

NSQF QUALIFICATION FILE

CONTACT DETAILS OF THE BODY SUBMITTING THE QUALIFICATION FILE

Name and address of submitting body:

Agriculture Skill Council of India (ASCI)
6th floor, GNG Building, Plot no – 10, Sector-44,
Gurugram, Haryana – 122004

Name and contact details of individual dealing with the submission

Name: Ms Priyanka Prakash

Position in the organisation: Manager

Address if different from above

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List of documents submitted in support of the Qualifications File

1. Qualifications Pack of Agri-Input Dealer
2. Career Map of Agri-Input Dealer
3. List of QP/NOS Validating companies

Model Curriculum to be added which will include the following:

- **Indicative list of tools/equipment to conduct the training**
- **Trainers qualification**
- **Lesson Plan**
- **Distribution of training duration into theory/practical/OJT component**

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SUMMARY

1	Qualification Title	Agri-Input Dealer
2	Qualification Code, if any	AGR/Q7804
3	NCO code and occupation	NCO-2015/NIL
4	Nature and purpose of the qualification (Please specify whether qualification is short term or long term)	Nature of the qualification - a Qualification Pack (QP) The main purpose of the qualification is for making agriculture inputs available to the farmer in the right season and provide advice to farmers on good farming practices and techniques.
5	Body/bodies which will award the qualification	Agriculture Skill Council of India (ASCI)
6	Body which will accredit providers to offer courses leading to the qualification	Agriculture Skill Council of India (ASCI)
7	Whether accreditation/affiliation norms are already in place or not , if applicable (if yes, attach a copy)	N/A
8	Occupation(s) to which the qualification gives access	Agri Entrepreneurship & Rural Enterprises
9	Job description of the occupation	An Agri-Input Dealer is responsible for making agri and allied inputs available to the farmer in the right season and provide advice to farmers on good farming practices such as integrated farming, integrated pest management, cattle feeding and rearing, and other related techniques.
10	Licensing requirements	N/A
11	Statutory and Regulatory requirement of the relevant sector (documentary evidence to be provided)	
12	Level of the qualification in the NSQF	Level 5
13	Anticipated volume of training/learning required to complete the qualification	300 hours
14	Indicative list of training tools required to deliver this qualification	Attached as an annexure
15	Entry requirements and/or recommendations and minimum age	Class 12, Preferably (Preferably 0-1 years' experience in a related field)

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16	Progression from the qualification (Please show Professional and academic progression)	Regional Manager-Agri Inputs (After undergoing training in the course on Agri-Input Dealer and with 1-2 years' experience on the field, the incumbent can progress to the role of Regional Manager-Agri Inputs)		
17	Arrangements for the Recognition of Prior learning (RPL)	RPL assessment will be as per normal ASCI assessment process. (ASCI recognizes that there may be candidates who have prior learning experience in the Agriculture Sector and are desirous of being certified. Such candidates can apply to ASCI for testing and certification of their skills. Training Partners will be responsible for identifying and counselling candidates for RPL through mobilization camps and advertisements. The details of the RPL process have been defined by ASCI under the document- Guidelines for Recognition of Prior Learning under PMKVY)		
18	International comparability where known (research evidence to be provided)	This course has been compared with the courses being offered by Lantra, UK and no matching course has been found.		
19	Date of planned review of the qualification.	20/07/20		
20	Formal structure of the qualification			
	Mandatory components			
	Title of component and identification code/NOSs/Learning outcomes	Estimated size (learning hours)		Level
		Theory	Practical	
(i)	Introduction (Bridge Module)	05:00	0:00	5
(ii)	AGR/N7817 Assess current agro ecological situation of the area	20:00	40:00	5
(iii)	AGR/N7818 Plan for establishment of Agri Input Outlet	15:00	30:00	5
(iv)	AGR/N7819 Disseminate information to farmers	13:00	30:00	5
(v)	AGR/N7820 Carry out stock management of agriculture inputs	12:00	25:00	5

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(vi)	AGR/N7821 Complete documentation and record keeping related to agricultural inputs	10:00	25:00	5
(vii)	AGR/N9903 Maintain health and safety at the workplace	10:00	25:00	5
(viii)	AGR/N9912 Collaborate with team members and work effectively	15:00	25:00	5
	Sub Total (A)	100	200	
Optional components				
	Title of component and identification code/NOSs/ Learning outcomes	Estimated size (learning hours)		Level
	Sub Total (B)			
Total (A+B)				

