

## NSQF QUALIFICATION FILE

Approved in 8<sup>th</sup> NSQC Meeting – NCVET – 27<sup>th</sup> May, 2021

### CONTACT DETAILS OF THE BODY SUBMITTING THE QUALIFICATION FILE

#### Name and address of submitting body:

Beauty & Wellness Sector Skill Council  
Office no. - UG-5B, Upper Ground Floor, Himalaya House-23, Kasturba Gandhi  
Marg, Connaught Place, Delhi-110001

#### Name and contact details of individual dealing with the submission

**Name:** Ms. Monica Bahl

**Position in the organisation:** CEO

**Address if different from above:** Same as above

**Tel number(s):** 011 – 40342940/42/44/45

**E-mail address:** [ceo@bwssc.in](mailto:ceo@bwssc.in)

#### List of documents submitted in support of the Qualifications File

1. Qualifications Pack
2. Industry Validations letters
3. Industry Endorsement tracker
4. Integrated Occupational Map
5. Summary Sheet
6. Model Curriculum

#### Model Curriculum to be added which will include the following:

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

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### SUMMARY

1	<b>Qualification Title:</b> Yoga Trainer (B&W)
2	<b>Qualification Code, if any:</b> QP BWS/Q2203
3	<b>NCO code and occupation:</b> NCO-2015/NIL
4	<p><b>Nature and purpose of the qualification (Please specify whether qualification is short term or long term):</b></p> <p>Nature of the qualification</p> <ul style="list-style-type: none"> <li>- a Qualification Pack (QP)</li> </ul> <p>The main purpose of the qualification</p> <ul style="list-style-type: none"> <li>- is to allow individuals to enter into the Yoga domain while performing without supervision</li> </ul>
5	<b>Body/bodies which will award the qualification:</b> Beauty & Wellness Sector Skill Council (B&WSSC)
6	<b>Body which will accredit providers to offer courses leading to the qualification:</b> Beauty & Wellness Sector Skill Council (B&WSSC)
7	<b>Whether accreditation/affiliation norms are already in place or not , if applicable (if yes, attach a copy) :</b> Yes
8	<b>Occupation(s) to which the qualification gives access:</b> Yoga Services under Yoga sub-sector
9	<p><b>Job description of the occupation:</b> A Yoga Trainer (B&amp;W) is a professionally trained individual with an extensive additional training in Yoga for 360-degree wellness; and is able to work with the clients by conducting yoga postures, asanas, pranayamas, meditation and relaxation techniques. The individual must exhibit sound knowledge of the principles and practices of yogic techniques to explain and respond to the client's questions on general wellbeing and provide trainings to Yoga Instructors.</p>
10	<b>Licensing requirements:</b> N/A
11	<b>Statutory and Regulatory requirement of the relevant sector (documentary evidence to be provided):</b> N/A
12	<b>Level of the qualification in the NSQF:</b> Level 5
13	<b>Anticipated volume of training/learning required to complete the qualification:</b> 570 Hours
14	<p><b>Indicative list of training tools required to deliver this qualification:</b></p> <p>Yoga Mats/ Mysore Rugs/ Towels /Durries, Yoga Blankets, Electrical Heater/Induction OR Gas Stove OR 5 Litre Kettle for boiling water, Container (25 Lts-50 Ltrs Capacity), Neti-Pot, Yoga Cushions (optional), First Aid Kit</p>

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15	<b>Entry requirements and/or recommendations and minimum age:</b> <ul style="list-style-type: none"> <li>• Completed 1st year of UG (UG Certificate) OR</li> <li>• Completed 1st year of diploma (after 12th) OR</li> <li>• 12th pass with 1 year Vocational Education &amp; training (NTC or NAC or CITS) OR</li> <li>• 12th Grade pass with 2 years relevant experience OR</li> <li>• 10th Grade pass with 4 years relevant experience OR</li> <li>• Previous relevant Qualification of NSQF Level 4 and with minimum education as 8th Grade pass with 3 years relevant experience</li> </ul>		
16	<b>Progression from the qualification (Please show Professional and academic progression):</b> Senior Yoga Trainer (B&W) (Level 6)		
17	<b>Arrangements for the Recognition of Prior learning (RPL):</b> Currently Beauty & Wellness Sector Skill Council (B&WSSC) is doing the RPL assessments after covering learning hours of 12 hours and then followed by the assessments. The assessments are happening in online basis. There are three phases of assessments which is followed in all assessment process of different job roles-  1. Theory- Weightage 30% 2. Practical- Weightage 70% (Hands on assessment + Viva)  The theory questions are objective type with multiple choice option, out of which we have some pictorial questions also. VIVA questions are also based on the job role and the practical questions are assessed on the hands-on performance. (Detailed Assessment Plan is attached in the folder)		
18	<b>International comparability where known (research evidence to be provided) :</b> This Level 5 qualification compares with UK NOS: Level 3		
19	<b>Date of planned review of the qualification by:</b> 27-05-2024		
20	<b>Formal structure of the qualification</b> <b>Mandatory components</b>		
(i)	<b>Title of component and identification code/NOSs/Learning Outcomes</b>	<b>Estimated size (learning hours)</b>	<b>Level</b>
	BWS/N9001 Prepare and maintain work area	30	3
	BWS/N2204 Conduct the advanced yoga sessions for 360-degree wellness	90	5
	BWS/N2202 Conduct hatha yoga sessions	90	5
	BWS/N9002 Maintain health and safety of workplace	30	3

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	BWS/N9003 Create a positive impression at the Workplace	30	3
	DGT/VSQ/N0103 (v1.0) Employability Skills	90	5
	OJT	120	
	<b>(A) Sub Total</b>	<b>480</b>	

