: Sell plumbing products to potential end users/customers	<i>Approach the potential customer for sales</i>	9	18	-	4
	PC1. connect with prospective customers and schedule a meeting to discuss about company's product	1	2	-	0.5
	PC2. follow appropriate etiquette while interacting with client	1	2	-	0.5
	PC3. ensure that the number of calls and visits are conducted within the timelines proposed by the organization	1	1	-	0.5
	PC4. collect information about the specific customer and customer requirements	1	2	-	0.5
	PC5. calculate water supply and water usage at site to identify suitable product options	2	5	-	0.5
	PC6. gather site information pertaining to factors such as location, environmental conditions and piping that can influence the selection of plumbing product	2	4	-	0.5
	PC7. select the product that meets the customer's requirements and fulfills location, condition and usage specifications	1	2	-	1
	<i>Complete the sales</i>	15	24	-	13
	PC8. pitch products and services in line with relevant product documents such as reference sheets, product manuals and work instructions	2	3	-	1
	PC9. apply the AIDAS technique (Attention, Interest, Desire, Action and Satisfaction) for advertising the company's product and services	2	3	-	1
	PC10. communicate the required information to the customer for decision making	1	2	-	1

	PC11. resolve customer queries related to the plumbing product and service	1	2	-	1
	PC12. handover documents such as invoice, warranty certificate and other relevant documents to the client as per organizational procedure	1	2	-	1
	PC13. communicate product delivery related information such as date of delivery, transportation mode, delivery address, terms and conditions, warranty coverage etc. to the client.	1	2	-	1
	PC14. identify new sales requirements by seeking new business opportunity from the existing clients	1	2	-	1
	PC15. ensure that the sale transaction results in profit for the organization	1	1	-	1
	PC16. communicate the mode of payment and third-party charges to the client	1	1	-	1
	PC17. provide the required documents to the customer such as invoices as per organisational practice	1	1	-	1
	PC18. submit the amount received for a sale to the concerned authority as per organisational practice	1	1	-	1
	PC19. obtain the purchase order for the plumbing product along with the advance payment as per company's policy	1	2	-	1
	PC20. develop a positive ongoing relationship with customers to ensure long-term customer loyalty	1	2	-	1
	<i>Manage the feedback from customers</i>	6	8	-	3
	PC21. identify post purchase requirement of clients such as delivery and installation preferences	1	2	-	0.5
	PC22. maintain correct and complete records of all sales related activities as per organisational standard operating procedure (SOP)	1	2	-	0.5
	PC23. follow organisational SOP for issue of order acknowledgement to customers	1	1	-	0.5
	PC24. conduct checks as per organisational procedure to ensure that the customer details that have been recorded are correct	1	1	-	0.5
	PC25. prepare management information system (MIS) reports sharing the details of the sale	2	2	-	1
Total Marks		30	50	-	20
PSC/N0306: Sell plumbing products to wholesalers, retailers and plumbing contractors	<i>Sell products to plumbers and plumbing contractors</i>	4	8	-	2
	PC1. establish contact with self-employed plumbers and plumbers working under contractors for product sales	2	3	-	1
	PC2. provide incentives, tools, titles and required knowledge to the plumbers for facilitating product sales	2	5	-	1
	<i>Co-ordinate with wholesalers and retailers</i>	10	5	-	5
	PC3. visit existing wholesalers and retailers of the company to establish business and ensure repeat sales	2	3	-	1
	PC4. deal with dealership related issues/challenges in co-ordination with management team	2	3	-	1
	PC5. negotiate with suppliers and meet consultant/client for technical and commercial negotiations	2	3	-	1
	PC6. coordinate with channel partner to run promotional campaign and any seasonal sale	2	3	-	1