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SECTION 1 ASSESSMENT

21	<p>Body/Bodies which will carry out assessment: If there will be more than one assessment body for this qualification, give details.</p> <p>ASCI affiliated assessment bodies.</p> <ol style="list-style-type: none">1. Aspiring Minds Pvt Ltd2. Anant Learning & Development Pvt Ltd3. Assess People Services India Pvt Ltd4. Trendsetters Skill Assessors Pvt Ltd5. Manipal City & Guilds6. Mettl7. SP Institute of Workforce Development8. Multi Skill Assessor Guild <p>More Assessment Agencies are being empanelled to cover wider geographical area</p>
22	<p>How will RPL assessment be managed and who will carry it out?</p> <p>RPL will be based on the same approved Qualification Pack and Assessment Criteria mentioned in the Qualification Pack and will be carried out as per normal ASCI assessment process. The Training Partner or any other authority as prescribed by the Steering Committee will identify and counsel candidates eligible for RPL through mobilization camps and advertisements. The mobilized candidates can be counselled, oriented about the standardized NSQF framework and basis their existing competency will be mapped against the suitable level of the concerned Job role for assessments. The candidates enrolled will be assessed by the Assessment Agency affiliated with the Sector Skill Council on the basis of assessment criteria decided by Sector Skill Council (SSC). The candidate will need to pass in the minimum assessment criteria of a particular QP decided by the SSC. Successfully assessed candidates with a valid Aadhaar or alternate ID (as per process) will be eligible for either “Full Qualification” or “Partial Qualification – NOS based Certification”.</p>
23	<p>Describe the overall assessment strategy and specific arrangements which have been put in place to ensure that assessment is always valid, reliable and fair and show that these are in line with the requirements of the NSQF.</p> <p>A robust technology enabled assessment methodology has been designed keeping in mind the geographical/Physical constraints and target segment which assess a trainee’s knowledge and skill set through three methods:</p> <ol style="list-style-type: none">a. An offline Tablet based test through the use of Multiple Choice Text and Picture based questions in vernacular languagesb. Actual demonstration on the fieldc. Viva <p>ASCI’s assessment strategy:</p> <ul style="list-style-type: none">• Question sets are developed as per the weightage of each NOS of the Qualification Pack.• Assessment criteria for each Qualification Pack developed, in which each

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	<p>Performance criteria (PC) assigned marks based on NOS</p> <ul style="list-style-type: none">• Question Bank is developed to assess the theoretical and practical knowledge. To ensure the quality, each trainees get different set of question• Empanelment of subject matter expert as assessor primarily from the Industry to assess trainee specifically on practical skills as per Industry demands <p>Assessments are preferably conducted on tablets or pen or papers in regional languages according to the requirement.</p>
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Please attach most relevant and recent documents giving further information about assessment and/or RPL.

Give the titles and other relevant details of the document(s) here. Include page references showing where to find the relevant information.

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ASSESSMENT EVIDENCE

Complete a grid for each component as listed in “Formal structure of the the qualification” in the Summary.

NOTE: this grid can be replaced by any part of the qualification documentation which shows the same information – ie Learning Outcomes to be assessed, assessment criteria and the means of assessment.

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24. Assessment evidences

Title of the Component: Agri Inputs Dealer

CRITERIA FOR ASSESSMENT OF TRAINEES

Job Role Agri Input Dealer

Qualification Pack AGR/Q7905

Sector Skill Council Agriculture Skill Council of India

Guidelines for Assessment

1. Criteria for assessment for each Qualification Pack will be created by the Sector Skill Council. Each Performance Criteria (PC) will be assigned marks proportional to its importance in NOS. SSC will also lay down proportion of marks for Theory and Skills Practical for each PC
2. The assessment for the theory part will be based on knowledge bank of questions created by the SSC.
3. Assessment will be conducted for all compulsory NOS, as well as the selected elective NOS/set of NOS.
OR
3. Assessment will be conducted for all compulsory NOS, as well as the selected optional NOS/set of NOS.
4. Individual assessment agencies will create unique question papers for theory part for each candidate at each examination/training center (as per assessment criteria below)
5. Individual assessment agencies will create unique evaluations for skill practical for every student at each examination/training center based on this criteria
6. To pass the Qualification Pack, every trainee should score a minimum of 70% of aggregate marks to successfully clear the assessment.
7. In case of unsuccessful completion, the trainee may seek reassessment on the Qualification Pack

