



Model Curriculum

QP Name: Personal Trainer (B&W)

QP Code: BWS/Q3003

QP Version: 4.0

NSQF Level: 4

Model Curriculum Version: 4.0

Beauty & Wellness Sector Skill Council
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Training Parameters

Sector	Beauty & Wellness
Sub-Sector	Personal Services
Occupation	Fitness Services
Country	India
NSQF Level	4
Aligned to NCO	NCO-2015/3423.9900
Minimum Educational Qualification and Experience	<p>10th grade pass with two years of any combination of NTC/NAC/CITS or equivalent in fitness industry OR 10th grade pass with 3 Year relevant experience in fitness services OR 11th grade pass with 1.5-year relevant experience in fitness services OR Previous relevant Qualification of NSQF Level 3 with 3 years of experience in fitness services OR Previous relevant Qualification of NSQF Level 3.5 with 1.5-year relevant experience in fitness services</p>
Pre-Requisite License or Training	-
Minimum Job Entry Age	20 years
Last Reviewed On	18-12-2025
Next Review Date	18-12-2028
NSQC Approval Date	On File Approval
QP Version	4.0
Model Curriculum Creation Date	18-12-2025
Model Curriculum Valid Up to Date	18-12-2028
Model Curriculum Version	4.0



Minimum Duration of the Course	420:00 Hrs.
Maximum Duration of the Course	480:00 Hrs. Optional NOS: 60:00 Hrs.



Program Overview

This section summarizes the end objectives of the program along with its duration.

Training Outcomes

At the end of the program, the learner will be able to:

- Explain the objectives of the program
- List the career opportunities and projected growth in fitness services
- Explain the roles & responsibilities of a fitness services
- Carry out preparation and maintenance of work area
- Describe the application of health and safety practices at the workplace
- Describe the importance of personal hygiene and grooming while executing task
- Carry out health screening and fitness assessment of the client
- Conduct personal training
- Collect, integrate and analyse nutritional, health and lifestyle data of physically active clients
- Develop and implement personalised nutrition and lifestyle programme for physically active clients
- Applying various motivational techniques to ensure that clients adhere to their fitness goals

Compulsory Modules

The table lists the modules, their duration and mode of delivery.

NOS and Module Details	Theory Duration	Practical Duration	On-the-Job Training Duration (Mandatory)	On-the-Job Training Duration (Recommended)	Total Duration
BWS/N9001- Prepare & Maintain the work area V5.0, NSQF Level 3	10	20	–	–	30
Introduction to the program and the role of a Personal Trainer (B&W)	1	0			1
Prepare and maintain work area	9	20	–	–	29
BWS/N3003 Carry out health screening and fitness assessment of the client	15	45	–	–	60



V4.0, NSQF Level 4					
Carry out health screening and fitness assessment of the client	15	45	—	—	60
BWS/N3004 Plan and conduct personal training V4.0, NSQF Level 4	15	45	—	—	60
Plan and conduct personal training	15	45	—	—	60
BWS/N3135 Assess and Develop Personalized Nutrition and Lifestyle Plans for Physically Active Clients V4.0, NSQF Level 4	15	45	—	—	60
Assess and Develop Personalized Nutrition and Lifestyle Plans for Physically Active Clients	15	45	—	—	60
BWS/N3005 Motivate the clients V4.0, NSQF Level 4	10	20	—	—	30
Motivate the clients	10	20	—	—	30
BWS/N9002- Maintain health and safety at the workplace V5.0, NSQF Level 3	10	20	—	—	30
Maintain health and safety at the workplace	10	20	—	—	30
BWS/N9003- Create a positive impression at the workplace V5.0, NSQF Level 3	10	20	—	—	30
DGT/VSQ/N0102 Employability Skills (60 hours) NOS Version No. – 1.0 NSQF Level – 4	24	36	—	—	60
Introduction to Employability Skills	5	1	—	—	1.5



Constitutional values - Citizenship	0.5	1	—	—	1.5
Becoming a Professional in the 21st Century	1	1.5	—	—	2.5
Basic English Skills	4	6	—	—	10
Career Development & Goal Setting	1	1	—	—	2
Communication Skills	2	3	—	—	5
Diversity & Inclusion	1	1.5	—	—	2.5
Financial and Legal Literacy	2	3	—	—	5
Essential Digital Skills	4	6	—	—	10
Entrepreneurship	3	4	—	—	7
Customer Service	2	3	—	—	5
Getting ready for apprenticeship & Jobs	3	5	—	—	8
Total Duration	109:00	251:00	60	-	420:00 Hrs.