	PC7. support personnel of wholesalers and retailerfor implementation of company policy, strategies and procedures for successful market penetration	2	3	-	1
	<i>Provide sales information with concerned personnel</i>	12	20	-	11
	PC8. communicate the features, specifications andapplications of various plumbing products to the wholesalers, retailers and plumbers/ plumbing product contractors	2	4	-	2
	PC9. communicate industry work practices to thechannel partner executive relevant to the sale of plumbing product	2	4	-	2
	PC10. provide information about the targetcustomers and their need for the product	2	3	-	2
	PC11. provide information about available products of competitors, their price, specialfeatures and customer's response	2	3	-	2
	PC12. communicate the commission rates andoffers of the organization to the wholesalers, retailers and plumbing contractors	2	3	-	2
	PC13. provide information about the organization'ssales support, after-sale services, queries / problems related to Company's products MOU	2	3	-	1
	<i>Gather information that can support sales efforts</i>	4	7	-	2
	PC14. gather information from the partners aboutthe demand and supply of different products, availability of products with them, stock out incidences	2	3	-	1
	PC15. submit all required sales reports, expenses,competitive activity and correspondence in an accurate and timely manner to the designated personnel	2	4	-	1
	Total Marks	30	50	-	20
PSC/N0307: Coordinate for the delivery and installation of plumbing products	<i>Arrange for delivery of sold products</i>	9	17	-	6
	PC1. ensure delivery of product to the customerslocation and get feedback for received of goods.	1	3	-	1
	PC2. share guideline and process of installationof product	1	2	-	1
	PC3. ensure that the product and model procured for the customer is as per the purchaseorder with the sales invoice.	1	2	-	1
	PC4. send the purchase order having name ofthe plumbing product model number, accessories and other specifications to the purchase department of the company	3	4	-	1
	PC5. coordinate with the logistic team for delivering the product at customer's location ontime	2	3	-	1
	PC6. obtain feedback from the customer if thedelivery was on-time and as per specifications	1	3	-	1
	<i>Install the product/system</i>	8	13	-	6
	PC7. coordinate with the installation team for installing the product at customer's location onappropriate time frame.	3	5	-	2
	PC8. visit the site to ensure that the product andmodel being installed is as per customer preferences and purchase order	3	5	-	2
	PC9. ensure that demanded accessories areplaced and configured as per customer's requirement	2	3	-	2
	<i>Commission the product/system</i>	13	20	-	8

	PC10. check the installed product to ensure that it is functioning correctly	3	5	-	2
	PC11. demonstrate the technique to use the plumbing product as per organizational procedure and manufacturer instructions	4	6	-	2
	PC12. instruct the user for related precautions and maintenance for the installed product	3	5	-	2
	PC13. document the required information as part of the installation and commissioning process	3	4	-	2
	Total Marks	30	50	-	20
PSC/N0136: Apply Health and Safety Practices at the Workplace	<i>Follow safety measures to avoid accidents</i>	<i>13</i>	<i>32</i>	<i>-</i>	<i>3</i>
	PC1. identify risks and hazards at the workplace	2	2	-	0.5
	PC2. wear personal protective equipment (PPE) as per the type of plumbing work	2	2	-	0.5
	PC3. place protective barricades and signages around the pits and trenches	1	4	-	0.5
	PC4. isolate the plumbing fittings and fixtures from electrical wiring to avoid accidents	1	4	-	-
	PC5. adhere to organisational procedures for reporting hazards and incidents to relevant authorities	2	4	-	0.5
	PC6. establish ventilation before entering underground work areas	1	4	-	-
	PC7. work safely in and around trenches, elevated places and confined areas	1	3	-	-
	PC8. ensure tools and hazardous materials are not left unattended	1	3	-	-
	PC9. ensure good housekeeping in order to prevent hazards e.g. fire	1	3	-	0.5
	PC10. dispose waste materials and used PPE according to regulations and codes of practice	1	3	-	0.5
	<i>Follow hygiene and sanitation practices</i>	<i>3</i>	<i>8</i>	<i>-</i>	<i>1</i>
	PC11. follow recommended personal hygiene and sanitation practices, for example, washing/sanitizing hands, covering face with a bent elbow while coughing/sneezing etc.	1	3	-	0.5
	PC12. clean and disinfect work area, materials/supplies, equipment etc. before and after use.	1	3	-	0.5
	PC13. report hygiene and sanitation issues to appropriate authority	1	2	-	-
	<i>Use tools, equipment and materials safely</i>	<i>6</i>	<i>9</i>	<i>-</i>	<i>1</i>
	PC14. check that the tools, equipment and materials are in good condition and as per industry standards before use	1	3	-	0.25
	PC15. use power tools and machinery that are grounded	1	2	-	0.25
	PC16. replace or repair split or loose tools before use	2	2	-	0.25
	PC17. store and transport various plumbing materials safely	2	2	-	0.25
	<i>Deal with emergencies</i>	<i>8</i>	<i>14</i>	<i>-</i>	<i>2</i>
	PC18. follow workplace emergency and evacuation procedures	2	3	-	0.5