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Compulsory NOS		Marks Allocation			
Total Marks: 700					
Assessment Outcomes	Assessment Criteria for Outcomes	Total Marks	Out of	Theory	Skills Practical
1.AGR/N7817 Assess current agro ecological situation of the area	PC1. carry out overview of agriculture production systems	600	5	2	3
	PC2. identify geographical coverage of where customers are located		4	2	2
	PC3. assess weather parameters and their impact on agriculture production		5	2	3
	PC4. interpret the current cropping systems used for the existing situations and estimate the types of inputs required		4	1	3
	PC5. assess the crops grown locally and the crop production technology used for the growth of the same		4	1	3
	PC6. understand the relevance of agro-meteorological information of crop production		4	1	3
	PC7. carry out field visits/tours to farm lands and understand the requirements of the farmers		4	1	3

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PC8.	carry out discussions with established dealers, experts and experienced people in this domain	4	1	3
PC9.	carry out soil sampling and note soil test results	4	1	3
PC10.	identify different types of seeds based on categories of labels, germination tests, etc	4	1	3
PC11.	ensure proper understanding of installation and management of micro irrigation systems and budget requirement for the same	4	1	3
PC12.	identify different types of weeds and implement weed management practices	4	1	3
PC13.	ensure proper understanding of operation of farm implements, plant protection equipment and maintenance	4	1	3
PC14.	identify sources and estimate approximate cost of farm implements and machinery	4	1	3
PC15.	identify types of pests and diseases infesting the plants	4	1	3
PC16.	differentiate between different types of pests and diseases by drawing, colouring and labelling of insects and their damages	4	1	3
PC17.	list down different disease systems and nutrient deficiencies of crops	4	1	3
PC18.	undertake precautionary measures in	4	2	2

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	procurement, handling and application of chemicals as well as other agricultural inputs, and usage of first aid during unforeseen situations				
	PC19. use computers for assessing agriculture and market information		4	1	3
	PC20. develop and ensure delivery of messages related to crop production, weather and market information through mobile phones		4	1	3
	PC21. study crop planning in rain fed areas		4	1	3
	PC22. identify opportunity for natural resource management for dryland agriculture		5	2	3
	PC23. analyse the effect of climate change and strategies for adoption of rainfed agriculture, where applicable		5	2	3
	PC24. implement integrated watershed management in areas where rainfall is high		4	1	3
			100	30	70
2.AGR/N7818 Plan for establishment of Agri - Input Outlet	PC1. identify companies/ sources for procurement of agriculture inputs	100	6	2	4
	PC2. keep a keen eye on the market in relation to product and investment pricing, trends and demand		5	1	4

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	PC3. identify wholesale distributors from whom the inputs can be procured		6	2	4
	PC4. select the type of agro input to be sold to farmers such as, fertilizers, pesticides, seeds, other farm implements and equipments		6	2	4
	PC5. obtain bank limits for maintenance of assets and working capital		5	1	4
	PC6. obtain state government licenses especially for handling seeds, pesticides and fertilizers		5	1	4
	PC7. identify and ensure adherence to major flagship programs of central/state governments related to agricultural development		6	2	4
	PC8. adhere to the guidelines and norms stated in the acts such as: <ul style="list-style-type: none"> • seed act • insecticide act • fertilizer control order • essential commodity act • consumer protection act • agricultural produce market committees act • sales tax/ vat etc 		6	2	4

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PC9.	forecast sales for each month of the year	5	1	4
PC10.	forecast direct material costs per item	5	2	3
PC11.	forecast indirect costs for each month of the year	5	2	3
PC12.	calculate total direct material and indirect costs for each month of the year	5	1	4
PC13.	prepare a financial plan accordingly	6	2	4
PC14.	select location to set shop in the local area based on the following parameters: <ul style="list-style-type: none"> • centrally located • proximity to farm land holdings • availability of basic utilities • proper ventilation 	6	2	4
PC15.	ensure availability of space for godown for storage of inputs	6	2	4
PC16.	recruit agents and other workers based on requirement for selling inputs to remotely located farmers, allow agents to set up small kiosks/shops	5	1	4
PC17.	price the inputs at a price which is affordable by the farmers	6	2	4

