



## QUALIFICATIONS PACK - OCCUPATIONAL STANDARDS FOR HANDICRAFTS AND CARPET INDUSTRY

### What are Occupational Standards(OS)?

- OS describe what individuals need to do, know and understand in order to carry out a particular job role or function
- OS are performance standards that individuals must achieve when carrying out functions in the workplace, together with specifications of the underpinning knowledge and understanding

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### Introduction

#### Qualifications Pack – Chiseler - Stonecraft

**SECTOR:** HANDICRAFTS & CARPET

**SUB-SECTOR:** Handicrafts (Stonecraft)

**OCCUPATION:** Pre - Crafting

**REFERENCE ID:** HCS/Q1401

**ALIGNED TO:** NCO-2004/7113.20

**Chiseler:** The chiseler is responsible for removing the raw layers from the slate and then splitting the slate along the grain/ layer lines into required sizes for further processing

**Brief Job Description:** The individual at work is responsible for removing the raw layers from the slate and then splitting it along the grain / layer lines into required sizes for further processing.

**Personal Attributes:** The job requires the individual to have: Arm-Hand Steadiness, good near vision, the ability to quickly move two hands to grasp, manipulate or assemble objects, finger dexterity, repetitive squatting; bending; lifting heavy weight and ability to work for long hours in sitting and standing position. The individual must be able to work under different environmental conditions in the open area.



Job Details	Qualifications Pack Code	HCS/Q1401		
	Job Role	Chiseler - Stonecraft		
	Credits(NSQF)	TBD	Version number	1.0
	Sector	Handicrafts & Carpet	Drafted on	06/03/2015
	Sub-sector	Stoneware	Last reviewed on	09/07/2015
	Occupation	Pre – Crafting	Next review date	09/07/2017
	NSQC Clearance on	05/08/2015		

Job Role	Chiseler - Stonecraft Also called "Slate stone splitter"
Role Description	Removing the raw layers from the slate and then splitting the slate along the grain / layer lines into required sizes for further processing
NSQF level	3
Minimum Educational Qualifications	Preferably 5th pass
Maximum Educational Qualifications	Not Applicable
Training (Suggested but not mandatory)	Not Applicable
Minimum Job Entry Age	15 years
Experience	Not Applicable
Applicable National Occupational Standards (NOS)	<b>Compulsory:</b> <ol style="list-style-type: none"> <li><a href="#">HCS/N1401 Receive raw slate stone and work instructions</a></li> <li><a href="#">HCS/N1402 Split slate stone into layers</a></li> <li><a href="#">HCS/N9901 Coordinate with colleagues and work as a team</a></li> <li><a href="#">HCS/N9902 Maintain safe work environment</a></li> <li><a href="#">HCS/N9903 Maintain personal health</a></li> <li><a href="#">HCS/N9904 Basic business management</a></li> </ol> <b>Optional:</b> Not applicable
Performance Criteria	As described in the relevant OS units



Definitions

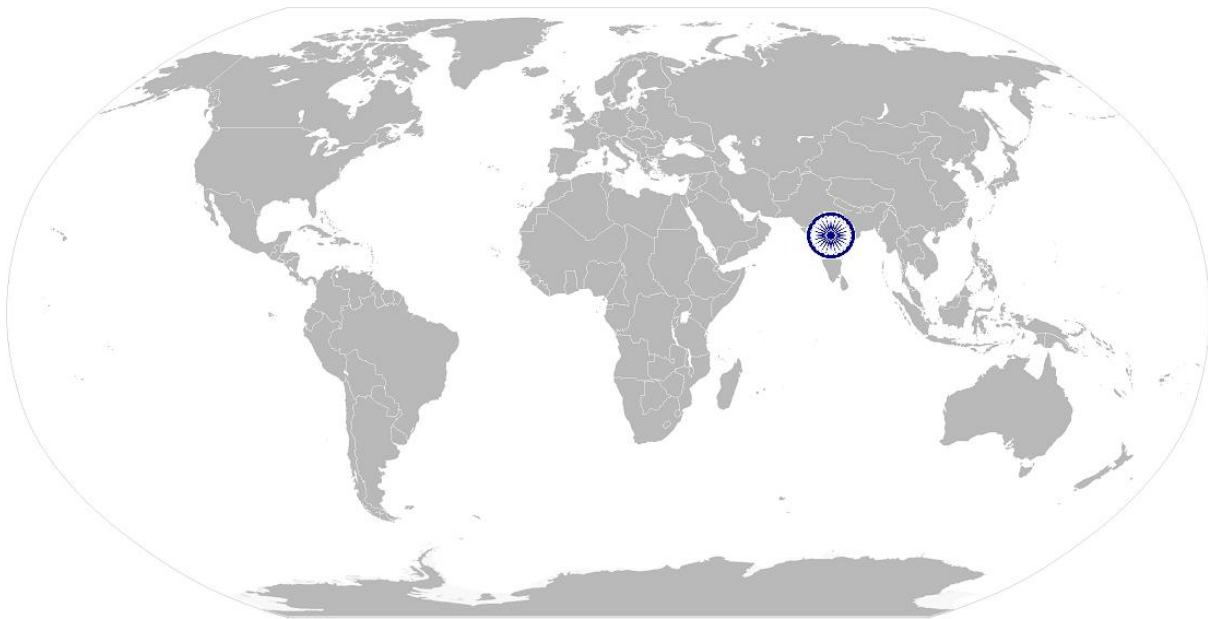
Keywords /Terms	Description
Sector	Sector is a conglomeration of different business operations having similar businesses and interests. It may also be defined as a distinct subset of the economy whose components share similar characteristics and interests.
Sub-sector	Sub-sector is derived from a further breakdown based on the characteristics and interests of its components.
Vertical	Vertical may exist within a sub-sector representing different domain areas or the client industries served by the industry.
Occupation	Occupation is a set of job roles, which perform similar/related set of functions in an industry.
Function	Function is an activity necessary for achieving the key purpose of the sector, occupation, or area of work, which can be carried out by a person or a group of persons. Functions are identified through functional analysis and form the basis of OS.
Sub-functions	Sub-functions are sub-activities essential achieving the objectives of the function.
Job role	Job role defines unique set of functions that together form a unique employment opportunity in an organization.
Occupational Standards (OS)	OS specify the standards of performance an individual must achieve consistently while carrying out a function at the workplace. Occupational Standards as set of competencies is applicable both in Indian and overreaching global contexts.
Performance Criteria	Performance Criteria defined for a task are statements that together specify the standard of performance while carrying out the task.
National Occupational Standards (NOS)	NOS are Occupational Standards which apply uniquely in Indian context.
Qualifications Pack Code	Qualifications Pack Code is a unique reference code that identifies a qualifications pack.
Qualifications Pack(QP)	Qualifications Pack comprises set of OS, together with the educational, training and other criteria that are required to perform a job role satisfactorily at workplace. A Qualifications Pack is assigned a unique qualification pack code for clear identification.
Knowledge and Understanding	Knowledge and Understanding are statements which together as a set specify the technical, generic, professional and organization specific knowledge that an individual needs to possess in order to perform and meet the required standards consistently.
Organizational	Organizational Context includes the way the organization is structured and how it



Context	operates. It includes elements of operational knowledge contents defined in relation to functioning of an organization that a skilled professional need to possess specific to its precise areas of responsibility.
Technical Knowledge	Technical Knowledge is the specific domain knowledge needed to accomplish the task in combination with other competencies. It is usually coined with specifically designated roles and responsibilities.
Core Skills/Generic Skills	Core Skills or Generic Skills as set are group of skills. It is key to working in today's world. These skills are typically needed in any work environment. In the context of the OS, these include mainly communication related skills that are applicable to most job roles.
Sector	Sector is a conglomeration of different business operations having similar businesses and interests. It may also be defined as a distinct subset of the economy whose components share similar characteristics and interests.
Sub-sector	Sub-sector is derived from a further breakdown based on the characteristics and interests of its components.
Vertical	Vertical may exist within a sub-sector representing different domain areas or the client industries served by the industry.
Occupation	Occupation is a set of job roles, which perform similar/related set of functions in an industry.
Keywords /Terms	Description
SSC	Sector Skill Council
OS	Occupational Standard(s)
NOS	National Occupational Standard(s)
QP	Qualifications Pack
NSQF	National Skill Qualifications Framework
NCO	National Classifications of Occupation
TBD	To Be Determined
HCS	Handicrafts and Carpet Skill Sector Council
NSDC	National Skill Development Corporation



# National Occupational Standard



## Overview

This unit is about receiving the raw slate stone and work instructions from the supervisor for performing job duties



## HCS/N1401

## Receive raw slate stone and work instructions

<b>Unit Code</b>	<b>HCS/N1401</b>
<b>Unit Title (Task)</b>	<b>Receive raw slate stone and work instructions</b>
<b>Description</b>	This unit is about receiving the raw slate stone and work instructions from the supervisor for performing job duties
<b>Scope</b>	<p>This unit/ task covers the following:</p> <ul style="list-style-type: none"> <li>Receive raw slate stone</li> <li>Understand the work requirements</li> <li>Achieve productivity and quality standards</li> </ul>
<b>Performance Criteria(PC) w.r.t. the Scope</b>	
<b>Element</b>	<b>Performance Criteria</b>
<b>Receive raw slate stone</b>	<p>To be competent, the user/ individual must be able to:</p> <p>PC1. receive raw slate stones from the supervisor</p> <p>PC2. follow standard operating procedure while handling raw slate stones</p> <p>PC3. use necessary tools and protective gears while handling the slate stones</p> <p>PC4. place slate stone in a way so that work flow is smooth and there is no damage to other raw stones</p> <p>PC5. document the quantity of raw slate stones received</p>
<b>Understand the work requirements</b>	<p>To be competent, the user/ individual must be able to:</p> <p>PC6. understand the stoneware product and model for which the day work is assigned to</p> <p>PC7. understand the daily targets</p> <p>PC8. understand the daily requirements of different sizes and shape</p> <p>PC9. get specific work related instructions from supervisor, if required</p>
<b>Achieving productivity and quality standards</b>	<p>To be competent, the user/ individual must be able to:</p> <p>PC10. ask questions to supervisor to have clear understanding of the job requirement and expectations</p> <p>PC11. achieve supervisor satisfaction on the work done</p> <p>PC12. ensure zero material defect while handling the stones</p> <p>PC13. follow organisation standard and procedure on material movement and stocking</p> <p>PC14. achieve daily targets with minimum wastage of the material</p>
<b>Knowledge and Understanding (K)</b>	
<b>A. Organizational Context</b> (Knowledge of the company / organization and its processes)	<p>The individual on the job needs understand:</p> <p>KA1. company's policies on: human resource management, benefits and code of conduct</p> <p>KA2. company's products with different stones and quality assurance</p> <p>KA3. organisation culture and typical customer profile</p> <p>KA4. company's reporting structure</p> <p>KA5. company's documentation policy</p>