	PC19. use a fire extinguisher correctly	2	4	-	0.5
	PC20. use safe methods to free a person from electrocution	2	3	-	0.5
	PC21. administer appropriate first aid (such as CPR etc.) to victims in case of cuts, bleeding, burns, choking, electric shock, poisoning etc.	2	4	-	0.5
	Total Marks	30	63	-	7
PSC/N0137: Work effectively with others	<i>Communicate effectively</i>	<i>11</i>	<i>26</i>	<i>-</i>	<i>2</i>
	PC1. obtain complete information and instructions	3	8	-	-
	PC2. seek clarifications from appropriate source when required	1	5	-	-
	PC3. provide information accurately and clearly	3	7	-	1
	PC4. use inclusive language (verbal, non-verbal and written) that is gender, disability and culturally sensitive	4	6	-	1
	<i>Work in a team effectively</i>	<i>11</i>	<i>25</i>	<i>-</i>	<i>3</i>
	PC5. prioritize tasks as required	3	8	-	1
	PC6. consult with and assist others to maximize effectiveness and efficiency in carrying out tasks	3	8	-	1
	PC7. escalate grievances and problems to appropriate authority as per procedure to resolve them and avoid conflict	3	4	-	1
	PC8. act upon constructive feedback from others	2	5	-	-
	<i>Respect diversity</i>	<i>8</i>	<i>12</i>	<i>-</i>	<i>2</i>
	PC9. transact with everyone without any personal bias based on gender, disability, caste, religion, colour, sexual orientation and culture	3	5	-	1
	PC10. recognize indicators of harassment and discrimination based on gender, disability, caste, religion, colour, sexual orientation and culture at workplace	3	5	-	1
	PC11. report incidents of harassment and discrimination to appropriate authority	2	2	-	-
	Total Marks	30	63	-	7
DGT/VSQ/N0102: Employability Skills (60 Hours)	<i>Introduction to Employability Skills</i>	<i>1</i>	<i>1</i>	<i>-</i>	<i>-</i>
	PC1. identify employability skills required for jobs in various industries	-	-	-	-
	PC2. identify and explore learning and employability portals	-	-	-	-
	<i>Constitutional values – Citizenship</i>	<i>1</i>	<i>1</i>	<i>-</i>	<i>-</i>
	PC3. recognize the significance of constitutional values, including civic rights and duties, citizenship, responsibility towards society etc. and personal values and ethics such as honesty, integrity, caring and respecting others, etc.	-	-	-	-
	PC4. follow environmentally sustainable practices	-	-	-	-
	<i>Becoming a Professional in the 21st Century</i>	<i>2</i>	<i>4</i>	<i>-</i>	<i>-</i>
	PC5. recognize the significance of 21st CenturySkills for employment	-	-	-	-