<b>(ii)</b>	<b>(B) Elective NOS</b>		
	BWS/N2208 Conduct the Bal Yoga sessions	30	5
	BWS/N2209 Conduct the Mahila Yoga sessions	30	5
	BWS/N2210 Conduct the Vridha Yoga sessions	30	5
	<b>Total (A+B) = 570 Hours</b>		
	<b>Instructor-Led Online Module – 134 Hours</b>		

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### SECTION 1 ASSESSMENT

<b>21</b>	<p><b>Body/Bodies which will carry out assessment:</b></p> <ol style="list-style-type: none"> <li>1. Aspiring Minds</li> <li>2. Mettl (Mercer)</li> <li>3. Amrit Skills</li> <li>4. Vedokt</li> <li>5. Skill Mantra</li> <li>6. Prima</li> <li>7. IRIS</li> <li>8. IYD</li> <li>9. Green Arrows</li> <li>10. SPIWD</li> <li>11. Trendsetters</li> <li>12. Star Projects</li> <li>13. Radiant Infonet</li> <li>14. Navriti Technologies Pvt Ltd</li> <li>15. Khwaspuria Advisory Pvt Ltd</li> <li>16. Glocal Thinkers</li> <li>17. Eduvantage</li> <li>18. Diversified Business Solution Pvt Ltd</li> <li>19. Demorgia Consulting Services Pvt Ltd</li> </ol>
<b>22</b>	<p><b>How will RPL assessment be managed and who will carry it out?</b> Give details of how RPL assessment for the qualification will be carried out and quality assured.</p> <p>The RPL assessment will be carried out through pre assessment, identifying the skills gaps, provide bridge training to cover the competency gap and then conduct final assessment of the candidates</p>
<b>23</b>	<p><b>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.</b></p> <p>Assessment is done through third parties who are affiliated to B&amp;WSSC as Assessment Body. Assessors are trained &amp; certified by B&amp;WSSC 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 as to whether a person is competent or not. The assessment plan contains the following information:</p> <p>The assessments are happening in online/ offline basis. There are three phases of assessments which is followed in all assessment process of different job roles-</p> <ul style="list-style-type: none"> <li>➤ Theory- weightage 30%</li> </ul>

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	<p>➤ Practical+ VIVA- Weightage 70% (Hands on assessment + Oral questioner)</p> <p>The theory questions are objective type with multiple choice option, out of which we have some pictorial questions also. VIVA questions are also based on the job role and the practical questions are assessed on the hands-on performance.</p> <p>Criteria on decision making &amp; process manual is attached in the folder (Attachment name – Assessment Process)</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.

**ASSESSMENT EVIDENCE**

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

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

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### 24. Assessment evidences

**Title of Component:** Yoga Trainer (B&W)

#### CRITERIA FOR ASSESSMENT OF TRAINEES

**Job Role** Yoga Trainer (B&W)

**Qualification Pack** BWS/Q2203

**Sector Skill Council** Beauty & Wellness

#### 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, and where applicable, on theselected elective/option 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 criterion.
6. To pass the Qualification Pack, every trainee should score a minimum of 70% in aggregate.
7. In case of unsuccessful completion, the trainee may seek reassessment on the Qualification Pack.

Assessment Criteria for Outcomes	Theory Marks	Practical Marks	Project Marks	Viva Marks
<i>Conduct Hatha Yoga Sessions</i>	<b>37</b>	<b>63</b>	-	-
1. ensure appropriate ambience for guests to perform the yoga session	1	1	-	-
2. provide appropriate opening and closure of the session through prayer/chanting/meditation	1	2	-	-
3. perform and instruct loosening exercises or sukshma vyayama as agreed with the guest and arrangement of the organization	1	3	-	-

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Assessment Criteria for Outcomes	Theory Marks	Practical Marks	Project Marks	Viva Marks
4. perform and instruct classical asana as agreed with the guest and arrangement of the organization	1	3	-	-
5. perform and instruct pranayamas as agreed with the guest and arrangement of the Organization	1	3	-	-
6. perform and instruct mudras and bandhas as agreed with the guest and arrangement of the organization	1	3	-	-
7. perform and instruct kriyas as agreed with the guest and arrangement of the organisation	1	3	-	-
8. recognize, adjust, and adapt to specific client/student needs in the evolving professional relationship	1	1	-	-
9. recognize and manage the subtle dynamics inherent in the guest relationship	1	1	-	-
10. implement effective teaching methods, adapt to unique styles of learning, provide supportive and effective feedback, acknowledge the clients progress, and cope with unique difficulties / successes	1	1	-	-
11. transmit the value of self-awareness and self- responsibility throughout the therapeutic process	1	1	-	-
12. develop and adjust appropriate practice strategies to the guest	1	2	-	-
13. elicit the goals, expectations and aspirations of the guest	1	1	-	-



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Assessment Criteria for Outcomes	Theory Marks	Practical Marks	Project Marks	Viva Marks
<i>Conduct the advanced yoga sessions for 360-degree wellness</i>	<b>35</b>	<b>65</b>	-	-
1. ensure appropriate ambience for guests to perform the advanced yoga session	1	1	-	-
2. provide appropriate opening and closure of the session through prayer/chanting/meditation	1	2	-	-
3. obtain permission/ notify the guest for a physical contact with the guest during session, if required	1	3	-	-
4. obtain information on guests medical history, background, preferences, etc. before starting the session	1	3	-	-
5. recognize, adjust, and adapt to specific guest needs in the evolving therapeutic/professional relationship	1	1	-	-
6. recognize and manage the subtle dynamics inherent in the therapist/ guest relationship	1	1	-	-
7. implement effective teaching methods, adapt to unique styles of learning, provide supportive and effective feedback, acknowledge the guests progress and cope with unique difficulties / Successes	1	1	-	-
8. transmit the value of self-awareness and self-responsibility throughout the therapeutic process	1	1	-	-
9. develop and adjust appropriate practice strategies to the guest	1	1	-	-
10. elicit the goals, expectations and aspirations of the guest	1	1	-	-
11. integrate information from the intake, evaluation and observation to develop a working assessment of the guests condition, limitations and possibilities	1	1	-	-
12. determinewhich aspectsoftheclient/students conditions, goals and aspirations might be addressed through advanced yogasessions	1	1	-	-
13. select and priorities the use of advanced yoga tools and techniques	1	2	-	-