## HCS/N1401

## Receive raw slate stone and work instructions

<b>B. Technical Knowledge</b>	<p>The individual on the job needs to know and understand:</p> <p>KB1. variety of stones and their basic quality</p> <p>KB2. handling of different types of stones</p> <p>KB3. material movement procedure</p> <p>KB4. material stocking procedure</p> <p>KB5. usage of tools and machines used for material movement and handling</p> <p>KB6. usage of necessary tools and protective gears while handling the slate stones</p> <p>KB7. process of stone crafting</p> <p>KB8. basics on inventory management</p> <p>KB9. different types of tools used in stoneware product making</p> <p>KB10. quality and safety standards</p> <p>KB11. documentation and record keeping procedure</p>
<b>Skills (S) [Optional]</b>	
<b>A. Core Skills/ Generic Skills</b>	<b>Reading skills</b>
	<p>The individual on the job needs to know and understand how to:</p> <p>SA1. read the daily targets and work requirement</p> <p>SA2. read company policy documents</p>
	<b>Writing skills</b>
	<p>The individual on the job needs to know and understand how to:</p> <p>SA3. how to document the stones received from the supervisor</p>
	<b>Communication skills</b>
	<p>The individual on the job needs to know and understand how to:</p> <p>SA4. how to seek work instructions from the supervisor</p> <p>SA5. listen to supervisor to know daily targets</p> <p>SA6. seek out and listen to co-workers</p> <p>SA7. express the information, both technical and non-technical, to seniors and colleagues effectively</p>
<b>B. Professional Skills</b>	<b>Decision making skills</b>
	<p>The individual on the job needs to know and understand how to:</p> <p>SB1. identify and decide the critical tools and protective gears while handling the slate stones</p>
	<b>Plan and Organize</b>
	<p>The individual on the job needs to know and understand how to:</p> <p>SB2. to prioritize and organise to achieve the daily targets</p>
	<b>Customer centricity</b>
	<p>The individual on the job needs to know and understand how to:</p> <p>SB3. communicate with customers / clients and understand their preferences</p>
	<b>Problem solving</b>
	<p>The individual on the job needs to know and understand how to:</p> <p>SB4. To solve work related problems</p>
	<b>Analytical thinking</b>
	<p>The individual on the job needs to know and understand how to:</p> <p>SB5. analyse and communicate as per the requirement</p>
	<b>Critical thinking</b>
	<p>The individual on the job needs to know and understand how to:</p>

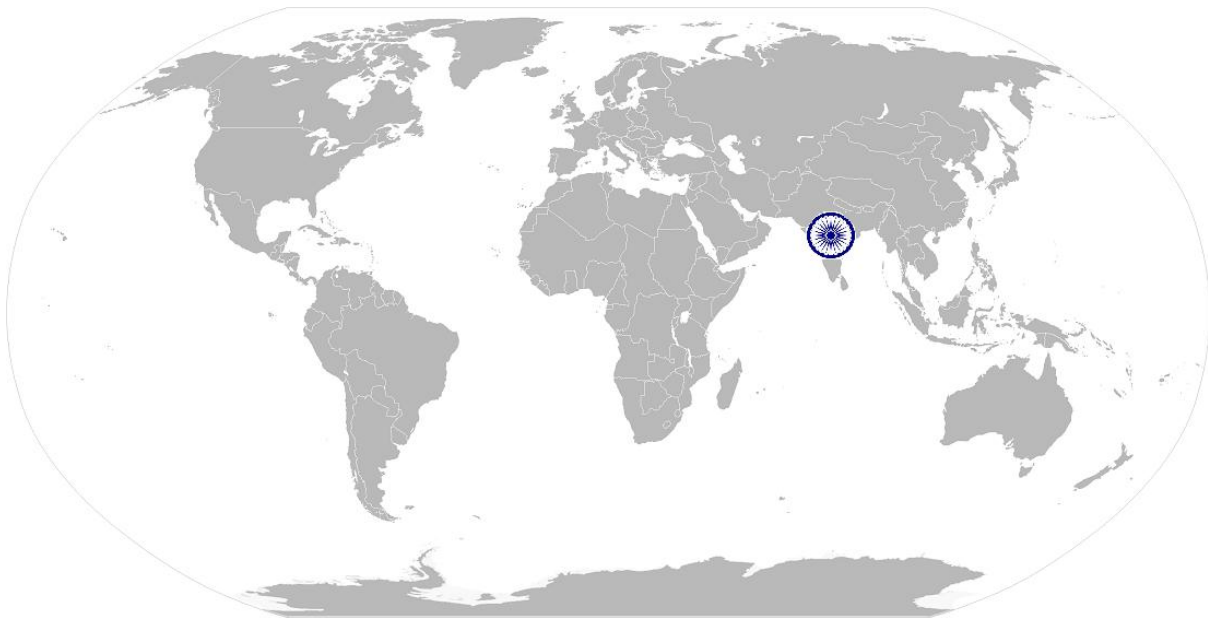




HCS/N1401

**Receive raw slate stone and work instructions**

	SB6. spot process disruptions and delays SB7. report on any concerns to superiors without delay
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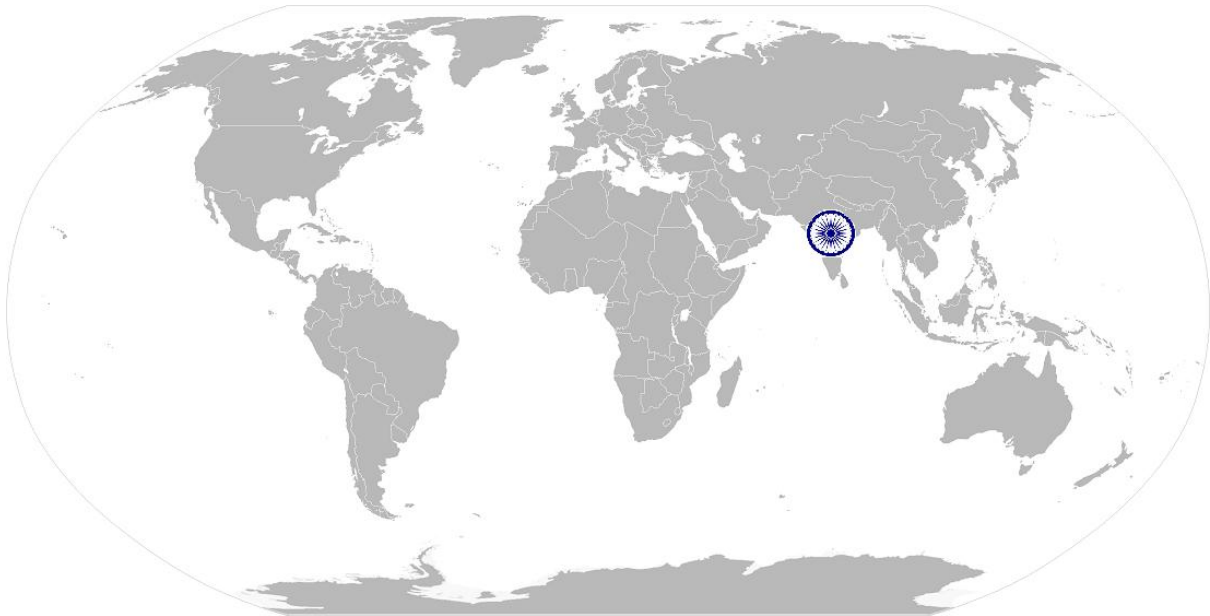


HCS/N1401

Receive raw slate stone and work instructions

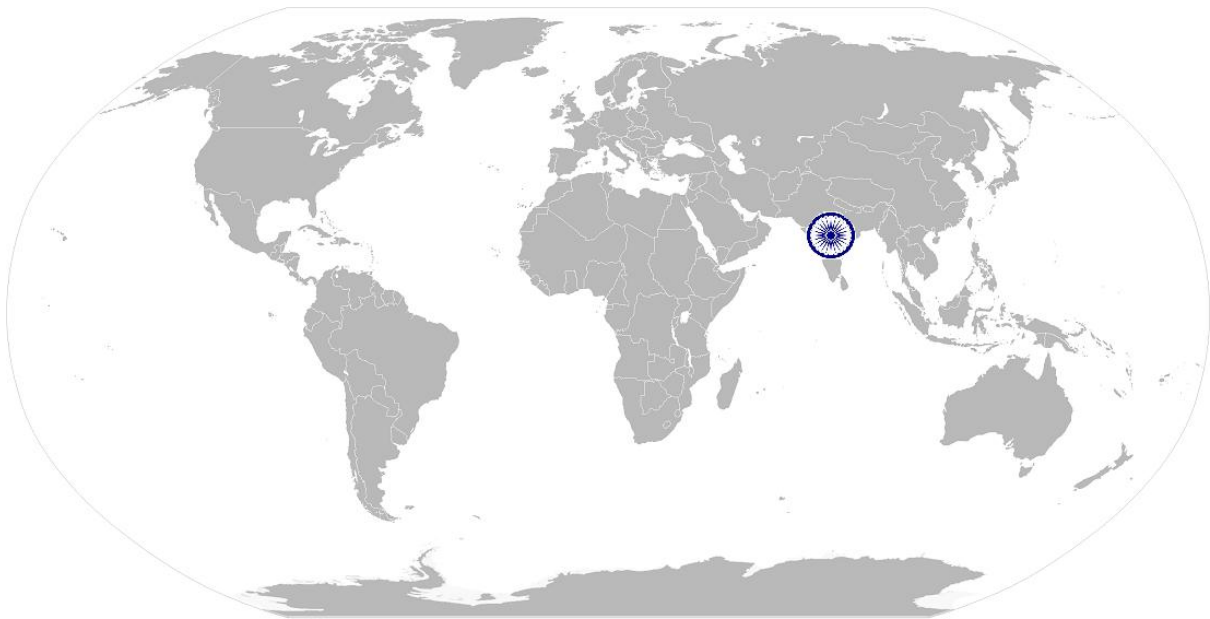
## NOS Version Control

NOS Code	HCS/N1401		
Credits(NSQF)	TBD	Version number	1.0
Industry	Handicrafts and Carpet	Drafted on	06/03/2015
Industry Sub-sector	Stoneware	Last reviewed on	09/07/2015
Occupation	Pre - Crafting	Next review date	09/07/2017





# National Occupational Standard



## Overview

This unit is about slicing the slate stone into layers of different sizes



HCS/N1402

## Split slate stone into layers

<b>Unit Code</b>	<b>HCS/N1402</b>
<b>Unit Title (Task)</b>	<b>Split slate stone into layers</b>
<b>Description</b>	This unit is about slicing the slate stone into layers of different sizes
<b>Scope</b>	<p>This unit/ task covers the following:</p> <ul style="list-style-type: none"> <li>Soak raw slate stone in water</li> <li>Split the slate stone into layers</li> <li>Achieve productivity and quality standards</li> </ul>
<b>Performance Criteria(PC) w.r.t. the Scope</b>	
<b>Element</b>	<b>Performance Criteria</b>
<b>Soak raw slate stone in water</b>	<p>To be competent, the user/ individual must be able to:</p> <p>PC1. place a tub / big container at the appropriate place in the working area and fill it with water</p> <p>PC2. dip all the raw slate stones one by one in the water filled tub / big container and keep it there as per the standard operating procedure of the company</p> <p>PC3. bring raw slate stones out of the water filled tub / big container without any damage</p> <p>PC4. ensure the raw slate stones is soaked well and suitable for the next process requirement</p>
<b>Split the slate stone into layers</b>	<p>To be competent, the user/ individual must be able to:</p> <p>PC5. select the necessary and appropriate tools required for splitting</p> <p>PC6. use appropriate chisel and hammer for splitting the slate stone</p> <p>PC7. check that chisel has sharp and smooth edge</p> <p>PC8. place the raw slate at suitable and stable position on ground</p> <p>PC9. remove the raw unwanted layers from the slate stone with the help of chisel and hammer</p> <p>PC10. split the slate stone along the layer lines as per the required sizes with the help of chisel and hammer</p> <p>PC11. ensure that the raw stone is not damage while splitting</p> <p>PC12. ensure no crack is formed in any part (crafting area) of the stone</p>
<b>Achieve productivity and quality standards</b>	<p>To be competent, the user/ individual must be able to:</p> <p>PC13. cleanly split the slate stone into different sizes as per the requirements</p> <p>PC14. ensure minimum wastage of raw slate stone</p> <p>PC15. meet the periodical production targets</p> <p>PC16. follow material movement, handling, quality and safety standards during the work and ensure no material or personal damage</p> <p>PC17. split slates as per company desired dimension, thickness and sizes</p>
<b>Knowledge and Understanding (K)</b>	
<b>A. Organizational Context</b> (Knowledge of the	<p>The individual on the job needs understand:</p> <p>KA1. company's policies on: human resource management, benefits and code of conduct</p> <p>KA2. company's products with different stones and quality assurance</p>



