

Model Curriculum

Fish Retailer

SECTOR: AGRICULTURE & ALLIED
SUB-SECTOR: FISHERIES
OCCUPATION: ASSISTANCE (FISHERIES)
REF ID: AGR/Q5104
NSQF LEVEL: 3



Certificate

CURRICULUM COMPLIANCE TO QUALIFICATION PACK – NATIONAL OCCUPATIONAL STANDARDS

is hereby issued by the

AGRICULTURE SKILL COUNCIL OF INDIA

for the

MODEL CURRICULUM

Complying to National Occupational Standards of
Job Role/Qualification Pack: **'Fish Retailer'** QP No. **'AGR/ Q5104 NSQF Level 3'**

Date of Issuance: March 24th, 2018

Valid up to: March 31st, 2021

* Valid up to the next review date of the Qualification Pack



Authorised Signatory
(Agriculture Skill Council of India)

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Fish Retailer

CURRICULUM / SYLLABUS

This program is aimed at training candidates for the job of a “Fish Retailer”, in the “Agriculture & Allied” Sector/Industry and aims at building the following key competencies amongst the learner

Program Name	Fish Retailer		
Qualification Pack Name & Reference ID.	AGR/Q5104, v1.0		
Version No.	1.0	Version Update Date	
Pre-requisites to Training	No formal education		
Training Outcomes	After completing this programme, participants will be able to: <ul style="list-style-type: none"> • Prepare business plan for fish retail • Procure fish for retail sale • Prepare hygienic display and handling of fish • Undertake retail sale of fish • Ensure proper documentation and record: • Practice cleanliness, health and safety at work 		

Sr. No.	Module	Key Learning Outcomes	Equipment Required
		<ul style="list-style-type: none"> Ensure hygienic display and handling of fish <ul style="list-style-type: none"> Understand the process of spoilage of fish Get acquainted with the quality standards of fresh fish Undertake fish dressing and packaging Study methods of preservation of fish Undertake hygienic handling and processing of fresh fish for retailing Undertake retail sale of fish <ul style="list-style-type: none"> Understand the consumer preference for sale of fish Ensure proper weight and payment for sale Ensure proper dressing as per consumer preference and hygienic packaging 	
3	Maintain health & safety at the workplace Theory Duration (hh:mm) 10:00 Practical Duration (hh:mm) 20:00 Corresponding NOS Code AGR/N9903	<ul style="list-style-type: none"> Undertake cleanliness of display platform, utensils, balance, knives etc. used at the retail shop Undertake safety checks, hazards identification, first aids and disaster management in case of fire, accidents and emergencies Undertake proper disposal of solid and liquid wastes from retail sale unit Maintain personal hygiene Maintain hygiene of the retail unit Maintain proper record keeping and documentation 	Gloves, apron, mask, head cap, Fire fighting equipments, First Aid Box
	Total Duration: Theory Duration (hh:mm) 70:00 Practical Duration (hh:mm) 170:00	Unique Equipment Required: Laptop, white board, marker, projector, Audio-visual aids, safety shoes, goggles, first aid box, hand gloves, fish dressing table, fish dressing knives, fish cutting machine, fish retail display cum sale unit (mobile and stationery), first aid box, hand gears, hand gloves, Rubber shoes, weighing balances of different types, insulated box, insulated van prototype models, various types of knives for cutting fish, cutting platforms, gloves, apron, mask, head cap, fire fighting equipments, First Aid Box	

Grand Total Course Duration: **240 Hours, 0 Minutes**

(This syllabus/ curriculum has been approved by [Agriculture Skill Council of India](#))

Trainer Prerequisites for Job role: “Fish Retailer” mapped to Qualification Pack: “AGR/Q5104, v1.0”

Sr. No.	Area	Details
1	Description	Trainer is responsible for educating the trainees on– planning for retail selling of fish; appropriate healthy and safe fish retailing practices; undertake fish retailing and earn appropriate profits.
2	Personal Attributes	Trainer should be a Subject Matter Expert. He/ she should have good communication, leadership, observation and practical oriented skills.
3	Minimum Educational Qualifications	Diploma in Fisheries
4a	Domain Certification	Certified for Job Role: “Fish Retailer” mapped to QP: “AGR/Q5104, v1.0”. Minimum accepted score is 80%.
4b	Platform Certification	Certified for the Job Role: “Trainer”, mapped to the Qualification Pack: “MEP/Q0102”. Minimum accepted % as per respective SSC guidelines is 80%
5	Experience	<ul style="list-style-type: none"> • Bachelors in Fishery Sc. • B.Sc. (Fisheries) with 1 Year of experience in relevant field • B.Sc. (Zoology) with 2 Years of experience in relevant field • Diploma in Fisheries with 3 Years of experience in relevant field

Annexure: Assessment Criteria

Assessment Criteria	
Job Role	Fish Retailer
Qualification Pack	AGR/Q5104, v1.0
Sector Skill Council	Agriculture Skill Council of India