Optional Modules

The table lists the modules, their duration and mode of delivery.

NOS and Module Details	Theory Duration	Practical Duration	On-the-Job Training Duration (Mandatory)	On-the-Job Training Duration (Recommended)	Total Duration
BWS/N3022 Conduct Athletic Training to Improve Performance and Prevent Injuries V4.0, NSQF Level 4	15	45	—	—	60
Total Duration	15:00	45:00	-	-	60:00 Hrs.

Module Details

Introduction to the program and the role of a Personal Trainer (B&W)

Terminal Outcomes:

- Explain the objectives of the program
- Explain the roles & responsibilities of a Personal Trainer (B&W)
- List the career opportunities in fitness industry

Duration: 01:00 Hrs.	Duration: <00:00>
Theory – Key Learning Outcomes <ul style="list-style-type: none">• Explain the objectives of the program• State the roles & responsibilities of a Personal Trainer (B&W)• List the career opportunities in fitness industry• Discuss about the projected growth in fitness industry	Practical – Key Learning Outcomes
Classroom Aids	Computer, Projector, White Board/ Flip Chart, Marker and Duster
Tools, Equipment and Other Requirements	N.A



Prepare and maintain work area

Mapped to BWS/N9001-Prepare & Maintain the work area V5.0, NSQF Level 3

Terminal Outcomes:

- Carry out preparation and maintenance of work area

Duration: 09:00 Hrs.	Duration: 20:00 Hrs.
Theory – Key Learning Outcomes	Practical – Key Learning Outcomes
<ul style="list-style-type: none">• Discuss the significance of maintaining hygienic, safe, disinfected and suitable ambient conditions at work place; such as by using air purifiers to reduce dust, dander, smoke, allergens & odour resulting in a healthier, fresher & cleaner environment and 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 co-workers/ clientele, etc.• Identify and prepare equipment & products required for the respective session• Discuss the instructions required in preparing a sterilization solution as per organizational standards using approved products and as per manufacturer's and checking leakages• Identify need of segregating recyclable, non-recyclable and hazardous waste generated in separate bin• Conduct employee awareness program; such as for COVID-19 by displaying posters/ signage's promoting regular hand-washing and respiratory hygiene in the premises	<ul style="list-style-type: none">• Demonstrate organizing the sterilized/ disinfected equipment for a session delivery; equipment such as dumbbell, training bench, treadmill, etc.• Demonstrate disposing of waste in the designated area at work place; waste materials such as disposable triple layered surgical face mask, disposable gloves, etc.• Demonstrate the use of electrical equipment while providing services and its proper maintenance when not in use• Prepare reports of materials and equipment securely in line with the organisational policies• Apply digital mode of payment to lessen any kind of cross infection; digital mode such as use of debit/credit cards, internet banking, mobile wallets, digital payment apps, etc.
Classroom Aids	
Computer, Projector, White Board/ Flip Chart, Marker and Duster	
Tools, Equipment and Other Requirements	
Dumbbell Set, Training Bench, Treadmill, Fitness Ball, Rowing Machine, Stationary Bicycle, Sanitiser, Towels, Masks, Weight Machines, Free Weights & Other Fitness Accessories.	



Carry out health screening and fitness assessment of the client

Mapped to BWS/N3003 Carry out health screening and fitness assessment of the clientv4.0

Terminal Outcomes:

- Carry out health screening and fitness assessment of the client

Duration: 15:00 Hrs.	Duration: 45:00 Hrs.
Theory – Key Learning Outcomes	Practical – Key Learning Outcomes
<ul style="list-style-type: none">• Describe the concept of physical fitness and its benefits• Identify clients fitness goals• List benefits of different fitness programmes• Identify outcomes of health assessments• Identify the strategies to prevent drop out or relapse• List out the pros and cons of various methods of fitness assessments and their suitability for various types of clients• Use various techniques for gathering, storing and disposing of client information	<ul style="list-style-type: none">• Carry out protocols of various exercise tests and their associated procedure• Analyse the fitness assessment outcomes to provide recommendations for the exercise plan• Perform and assist on the right form and technique of exercises
Classroom Aids	
Computer, Projector, White Board/ Flip Chart, Marker and Duster	
Tools, Equipment and Other Requirements	
Dumbbell Set, Training Bench, Treadmill, Fitness Ball, Rowing Machine, Stationary Bicycle, Weight Machines, Free Weights & Other Fitness Accessories	



Plan and conduct personal training

Mapped to BWS/N3004 Plan andconduct personal training V4.0

Terminal Outcomes:

- Conduct personal training

Duration: 15:00 Hrs.	Duration: 45:00 Hrs.
Theory – Key Learning Outcomes	Practical – Key Learning Outcomes
<ul style="list-style-type: none">Explain the organization, structure, and functions of major human body systems—circulatory, respiratory, skeletal, muscular, nervous, and energy systems—and their interrelationship with exercise performance and adaptation.State the importance of taking pulse rate, measuring blood pressure etc.Identify various types of clients like active, inactive, aware, new etc.Identify various types of behaviour change approaches / coaching styles/ theories/ models like health belief model, trans-theoretical model, motivational change model, social cognitive model, etc. to encourage adherence to exercise/physical activityState the typical barriers to exercise that clients talk about like time, energy, motivation, cost, illness or injury, fears related to injuries etc. and ways to address themExplain and apply ACSM's FITT-VP Principles.Explain hydration and energy requirements guidelinesIdentify the potential sources of injury and keep the same under consideration while devising fitness programme to a client (anaerobic exercise etc.) and their relation to exerciseList various types of fitness equipment like cardio machines, exercise balls, bars, steps, weights, abdominal assisters, pin loaded, free weight, hydraulic, electronic and air-braked equipmentIdentify methodology for periodic evaluation to chart progress in terms of performance and body compositionList various guidelines on personal training programme design	<ul style="list-style-type: none">Demonstrate the proper application of resistance equipment, free weights and cardiovascular equipmentDemonstrate static, dynamic, ballistic, and PNF stretching for major muscle groups with correct posture, movement control, and breathing.Demonstrate ways to reduce injuries while carry out various exercises; such as wear the right gear, players should wear appropriate and properly fitting protective equipment such as pads (neck, shoulder, elbow, chest, knee, and chin), helmets, mouthpieces, face guards, protective cups, and/or eyewearAnalyse group dynamics and group management & carry out various exercisesDemonstrate foam rolling/self-myofascial release (SMR) for major upper and lower body muscles using safe technique and explain its benefits to clients.Apply effective verbal and visual communication while delivering the sessionsApply various techniques to collect the required information, including using interviews and questionnaires, making observations and taking physical measurements



Classroom Aids

Computer, Projector, White Board/ Flip Chart, Marker and Duster

Tools, Equipment and Other Requirements

Dumbbell Set, Training Bench, Treadmill, Fitness Ball, Rowing Machine, Stationary Bicycle, Weight Machines, Free Weights & Other Fitness Accessories, foam rollers

**This module consists of mandatory OJT training of 60 Hrs.*



Assess and Develop Personalized Nutrition and Lifestyle Plans for Physically Active Clients

Mapped to BWS/N3135 Assess and Develop Personalized Nutrition and Lifestyle Plans for Physically Active ClientsV4.0

Terminal Outcomes:

- Assess and Develop Personalized Nutrition and Lifestyle Plans for Physically Active Clients

Duration: 15:00 Hrs.	Duration: 45:00 Hrs.
Theory – Key Learning Outcomes	Practical – Key Learning Outcomes
<ul style="list-style-type: none">• Explain the structure and function of the human body, together with knowledge of health, disease, disorder and dysfunction relevant to nutrition and lifestyle• Identify appropriate assessment tools and procedures (matching the assessment method to the situation)• List methods for obtaining and recording anthropometric measurements along with standards and reference range• State the calculation and interpretation of BMR, WHR, body weight and composition for health and sports: ideal body weight.• List different methods for conducting, recording and analysing body composition• State effect of hydration state on BCA contraindications for conducting BCA• Identify the energy, macro nutrient and relevant micro-nutrient intakes from food intake collected during comprehensive nutritional assessment, using food composition tables• Identify nutrient and fluid needs based on age, sex, medical condition, activity level, current nutritional state, medications, and goals of nutrition therapy• Identify appropriate, purposefully planned actions designed with the	<ul style="list-style-type: none">• Analyse the body composition for optimal health, fitness, and exercise/task-specific physical performance• Apply the clinical signs and symptoms generated by the body's response to stress, poor nutrition, disease, emotional and psychosocial factors the aetiology and pathology of common diseases and their clinical features• Interpret the biochemical tests, there standards and reference range methods for conducting and recording observations of health status• Demonstrate the methods available for conducting quantitative and qualitative analysis of food intake appropriate methods for collecting personal, socio-cultural, psychological, environmental and economic data which may influence food habits, diet and lifestyle• Apply appropriate questions to optimize gathering of information• Apply effective interviewing methods interpretation and evaluation of data from observations and laboratory tests nutrient composition of foods• Demonstrate maintaining accurate, comprehensive and comprehensible records in accordance with applicable protocols and guidelines• Prepare client-centered plan, goals, and expected outcomes in observable and measurable terms• Perform short term and long-term goals in collaboration with client and other members of health care team• Facilitate behaviour change and negotiate dietary and lifestyle changes with individuals, enabling them to achieve agreed dietary and medical targets even where there are significant psychological, social or cultural hurdles to