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	PC18. sell inputs to farmers either on cash or credit		6	2	4
			100	30	70
3.AGR/N7819 Disseminate information to farmers	PC1. interpret the current practice of farmers and note where there are gaps so as to provide advice and inputs to meet their needs	100	10	3	7
	PC2. provide training to farmers using channels such as community radios, community meetings, etc., to disseminate information on farming practices and use of improved seeds and fertilizer		10	3	7
	PC3. identify small plots or areas in the local communities in the village where, planting and growth of a variety of seeds can be demonstrated to the farmers		10	3	7
	PC4. use online networks and other interactive and digital media to disseminate information to farmers on latest agricultural practices		10	3	7
	PC5. educate farmers on pooling produce of all farmers in the village to be transported and sold in mandis/urban areas at high/right prices		10	3	7
	PC6. provide advice to farmers in the following areas: • importance of soil testing, sampling and integrated nutrient management • importance of quality seeds in crop production • methods of seed production, storage and		10	3	7

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	<p>obtaining seed certification</p> <ul style="list-style-type: none"> • methods of irrigation and management of micro irrigation systems • methods of integrated weed management • scope and importance of farm mechanisation • importance of disease and pest management 				
	PC7. set up kiosks/stalls in rural fairs and kisaan melas to create visibility		10	3	7
	PC8. carry out field visits to farmers homes and educate them about the importance of good agriculture inputs		10	3	7
	PC9. offer discounts on special occasions such as festivals		10	3	7
	PC10. invite farmers to the outlet/shop for knowledge transfer sessions		10	3	7
			100	30	70
4.AGR/N7820 Carry out stock management of agriculture inputs	PC1. keep the right amount of stock	100	15	5	10
	PC2. stock goods that sell quickly; know which products sell quickly and the ones that sell slowly		15	5	10
	PC3. offer stock that does not sell quickly at a discount if the customers cannot buy it at the regular price		14	4	10

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	PC4. arrange and display stock in an orderly manner; arrange and display goods neatly so that it is easy for the customers to see and for easy checking and counting		14	4	10
	PC5. check stock regularly; always check that the right amount of goods that is needed is available		14	4	10
	PC6. keep stock records		14	4	10
	PC7. use the stock records to find out which goods to re-order, when to order and what quantities are needed		14	4	10
			100	30	70
5.AGR/N7821 Complete documentation and record keeping related to agricultural inputs	PC1. document and maintain records of recurring costs such as <ul style="list-style-type: none"> • inventory cost for storage of agriculture inputs • labour charges • interest on bank loans 	100	15	5	10
	PC2. keep record of current stock of agriculture inputs		15	5	10
	PC3. maintain and record information in stock cards to ensure the date of arrival of stock and date of sale of stock is captured on a regular basis		14	4	10
	PC4. document and maintain records of customer/consumer details, quantity sold		14	4	10
	PC5. maintain a daily cash record to keep a record of		14	4	10

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	cash received from sales on a daily basis				
	PC6. document and maintain records of frequency of purchase, sale details like quantity of products sold		14	4	10
	PC7. maintain a profit and loss statement on a monthly basis to assess profitability		14	4	10
			100	30	70
6.AGR/N9903 Maintain health and safety at the workplace	PC1. undertake basic safety checks before operation of all machinery and vehicles and report all potential hazards to the supervisor	100	6	2	4
	PC2. identify work for which protective clothing or equipment is required and perform those duties in accordance with workplace policy		7	2	5
	PC3. read and understand the hazards of use and contamination mentioned on the labels of pesticides/fumigants, etc.		7	2	5
	PC4. assess risks prior to performing manual handling jobs, and work according to currently recommended safe practices		7	2	5
	PC5. use equipment and materials safely and correctly and return the same to designated storage when not in use		7	2	5
	PC6. dispose off waste safely and correctly in a		6	2	4