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Assessment Criteria for Outcomes	Theory Marks	Practical Marks	Project Marks	Viva Marks
<i>Prepare and maintain work area</i>	<b>30</b>	<b>70</b>	-	-
PC1. ensure that ambient conditions are suitable for the client and the service procedures to be carried out in a hygienic, safe and disinfected environment such as using air purifiers to reduce dust, dander, smoke, allergens & odour resulting in a healthier, fresher & cleaner environment, restructuring the workplace set-up, by keeping a minimum distance of 2 meters in between two clientele, practicing social distancing by avoiding handshakes/ hugs to coworkers/ clientele, etc.	2	6	-	-
PC2. identify and select suitable equipment and products required for the respective services	2	5	-	-
PC3. set up the equipment and prepare the products for services in adherence to the salon procedures and product/ equipment guidelines	2	5	-	-
PC4. place disposable sheet on a sanitized trolley and organize the products in it or in area convenient and efficient for service delivery	2	5	-	-
PC5. prepare sterilisation solution as per organisational standards using approved products and as per manufacturer's instructions	2	5	-	-
PC6. sterilize, disinfect and place the tools on the tray as per organisational standards using recommended solutions and conditions; tools such as comedone extractor, scissors, pack brush, water bowl, electrical machine's probes, waxing tools, nailcare sets, comb, gel brushes, gel jars, gel polishes, nail art brushes, toe-separators, etc. in conditions such as time, temperature, etc.	2	6	-	-
PC7. dispose waste materials in adherence to the industry requirements; waste materials such as cotton, wax, strips, hair, disposable linen, disposable head bands, disposable gowns, disposable apron, disposable hair gear, disposable face mask, disposable gloves, disposable spatula, disposable wax strips, open single use packed products, etc.	2	5	-	-
PC8. identify ways to optimize usage of material including water in various tasks/activities/processes	2	5	-	-

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Assessment Criteria for Outcomes	Theory Marks	Practical Marks	Project Marks	Viva Marks
PC9. check for spills/leakages occurred while providing services	2	4		
PC10. identify and segregate recyclable, non-recyclable and hazardous waste generated inseparate bin	2	4		
PC11. discard the unused open single use packed products properly in a closed bin	2	4		
PC12. ensure electrical equipment and appliances are switched off when not in use	2	4		
PC13. store records, materials and equipment securely in line with the policies	2	4		
PC14. conduct awareness program (such as for Covid19) for the employees and display posters/ signage's promoting regular hand-washing and respiratory hygiene in the premises	2	4		
PC15. set up and promote digital modes of payment to lessen any kind of cross infection	2	4		
<b>NOS Total</b>	<b>30</b>	<b>70</b>	-	-

Assessment Criteria for Outcomes	Theory Marks	Practical Marks	Project Marks	Viva Marks
<i>Maintain health and safety of the work area</i>	<b>33</b>	<b>67</b>	-	-
PC1. ensure proper supply of Personal Protective Equipment such as tissues, antibacterial soaps, alcohol-based hand cleansers, triple layered surgical face masks, gloves, etc. for the employees and clientele	3	7	-	-
PC2. ensure maintaining basic hygiene and keep proper distance between the clientele to avoid any kind of cross infection, basic hygiene such as wearing disposable N-95/ triple layered surgical face mask, gloves, apron, washing/ sanitizing hands & taking bath at regular intervals, etc.	3	6	-	-
PC3. set up and position oneself, equipment, chemicals, products and tools in the work area to meet legal, hygiene and safety requirements	3	6	-	-
PC4. clean and sterilize all tools and equipment before and after use	3	6	-	-

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Assessment Criteria for Outcomes	Theory Marks	Practical Marks	Project Marks	Viva Marks
PC5. maintain one's posture and position to minimize fatigue, risk of injury and chances of cross infection	3	6	-	-
PC6. dispose waste materials in accordance to the industry accepted standards	3	6	-	-
PC7. maintain first aid kit and keep oneself updated on the first aid procedures	3	6	-	-
PC8. identify and document potential risks and hazards in the workplace	3	6	-	-
PC9. accurately maintain accident reports	3	6	-	-
PC10. report health and safety risks/ hazards to concerned personnel	3	6	-	-
PC11. use tools, equipment, chemicals and products in accordance with the guidelines and manufacturers' instructions	3	6	-	-
<b>NOS Total</b>	<b>33</b>	<b>67</b>	-	-

Assessment Criteria for Outcomes	Theory Marks	Practical Marks	Project Marks	Viva Marks
<i>Appearance and Behavior</i>	<b>8</b>	<b>14</b>	-	-
PC1. ensure maintaining good health and personal hygiene such as sanitized hands, neatly tied and covered hair, clean nails, etc.	2	4	-	-
PC2. meet the organization's standards of grooming (courtesy, behavior and efficiency) such as engaging with clients with no gender stereotyping, demonstrate confidence at the workplace, positioning self and client in a manner, to ensure privacy, comfort and well-being of all the genders throughout the services, managing stress, working in teams, etc.	2	4	-	-
PC3. stay free from intoxicants while on duty	2	2	-	-