HCS/N1402

## Split slate stone into layers

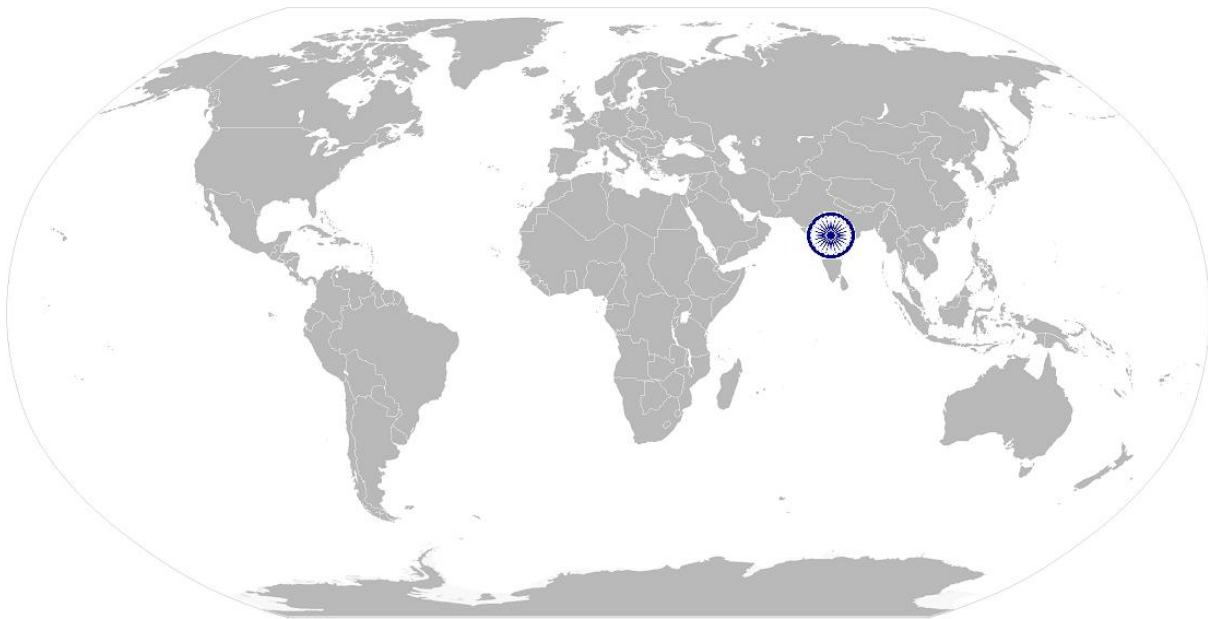
company / organization and its processes)	KA3. organisation culture and typical customer profile KA4. company's reporting structure KA5. company's documentation policy
<b>B. Technical Knowledge</b>	<p>The individual on the job needs to know and understand:</p> <p>KB1. the grain / layer lines of the slate stone</p> <p>KB2. variety of stones and their basic quality</p> <p>KB3. handling of different types of stones</p> <p>KB4. usage of chisel or splicing tools</p> <p>KB5. tool maintenance</p> <p>KB6. processes involved in stone crafting</p> <p>KB7. dimension / shape / size specifications in stones</p> <p>KB8. use variety of chisels and hammers for splitting the slate stone</p> <p>KB9. maintenance and repair the tools</p> <p>KB10. material handling and material movement procedure</p> <p>KB11. quality and safety standards to be followed in craft making</p> <p>KB12. precautionary measures to be taken during the work</p> <p>KB13. different types of tools / machines used in stoneware product making</p>
<b>Skills (S) [Optional]</b>	
<b>A. Core Skills/ Generic Skills</b>	<b>Reading skills</b>
	The individual on the job needs to know and understand how to:
	SA1. read the daily targets and work requirement
	SA2. read company policy documents
	<b>Writing skills</b>
	The individual on the job needs to know and understand how to:
	SA3. how to document the stones received from the supervisor
<b>B. Professional Skills</b>	<b>Communication skills</b>
	The individual on the job needs to know and understand how to:
	SA4. how to seek work instructions from the supervisor
	SA5. listen to supervisor to know daily targets
	SA6. seek out and listen to co-workers
	SA7. express the information, both technical and non-technical, to seniors and colleagues effectively
	<b>Decision making skills</b>
<b>B. Professional Skills</b>	The individual on the job needs to know and understand how to:
	SB1. identify and decide the critical tools and protective gears while handling the slate stones
	<b>Plan and Organize</b>
	The individual on the job needs to know and understand how to:
	SB2. to prioritize and organise to achieve the daily targets
	<b>Customer centricity</b>
	The individual on the job needs to know and understand how to:
<b>B. Professional Skills</b>	SB3. communicate with customers / clients and understand their preferences
	<b>Problem solving</b>



HCS/N1402

## Split slate stone into layers

	The individual on the job needs to know and understand how to: SB4. To solve work related problems
	<b>Analytical thinking</b>
	The individual on the job needs to know and understand how to: SB5. analyse and communicate as per the requirement
	<b>Critical thinking</b>
	The individual on the job needs to know and understand how to: SB6. spot process disruptions and delays SB7. report on any concerns to superiors without delay



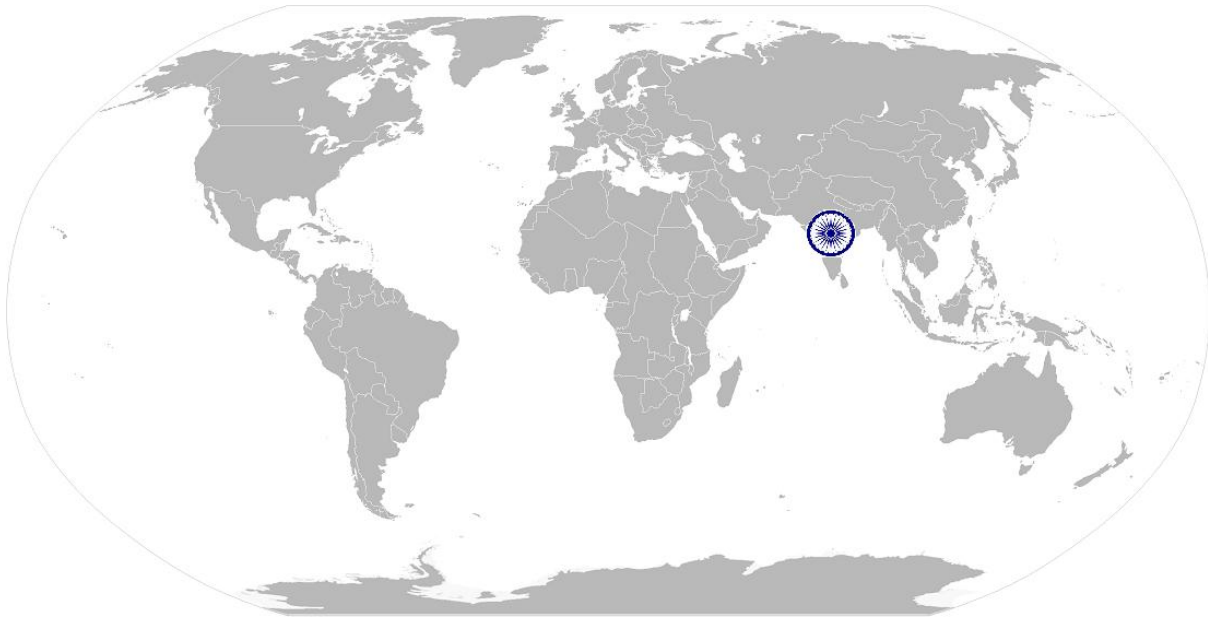


HCS/N1402

Split slate stone into layers

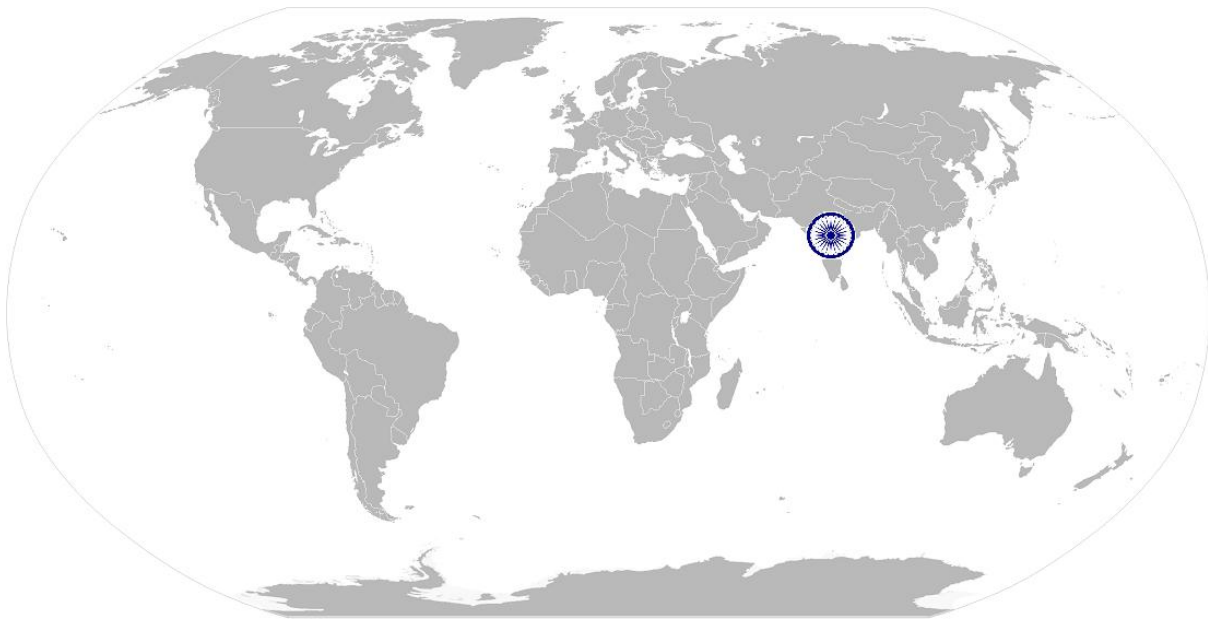
## NOS Version Control

NOS Code	HCS/N1402		
Credits(NSQF)	TBD	Version number	1.0
Industry	Handicrafts and Carpet	Drafted on	06/03/2015
Industry Sub-sector	Stoneware	Last reviewed on	09/07/2015
Occupation	Pre - Crafting	Next review date	09/07/2017





# National Occupational Standard



## Overview

This unit is about individual's coordination and communication level with colleagues and superiors so as to achieve the deliverable on time through a smooth workflow.