<p>intent of changing a nutrition-related behaviour, risk factor, environmental condition, or aspect of health status for a client with the goal to promote health and increase the capacity to exercise, train, improve recovery, promote training adaptation, and enhance exercise, and physical performance</p> <ul style="list-style-type: none">• Identify exercise responses, testing and prescription, and adaptation to chronic physical activity in special cases	<p>overcome</p>
Classroom Aids	
Computer, Projector, White Board/ Flip Chart, Marker and Duster	
Tools, Equipment and Other Requirements	
Dumbbell Set, Training Bench, Treadmill, Fitness Ball, Rowing Machine, Stationary Bicycle, Weight Machines, Free Weights & Other Fitness Accessories.	



Motivate the clients

Mapped to BWS/N3005 Motivate the clientsV4.0

Terminal Outcomes:

- Applying various motivational techniques to ensure that clients adhere to their fitness goals

Duration: 10:00 Hrs.	Duration: 20:00 Hrs.
Theory – Key Learning Outcomes <ul style="list-style-type: none">Identify various types of behaviour change approaches / coaching styles/ theories/ models like health belief model, trans- theoretical model, motivational change model, social cognitive model, etc. to encourage adherence to exercise/physical activityState the typical barriers to exercise that client talk about like time, energy, motivation, cost, illness or injury, fears related to injuries etc. and ways to address themList various options available in terms of incentives and rewards to motivate the clientsExplain the importance of personal, environmental and cognitive factors and their potential effect on exercise adherenceState the role of intrinsic and extrinsic motivation in exercise behaviourIdentify signs and symptoms of conditions/ areas when client needs to be referred to another professional	Practical – Key Learning Outcomes <ul style="list-style-type: none">Demonstrate various techniques to interpret the body language, non-verbal cues and other gestures of the clientApply various anatomical and physiological aspects of human body and the impact of exercise plan of themApply specific techniques to enhance motivation
Classroom Aids	
Computer, Projector, White Board/ Flip Chart, Marker and Duster	
Tools, Equipment and Other Requirements	
Dumbbell Set, Training Bench, Treadmill, Fitness Ball, Rowing Machine, Stationary Bicycle, Weight Machines, Free Weights & Other Fitness Accessories	



Maintain health and safety at the workplace

Mapped to BWS/N9002-Maintain health and safety at the workplaceV5.0

Terminal Outcomes:

- Describe the application of health and safety practices at the workplace

Duration: 10:00 Hrs.	Duration: 20:00 Hrs.
Theory – Key Learning Outcomes	Practical – Key Learning Outcomes
<ul style="list-style-type: none">State the significance of personal protective equipment (PPE) & its efficient supply at work place; PPE such as tissues, antibacterial soaps, alcohol-based hand cleansers, triple layered surgical face masks, gloves, etc.Discuss the importance of maintaining basic hygiene at work place 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.Explain the importance of maintaining first aid kit at work placeIdentify and list potential risks and hazards in the workplace	<ul style="list-style-type: none">Demonstrate and state significance of maintaining posture and position to minimize fatigue and the risk of injuryDemonstrate the method of sterilizing equipment & tools before and after usePrepare, maintain and report accident reports as per organisational policies
Classroom Aids	
Computer, Projector, White Board/ Flip Chart, Marker and Duster	
Tools, Equipment and Other Requirements	
Dumbbell Set, Training Bench, Treadmill, Fitness Ball, Rowing Machine, Stationary Bicycle, Weight Machines, Free Weights & Other Fitness Accessories	



Create a positive impression at the workplace

Mapped to BWS/N9003-Create a positive impression at the workplace V5.0

Terminal Outcomes:

- Describe the importance of personal hygiene and grooming while executing task

Duration: 10:00 Hrs.	Duration: 20:00 Hrs.
Theory – Key Learning Outcomes	Practical – Key Learning Outcomes
<ul style="list-style-type: none">Explain the importance of maintaining personal hygiene and grooming; such as sanitized hands, neatly tied and covered hair, clean nails, sanitized uniform while engaging with clients with no gender stereotyping, to ensure privacy, comfort and wellbeing of all the genders throughout the services, etc.List the ways to manage client expectations; such as by identifying new techniquesState the importance of maintaining confidentiality of information while performing documentation of recordsConduct employee awareness program; such as internalization of gender, PwD sensitization on designing PwD friendly workplace	<ul style="list-style-type: none">Demonstrate confidence at the workplace by managing and identifying various business opportunitiesDemonstrate the different formats of maintaining documentation of recordsDemonstrate the process of client appointment scheduling; pre-bookings and maintaining the work area, equipment, product stocks to meet the scheduleCarry out different & effective ways of communication for clients; clients could be from different culture, religion, age, background, disability, gender; and communication such as email, phone etc. <p>Perform activities related to the financial literacy; such as saving money, opening bank accounts, linking Aadhaar card to bank account, using various e-commerce payment systems, etc.</p>
Classroom Aids	
Computer, Projector, White Board/ Flip Chart, Marker and Duster	
Tools, Equipment and Other Requirements	
POS Machine	



Introduction to Employability Skills

Mapped to DGT/VSQ/N0102

Terminal Outcomes:

- Discuss about Employability Skills in meeting the job requirements

Duration: <0.5:00>	Duration: <1:00>
Theory – Key Learning Outcomes	Practical – Key Learning Outcomes
<ul style="list-style-type: none">Discuss the importance of Employability Skills in meeting the job requirements	<ul style="list-style-type: none">List different learning and employability related GOI and private portals and their usage
Classroom Aids: Whiteboard, marker pen, projector	
Tools, Equipment and Other Requirements	

Constitutional values - Citizenship

Mapped to DGT/VSQ/N0102

Terminal Outcomes:

- Discuss about constitutional values to be followed to become a responsible citizen

Duration: <0.5:00>	Duration: <1:00>
Theory – Key Learning Outcomes	Practical – Key Learning Outcomes
<ul style="list-style-type: none">Explain constitutional values, civic rights, duties, citizenship, responsibility towards society etc. that are required to be followed to become a responsible citizen.	<ul style="list-style-type: none">Show how to practice different environmentally sustainable practices
Classroom Aids: Whiteboard, marker pen, projector	
Tools, Equipment and Other Requirements	



Becoming a Professional in the 21st Century

Mapped to DGT/VSQ/N0102

Terminal Outcomes:

- Demonstrate professional skills required in 21st century

Duration: <1:00>	Duration: <1.5:00>
Theory – Key Learning Outcomes	Practical – Key Learning Outcomes
<ul style="list-style-type: none">• Discuss 21st century skills.• Describe the benefits of continuous learning	<ul style="list-style-type: none">• Exhibit 21st century skills like Self-Awareness, Behavior Skills, time management, critical and adaptive thinking, problem-solving, creative thinking, social and cultural awareness, emotional awareness, learning to learn etc. in personal or professional life.
Classroom Aids: Whiteboard, marker pen, projector	
Tools, Equipment and Other Requirements	

Basic English Skills

Mapped to DGT/VSQ/N0102

Terminal Outcomes:

- Practice basic English speaking.

Duration: <4:00>	Duration: <6:00>
Theory – Key Learning Outcomes	Practical – Key Learning Outcomes
<ul style="list-style-type: none">• Describe basic communication skills• Discuss ways to read and interpret text written in basic English	<ul style="list-style-type: none">• Show how to use basic English sentences for everyday conversation in different contexts, in person and over the telephone• Read and interpret text written in basic English• Write a short note/paragraph / letter/e-mail using basic English
Classroom Aids: Whiteboard, marker pen, projector	
Tools, Equipment and Other Requirements	



Career Development & Goal Setting

Mapped to DGT/VSQ/N0102

Terminal Outcomes:

- Demonstrate Career Development & Goal Setting skills.

Duration: <1:00>	Duration: <1:00>
Theory – Key Learning Outcomes	Practical – Key Learning Outcomes
<ul style="list-style-type: none">• Discuss need of career development plan	<ul style="list-style-type: none">• Demonstrate how to communicate in a well -mannered way with others.• Create a career development plan with well-defined short- and long-term goals
Classroom Aids: Whiteboard, marker pen, projector	
Tools, Equipment and Other Requirements	

Communication Skills

Mapped to DGT/VSQ/N0102

Terminal Outcomes:

- Practice basic communication skills.