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Assessment Criteria for Outcomes	Theory Marks	Practical Marks	Project Marks	Viva Mark
PC4. wear and carry organization's uniform and accessories correctly and smartly by sanitizing it in hot water with detergent and bleach	2	4	-	-
<i>Task execution as per organization's standards</i>	<b>10</b>	<b>18</b>	-	-
PC5. take appropriate and approved actions in line with instructions and guidelines	2	3	-	-
PC6. participate in workplace activities as a part of the larger team	2	4	-	-
PC7. report to supervisor immediately in case there are any work issues	2	3	-	-
PC8. use appropriate language, tone and gestures while interacting with guests from different cultural and religious backgrounds, age, disabilities and gender	2	4	-	-
PC 9: improve upon existing techniques of services by updating skills, such as, learning about digital technologies (by using digital platform for booking an appointment, making bills & payments, collecting feedback); financial literacy (opening savings bank accounts, linking Aadhaar card to bank account, using various e-commerce platforms); self-ownership, etc.	2	4	-	-
<i>Communication and Information record</i>	<b>18</b>	<b>32</b>	-	-
PC10. communicate procedure related information to guests based on the sectors code of practices and organisations procedures/ guidelines	2	5	-	-
PC11. communicate role related information to stakeholders in a polite manner and resolve queries, if any	2	3	-	-
PC12. assist and guide guests to services or products based on their needs	2	4	-	-
PC13. report and record instances of aggressive/ unruly behavior and seek assistance	2	3	-	-

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PC14. use communication equipment(phone, email etc.) as mandated by the organization	2	3	-	-
PC15. carry out routine documentation (such as recording details related to employee's tasks, services taken and feedback given by clients) legibly and accurately in the desired Format	2	3	-	-
PC16. maintain confidentiality of information, as required, in the role	2	4	-	-
PC17. communicate the internalization of gender & its concepts at work place	2	4	-	-
PC18. conduct various workshops for the employees at workplace; using range of technologies that aid PwDs at the workplace, etc.	2	4	-	-
<b>NOS Total</b>	<b>36</b>	<b>64</b>	<b>-</b>	<b>-</b>

Assessment Criteria for Outcomes	Theory Marks	Practical Marks	Project Marks	Viva Marks
<i>Conduct the Bal Yoga sessions</i>	<b>34</b>	<b>66</b>	-	-
1. components that should be covered during the session yoga sloka bhajans meditation chanting omand its essence group activity moral values skit/activity	1	2	-	-
2. ensure appropriate ambience for the children to perform the Bal yoga	1	2	-	-
3. provide appropriate opening and closure of the session through prayer/chanting/meditation	1	2	-	-
4. obtain information of child's medical history, background, preferences from parents before starting the session	1	2	-	-
5. work on enhancing child's resilience and coping frequency, thereby helping them adapt and cope with negative life events	1	2	-	-
6. work on cultivating balanced psychological and physiological responses to stress, such as improved stress management reduced problematic stress responses decreased cortisol concentrations	1	2	-	-

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7. address the spiritual needs of the children and help to mould their character through value-based curriculum	1	2	-	-
8. introduce children to various Indian scriptures(Ramayana, Bhagwat Puran) and derive lessons of right values and moral principles	1	2	-	-
9. provide a fun and non-competitive environment for children to internalize the teachings	1	2	-	-
10. ensure that there is discipline and respect among children and for their respective teachers	1	2	-	-
11. ensure that the teachings in class are inclusive and applicable to all children and their respective communities. The parents should feel comfortable reinforcing at home what is taught in classes	1	2	-	-
<i>Conduct the Mahila Yoga sessions</i>	<b>34</b>	<b>66</b>	-	-
1. ensure appropriate ambience for guests to perform the Mahila yoga sessions	1	2	-	-
2. provide appropriate opening and closure of the session through prayer/chanting/meditation	1	2	-	-
3. obtain permission/ notify the client for a physical contact with the guest during session, if required	1	2	-	-
4. obtain information on guests' medical history, background, preferences etc. before starting the session	1	2	-	-
5. recognize, adjust, and adapt to specific guest needs in the evolving professional relationship	1	2	-	-
6. recognize and manage the subtle dynamics inherent in the teacher /guest relationship	1	2	-	-

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7. implement effective teaching methods, adapt tounique styles of learning, provide supportive and effective feedback, acknowledge the guests progress, and cope with unique difficulties / Successes	1	2	-	-
8. transmit the value of self-awareness and self-responsibility throughout the process	1	2	-	-
9. develop and adjust appropriate practice strategies tothe guest	1	2	-	-
10. integrate information from the intake, evaluation, and observation to develop a working assessment ofthe guests condition, limitations and possibilities	1	2	-	-
11. determine which aspects of the guests conditions, goals and aspirations might be addressed through Mahila yoga sessions	1	2	-	-
12. understand from guests, poses causing anysort of discomfort to them	1	2	-	-
13. educate the guests on benefits both baby and mother is gaining through this Mahila yoga sessions	1	2	-	-



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Assessment Criteria for Outcomes	Theory Marks	Practical Marks	Project Marks	Viva Marks
<i>Conduct the Vridha Yoga sessions</i>	<b>33</b>	<b>67</b>	-	-
1. ensure appropriate ambience for the elderly guests to perform the Vridha yoga sessions	1	2	-	-
2. provide appropriate opening and closure of the session through prayer/chanting/meditation	1	2	-	-
3. obtain permission/ notify the guests for a physical contact with the guest during Vridha yoga session, if required	1	2	-	-
4. obtain information on guests medical history, background, preferences, etc. before starting the Vridha yoga session	1	2	-	-
5. recognise, adjust, and adapt to specific client/student needs in the evolving therapeutic/professional relationship	1	2	-	-
6. recognise and manage the subtle dynamics inherent in the teacher/ guest relationship	1	2	-	-
7. analyze the difficulties individuals are facing due to ageing in performing various Vridha yoga poses	1	2	-	-
8. suggest guests to substitute warm-ups with brisk walking and joint movements	1	2	-	-
9. teach standing yoga poses triangle pose (konasana series) and standing spinal twist (kati chakrasanas)	1	3	-	-
10. teach sitting yoga poses butterfly pose, cradling (if possible), body rotation, cat stretch and child pose (shishu asana)	1	2	-	-
11. teach yoga poses which are performed lying on the back or stomach and focuses on repetitions rather than holding any posture such as the cobra pose (bhujangasana), the locust pose (shalabhasana) or the knee to chin press (pawanmuktasana)	1	2	-	-