PC6. practice the 21st Century Skills such as Self- Awareness, Behaviour Skills, time management, critical and adaptive thinking, problem-solving, creative thinking, social and cultural awareness, emotional awareness, learning to learn for continuous learning etc. in personal and professional life	-	-	-	-
<i>Basic English Skills</i>	2	3	-	-
PC7. use basic English for everyday conversation in different contexts, in person and over the telephone	-	-	-	-
PC8. read and understand routine information, notes, instructions, mails, letters etc. written in English	-	-	-	-
PC9. write short messages, notes, letters, e-mail etc. in English	-	-	-	-
<i>Career Development & Goal Setting</i>	1	2	-	-
PC10. understand the difference between job and career	-	-	-	-
PC11. prepare a career development plan with short- and long-term goals, based on aptitude	-	-	-	-
<i>Communication Skills</i>	2	2	-	-
PC12. follow verbal and non-verbal communication etiquette and active listening techniques in various settings	-	-	-	-
PC13. work collaboratively with others in a team	-	-	-	-
<i>Diversity & Inclusion</i>	1	2	-	-
PC14. communicate and behave appropriately with all genders and PwD	-	-	-	-
PC15. escalate any issues related to sexual harassment at workplace according to POSH Act	-	-	-	-
<i>Financial and Legal Literacy</i>	2	3	-	-
PC16. select financial institutions, products, and services as per requirement	-	-	-	-
PC17. carry out offline and online financial transactions, safely and securely	-	-	-	-
PC18. identify common components of salary and compute income, expenses, taxes, investments etc.	-	-	-	-
PC19. identify relevant rights and laws and use legal aids to fight against legal exploitation	-	-	-	-
<i>Essential Digital Skills</i>	3	4	-	-
PC20. operate digital devices and carry out basic internet operations securely and safely	-	-	-	-
PC21. use e- mail and social media platforms and virtual collaboration tools to work effectively	-	-	-	-
PC22. use basic features of word processor, spreadsheets, and presentations	-	-	-	-
<i>Entrepreneurship</i>	2	3	-	-
PC23. identify different types of Entrepreneurship and Enterprises and assess opportunities for potential business through research	-	-	-	-
PC24. develop a business plan and a work model, considering the 4Ps of Marketing Product, Price, Place and Promotion	-	-	-	-

	PC25. identify sources of funding, anticipate, and mitigate any financial/ legal hurdles for the potential business opportunity	-	-	-	-
	<i>Customer Service</i>	1	2	-	-
	PC26. identify different types of customers	-	-	-	-
	PC27. identify and respond to customer requests and needs in a professional manner	-	-	-	-
	PC28. follow appropriate hygiene and grooming standards	-	-	-	-
	<i>Getting ready for apprenticeship & Jobs</i>	2	3	-	-
	PC29. create a professional Curriculum vitae (Résumé)	-	-	-	-
	PC30. search for suitable jobs using reliable offline and online sources such as Employment exchange, recruitment agencies, newspapers etc. and job portals, respectively	-	-	-	-
	PC31. apply to identified job openings using offline/online methods as per requirement	-	-	-	-
	PC32. answer questions politely, with clarity and confidence, during recruitment and selection	-	-	-	-
	PC33. identify apprenticeship opportunities and register for it as per guidelines and requirements	-	-	-	-
	Total Marks	20	30	-	-
Grand Total		200	356	0	94

Annexure 6: 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 is done through third parties who are affiliated to WMPSC as Assessment Body. Assessors are trained & certified by WMPSC through Training of Assessors program. The assessment involves two processes. The first process is gathering the evidence of the competency of individuals. The second part of the assessment process is the judgement, based on the evidence as to whether a person is competent as per the standard or not. The assessment plan contains the following information:

- What will be assessed, i.e., the competency based on each NOS
- How assessment will occur i.e., methods of assessment
- When the assessment will occur
- Where the assessment will take place i.e., context of the assessment (workplace/simulation)
- The criteria for decision making i.e., those aspects that will guide judgements and
- Where appropriate, any supplementary criteria used to make a judgement on the level of performance.
- The assessment is conducted through theory, viva voce and practical

Annexure 7: Acronym and Glossary

Acronym

Acronym	Description
AA	Assessment Agency
AB	Awarding Body
ISCO	International Standard Classification of Occupations
NCO	National Classification of Occupations
NCrF	National Credit Framework
NOS	National Occupational Standard(s)
NQR	National Qualification Register
NSQF	National Skills Qualifications Framework
OJT	On the Job Training
ES	Employability Skills

Glossary

Term	Description
National Occupational Standards (NOS)	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.
Qualification	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
Qualification File	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.
Sector	A grouping of professional activities on the basis of their main economic function, product, service or technology.
Long Term Training	Long-term skilling means any vocational training program undertaken for a year and above. https://ncvet.gov.in/sites/default/files/NCVET.pdf