## HCS/N9901

## Coordinate with colleagues and work as a team

### National Occupational Standard

<b>Unit Code</b>	<b>ELE/N9901</b>
<b>Unit Title (Task)</b>	<b>Coordination and team work with colleagues and superior</b>
<b>Description</b>	This OS unit is about communicating and coordinating with colleagues and superiors in order to achieve smooth and hazard free work flow during production. It is about the ability to work as a team member, share work and multi task to meet the deliverable schedule and quality requirements, assuring no process disruptions.
<b>Scope</b>	<p>This unit/ task covers the following:</p> <ul style="list-style-type: none"> <li>• Interact with supervisor or superior</li> <li>• Work as a team by coordinating with colleagues within and outside the department</li> <li>• Report and Document</li> </ul>
<b>Performance Criteria(PC) w.r.t. the Scope</b>	
<b>Element</b>	<b>Performance Criteria</b>
<b>Interact with supervisor or superior</b>	<p>To be competent, the user/ individual must be able to:</p> <p>PC1. receive job order and instructions from reporting supervisor</p> <p>PC2. understand the work output requirements, targets, performance indicators and incentives</p> <p>PC3. deliver quality work on time and report any anticipated reasons for delays</p> <p>PC4. report on any grievances, production defects and any potential hazards</p> <p>PC5. communicate on process flow improvements</p> <p>PC6. communicate maintenance and repair schedule proactively to the supervisor</p> <p>PC7. receive feedback on work standards</p> <p>PC8. interact and clarify doubts on design, usage of materials &amp; tools, quality &amp; standards compliance, etc</p> <p>PC9. report in time for shortage or need of raw materials</p> <p>PC10. handover completed work to supervisor</p>
<b>Work as a team by coordinating with colleagues within and outside the department</b>	<p>To be competent, the user/ individual must be able to:</p> <p>PC11. communicate to the colleagues from within and other departments, clearly and effectively on all aspects to carry out the work among the team</p> <p>PC12. maintain the etiquettes, use polite language, demonstrate responsible and disciplined behaviours to the colleagues</p> <p>PC13. interact with colleagues from different functions and understand the nature of their work</p> <p>PC14. put team over individual goals and multi task or share work where necessary supporting the colleagues</p> <p>PC15. resolve conflicts and ensure smooth workflow</p> <p>PC16. interact and understand the production requirement for the day from the previous and successive processing department and work accordingly</p> <p>PC17. communicate and discuss work flow related difficulties in order to find solutions with mutual agreement</p> <p>PC18. receive feedback from Quality Control and rework in order to complete work on time</p>



## HCS/N9901

## Coordinate with colleagues and work as a team

	<p>PC19. share information with colleagues to enable efficient delivery of work</p> <p>PC20. highlight any errors of colleagues, help to rectify and ensure quality output</p> <p>PC21. work with cooperation, coordination, communication and collaboration, with shared goals and supporting each others performance</p>
<b>Report and Document</b>	<p>To be competent, the user/ individual must be able to:</p> <p>PC22. document all the details accurately relating to one's role as required</p> <p>PC23. report on the work completed and keep it in records</p>
<b>Knowledge and Understanding (K)</b>	
<p><b>A. Organizational Context</b> (Knowledge of the company / organization and its processes)</p>	<p>The individual on the job needs understand:</p> <p>KA1. company's policies on preferred language of communication, incentives, quality standards, personnel management, reporting and escalation matrix policy</p> <p>KA2. company's standard operating procedure (SOP) and the risk and impact of not following them</p> <p>KA3. procedures for working with colleagues, his/her role and responsibilities in relation to this</p> <p>KA4. organizational hierarchy and the line of reporting structure</p> <p>KA5. procedures to report employment related issues and to deal with conflicts</p> <p>KA6. work flow involved in the company's production process and the sequence of operations</p> <p>KA7. importance of the individual's role in the workflow and details of the individual responsibilities</p> <p>KA8. Work target and review mechanism</p> <p>KA9. common potential hazards in the work place and the procedures to deal with them</p> <p>KA10. tools and equipments handling procedure</p> <p>KA11. documentation procedures as required</p>
<p><b>B. Technical Knowledge</b></p>	<p>The individual on the job needs to know and understand:</p> <p>KB1. communicate effectively with various categories of people and the different departments in the organization</p> <p>KB2. build team coordination and work effectively in a team for organizational and individual success</p> <p>KB3. to document the job activity as required like the check sheets, history sheets, etc.</p> <p>KB4. help colleagues with specific issues and problems, meeting quality and time standards as a team</p> <p>KB5. listen actively to team members</p> <p>KB6. maintain the proper tone and pitch for communication, ethics and discipline for professional success</p> <p>KB7. develop effective working relationship with mutual trust and respect within the team</p> <p>KB8. express and address grievances appropriately, deal with difficult work relationships and manage the internal conflicts effectively.</p>



## HCS/N9901

## Coordinate with colleagues and work as a team

Skills (S) [Optional]	
<b>C. Core Skills/ Generic Skills</b>	<b>Reading skills</b>
	The individual on the job needs to know and understand how to: SA8. read job sheets, design sheet and information displayed at the workplace SA9. read notes/comments from the supervisor SA10. read and understand manuals, health and safety instructions, memos etc
	<b>Writing skills</b>
	The individual on the job needs to know and understand how to: SA11. fill up documentation to one's role
	<b>Communication skills</b>
	The individual on the job needs to know and understand how to: SA12. interact with team members to work efficiently SA13. communicate effectively with supervisor
<b>D. Professional Skills</b>	<b>Decision making skills</b>
	The individual on the job needs to know and understand how to: SB8. report to supervisor and deal with a colleague individually, depending on the type of concern
	<b>Plan and Organize</b>
	The individual on the job needs to know and understand how to: SB9. communicate with superiors as required
	<b>Customer centricity</b>
	The individual on the job needs to know and understand how to: SB10. communicate with customers / clients and understand their preferences
	<b>Problem solving</b>
	The individual on the job needs to know and understand how to: SB11. resolve problems / conflicts through proper communication
	<b>Analytical thinking</b>
	The individual on the job needs to know and understand how to: SB12. analyse and communicate as per the requirement
	<b>Critical thinking</b>
	The individual on the job needs to know and understand how to: SB13. spot and communicate potential areas of disruptions to work process and report the same

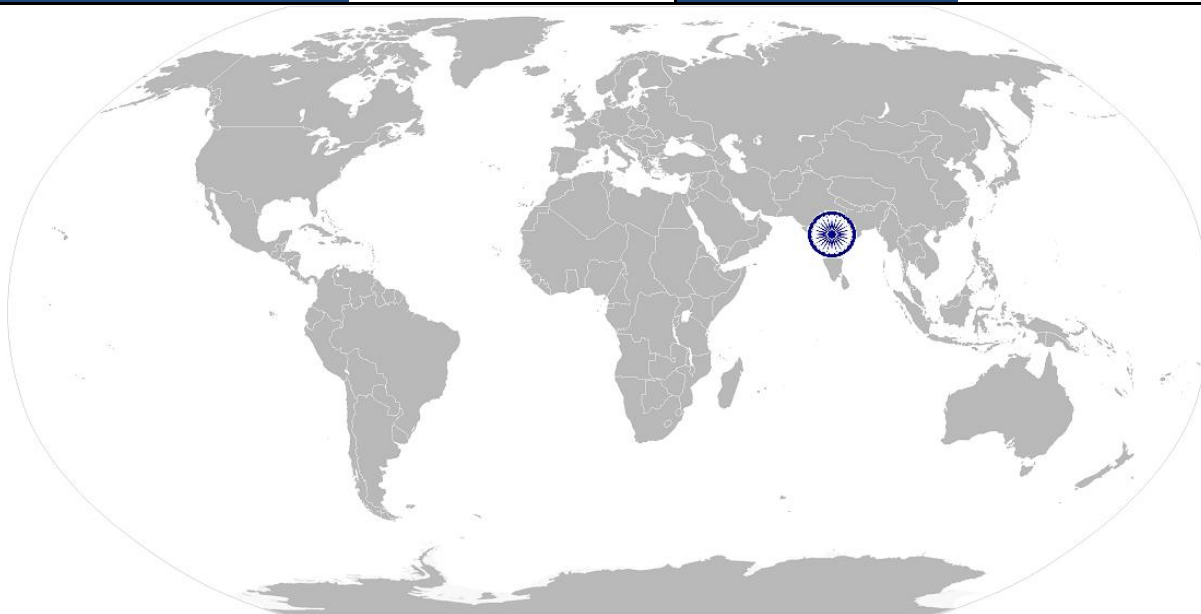


**HCS/N9901**

**Coordinate with colleagues and work as a team**

## NOS Version Control

NOS Code	HCS/N9901		
Credits(NSQF)	TBD	Version number	1.0
Industry	Handicrafts and Carpet	Drafted on	23/02/2015
Industry Sub-sector	Handicrafts	Last reviewed on	26/03/2015
Occupation	Pre-production / Craft making / Finishing	Next review date	26/03/2016





HCS/N9902

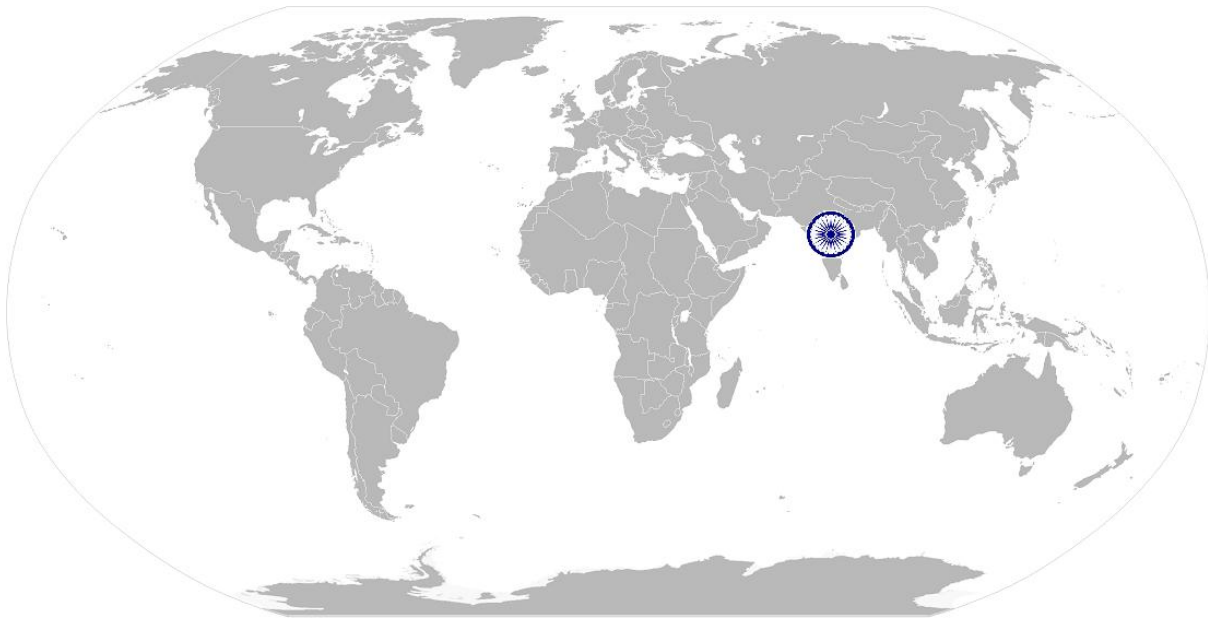
NOS  
National Occupational Standards



Maintain safe work environment

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# National Occupational Standard



## Overview

This unit is about the individual's effort to maintain safe work environment.