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12. teach yoga nidra which is by far the most essential part of any yoga practice, and as age progresses, it becomes even more essential to help assimilate the effect of the asana practice into our system	1	2	-	-
13. implement effective teaching methods, adapt to unique styles of learning, provide supportive and effective feedback, acknowledge the guests progress, and cope with unique difficulties / successes	1	2	-	-
14. transmit the value of self-awareness and self-responsibility throughout the process	1	2	-	-
15. modify and adapt the sequence of yoga practices appropriate to the needs of guests	1	2	-	-
16. deliver appropriate practices for individuals as well as group, taking into consideration the assessment of their conditions, limitations, possibilities and the overall practice strategy	1	2	-	-
17. foster trust by establishing an appropriate environment through privacy, confidentiality and safety	1	2	-	-
18. practise effective, guest-centred communication based upon a respect for, and sensitivity to, individual familial, cultural, social, ethnic and religious factors	1	2	-	-
19. gather feedback, re-assess and refine the practice to determine short-term or long-term goals and priorities	1	2	-	-
20. address new and changing conditions, goals, aspirations and priorities of the guest and to provide appropriate support	1	2	-	-
21. accept and follow ethical principles and related concepts from the yoga tradition to professional interactions and relationships	1	2	-	-
22. maintain neat and clean work area at all times	1	2	-	-
23. inform guests about the various forms of Vridha yoga and its effect on body and mind	1	2	-	-

**NSQF QUALIFICATION FILE**Approved in 24<sup>th</sup> NSQC Meeting – NCVET – 17<sup>th</sup> November, 2022

Assessment Criteria for Outcomes	Theory Marks	Practical Marks	Project Marks	Viva Marks
24. use a broad range of mind-body-based healing tools in conjunction with exercise based on needs, ages, and ability levels to create effective practices against ailments	1	2	-	-
25. apply yogic principles to conduct Vridha yoga sessions to enhance well-being, overcome illness and live a healthier and more meaningful life	1	2	-	-
26. perform and demonstrate all Vridha yoga techniques to guests and ensure compliance to safety and health standards	1	2	-	-
27. assist guests to perform all Vridha yoga techniques effectively	1	2	-	-
28. evaluate exercises performed by guests and recommend correction whenever required	1	2	-	-
29. coordinate with senior Yoga Trainer and guests on yogic lifestyle counselling to ensure healthy body and mind	1	2	-	-
30. ensure guest satisfaction and assist in answering all guest queries	1	2	-	-
31. store guest and equipment records, securely in line with the organizations policies	1	2	-	-
32. leave the work area in a clean and hygienic condition suitable for further classes	1	2	-	-
33. communicate any shortcomings to the supervisor	1	2	-	-
<b>NOS Total</b>	<b>33</b>	<b>67</b>	<b>-</b>	<b>-</b>

## Assessment Criteria

Assessment Criteria for Outcomes	Theory Marks	Practical Marks	Project Marks	Viva Marks
<i>Introduction to Employability Skills</i>	1	1	-	-
PC1. understand the significance of employability skills in meeting the current job market requirement and future of work	-	-	-	-
PC2. identify and explore learning and employability relevant portals	-	-	-	-
PC3. research about the different industries, job market trends, latest skills required and the available opportunities	-	-	-	-
<i>Constitutional values - Citizenship</i>	1	1	-	-
PC4. 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.	-	-	-	-
PC5. follow environmentally sustainable practices	-	-	-	-
<i>Becoming a Professional in the 21st Century</i>	1	3	-	-
PC6. recognize the significance of 21st Century Skills for employment	-	-	-	-
PC7. 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	-	-	-	-
PC8. adopt a continuous learning mindset for personal and professional development	-	-	-	-
<i>Basic English Skills</i>	3	4	-	-
PC9. use basic English for everyday conversation in different contexts, in person and over the telephone	-	-	-	-

Assessment Criteria for Outcomes	Theory Marks	Practical Marks	Project Marks	Viva Marks
PC10. read and understand routine information, notes, instructions, mails, letters etc. written in English	-	-	-	-
PC11. write short messages, notes, letters, e-mails etc. in English	-	-	-	-
<i>Career Development &amp; Goal Setting</i>	<b>1</b>	<b>2</b>	-	-
PC12. identify career goals based on the skills, interests, knowledge, and personal attributes	-	-	-	-
PC13. prepare a career development plan with short- and long-term goals	-	-	-	-
<i>Communication Skills</i>	<b>2</b>	<b>2</b>	-	-
PC14. follow verbal and non-verbal communication etiquette while communicating in professional and public settings	-	-	-	-
PC15. use active listening techniques for effective communication	-	-	-	-
PC16. communicate in writing using appropriate style and format based on formal or informal requirements	-	-	-	-
PC17. work collaboratively with others in a team	-	-	-	-
<i>Diversity &amp; Inclusion</i>	<b>1</b>	<b>1</b>	-	-
PC18. communicate and behave appropriately with all genders and PwD	-	-	-	-
PC19. escalate any issues related to sexual harassment at workplace according to POSH Act	-	-	-	-
<i>Financial and Legal Literacy</i>	<b>2</b>	<b>3</b>	-	-
PC20. identify and select reliable institutions for various financial products and services such as bank account, debit and credit cards, loans, insurance etc.	-	-	-	-
PC21. carry out offline and online financial transactions, safely and securely, using various methods and check the entries in the passbook	-	-	-	-