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	designated area				
	PC7. recognize risks to bystanders and take action to reduce risk associated with jobs in the workplace		7	2	5
	PC8. perform work in a manner which minimizes environmental damage all procedures and ensure work instructions for controlling risks are followed closely		7	2	5
	PC9. report any accidents, incidents or problems without delay to an appropriate person and take necessary immediate action to reduce further danger		7	2	5
	PC10. follow procedures for dealing with accidents, fires and emergencies, including communicating location and directions for emergency evacuation		7	2	5
	PC11. follow emergency procedures to company standard / workplace requirements		6	2	4
	PC12. use emergency equipment in accordance with manufacturers' specifications and workplace requirements		7	2	5
	PC13. provide treatment appropriate to the patient's injuries in accordance with recognized first aid techniques		7	2	5

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	PC14. recover (if practical), clean, inspect/test, refurbish, replace and store the first aid equipment as appropriate		6	2	4
	PC15. report details of first aid administered in accordance with workplace procedures.		6	2	4
			100	30	70
7.AGR/N9912: Collaborate with team members and work effectively	PC1. receive instructions from reporting manager on the work to be carried out	100	6	2	4
	PC2. communicate work done/activities performed to the reporting manager as required		6	2	4
	PC3. elicit feedback on work done		6	2	4
	PC4. rectify actions/procedures based on feedback given		6	2	4
	PC5. escalate any issues and concerns to the reporting manager		6	2	4
	PC6. participate in discussions with reporting manager when required		5	1	4
	PC7. ensure clear and concise communication with the team and colleagues		6	2	4
	PC8. plan work and tasks with team members on a regular basis		6	2	4
	PC9. share knowledge of processes, techniques with		6	2	4

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	the team				
	PC10. treat team members with respect and dignity		6	1	5
	PC11. demonstrate responsible and disciplined behaviour		6	1	5
	PC12. adhere to the timeliness of work commitments made to fellow colleagues		5	2	3
	PC13. inform colleagues in advance if unable to carry out work commitments, citing reasons for the same		6	2	4
	PC14. address work related issues among the team		6	2	4
	PC15. participate in team interaction sessions/activities as and when required		6	1	5
	PC16. adhere to organization's policies and procedures for working with colleagues		6	2	4
	PC17. discuss/report any concerns to senior management		6	2	4
			100	30	70

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SECTION 2

25. EVIDENCE OF LEVEL

OPTION B

Title/Name of qualification/component: Agri-Input Dealer		Level: 5	
NSQF Domain	Key requirements of the job role	How the job role relates to the NSQF level descriptors	NSQF Level
Process	An Agri-Input Dealer is responsible for making agriculture inputs available to the farmer in the right season and provide advice to farmers on good farming practices and techniques	<p>The role requires well developed skill with clear choice of procedures in a familiar context. The job holder is responsible to assess current agro ecological situation of the area, plan for establishment of agri-input outlet, disseminate information to farmers, carry out stock management of agriculture inputs, complete documentation and record keeping related to agricultural inputs, maintain health and safety at the workplace, collaborate with team members and work effectively. Hence the role has been placed at Level 5.</p> <p>Since it does not demand wide range of specialized technical skill, clarity of knowledge and practice in broad range of activity involving standard and non- standard practices, and the role does not qualify for Level 6.</p> <p>The job role requires well developed skill, with clear choice of procedures in familiar context. For example, carry out overview of agriculture production systems, identify geographical coverage of where customers are located, assess weather parameters and their impact on agriculture production, interpret the current cropping systems used for the existing situations and estimate the types of inputs</p>	5

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Title/Name of qualification/component: Agri-Input Dealer		Level: 5	
NSQF Domain	Key requirements of the job role	How the job role relates to the NSQF level descriptors	NSQF Level
		required, identify companies/ sources for procurement of agriculture inputs, keep a keen eye on the market in relation to product and investment pricing, trends and demand, use online networks and other interactive and digital media to disseminate information to farmers on latest agricultural practices, educate farmers on pooling produce of all farmers in the village to be transported and sold in mandis/urban areas at high/right prices, offer discounts on special occasions such as festivals, invite farmers to the outlet/shop for knowledge transfer sessions. Hence, this role cannot be pegged at Level 4.	
Professional knowledge	The user/individual on the job needs to know the methods and ways of disseminating information and good agriculture practices, methods and importance agriculture production systems, methods and importance of consulting with established dealers, procedures for setting business plans and goals, procedures for carrying out market analysis and survey, methods to identify location.	<p>The job holder is expected to know knowledge of facts, principles, processes and general concepts in the field of work or study. For instance, keep the right amount of stock, stock goods that sell quickly; know which products sell quickly and the ones that sell slowly, offer stock that does not sell quickly at a discount if the customers cannot buy it at the regular price, maintain and record information in stock cards to ensure the date of arrival of stock and date of sale of stock is captured on a regular basis. Since the job holder is required to have only basic knowledge on all the above mentioned areas, the role qualifies for Level 5.</p> <p>Since the job holder is not required to possess factual and theoretical knowledge in broad contexts within a field of work or study, it cannot be placed at Level 6.</p> <p>Since the role requires knowledge of facts, principles,</p>	5