## HCS/N9902

## Maintain safe work environment

<b>Unit Code</b>	<b>HCS/N9902</b>
<b>Unit Title (Task)</b>	<b>Maintain safe work environment</b>
<b>Description</b>	This OS unit is about following adequate safety procedures to make work environment safe.
<b>Scope</b>	<p>This unit/ task covers the following:</p> <ul style="list-style-type: none"> <li>Follow safety procedure and practices</li> <li>Achieve safety standards</li> </ul>
<b>Performance Criteria(PC) w.r.t. the Scope</b>	
<b>Element</b>	<b>Performance Criteria</b>
<b>Follow safety procedure and practices</b>	<p>To be competent, the user/ individual must be able to:</p> <p>PC1. comply with safety procedures while on work to prevent accidents</p> <p>PC2. take adequate safety measures while handling materials, chemicals and tools</p> <p>PC3. wear appropriate personal protective gears such as gloves, protective goggles, masks etc. while working</p> <p>PC4. undertake basic safety checks before operation of all tools and electrical equipments</p> <p>PC5. wear appropriate and recommended clothing as per the work environment (eg: working in a furnace area )</p> <p>PC6. follow recommended material handling procedure to control material and personal damage</p> <p>PC7. perform all procedures as per company's work instructions for controlling operational risk</p> <p>PC8. perform the duties in a manner which minimizes environmental damage</p> <p>PC9. dispose of waste safely and correctly in a designated area as per company's SOP</p> <p>PC10. report any accidents, incidents or problems without delay to the supervisor and take necessary immediate action to reduce further danger</p>
<b>Achieve safety standards</b>	<p>To be competent, the user/ individual must be able to:</p> <p>PC11. ensure zero accident at workplace</p> <p>PC12. adhere to safety standards and ensure no material damage</p>
<b>Knowledge and Understanding (K)</b>	
<b>A. Organizational Context</b> (Knowledge of the company / organization and its processes)	<p>The individual on the job needs to know and understand:</p> <p>KA1. company's policies on work safety and occupational hazard management</p> <p>KA2. company's HR policies</p> <p>KA3. company's reporting structure</p> <p>KA4. company emergency evacuation procedure</p>





## HCS/N9902

## Maintain safe work environment

<b>B. Technical Knowledge</b>	<p>The individual on the job needs to know and understand:</p> <p>KB1. accidental risks to the worker</p> <p>KB2. how to maintain the work area safe and secure</p> <p>KB3. how to perform the duties in a way to minimize accidental risks</p> <p>KB4. how to handle chemicals</p> <p>KB5. purpose and usage of protective gears such as gloves , protective goggles, masks, etc. while working</p> <p>KB6. material handling procedure</p> <p>KB7. standard Operating Procedure (SOP) of processes</p> <p>KB8. precautionary activities to be followed in the processes</p> <p>KB9. how to operate tools and electrical equipments</p> <p>KB10. emergency procedures to be followed in case of an mishap such as fire accidents etc.</p>
<b>Skills (S) [Optional]</b>	
<b>A. Core Skills/ Generic Skills</b>	<b>Reading skills</b>
	<p>To be competent, the user/ individual must be able to:</p> <p>SA1. read safety instructions, safety signage and safety manuals</p> <p>SA2. read the usage of various safety tools and equipments</p>
	<b>Writing skills</b>
	<p>To be competent, the user/ individual must be able to:</p> <p><b>SA3.</b> take notes on descriptions and details of various safety precautions and procedures as instructed</p>
	<b>Communication Skills</b>
	<p>To be competent, the user/ individual must be able to:</p> <p>SA4. communicate supervisor about the work safety issues</p> <p>SA5. receive instructions from supervisor on minimizing the accidental risks</p> <p>SA6. communicate co-workers about the precautions to be taken for accident free work</p>
<b>B. Professional Skills</b>	<b>Decision Making skills</b>
	<p>The individual on the job needs to know and understand:</p> <p>SB1. how to select appropriate safety tools and equipments</p>
	<b>Plan and Organize</b>
	<p>The individual on the job needs to know and understand:</p> <p>SB2. improve work processes by adopting best safety practices</p>
	<b>Customer centricity</b>
	<p>The individual on the job needs to know and understand:</p> <p>SB3. coordinate with different departments on briefing the safety aspects</p> <p>SB4. guide the team members on use of various safety tools and equipments</p>
	<b>Problem solving</b>
	<p>The individual on the job needs to know and understand:</p> <p>SB5. improve work processes by adopting best safety practices</p>

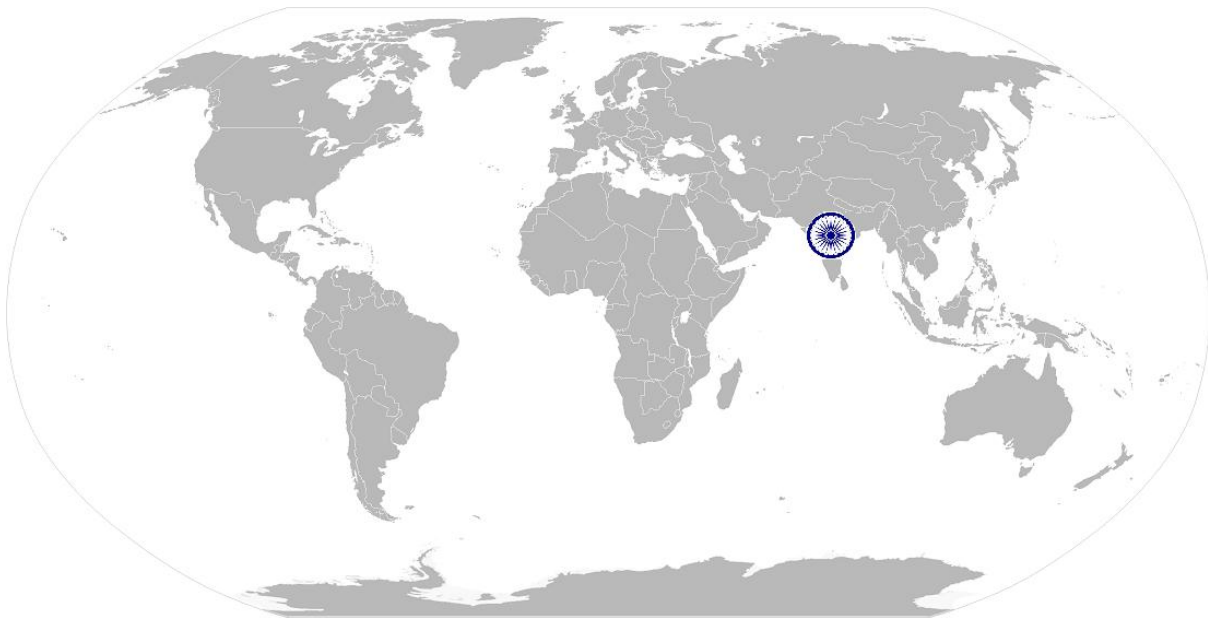




HCS/N9902

## Maintain safe work environment

	<b>Analytical thinking</b>
	The individual on the job needs to know and understand: SB6. analyse the usage of appropriate tools and consumables
	<b>Critical thinking</b>
	The individual on the job needs to know and understand how to: SB7. spot errors and any other disruptions and communicate with solutions



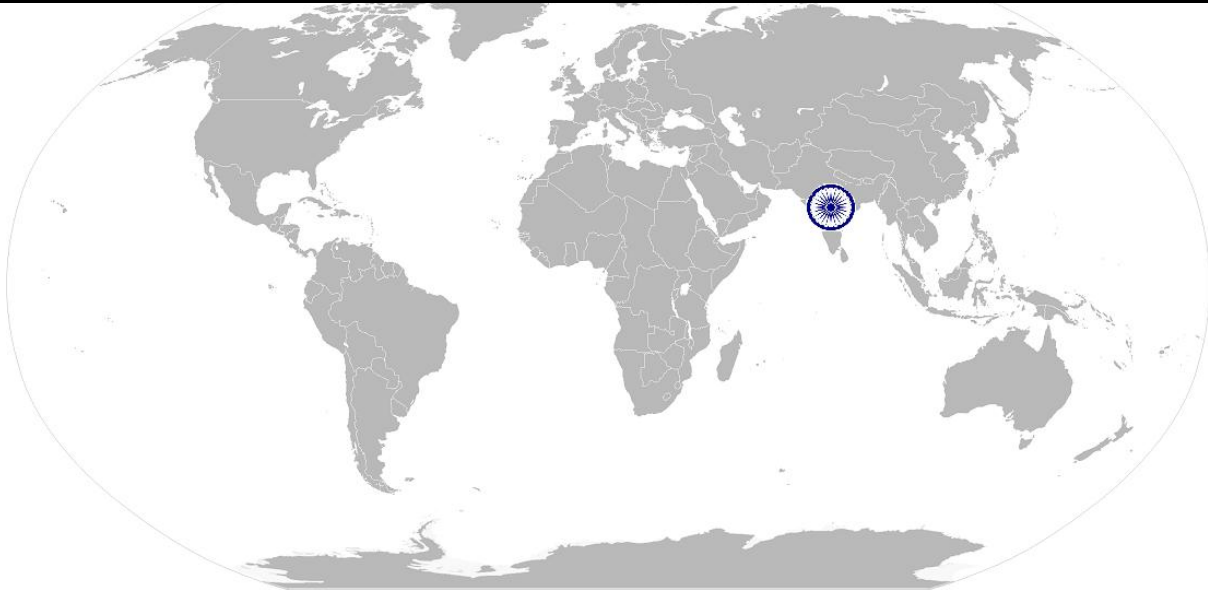


HCS/N9902

Maintain safe work environment

## NOS Version Control

NOS Code	HCS/N9902		
Credits(NSQF)	TBD	Version number	1.0
Industry	Handicrafts and Carpet	Drafted on	23/02/2015
Industry Sub-sector	Handicrafts	Last reviewed on	26/03/2015
Occupation	Pre-production / Craft making / Finishing	Next review date	26/03/2016