Assessment Criteria for Outcomes	Theory Marks	Practical Marks	Project Marks	Viva Marks
PC22. identify common components of salary and compute income, expenses, taxes, investments etc	-	-	-	-
PC23. identify relevant rights and laws and use legal aids to fight against legal exploitation	-	-	-	-
<i>Essential Digital Skills</i>	<b>3</b>	<b>5</b>	-	-
PC24. operate digital devices and use their features and applications securely and safely	-	-	-	-
PC25. carry out basic internet operations by connecting to the internet safely and securely, using the mobile data or other available networks through Bluetooth, Wi-Fi, etc.	-	-	-	-
PC26. display responsible online behaviour while using various social media platforms	-	-	-	-
PC27. create a personal email account, send and process received messages as per requirement	-	-	-	-
PC28. carry out basic procedures in documents, spreadsheets and presentations using respective and appropriate applications	-	-	-	-
PC29. utilize virtual collaboration tools to work effectively	-	-	-	-
<i>Entrepreneurship</i>	<b>2</b>	<b>3</b>	-	-
PC30. identify different types of Entrepreneurship and Enterprises and assess opportunities for potential business through research	-	-	-	-
PC31. develop a business plan and a work model, considering the 4Ps of Marketing Product, Price, Place and Promotion	-	-	-	-
PC32. identify sources of funding, anticipate, and mitigate any financial/ legal hurdles for the potential business opportunity	-	-	-	-
<i>Customer Service</i>	<b>1</b>	<b>2</b>	-	-
PC33. identify different types of customers and ways to communicate with them	-	-	-	-

Assessment Criteria for Outcomes	Theory Marks	Practical Marks	Project Marks	Viva Marks
PC34. identify and respond to customer requests and needs in a professional manner	-	-	-	-
PC35. use appropriate tools to collect customer feedback	-	-	-	-
PC36. follow appropriate hygiene and grooming standards	-	-	-	-
<i>Getting ready for apprenticeship &amp; Jobs</i>	<b>2</b>	<b>3</b>	-	-
PC37. create a professional Curriculum vitae (Résumé)	-	-	-	-
PC38. search for suitable jobs using reliable offline and online sources such as Employment exchange, recruitment agencies, newspapers etc. and job portals, respectively	-	-	-	-
PC39. apply to identified job openings using offline /online methods as per requirement	-	-	-	-
PC40. answer questions politely, with clarity and confidence, during recruitment and selection	-	-	-	-
PC41. identify apprenticeship opportunities and register for it as per guidelines and requirements	-	-	-	-
<b>NOS Total</b>	<b>20</b>	<b>30</b>	-	-

**NSQF QUALIFICATION FILE**Approved in 24<sup>th</sup> NSQC Meeting – NCVET – 17<sup>th</sup> November, 2022**Means of 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.

The assessment for the theory part will be based on knowledge bank of questions created by the SSC.

Individual assessment agencies will create unique question papers for theory part for each candidate at each examination/training centre (as per assessment criteria below.)

Individual assessment agencies will create unique evaluations for skill practical for every student at each examination/training centre based on this criteria.

**Means of assessment 2**

Add boxes as required.

**Pass/Fail**

To pass the Qualification Pack, every trainee should score a minimum of 70% in aggregate.

In case of successfully passing only certain number of NOS's, the trainee is eligible to take subsequent assessment on the balance NOS's to pass the Qualification Pack.



## NSQF QUALIFICATION FILE

### SECTION 2

#### 7. EVIDENCE OF LEVEL

##### OPTION A

Title/Name of qualification/component: Yoga Trainer (B&W)			Level: 5
NSQF Domain	Outcomes of the Qualification/Component	How the outcomes relate to the NSQF level descriptors	NSQF Level
Process	The Job holder is expected to conduct Ashtanga Vinyasa/Hatha Yoga & Advanced Yoga sessions for groups and individuals combining poses/ breathing and meditation exercises along with maintaining work area, health & safety at workplace and positive impression at the workplace. The individual is even expected to optionally conduct yoga sessions for children & adolescents/ women's / senior citizens.	The Job holder is expected to exhibit well developed skills with a clear choice of procedures in familiar context such as maintaining neat and clean work area at all times, inform guests/ guests/ participants in various forms of Hatha yoga/Astanga Vinyasa Yoga & Advanced yoga with its effect on body and mind, perform and demonstrate all kriya's /yoga techniques, assist guests to perform all techniques effectively, evaluate asanas performed by guests and recommend correction, assist the Senior Yoga Trainer in designing courses/practice modules/schedules and the lesson plans. Along with these the Yoga Trainer is also expected to exhibit impeccable personal grooming and behaviour to create a positive impression in front of guests & at the workplace and maintain health and safety at the workplace. As its evident from the above-mentioned outcomes that the individual is expected to have well-developed skills with a clear choice of procedures in familiar context within Yoga services, therefore the job holder can be placed	5

## NSQF QUALIFICATION FILE

Title/Name of qualification/component: Yoga Trainer (B&W)		Level: 5	
NSQF Domain	Outcomes of the Qualification/Component	How the outcomes relate to the NSQF level descriptors	NSQF Level
		<p>at Level 5. Since the individual's work is not limited to working in familiar, routine &amp; predictable environment but rather even encompasses job that requires well developed skill such as providing instruction, demonstration, education of the guest using multi-model strategies of education such as audio-visual tools, kinaesthetic learning tools, etc. or gather feedback to re-assess and refine the practice to determine short-term or long-term goals and priorities, therefore s/he can't be placed in Level 4.</p> <p>And as the job holder doesn't require to exhibit wide range of specialized technical skill such as training the Yoga Instructor, the intricacies of Ashtanga Vinyasa yoga/ Hatha Yoga / Advanced Yoga, therefore s/he can't be placed at Level 6.</p>	
Professional knowledge	The job holder is expected to exhibit knowledge of detoxification techniques, knowledge of contra indications associated with each of the techniques Along with knowledge of the range of Yoga practices and their potential therapeutic effects for common conditions.	The Job holder is expected to exhibit Knowledge of facts, principles, processes and general concepts of in the field of Yoga such as Knowledge of applicable legislation relating to the workplace/ evolution of the teachings and philosophy of Yoga tradition and its relevance and application/ understanding of Patanjali Yoga Sutras/ Hatha Yoga Pradipika/ Gheranda Samhita/ Shiva Samhita, understanding/effects& implications of various	5