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Title/Name of qualification/component: Agri-Input Dealer		Level: 5	
NSQF Domain	Key requirements of the job role	How the job role relates to the NSQF level descriptors	NSQF Level
		processes and general concepts in the field of work or study. For example use the stock records to find out which goods to re-order, when to order and what quantities are needed, offer stock that does not sell quickly at a discount if the customers cannot buy it at the regular price, interpret the current practice of farmers and note where there are gaps so as to provide advice and inputs to meet their needs, assess the crops grown locally and the crop production technology used for the growth of the same, understand the relevance of agro-meteorological information of crop production, carry out field visits/tours to farm lands and understand the requirements of the farmers, study crop planning in rainfed areas, identify opportunity for natural resource management for dryland agriculture, analyse the effect of climate change and strategies for adoption of rainfed agriculture, where applicable. Hence this role cannot be pegged at Level 4.	
Professional skill	The Job holder should have professional skills including: Decision making, Planning and Organising, Customer centricity, Problem Solving, Analytical Thinking, and Critical thinking.	The job holder is required to demonstrate a range of cognitive and practical skills required to accomplish tasks and solve problems by selecting and applying basic methods, tools, materials and information. For example the job holder is expected to analyse critical points in day to day tasks through experience and observation and identify control measures to solve the issues, handle and resolve issues related to entire operation, plan and organize the work, plan and allot work/responsibilities to workers, plan to prioritize the work based on the order/market requirement, plan to utilize the time and equipments	5

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Title/Name of qualification/component: Agri-Input Dealer		Level: 5	
NSQF Domain	Key requirements of the job role	How the job role relates to the NSQF level descriptors	NSQF Level
		<p>effectively, understand customer requirements and their priority and respond as per their needs, arrive at possible solution for problems related to sale, by discussing with experienced/concerned people, apply domain information about maintenance processes and technical knowledge about farm assets and inputs, use common sense and make judgments on day to day basis, use reasoning skills to identify and resolve basic problems. Hence the role has been placed at Level 5.</p> <p>Since the job holder is not required to possess a range of cognitive and practical skills required to generate solutions to specific problems in a field of work or study, it cannot be placed at Level 6.</p> <p>The job holder is required to demonstrate a range of cognitive and practical skills required to accomplish tasks and solve problems by selecting and applying basic methods, tools, materials and information. For example, the job holder is required to offer stock that does not sell quickly at a discount if the customers cannot buy it at the regular price, arrange and display stock in an orderly manner; arrange and display goods neatly so that it is easy for the customers to see and for easy checking and counting, identify work for which protective clothing or equipment is required and perform those duties in accordance with workplace policy, list down different disease systems and nutrient deficiencies of crops, undertake precautionary measures in procurement, handling and application of chemicals as well as other agricultural inputs, and usage of first aid during unforeseen situations, interpret the current practice of farmers and note where there are gaps so as to provide advice and inputs to meet their needs, analyse the effect of climate</p>	

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NSQF Domain	Key requirements of the job role	How the job role relates to the NSQF level descriptors	NSQF Level
		change and strategies for adoption of rainfed agriculture, where applicable. Hence this job role cannot be pegged at Level 4.	
Core skill	The Job holder must have Core Skills which will include: Writing Skills, Reading Skills, Oral and Communication (Listening and Speaking).	<p>The job holder is required to possess desired mathematical skill, understanding of social, political and some skill of collecting and organizing information and communication. For instance, s/he should be able to note the information to be communicated, fill relevant applications, note the information required for establishing the shop/outlet, write communications to government officials, financial institutions and workers, read communications from various government departments, read internal communications from workers, discuss task lists, schedules and activities with workers, attentively listen and comprehend the information given by the speaker communicate clearly with the farmers, government officials, bankers, etc. Hence, this role qualifies for Level 5.</p> <p>Since the job holder is not required to be reasonably good in mathematical calculation, have understanding of social, political environment, and be reasonably good in data collecting, organizing information and logical communication, it cannot be placed at Level 6.</p> <p>The job holder is required to possess desired mathematical skill, understanding of social, political and some skill of collecting and organizing information and communication. For example, the job holder is required to calculate total direct material and indirect costs for each month of the year, forecast sales for each month of the year, forecast direct material costs per item, forecast indirect costs for each month of the year, document and</p>	5