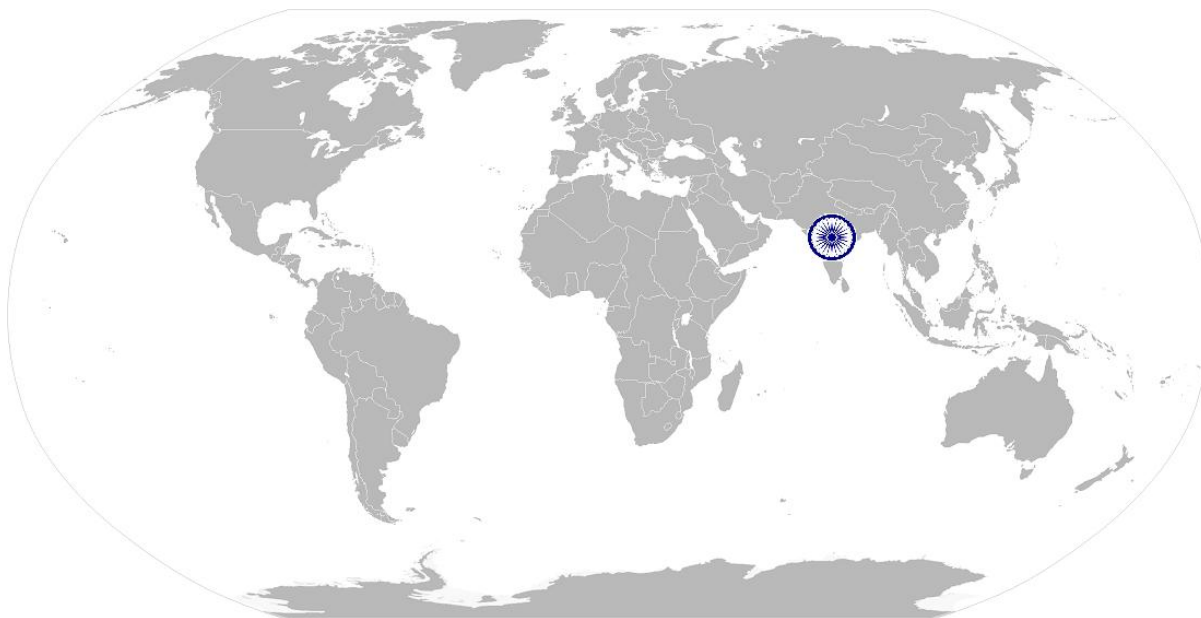


HCS/N9903

Maintain personal health

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# National Occupational Standard



## Overview

This unit is about managing personal health at work place.



## HCS/N9903

## Maintain personal health

<b>Unit Code</b>	<b>HCS /N9903</b>
<b>Unit Title (Task)</b>	<b>Maintain personal health</b>
<b>Description</b>	<b>This OS unit is about managing personal health at work place.</b>
<b>Scope</b>	<p>This unit/ task covers the following:</p> <ul style="list-style-type: none"> <li>Adopt healthy work practices</li> <li>Achieve work productivity while maintaining health</li> </ul>
<b>Performance Criteria(PC) w.r.t. the Scope</b>	
<b>Element</b>	<b>Performance Criteria</b>
<b>Adopt healthy work practices</b>	<p>To be competent, the user/ individual must be able to:</p> <p>PC1. always cover the mouth and nose with a dust mask while working and keep on changing when it gets blocked with dust</p> <p>PC2. follow work instructions strictly to reduce the amount of pollution at the work place e.g. wet the rock / craft material before working on it</p> <p>PC3. wear protective goggles over eyes and replace them when scratches on it obscure the vision</p> <p>PC4. wear gloves as per the materials used for making handicraft to avoid blisters; scratches and cuts</p> <p>PC5. undergo preventive health checkups at regular intervals</p> <p>PC6. take prompt treatment from the doctor in case of illness</p> <p>PC7. follow SOPs for dealing with blisters; scratches; accidental fires or any other type of emergencies at work</p>
<b>Achieve work productivity while maintaining health</b>	<p>To be competent, the user/ individual must be able to:</p> <p>PC8. ensure no productivity loss or absenteeism from work due to illness</p> <p>PC9. ensure no long term ill effect on the personal health</p>
<b>Knowledge and Understanding (K)</b>	
<b>A. Organizational Context</b> (Knowledge of the company / organization and its processes)	<p>The individual on the job needs to know and understand:</p> <p>KA1. company's policies on: personal health and occupational hazard management</p> <p>KA2. company's HR policies</p> <p>KA3. company's reporting structure</p> <p>KA4. company's emergency evacuation procedure</p>
<b>B. Technical Knowledge</b>	<p>The individual on the job needs to know and understand:</p> <p>KB1. health risks to the worker at the work place</p> <p>KB2. healthy work practices</p> <p>KB3. how to perform the duties in a way to minimize pollution at the work place</p> <p>KB4. what personal protective equipments should be worn and how it is cared for</p> <p>KB5. safe disposal methods for waste</p> <p>KB6. how to provide the first aid treatment at workplace</p> <p>KB7. emergency procedures to be followed in case of an mishap such as fire accidents etc.</p>



## HCS/N9903

## Maintain personal health

Skills (S)	
<b>A. Core Skills/ Generic Skills</b>	<b>Reading skills</b>
	To be competent, the user/ individual must be able to: SA1. read personal health instructions and manual SA2. read the usage of various hand tools and personal protection equipments
	<b>Writing skills</b>
	To be competent, the user/ individual must be able to: SA3. take notes on descriptions and details of various personal health maintenance procedures
	<b>Communication Skills</b>
	To be competent, the user/ individual must be able to: SA4. communicate supervisor about the physical symptoms SA5. receive instructions from doctor and supervisor on medical care
<b>B. Professional Skills</b>	<b>Decision Making</b>
	The user/individual on the job needs to know and understand: SB1. how to select appropriate hand tools and personal protection equipments SB2. when to change personal protection equipments during the work SB3. how to identify first aid needs in case and of an injury
	<b>Plan and organize</b>
	The user/individual on the job needs to know and understand: SB4. how to select appropriate hand tools and personal protection equipments SB5. when to change personal protection equipments during the work
	<b>Customer centricity</b>
	The user/individual on the job needs to know and understand: SB6. how to use materials that does not affect customer health / make injury
	<b>Problem solving</b>
	The individual on the job needs to know and understand: SB7. improve work processes by adopting best safety practices
	<b>Analytical thinking</b>
	The individual on the job needs to know and understand: SB8. analyse the usage of appropriate tools and consumables
	<b>Critical thinking</b>
	The individual on the job needs to know and understand how to: SB9. spot errors and any other disruptions and communicate with solutions

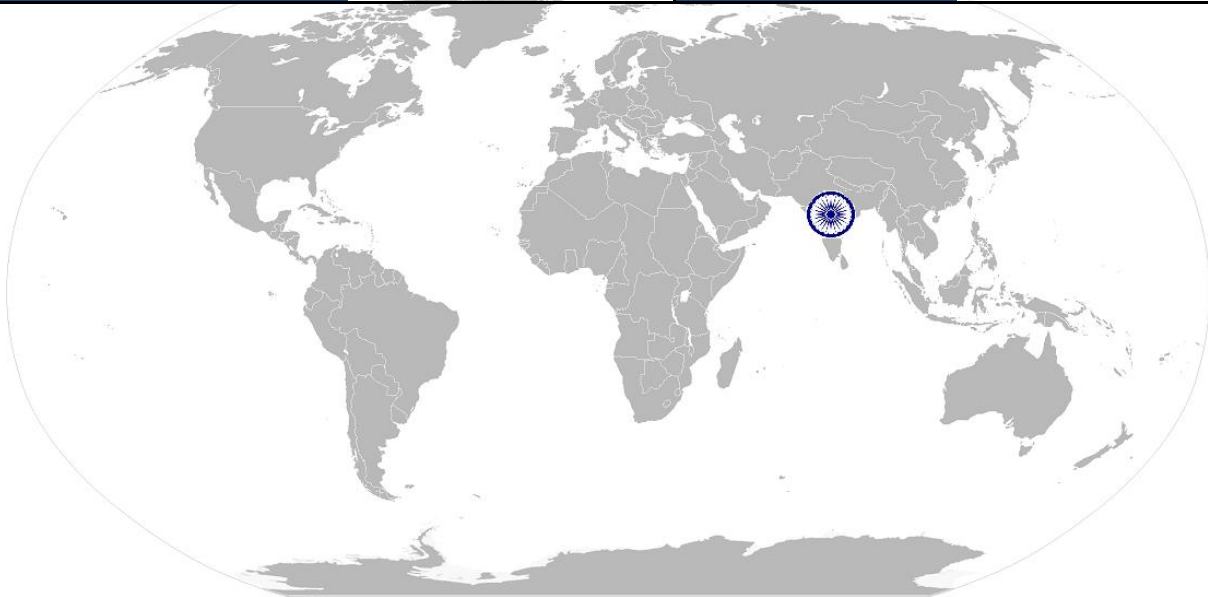


HCS/N9903

Maintain personal health

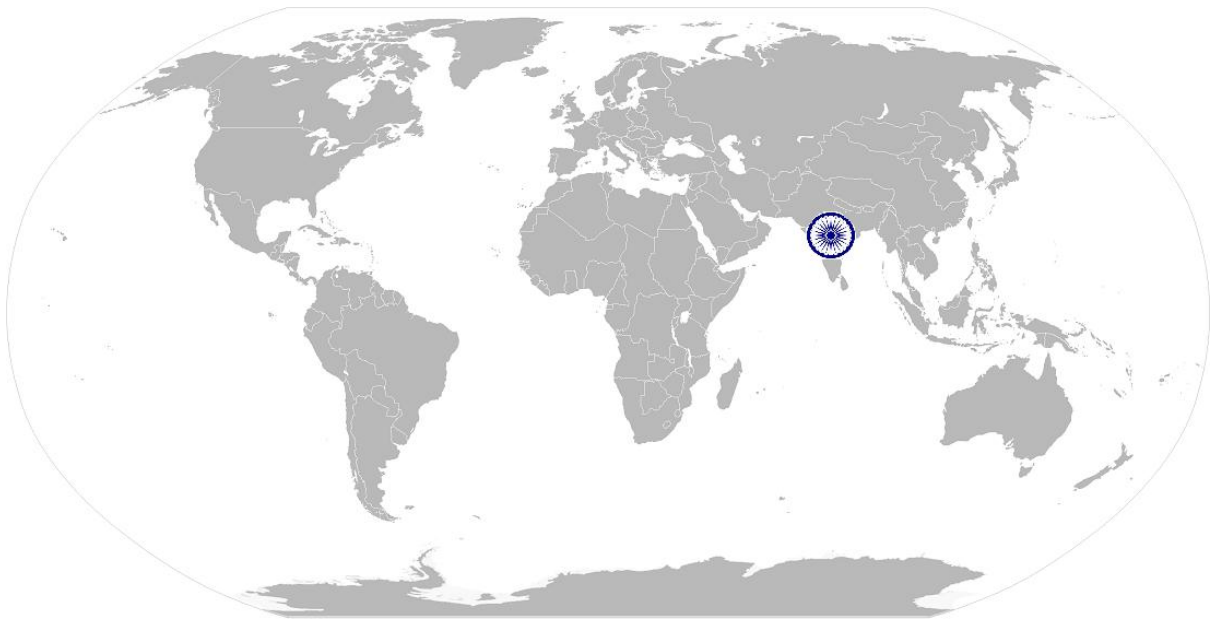
## NOS Version Control

NOS Code	HCS/N9903		
Credits(NSQF)	TBD	Version number	1.0
Industry	Handicrafts and Carpet	Drafted on	23/02/2015
Industry Sub-sector	Handicrafts	Last reviewed on	26/03/2015
Occupation	Pre-production / Craft making / Finishing	Next review date	26/03/2016