## NSQF QUALIFICATION FILE

Title/Name of qualification/component: Yoga Trainer (B&W)		Level: 5	
NSQF Domain	Outcomes of the Qualification/Component	How the outcomes relate to the NSQF level descriptors	NSQF Level
		<p>asanas / pranayams &amp; mudras/ yama &amp; niyama / yogic diet &amp; yogic lifestyle. Ability to speak read and write in the local vernacular language and English is always preferable for this position.</p> <p>Since all the above-mentioned professional knowledge is related to facts, principles, processes and general concepts in the field of Yoga services the role qualifies for Level 5. The Job holder is expected to possess professional knowledge more than just factual knowledge about Yoga services but also knowledge of facts like yoga perspectives on distracted/disturbed conditions of mind and their expressions as expressed in yoga sutras/ bhagavad gita and other texts, knowledge of other schools of yoga like bhakti yoga/ gyan yoga/ karma yoga/ raj yoga other types of yoga like ashtanga vinyasa/ iyenger/ rajadhiraj yoga etc., therefore s/he can't be placed at Level 4 Further since the job holder doesn't require to exhibit factual &amp; theoretical knowledge in broad contexts within Yoga services and related training of trainee Yoga Instructors on technical aspects, hence the individual can't be placed at Level 6</p>	
Professional skill	The Job holder is expected to plan & organize the schedule for all services & bookings to be undertaken by self or by the team and ensure	A range of practical and cognitive skills required to accomplish tasks and solve problems by selecting and applying basic	5

## NSQF QUALIFICATION FILE

Title/Name of qualification/component: Yoga Trainer (B&W)		Level: 5	
NSQF Domain	Outcomes of the Qualification/Component	How the outcomes relate to the NSQF level descriptors	NSQF Level
	<p>adherence to the same. Further s/he must be able to take practical decisions on a regular basis &amp; solve problem being faced by self and team by applying basic methods, tools, materials and information. The Job holder should also be able to analyze the data pertinent to the guest/ product/services and evaluate future course of action to make a decision.</p>	<p>methods such as taking decisions pertaining to the concerned area of work, tools like planning and managing work routine based on guest scheduling and bookings using centre's software, the individual is also expected to possess information about the materials such as knowledge of the latest promotional schemes on various Yoga services/ related products along with their available stocks and their features &amp; benefits. The job holder must also be able to practically apply learning from feedback and other sources to develop one self.</p> <p>Thus, considering the professional skills s/he can be placed at level 5</p> <p>Since the Job holder is expected to exhibit cognitive skills along with practical skills required to accomplish the tasks by ensuring that the team of Yoga Instructors are aware of the schedules on a daily basis, are updated on the daily tasks and job expectations, performance standards etc. The job holder is also expected to solve problems by counselling and addressing issues/ grievances/ concerns among the team for any work-related tasks, therefore s/he can't be placed at Level 4.</p> <p>Further, since the job holder is not required to possess practical and cognitive skills required to</p>	

## NSQF QUALIFICATION FILE

Title/Name of qualification/component: Yoga Trainer (B&W)			Level: 5
NSQF Domain	Outcomes of the Qualification/Component	How the outcomes relate to the NSQF level descriptors	NSQF Level
		generate solutions for specific customer problems/ preferences such as develop plans and procedures for management of emergencies in accordance to the organization and industry standards, hence s/he can't be placed at level 6.	
Core skill	The individual is expected to exhibit good communication skills including strong guest relationship establishment and maintenance, perform accurate record maintaining and possess basic understanding of environment to cater to the different requirements of varied types of guests tele along with reading about new products and services with reference to the organization and also from external forums such as websites and blogs	<p>The Job holder is expected to be possess desired mathematical skills to calculate ongoing promotional schemes on various Yoga services/ related products, understanding of social, political environment so as to inform guests with the latest global Yoga trends and some skill of collecting and organizing information by taking verbal/written feedback about the Yoga services or in general the whole experience of being in the Yoga centre, and possess fair communication skills so as the job holder can promote various Yoga services products to guests through consultation and advice on the range offered by the organization. Thus, considering the core skills, s/he can be placed at Level 5</p> <p>The Job holder is expected to exhibit core skills more than just communication skills in written &amp; oral form with required clarity but also some skill of collecting &amp;organizing information such as consulting the guest by questioning to identify contraindicationsto Yoga related products/ services</p>	5

## NSQF QUALIFICATION FILE

Title/Name of qualification/component: Yoga Trainer (B&W)			Level: 5
NSQF Domain	Outcomes of the Qualification/Component	How the outcomes relate to the NSQF level descriptors	NSQF Level
		<p>and provide recommendations for services that are suitable to the guest, hence s/he can't be placed at Level 4</p> <p>And since the job holder doesn't require to be good in mathematical calculations which helps in overseeing achievement of budgeted sales target every month &amp; offer timely advice to team to review strategies to close sales &amp; generate bookings more effectively and scientifically, and is neither expected to exhibit logical communication which helps in clarifying learners doubts while conducting Yoga related training sessions to Yoga Instructors or asking probing questions while trying to identify and resolve customers' concerns on Yoga services/ related products, therefore s/he can't be placed at Level 6</p>	
Responsibility	The individual is responsible of working with groups and individuals, combining poses, breathing and meditation exercises to conduct Ashtanga Vinyasa, Hatha Yoga & Advanced Yoga sessions along with exhibiting impeccable personal grooming and behaviour to create a positive impression in front of guests & at the workplace and maintain health and safety at the workplace	The Yoga Trainer (B&W) is responsible for his/her work and learning and to an extent subordinate's works and learning. S/he has extensive additional training to be able to work with the guests on conducting yoga postures, asanas, pranayamas, meditation and relaxation techniques within Asthanga Vinyasa Yoga, Hatha Yoga and Advanced Yoga. The individual must exhibit knowledge of the principles and practices of Yogic techniques to explain and respond to the guest questions.	5