Duration: <2:00>	Duration: <3:00>
Theory – Key Learning Outcomes	Practical – Key Learning Outcomes
<ul style="list-style-type: none">• Explain the importance of active listening for effective communication• Discuss the significance of working collaboratively with others in a team	<ul style="list-style-type: none">• Demonstrate how to communicate effectively using verbal and nonverbal communication etiquette
Classroom Aids: Whiteboard, marker pen, projector	
Tools, Equipment and Other Requirements	



Diversity & Inclusion

Mapped to DGT/VSQ/N0102

Terminal Outcomes:

- Describe PwD and gender sensitisation.

Duration: <1:00>	Duration: <1.5:00>
Theory – Key Learning Outcomes	Practical – Key Learning Outcomes
<ul style="list-style-type: none">• Discuss the significance of reporting sexual harassment issues in time	<ul style="list-style-type: none">• Demonstrate how to behave, communicate, and conduct oneself appropriately with all genders and PwD
Classroom Aids: Whiteboard, marker pen, projector	
Tools, Equipment and Other Requirements	

Financial and Legal Literacy

Mapped to DGT/VSQ/N0102

Terminal Outcomes:

- Describe ways of managing expenses, income, and savings.

Duration: <2:00>	Duration: <3:00>
Theory – Key Learning Outcomes	Practical – Key Learning Outcomes
<ul style="list-style-type: none">• List the common components of salary and compute income, expenditure, taxes, investments etc.• Discuss the legal rights, laws, and aids	<ul style="list-style-type: none">• Outline the importance of selecting the right financial institution, product, and service• Demonstrate how to carry out offline and online financial transactions, safely and securely
Classroom Aids: Whiteboard, marker pen, projector	
Tools, Equipment and Other Requirements	



Essential Digital Skills

Mapped to DGT/VSQ/N0102

Terminal Outcomes:

- Demonstrate procedure of operating digital devices and associated applications safely.

Duration: <4:00>	Duration: <6:00>
Theory – Key Learning Outcomes	Practical – Key Learning Outcomes
<ul style="list-style-type: none">• Describe the role of digital technology in today's life• Discuss the significance of using internet for browsing, accessing social media platforms, safely and securely	<ul style="list-style-type: none">• Show how to operate digital devices and use the associated applications and features, safely and securely• Create sample word documents, excel sheets and presentations using basic features• Utilize virtual collaboration tools to work effectively
Classroom Aids: Whiteboard, marker pen, projector	
Tools, Equipment and Other Requirements	

Entrepreneurship

Mapped to DGT/VSQ/N0102

Terminal Outcomes:

- Describe opportunities as an entrepreneur.

Duration: <3:00>	Duration: <4:00>
Theory – Key Learning Outcomes	Practical – Key Learning Outcomes
<ul style="list-style-type: none">• Explain the types of entrepreneurship and enterprises• Discuss how to identify opportunities for potential business, sources of funding and associated financial and legal risks with its mitigation plan• Describe the 4Ps of Marketing-	<ul style="list-style-type: none">• Create a sample business plan, for the selected business opportunity



Product, Price, Place and Promotion and apply them as per requirement	
Classroom Aids: Whiteboard, marker pen, projector	
Tools, Equipment and Other Requirements	

Customer Service

Mapped to DGT/VSQ/N0102

Terminal Outcomes:

- Describe ways of maintaining customer.

Duration: <2:00>	Duration: <3:00>
Theory – Key Learning Outcomes	Practical – Key Learning Outcomes
<ul style="list-style-type: none">Explain the significance of identifying customer needs and addressing them.Explain the significance of identifying customer needs and responding to them in a professional manner.Discuss the significance of maintaining hygiene and dressing appropriately.	<ul style="list-style-type: none">Demonstrate how to maintain hygiene and dressing appropriately.
Classroom Aids: Whiteboard, marker pen, projector	
Tools, Equipment and Other Requirements	

Getting ready for apprenticeship & Jobs

Mapped to DGT/VSQ/N0102

Terminal Outcomes:

- Describe ways of preparing for apprenticeship & Jobs appropriately.

Duration: <3:00>	Duration: <5:00>
Theory – Key Learning Outcomes	Practical – Key Learning Outcomes
<ul style="list-style-type: none">Discuss the significance of maintaining hygiene and confidence during an interviewList the steps for searching and registering for apprenticeship opportunities	<ul style="list-style-type: none">Create a professional Curriculum Vitae (CV)Use various offline and online job search sources such as employment exchanges, recruitment agencies, and job portals respectively



- Perform a mock interview

Classroom Aids:

Whiteboard, marker pen, projector

Tools, Equipment and Other Requirements



Optional: Conduct Athletic Training to Improve Performance and Prevent Injuries

BWS/N3022 *Conduct Athletic Training to Improve Performance and Prevent Injuries V4.0*

Terminal Outcomes:

- Plan and conduct fitness sessions to enhance athletic performance and assess sports-related fitness while minimizing risk of injuries.