# National Occupational Standard



## Overview

This unit is about successful basic business management in handicraft units





## HCS/N9904

## Basic business management

Unit Code	HCS/N9904
Unit Title (Task)	Basic business management
Description	This OS unit is about basic business management in handicraft units. This OS unit is to aid in successful management of business
Scope	<p>This unit/ task covers the following:</p> <ul style="list-style-type: none"> <li>• People management</li> <li>• Product planning</li> <li>• Procurement of raw materials</li> <li>• Market interfacing</li> <li>• Financial management</li> <li>• Record keeping</li> </ul>
Performance Criteria(PC) w.r.t. the Scope	
Element	Performance Criteria
<b>People management</b>	<p>To be competent, the user/ individual must be able to:</p> <p>PC1. allot work to the employees of the unit according to their skill and experience</p> <p>PC2. train the employees of his/her unit with the appropriate skills required to make market relevant and quality products</p> <p>PC3. motivate the employees</p> <p>PC4. handle the grievances/issues that are raised by the employees</p> <p>PC5. manage the employee expectations</p>
<b>Product planning</b>	<p>To be competent, the user/ individual must be able to:</p> <p>PC6. gather and analyse the cues from the market</p> <p>PC7. ascertain the customer preference</p> <p>PC8. create product lines based on current market preference</p> <p>PC9. create product lines that are unique and able to price high</p> <p>PC10. price the products according to market trends</p> <p>PC11. decide the best way to market the product lines</p>
<b>Procurement of raw materials</b>	<p>To be competent, the user/ individual must be able to:</p> <p>PC12. make a list of raw materials required according to the product lines</p> <p>PC13. ascertain the quantity and right price to procure the materials</p> <p>PC14. identify the right locations/agents from where the raw materials can be procured</p> <p>PC15. negotiate to get the best price</p> <p>PC16. ensure quality materials are procured</p> <p>PC17. ensure the procured materials are stored in appropriate conditions</p> <p>PC18. maintain the bills and record the prices of procurement for future reference</p> <p>PC19. maintain healthy vendor relationships</p>
<b>Market interfacing</b>	<p>To be competent, the user/ individual must be able to:</p> <p>PC20. identify the nearest market</p> <p>PC21. analyze the prevalent price for product lines</p> <p>PC22. decide on the most effective means to access the market</p> <p>PC23. plan for cost effective transportation to the market</p>



**HCS/N9904**

**Basic business management**

	PC24. position the product according to market requirements PC25. manage customer expectations
<b>Financial management</b>	To be competent, the user/ individual must be able to: PC26. analyze and ascertain the cost of production PC27. maintain the book of accounts related to the business PC28. own and operate a bank account PC29. identify cost effective means of running business
<b>Record keeping</b>	To be competent, the user/ individual must be able to: PC30. identify various aspects of business that require recording PC31. create formats for recording PC32. make various records pertaining to all aspects of business PC33. maintain these records with periodic updation PC34. maintain necessary documents as per local government and regulatory requirement PC35. analyze the records and glean various trends from the same
<b>Knowledge and Understanding (K)</b>	
<b>A. Technical Knowledge</b>	The individual on the job needs to know and understand: KA1. interpersonal skills and communication with cross section of stakeholders KA2. basics of accounting KA3. basics of banking KA4. costing principles KA5. product and craft knowledge including material and tools requirement KA6. gathering market intelligence KA7. various transportation means and implication on costing KA8. various product lines that can be created depending on sector of operation KA9. basic record keeping techniques KA10. basic laws, rules, regulations , etc with reference to business KA11. vendor management and development KA12. pricing techniques KA13. business profitability assessment
<b>Skills (S)</b>	
<b>A. Core Skills/ Generic Skills</b>	<b>Reading skills</b>
	The individual on the job needs to know and understand how to: SA1. read about various products and keep abreast of market trends
	<b>Writing skills</b>
	The individual on the job needs to know and understand how to: SA2. document various aspects of business SA3. write descriptions and details about investment, expenditures and sale
	<b>Communication skills</b>
	The individual on the job needs to know and understand how to: SA4. interact with employees to work efficiently SA5. communicate and manage vendors SA6. interface with fellow entrepreneurs to exchange ideas on the business SA7. communicate with the customers SA8. comprehend information shared by various stakeholders



## HCS/N9904

## Basic business management

<b>B. Professional Skills</b>	<b>Decision making skills</b>
	The individual on the job needs to know and understand how to: SB1. finalize the product lines SB2. fix the appropriate price SB3. hire the employees with appropriate skill set and experience SB4. predict the profit margin to be achieved by the business SB5. decide on which market segment to target
	<b>Plan and organize</b>
	The individual on the job needs to know and understand how to: SB6. schedule production cycles SB7. estimate resources SB8. schedule market visits
	<b>Customer centricity</b>
	The individual on the job needs to know and understand how to: SB9. gather information on customer preference and taste SB10. interact with various types of customers and understand the trends
	<b>Problem solving</b>
	The individual on the job needs to know and understand how to: SB11. analyze and solve conflicts and problems pertaining to the business SB12. ensure that the problems do not arise repeatedly SB13. anticipate various problems/challenges that can crop up
	<b>Analytical thinking</b>
	The individual on the job needs to know and understand how to: SB14. analyse the market for increasing the sales
	<b>Critical thinking</b>
	The individual on the job needs to know and understand how to: SB15. spot errors and any other disruptions and communicate with solutions

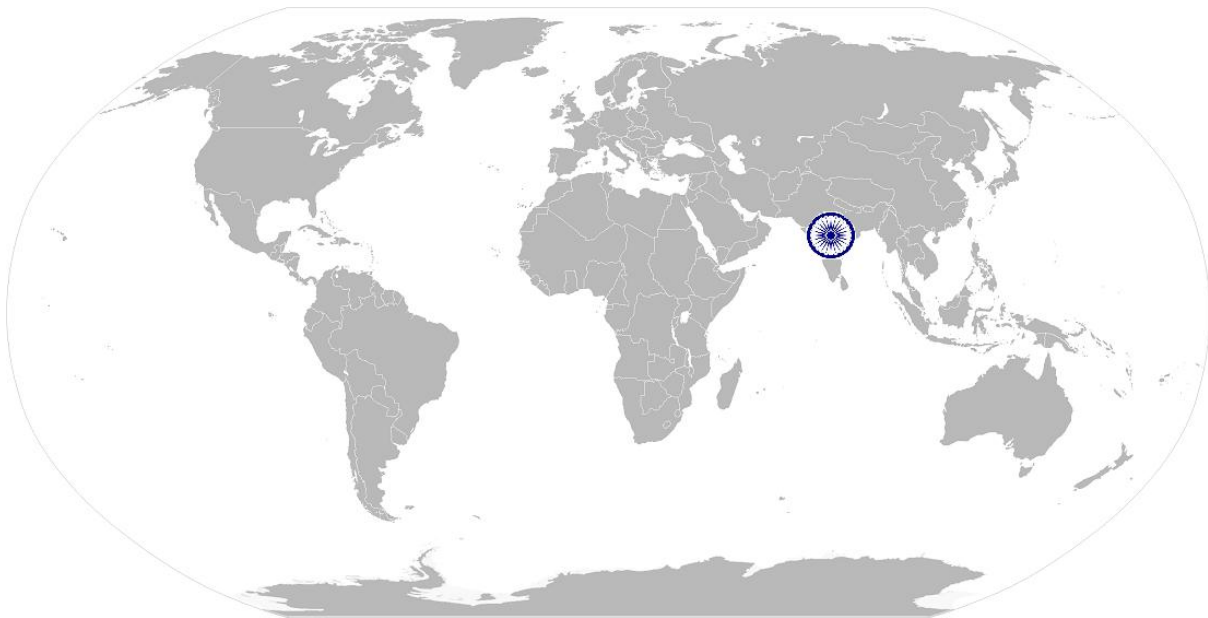


HCS/N9904

Basic business management

## NOS Version Control

NOS Code	HCS/N9904		
Credits(NSQF)	TBD	Version number	1.0
Industry	Handicrafts and Carpet	Drafted on	23/02/2015
Industry Sub-sector	Handicrafts	Last reviewed on	26/03/2015
Occupation	Pre-production / Craft making / Finishing	Next review date	26/03/2016

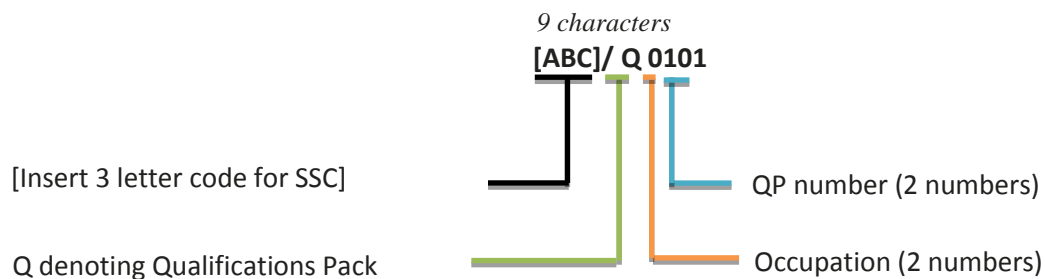




## Annexure

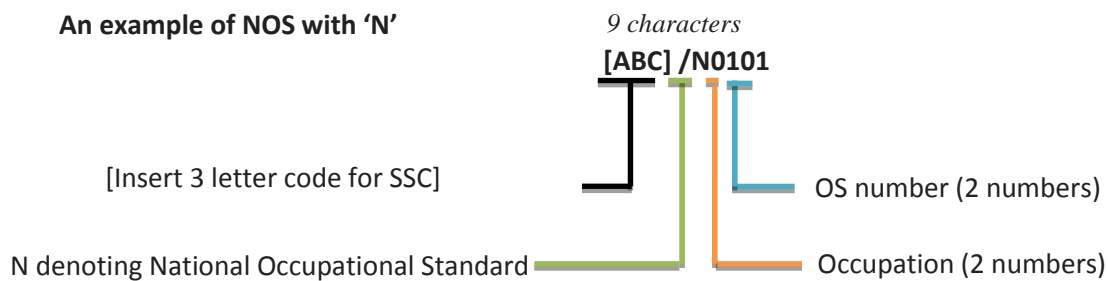
### Nomenclature for QP and NOS

#### Qualifications Pack



#### Occupational Standard

##### An example of NOS with 'N'





The following acronyms/codes have been used in the nomenclature above:

Sub-sector	Range of Occupation numbers
Ceramics	01 – 10
Fashion Jewellery	11 - 13
Stoneware	14 - 19
Glassware	20 - 27
Metalware crafts	28 - 37
Leather crafts	38 - 43
Paper Mache	44 - 49
Carpets & rugs	50 – 59
Horn bone & shell craft	60 – 65
Wood ware, dolls & toys	66 – 71
Hand printed, Embroidered / knitted & crocheted textiles	72 – 77
Agarbatti	78 – 82
Paper crafts	83 – 86
NER crafts	87 – 92
Miscellaneous crafts	93 - 95
Generic Occupation	96 – 99

Sequence	Description	Example
<b>Three letters</b>	Handicrafts and Carpet Sector Skill Council	HCS
<b>Slash</b>	/	/
<b>Next letter</b>	Whether <b>QP</b> or <b>NOS</b>	Q
<b>Next two numbers</b>	Occupation code	01
<b>Next two numbers</b>	OS number	01