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Title/Name of qualification/component: Agri-Input Dealer		Level: 5	
NSQF Domain	Key requirements of the job role	How the job role relates to the NSQF level descriptors	NSQF Level
		maintain records of customer/consumer details, quantity sold, maintain a daily cash record to keep a record of cash received from sales on a daily basis, document and maintain records of frequency of purchase, sale details like quantity of products sold, maintain a profit and loss statement on a monthly basis to assess profitability, plan work and tasks with team members on a regular basis, share knowledge of processes, techniques with the team, receive instructions from reporting manager on the work to be carried out, communicate work done/activities performed to the reporting manager as required. Hence the role cannot be placed at Level 4.	
Responsibility	An Agri-Input Dealer is responsible for making agriculture inputs available to the farmer in the right season and provide advice to farmers on good farming practices and techniques	<p>The job holder is responsible for own work and learning and some responsibility for other's work and learning. S/he is a skilled worker who is required to conduct overview of agriculture production system, implement good agriculture practices, identify opportunities for rain fed farming, analyse the demand and identify the sources for procurement of inputs, procure bank limits and necessary licenses, carry out financial planning, set location for set up and sell inputs, identify gaps and provide advice, carry out marketing and promotion activities, carry out stock management activities, development and maintain records of operational costs, document and maintain records of current stock and future stock to be ordered, document and maintain records of sales, maintain a clean and efficient workplace, render appropriate emergency procedures. Hence, this role qualifies for Level 5.</p> <p>Since the job holder is not required to hold full responsibility for other's work and learning, it cannot be</p>	5

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Title/Name of qualification/component: Agri-Input Dealer		Level: 5	
NSQF Domain	Key requirements of the job role	How the job role relates to the NSQF level descriptors	NSQF Level
		<p>placed at Level 6.</p> <p>The job holder is responsible for own work and learning and some responsibility for other's work and learning. For example, the job holder is required to ensure clear and concise communication with the team and colleagues, plan work and tasks with team members on a regular basis, share knowledge of processes, techniques with the team, address work related issues among the team, participate in team interaction sessions/activities as and when required, adhere to organization's policies and procedures for working with colleagues, hence the role cannot be placed at Level 4.</p>	

**SECTION 3
EVIDENCE OF NEED**

26	What evidence is there that the qualification is needed? What is the estimated uptake of this qualification and what is the basis of this estimate?	
	Basis	
	Need of the qualification	In India, there are about 2.82 lakh practicing agri-input dealers, who are the prime source of farm information to the farming community. The first contact point for majority of farmers is the agri-input dealer. While purchasing different inputs required for farming operations, the farmer naturally tries to find out from the input dealer about the usage of inputs, both in terms of quality and quantity. However, most of these input dealers do not have formal agricultural education. If these input dealers can be shaped as para-extension professionals by providing requisite knowledge, they can professionalise extension services and contribute to bring a paradigm shift in Indian Agriculture. It is in this context, that this QP has been designed basis the DAESI program being run by National Institute of Agriculture Extension Management (MANAGE), an organization of MoA which imparts relevant and location-specific agricultural education to equip these input dealers with sufficient knowledge to transform them into para-extension professionals so as to enable them to address the day-to-day problems being faced by the farmers at field level. MANAGE had launched DAESI program in the year 2003 and so far covered the practicing input dealers of Andhra Pradesh, Telangana, Tamil Nadu, Maharashtra, Orissa, Jharkhand, and West Bengal.
	Industry Relevance	This QP has been developed in close consultation with MANAGE, an organization under MoA. The SSC has undertaken validation of the job roles with the actual end user industry. The total no of validations received is 32. The endorsement/validation letters have been submitted as annexures.
Usage of the qualification	The usage of the qualification lies in the areas of: <ul style="list-style-type: none"> • Orientation of input dealers on location-specific crop production technologies of broad-based agriculture with reference to field problems. 	