Duration: 15:00 Hrs.	Duration: 45:00 Hrs.
Theory – Key Learning Outcomes	Practical – Key Learning Outcomes
<ul style="list-style-type: none">Identify various types of behaviour change approaches / coaching styles/ theories/ models like health belief model, trans- theoretical model, motivational change model, social cognitive model, etc. to encourage adherence to exercise/physical activityState the typical barriers to exercise that clients talk about like time, energy, motivation, cost, illness or injury, fears related to injuries etc. and ways to address themIdentify the potential risks relevant to the programme and various mechanisms to minimize the same	<ul style="list-style-type: none">Carry out coaching to increase speed and strength of all types of clients (beginner, expert); such as performing parallel squat, plyometric twice per week, etc.Analyse group dynamics and group management & carry out various exercisesCarry out an engaging session by conducting benchmarking study to identify various interesting options, identify common reasons for which athletes don't attend the training sessions and design interventions to address these reasonsDemonstrate ways to reduce injuries while carry out various exercises; such as wear the right gear, players should wear appropriate and properly fitting protective equipment such as pads (neck, shoulder, elbow, chest, knee, and chin), helmets, mouthpieces, face guards, protective cups, and/or eyewearApply effective verbal and visual communication while delivering the sessions
Classroom Aids	
Computer, Projector, White Board/ Flip Chart, Marker and Duster	
Tools, Equipment and Other Requirements	
Dumbbell Set, Training Bench, Treadmill, Fitness Ball, Rowing Machine, Stationary Bicycle, Weight Machines, Free Weights & Other Fitness Accessories	



Annexure

Trainer Requirements

Trainer Prerequisites						
Minimum Educational Qualification	Specialization	Relevant Industry Experience		Training Experience		Remarks
		Years	Specialization	Years	Specialization	
12 th pass with Advance Diploma in Physical Education/ Physiotherapy	Physical Education/ Physiotherapy	2	Physical Education/ Physiotherapy	1	In Wellness industry	Diploma should be minimum of 6 months followed by Advance Diploma of minimum 3 months

Trainer Certification	
Domain Certification	Platform Certification
Certified to TOT for Job Role: "Personal Trainer (B&W)" mapped to QP: "BWS/Q3003, v4.0". Minimum accepted score is 80%	Recommended that the Trainer is certified for the Job Role: "Trainer", mapped to the Qualification Pack: "Master Trainer (VET and Skills) MEP/Q2601 v2.0". Minimum accepted score is 80%.



Assessor Requirements

Assessor Prerequisites						
Minimum Educational Qualification	Specialization	Relevant Industry Experience		Training/Assessment Experience		Remarks
		Years	Specialization	Years	Specialization	
Graduate in Physical Education/ Physiotherapy	Physical Education/ Physiotherapy	4	Physical Education/ Physiotherapy	2	In Wellness industry	

Assessor Certification	
Domain Certification	Platform Certification
Certified to TOA for Job Role: "Personal Trainer (B&W)" mapped to QP: "BWS/Q3003, v4.0". Minimum accepted score is 80%	Recommended that the Assessor is certified for the Job Role: "Assessor", mapped to the Qualification Pack: "Assessor (VET and Skills) MEP/Q2701 v2.0". Minimum accepted % as per respective SSC guidelines is 80%.



Assessment Strategy

Assessment system Overview

Assessment will be carried out by the Sector Skill Council in association with empanelled Assessment Agencies independent from training partners. Based on the assessment criteria B&WSSC defines the test structure for the given job roles to cover the required skills and competencies. The assessment strategy consists of the following.

1. Multiple Choice Questions: To assess basic knowledge (Objective/Subjective)
2. Viva: To assess awareness of processes involved (Oral and/or written questioning)
3. Practical : To evaluate skills and identify competencies.(Observation)

The assessment will have both theory and practical components in **60:40 ratios**. While theory assessment is summative and a written exam; practical will involve demonstrations of applications and presentations of procedures and other components. Practical assessment will also be summative in nature.

Assessment will be carried out by certified assessors through empanelled assessment partners. Based on the results of the assessment; B&WSSC will certify the learners/candidates

1. Testing Environment

Assessments are conducted either on laptops/Mobiles/Android tablets via both offline and online modes depending on the internet connectivity at the assessment location.