## CRITERIA FOR ASSESSMENT OF TRAINEES

**Job Role :** Chiseler (Stonecraft)

**Qualification Pack :** HCS/Q1401

**Sector Skill Council :** Handicrafts & Carpet

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 each PC.
2. Each NOS will assessed both for theoretical knowledge and practical
3. The assessment will be based on knowledge bank of questions created by the SSC.
4. Individual assessment agencies will create unique question papers for theory and skill practical part for each candidate at each examination/training center
5. To pass the Qualification Pack, every trainee should score a minimum of 70% in every NOS
6. 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

		Total Marks (600)			
<b>HCS/N1401</b>	<b>Receive raw slate stone and work instructions</b>				
<b>NOS Element</b>	<b>Performance Criteria</b>		<b>Out of</b>	<b>Theory</b>	<b>Skills Practical</b>
<b>Receive raw slate stone</b>	PC1. receive raw slate stones from the supervisor	100	6	1	5
	PC2. follow standard operating procedure while handling raw slate stones		13	3	10
	PC3. use necessary tools and protective gears while handling the slate stones		13	3	10
	PC4. place slate stone in a way so that work flow is smooth and there is no damage to other raw stones		8	1	7
	PC5. document the quantity of raw slate stones received		6	1	5
<b>Understand the work requirements</b>	PC6. understand the stoneware product and model for which the day work is assigned to		6	1	5
	PC7. understand the daily targets		6	1	5
	PC8. understand the daily requirements of different sizes and shape		7	2	5
	PC9. get specific work related instructions from supervisor, if required		7	2	5
<b>Achieving productivity and quality standards</b>	PC10. ask questions to supervisor to have clear understanding of the job requirement and expectations		5	0	5
	PC11. achieve supervisor satisfaction on the work done		5	0	5





## Qualifications Pack For Chiseler - Stonecraft

	PC12. ensure zero material defect while handling the stones		7	2	5
	PC13. follow organisation standard and procedure on material movement and stocking		7	2	5
	PC14. achieve daily targets with minimum wastage of the material		4	1	3
	<b>TOTAL POINTS</b>		100	20	80

		Total Marks (600)			
<b>HCS/N1402</b>	<b>Split slate stone into layers</b>				
<b>NOS Element</b>	Performance Criteria		<b>Out of</b>	<b>Theory</b>	<b>Skills Practical</b>
<b>Soak raw slate stone in water</b>	PC1. place a tub / big container at the appropriate place in the working area and fill it with water	100	4	1	3
	PC2. dip all the raw slate stones one by one in the water filled tub / big container and keep it there as per the standard operating procedure of the company		4	1	3
	PC3. bring raw slate stones out of the water filled tub / big container without any damage		5	1	4
	PC4. ensure the raw slate stones is soaked well and suitable for the next process requirement		2	0	2
<b>Split the slate stone into layers</b>	PC5. select the necessary and appropriate tools required for splitting		7	2	5
	PC6. use appropriate chisel and hammer for splitting the slate stone		7	2	5
	PC7. check that chisel has sharp and smooth edge		4	1	3
	PC8. place the raw slate at suitable and stable position on ground		5	0	5
	PC9. remove the raw unwanted layers from the slate stone with the help of chisel and hammer		11	1	10
	PC10. split the slate stone along the layer lines as per the required sizes with the help of chisel and hammer		11	1	10
	PC11. ensure that the raw stone is not damage while splitting		5	0	5
	PC12. ensure no crack is formed in any part (crafting area) of the stone		5	0	5
<b>Achieve</b>	PC13. cleanly split the slate stone into		6	1	5



## Qualifications Pack For Chiseler - Stonecraft

<b>productivity and quality standards</b>	different sizes as per the requirements				
	PC14. ensure minimum wastage of raw slate stone		6	1	5
	PC15. meet the periodical production targets		5	0	5
	PC16. follow material movement, handling, quality and safety standards during the work and ensure no material or personal damage		7	2	5
	PC17. split slates as per company desired dimension, thickness and sizes		6	1	5
	<b>TOTAL POINTS</b>		100	15	85

<b>HCS/N9901</b>	<b>Coordinate with colleagues and work as a team</b>				
<b>NOS Element</b>	Performance Criteria		<b>Out of</b>	<b>Theory</b>	<b>Skills Practical</b>
<b>Interact with supervisor</b>	PC1. receive job order and instructions from reporting supervisor	100	4	3	1
	PC2. understand the work output requirements, targets, performance indicators and incentives		5	4	1
	PC3. deliver quality work on time and report any anticipated reasons for delays		5	1	4
	PC4. report on any grievances, production defects and any potential hazards		4	2	2
	PC5. communicate on process flow improvements		4	2	2
	PC6. communicate maintenance and repair schedule proactively to the supervisor		4	1	3
	PC7. receive feedback on work standards		4	2	2
	PC8. interact and clarify doubts on design, usage of materials & tools, quality & standards compliance, etc		5	2	3
	PC9. report in time for shortage or need of raw materials		4	1	3
	PC10. handover completed work to supervisor		4	2	2
<b>Work as a team by coordinating with colleagues within and outside the department</b>	PC11. communicate to the colleagues from within and other departments, clearly and effectively on all aspects to carry out the work among the team		5	2	3
	PC12. maintain the etiquettes, use polite language, demonstrate responsible and disciplined behaviours to the colleagues		5	2	3
	PC13. interact with colleagues from different functions and understand the nature of their work		4	2	2
	PC14. put team over individual goals and multi		4	2	2



	task or share work where necessary supporting the colleagues				
	PC15. resolve conflicts and ensure smooth workflow		4	1	3
	PC16. interact and understand the production requirement for the day from the previous and successive processing department and work accordingly		4	1	3
	PC17. communicate and discuss work flow related difficulties in order to find solutions with mutual agreement		4	1	3
	PC18. receive feedback from Quality Control and rework in order to complete work on time		5	1	4
	PC19. share information with colleagues to enable efficient delivery of work		6	3	3
	PC20. highlight any errors of colleagues, help to rectify and ensure quality output		4	2	2
	PC21. work with cooperation, coordination, communication and collaboration, with shared goals and supporting each others performance		4	1	3
<b>Report and Document</b>	PC22. document all the details accurately relating to one's role as required		4	1	3
	PC23. report on the work completed and keep it in records		4	1	3
<b>TOTAL POINTS</b>			<b>100</b>	<b>40</b>	<b>60</b>

<b>HCS/N9902</b>	<b>Maintain safe work environment</b>				
<b>NOS Element</b>	Performance Criteria		<b>Out of</b>	<b>Theory</b>	<b>Skills Practical</b>
<b>Follow safety procedure and practices</b>	PC1. comply with safety procedures while on work to prevent accidents	100	8	2	6
	PC2. take adequate safety measures while handling materials, chemicals and tools		8	2	6
	PC3. wear appropriate personal protective gears such as gloves, protective goggles, masks etc. while working		8	2	6
	PC4. undertake basic safety checks before operation of all tools and electrical equipments		9	2	7
	PC5. wear appropriate and recommended clothing as per the work environment (eg: working in a furnace area )		9	2	7
	PC6. follow recommended material handling procedure to control material and personal damage		8	2	6
	PC7. perform all procedures as per company's		8	4	4



## Qualifications Pack For Chiseler - Stonecraft

	work instructions for controlling operational risk				
	PC8. perform the duties in a manner which minimizes environmental damage		6	2	4
	PC9. dispose of waste safely and correctly in a designated area as per company's SOP		8	2	6
	PC10. report any accidents, incidents or problems without delay to the supervisor and take necessary immediate action to reduce further danger		8	4	4
<b>Achieve safety standards</b>	PC11. ensure zero accident at workplace		10	2	8
	PC12. adhere to safety standards and ensure no material damage		10	2	8
	<b>TOTAL POINTS</b>		<b>100</b>	<b>28</b>	<b>72</b>

<b>HCS/N9903</b>	<b>Maintain personal health</b>				
<b>NOS Element</b>	Performance Criteria		<b>Out of</b>	<b>Theory</b>	<b>Skills Practical</b>
<b>Adopt healthy work practices</b>	PC1. always cover the mouth and nose with a dust mask while working and keep on changing when it gets blocked with dust		12	4	8
	PC2. follow work instructions strictly to reduce the amount of pollution at the work place e.g. wet the rock / craft material before working on it		10	2	8
	PC3. wear protective goggles over eyes and replace them when scratches on it obscure the vision		10	2	8
	PC4. wear gloves as per the materials used for making handicraft to avoid blisters; scratches and cuts		10	2	8
	PC5. undergo preventive health checkups at regular intervals	100	10	2	8
	PC6. take prompt treatment from the doctor in case of illness		11	3	8
	PC7. follow SOPs for dealing with blisters; scratches; accidental fires or any other type of emergencies at work		11	4	7
<b>Achieve work productivity while maintaining health</b>	PC8. ensure no productivity loss or absenteeism from work due to illness		13	3	10
	PC9. ensure no long term ill effect on the personal health		13	3	10
	<b>TOTAL POINTS</b>		<b>100</b>	<b>25</b>	<b>75</b>



HCS/N9904	Basic business management				
NOS Element	Performance Criteria		Out of	Theory	Skills Practical
People management	PC1. allot work to the employees of the unit according to their skill and experience	100	3	1	2
	PC2. train the employees of his/her unit with the appropriate skills required to make market relevant and quality products		3	1	2
	PC3. motivate the employees		2	1	1
	PC4. handle the grievances/issues that are raised by the employees		2	1	1
	PC5. manage the employee expectations		2	1	1
Product planning	PC6. gather and analyse the cues from the market		2	1	1
	PC7. ascertain the customer preference		3	1	2
	PC8. create product lines based on current market preference		3	1	2
	PC9. create product lines that are unique and able to price high		3	1	2
	PC10. price the products according to market trends		3	1	2
	PC11. decide the best way to market the product lines		3	1	2
Procurement of raw materials	PC12. make a list of raw materials required according to the product lines		2	0	2
	PC13. ascertain the quantity and right price to procure the materials		3	1	2
	PC14. identify the right locations/agents from where the raw materials can be procured		3	1	2
	PC15. negotiate to get the best price		3	0	3
	PC16. ensure quality materials are procured		4	1	3
	PC17. ensure the procured materials are stored in appropriate conditions		3	1	2
	PC18. maintain the bills and record the prices of procurement for future reference		3	1	2
	PC19. maintain healthy vendor relationships		3	1	2
Market interfacing	PC20. identify the nearest market		3	1	2
	PC21. analyze the prevalent price for product lines		3	2	1
	PC22. decide on the most effective means to access the market		2	1	1
	PC23. plan for cost effective transportation to the market		3	1	2
	PC24. position the product according to market requirements		3	1	2
	PC25. manage customer expectations		2	0	2
Financial	PC26. analyze and ascertain the cost of		3	1	2



## Qualifications Pack For Chiseler - Stonecraft

<b>management</b>	production				
	PC27. maintain the book of accounts related to the business		3	1	2
	PC28. own and operate a bank account		4	2	2
	PC29. identify cost effective means of running business		3	1	2
<b>Record keeping</b>	PC30. identify various aspects of business that require recording		3	2	1
	PC31. create formats for recording		3	2	1
	PC32. make various records pertaining to all aspects of business		3	2	1
	PC33. maintain these records with periodic updation		3	2	1
	PC34. maintain necessary documents as per local government and regulatory requirement		3	2	1
	PC35. analyze the records and glean various trends from the same		3	2	1
	<b>TOTAL POINTS</b>		100	40	60