## NSQF QUALIFICATION FILE

Title/Name of qualification/component: Yoga Trainer (B&W)		Level: 5	
NSQF Domain	Outcomes of the Qualification/Component	How the outcomes relate to the NSQF level descriptors	NSQF Level
		<p>Given that the incumbent is fully responsible for his/her own work &amp; learning, hence s/he can be placed at level 5</p> <p>Since the Job holder's responsibility is not limited till his/her own work &amp; learning but also encompasses some responsibilities for others work &amp; learning as s/he is expected to supervise the team of Yoga Instructors, therefore s/he can't be placed at 4.</p>	

## NSQF QUALIFICATION FILE

### SECTION 3

#### EVIDENCE OF NEED

26	<b>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?</b>		
	<b>Basis</b>	<b>In case of SSC</b>	<b>In case of other Awarding Bodies (Institutes under Central Ministries and states departments)</b>
	<p>Need of the qualification Please refer to the attached list of job roles and occupations as per the attachment and their career paths as per Annexure 1, which have been derived through extensive industry interactions facilitated from four workshops, and site visits conducted and interaction with representatives from different organizations all over the country. Research was conducted in the Beauty &amp; Wellness sector to capture revenue and manpower requirement estimates till 2022. The research provides the data that the discussed</p>	<p>B&amp;WSSC undertook market study and will enclose demand forecast for the proposed job role both on short-term and long-term basis to substantiate the requirement of the Qualification proposed. B&amp;WSSC can produce the data from primary or authorized secondary sources as well.</p>	<p>The Submitting Body would produce any reputable and reliable research reports, such as labour market information reports; occupational mapping or similar research carried out by Ministry/State/Any other authentic source forecasting the demand for the proposed qualification</p>



## NSQF QUALIFICATION FILE

	<p>qualification is one of the critical roles in the sector. The details of statistics and research analysis are provided separately as a research analysis report.</p>		
<p>Industry Relevance</p>		<p>B&amp;WSSC undertook validation of the job roles with actual end-user industry where such employment is going to be generated and absorbed instead of generic validation of industry. B&amp;WSSC will submit the endorsements from users/intended users of the qualification clearly supporting or otherwise the need for trained people against specific job role. <i>(The industry validation format had been used)</i></p>	<p>The Submitting Body would submit the list of industry participation while preparation of the curriculum/ course content of the qualifications. These could include minutes of the meeting/ reports of these consultations</p>
<p>Usage of the qualification</p>		<p>The SSC will submit details of the employment generated (wherever applicable) and realised by virtue of training in the Qualifications of the sector earlier submitted for NSQF alignment. B&amp;WSSC is an unorganized sector, hence case studies/evidences will be given.</p>	<p>The submitting body would submit the details of trained and placed data in the proposed qualification (if an existing qualification is being proposed for NSQF alignment) Information about the success of the qualification should be given (e.g., uptake figures, examples of use in recruitment and placement rates (if known) should be given. However, many</p>

## NSQF QUALIFICATION FILE

			of the bodies that do not have placement tracking mechanism established in place would provide necessary endorsements by the state/ ministry stating that a tracking mechanism would be institutionalized and placement records shall be provided annually or later, depending on length of qualification.
	<p>Estimated uptake</p> <p>The global Yoga market is worth \$80 billion and in India, this market is worth INR 490 billion. As per ASSOCHAM report, there is a 35 percent increase in demand for yoga learning in India annually.</p>	<p>Yoga is gaining popularity around the world, while there is a shortage of trained yoga professionals. According to a recent study conducted by ASSOCHAM, the demand for such trainers is likely to grow by 30-35% in the next couple of years.</p>	<p>The Submitting Body should submit the estimated uptake by reflecting the number of the takers for this qualification for at least two years from submission of the qualification</p>
27	<p><b>Recommendation from the concerned Line Ministry of the Government/Regulatory Body. To be supported by documentary evidences</b></p> <p>N/A</p>		
28	<p><b>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</b></p> <p>Under NCVET, there is no other similar STT course.</p>		
29	<p><b>What arrangements are in place to monitor and review the qualification(s)? What data will be used and at what point will the</b></p>		

## NSQF QUALIFICATION FILE

**qualification(s) be revised or updated? Specify the review process here**

The comments, feedback and suggestions were collected through interaction with industry experts. The same will be compiled and justifiable changes will be incorporated in the next/updated version of the QP. This QP is set to be revised before 17.11.2025

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

**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?**

***Show the career map here to reflect the clear progression***

1. Discussing the growth trajectory within each occupation after studying organisational charts of various industry players across small, medium and large-scale organizations.
2. Exploring various lateral career opportunities for the discussed qualification
3. Ensuring that there is a clear role up in terms of performance criteria qualification experience and skill requirement from lower NSQF Level to higher levels in the hierarchy.

Please refer to attached career path as per annexure 1 which clearly defines the career path.

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.

1. Career Map of Yoga Trainer (B&W) - Annexure 1
2. QP BWS/Q2203- Annexure 2

## NSQF QUALIFICATION FILE

### Annexure 1- Career Map of Yoga Trainer (B&W)



### Annexure 2- QP BWS/Q2203

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