NSQF QUALIFICATION FILE

	<ul style="list-style-type: none"> • Building the capacity of input dealers in efficient handling of Inputs. • To impart knowledge about the laws governing regulation of agricultural Inputs. • To make input dealers an effective source of farm information at the village level (one stop shop) for the farmers. 	
	<p>Estimated uptake</p>	<p>Agri-Input Dealers in the country are a prime source of farm information to the farming community, besides the supply of inputs and credit. However, majority of these dealers do not have formal agricultural education. In order to build their technical competency in agriculture and to facilitate them to serve the farmers better and to act as para – extension professionals, Ministry of Agriculture & Farmers’ Welfare, Government of India has decided to implement this program for Input dealers in all the states of the country.</p>
<p>27</p>	<p>Recommendation from the concerned Line Ministry of the Government/Regulatory Body. To be supported by documentary evidences</p>	
<p>28</p>	<p>What steps were taken to ensure that the qualification(s) does (do) not duplicate already existing or planned qualifications in the NSQF? Give justification for presenting a duplicate qualification</p> <p>NSDC list of Approved and Under-Development QPs was checked prior to commissioning the work and also our occupational map/QPs are put on ASCI & NSDC websites.</p> <p>The QP for this role has been compared with NCVT CTS courses (http://dget.nic.in/content/innerpage/list-of-cts-courses.php) and it has been found that there is no NCVT CTS course pertaining to Agri-Input Dealer whereas ASCI has a separate qualification pack for “Agri-Input Dealer”.</p>	
<p>29</p>	<p>What arrangements are in place to monitor and review the qualification(s)? What data will be used and at what point will the qualification(s) be revised or updated? Specify the review process here</p> <p>Any institution / individual is welcome to send feedback, which is recorded and considered during next review cycle.</p> <ul style="list-style-type: none"> • Communication will be sent for any feedback to all the main stakeholders/users one month prior to the review of the qualifications pack. • A formal review is scheduled in three years’ time 	

NSQF QUALIFICATION FILE

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Please attach most relevant and recent documents giving further information about any of the topics above.

Give the titles and other relevant details of the document(s) here. Include page references showing where to find the relevant information.

SECTION 4

EVIDENCE OF PROGRESSION

30	<p>What steps have been taken in the design of this or other qualifications to ensure that there is a clear path to other qualifications in this sector? <i>Show the career map here to reflect the clear progression</i></p> <p>Career path in agri sector is generally in terms of activities done & ownership of responsibility because they are primarily self-wage employment/entrepreneurship roles.</p> <p>However, there are occupations in the organized segment (Agri Industries) in which career pathway has been identified as illustrated below (Annexure 1)</p>
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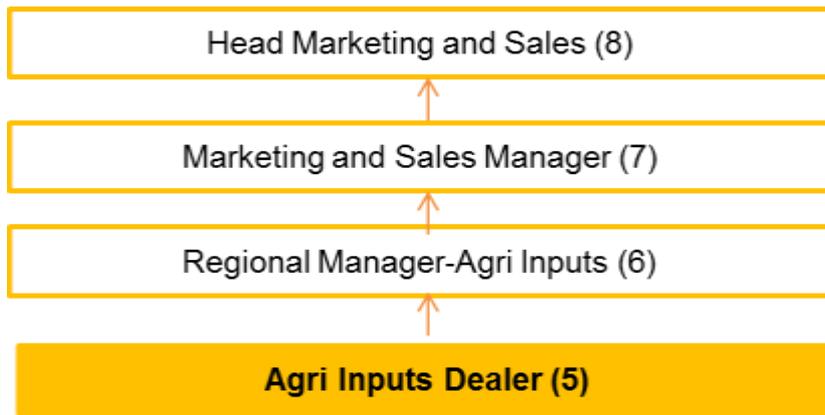
Please attach most relevant and recent documents giving further information about any of the topics above.

Give the titles and other relevant details of the document(s) here. Include page references showing where to find the relevant information.

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Career Map of Agri-Input Dealer

NSQF QUALIFICATION FILE



Qualification Pack of Agri-Input Dealer (separate file)

List of QP/NOS validating companies (separate file)