Guidelines for Assessment

1. Criteria for assessment for each Qualification Pack will be created by the Sector Skill Council. Each Performance Criteria (PC) will be assigned marks proportional to its importance in NOS. SSC will also lay down proportion of marks for Theory and Skills Practical for each PC
2. The assessment for the theory part will be based on knowledge bank of questions created by the SSC
3. Individual assessment agencies will create unique question papers for theory part for each candidate at each examination/training center (as per assessment criteria below)
4. Individual assessment agencies will create unique evaluations for skill practical for every student at each examination/training center based on this criteria
5. To pass the Qualification Pack, every trainee should score a minimum of 50% in aggregate
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

Assessment outcomes	Assessment criteria for outcomes	Marks Allocation						
		Total Marks	Out Of	Theory	Skills Practical			
1. AGR/N5108 Prepare for retail selling of fish	PC1. prepare and maintain a budget plan and a plan for sourcing of fish, such as:	100						
	<ul style="list-style-type: none"> prepare the investment plan, comprising shop (in case of retail outlets) or vehicle (in case of mobile vendors) and storage containers (freezers, ice box, etc.) 					7	2	5
	<ul style="list-style-type: none"> purchase fish through participating in auction in the landing centre 							
	<ul style="list-style-type: none"> purchase fish from alternative sources, e.g. buying from a third party or wholesale fish market 							
	PC2. calculate the returns from investment					6	2	4
	PC3. estimate the various heads under which expenses will be incurred such as:					7	2	5
	<ul style="list-style-type: none"> fixed cost components, comprising interest on investment and depreciation on machineries /equipments, protective clothing 							
	<ul style="list-style-type: none"> variable cost component, comprising cost of fish, fuel cost (in case of mobile vendors) and electricity cost (in case of retailer in retail outlets), ice costs, transport (vehicle)cost, labour cost, maintenance cost of storage containers 							
	PC4. estimate demand in terms of prospective and regular customers, their preferences and budgets through consumer survey, etc.					7	2	5
	PC5. study the market rates, peak demand hours for fish and their availability to decide on a selling price range through consumer survey, etc.					7	2	5
PC6. estimate quantity of ice required for chilling of fish, based on the weight	7	2	5					
PC7. ensure hygienic handling of fish, preserve unsold fish and dispose of waste in a safe manner	6	2	4					
PC8. assess the demand of	7	2	5					

	commercially available and suitable species for retail trade				
	PC9. ascertain the freshness of the fish		7	2	5
	PC10. keep in mind customer preferences while choosing species of fish		6	2	4
	PC11. load display unit / transport container (ice box) with ice and fish to achieve optimum chilling		7	2	5
	PC12. load unit in such a way to store different types of fishes		6	2	4
	PC13. prepare a sales plan in the retail outlet, that includes the display of different kinds of fish along with price tags		7	2	5
	PC14. plan route for mobile retail sale keeping in mind the rate of deterioration of fish and location of regular and prospective customers		7	2	5
	PC15. adjust prices as and when required, to ensure quick selling of fish		6	2	4
			100	30	70
2. AGR/N9903 Maintain health and safety at the workplace	PC1. undertake basic safety checks before operation of all machinery and vehicles and report all potential hazards to the supervisor	100	6	2	4
	PC2. identify work for which protective clothing or equipment is required and perform those duties in accordance with workplace policy		7	2	5
	PC3. read and understand the hazards of use and contamination mentioned on the labels of pesticides/fumigants, etc.		7	2	5
	PC4. assess risks prior to performing manual handling jobs, and work according to currently recommended safe practices		7	2	5
	PC5. use equipment and materials safely and correctly and return the same to designated storage when not in use		7	2	5
	PC6. dispose off waste safely and correctly in a designated area		6	2	4
	PC7. recognize risks to bystanders and take action to reduce risk associated with jobs in the workplace		7	2	5
	PC8. perform work in a manner which minimizes environmental damage all procedures and ensure work instructions for controlling risks are followed closely		7	2	5
	PC9. report any accidents, incidents or problems without delay to an		7	2	5

	appropriate person and take necessary immediate action to reduce further danger				
	PC10. follow procedures for dealing with accidents, fires and emergencies, including communicating location and directions for emergency evacuation		7	2	5
	PC11. follow emergency procedures to company standard / workplace requirements		6	2	4
	PC12. use emergency equipment in accordance with manufacturers' specifications and workplace requirements		7	2	5
	PC13. provide treatment appropriate to the patient's injuries in accordance with recognized first aid techniques		7	2	5
	PC14. recover (if practical), clean, inspect/test, refurbish, replace and store the first aid equipment as appropriate		6	2	4
	PC15. report details of first aid administered in accordance with workplace procedures.		6	2	4
			100	30	70
	GRAND TOTAL	200	200	60	140