In remote locations/villages, assessments are delivered through tablets without the requirement of the Internet.

- Rubric driven assessments in Practical/Viva sections and responses recorded accordingly.
- Advanced auto-proctoring features like photographs, time-stamp, geographic-tagging, toggle-screen/copy-paste disabled are captured.
- End to end process from allocation of a batch to final result upload, is done on the portal
- Assessment will normally be fixed for a day after the end date of training / as per the program guidelines.
- Assessment will be conducted at the training venue
- The room where the assessment is conducted will be set with proper seating arrangements with enough space to curb copying or other unethical activities.
- The question bank of theory and practical will be approved by B&WSSC. Assessment agency will set the question paper from the approved question bank.
- Theory testing will include multiple choice questions, pictorial questions, etc. which will test the trainee on their theoretical knowledge of the subject.
- The theory and practical assessments will be carried out on the same day. The question paper is pre-loaded in the computer (in case of online assessment) and it will be in the language requested by the training partner. Viva will also be used to gauge trainee's confidence and correct knowledge in handling job situations.

Assessment Quality Assurance framework

The assessor has to mandatorily undergo the TOA program organised by B&WSSC. The training would give an overview to the assessors on the overall framework of QP evaluation. The assessor shall be given a NOS and PC-level overview of each QP as applicable.

The assessor has to go through an orientation program organized by the Assessment Agency. The overall structure of the assessment and objectivity of the marking scheme will be explained to them.

The giving of marks will be driven by an objective framework that will maintain standardization of the marking scheme.



In the case of many candidates to be accommodated in one venue for theory assessment, caution is taken not to let the candidates who completed the test meet those who have not. Once the first batch has moved out of the knowledge-based assessment area, the second batch must be taken from the main waiting area and seated in the respective seats for their knowledge-based assessment.

For practical, the instructions for taking the test are written on the board in the lab or shared with the candidates verbally.

The assessment will be video-recorded and submitted to B&WSSC. It is the responsibility of the assessor to fill the beginning of the day report on the link shared by the agency or through the portal & after the completion of the assessment, it is the responsibility of the Training Partner to fill out the feedback form.

Methods of Validation

Unless the trainee is registered, the person cannot undergo assessment. To further ensure that the person registered is the person appearing for assessment, id verification will be carried out. Aadhar card number is part of registering the candidate for training. This will form the basis of further verification during the assessment.

The assessor conducts the assessment in accordance with the assessment guidelines and question bank as per the job role.

The assessor carries tablet with the loaded questions. This tablet is geotagged so it is monitored to check their arrival and completion of assessment.

Video of the practical session is prepared and submitted to B&WSSC.

Random spot checks/audit is conducted by B&WSSC-assigned persons to check the quality of assessment.

The assessment agency will be responsible for putting details in the Skill India Digital Portal

B&WSSC will also validate the data and results received from the assessment agency.

Method of assessment documentation and access

The assessment agency will upload the result of the assessment in the portal within the prescribed time frame. The data will not be accessible for change by the assessment agency after the upload. The assessment data will be validated by the B&WSSC assessment team. After uploading, only B&WSSC can access this data. B&WSSC approves the results & certificates within a week on SID.

References

Glossary

Term	Description
Declarative Knowledge	Declarative knowledge refers to facts, concepts and principles that need to be known and/or understood in order to accomplish a task or to solve a problem.
Key Learning Outcome	Key learning outcome is the statement of what a learner needs to know, understand and be able to do in order to achieve the terminal outcomes. A set of key learning outcomes will make up the training outcomes. Training outcome is specified in terms of knowledge, understanding (theory) and skills (practical application).
OJT (M)	On-the-job training (Mandatory); trainees are mandated to complete specified hours of training on site
OJT (R)	On-the-job training (Recommended); trainees are recommended the specified hours of training on site
Procedural Knowledge	Procedural knowledge addresses how to do something, or how to perform a task. It is the ability to work, or produce a tangible work output by applying cognitive, affective or psychomotor skills.
Training Outcome	Training outcome is a statement of what a learner will know, understand and be able to do upon the completion of the training .
Terminal Outcome	Terminal outcome is a statement of what a learner will know, understand and be able to do upon the completion of a module . A set of terminal outcomes help to achieve the training outcome.



Acronyms and Abbreviations

Term	Description
QP	Qualification Pack
NSQF	National Skills Qualification Framework
NSQC	National Skills Qualification Committee
NOS	National Occupational Standards