

NSQF QUALIFICATION FILE

approved in the 28th NSQC Meeting – NCVET – 29th March 2023

CONTACT DETAILS OF THE BODY SUBMITTING THE QUALIFICATION FILE

Name and address of submitting body:

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

Qualification Code

QG-05-AG-00354-2023-V1-ASCI

Name and contact details of individual dealing with the submission

Name: Ms Priyanka Prakash

Position in the organisation: Senior Manager – Standards & QA

Address, if different from above

Tel number(s): 0124 – 4670029/ 4814673/ 4814659

E-mail address: priyanka@asci-india.com

List of documents submitted in support of the Qualifications File

1. Qualifications Pack – Annexure 1
2. Model Curriculum – Annexure 2
3. Industry Validations- Annexure 3

Model Curriculum to be added which will include the following:

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

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SUMMARY

1	Qualification Title	Commodity Account Manager
2	Qualification Code, if any	AGR/Q7906, v2.0
3	NCO code and occupation	NCO-2015/1324, Commodity Management
4	Nature and purpose of the qualification (Please specify whether qualification is short term or long term)	<p>Nature of the qualification- a Qualification Pack (QP)</p> <p>The individual will be responsible for maintaining accounting records concerning commodity transactions, such as invoices, cash receipts, general ledger, journals, etc.</p>
5	Body/bodies which will award the qualification	Agriculture Skill Council of India (ASCI)
6	Body which will accredit providers to offer courses leading to the qualification	Agriculture Skill Council of India (ASCI)
7	Whether accreditation/affiliation norms are already in place or not, if applicable (if yes, attach a copy)	Yes (Annexure 3)
8	Occupation(s) to which the qualification gives access	Commodity Management
9	Job description of the occupation	A Commodity Account Manager is responsible for maintaining accounting records concerning commodity transactions, such as invoices, cash receipts, general ledger, journals, etc. The individual is also responsible for coordinating payments and audits of accounting records. The person also maintains client relationships within the accounting domain.
10	Licensing requirements	NA
11	Statutory and Regulatory requirement of the relevant sector (documentary evidence to be provided)	NA
12	Level of the qualification in the NSQF	Level 5
13	Anticipated volume of training/learning required to complete the qualification	<p>Total Duration: 510 Hours</p> <p>Compulsory Modules: 390 Hours (Theory: 150 Hours, Practical: 150 Hours, ES: 90 Hours)</p> <p>OJT: 120 Hours</p>
14	Indicative list of training tools required to deliver this	Attached herewith

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qualification				
15	Entry requirements and/or recommendations and minimum age	Completed 2nd year of UG OR Pursuing 2nd year of UG and continuous education OR Completed 2nd year of diploma (after 12th) OR Pursuing 2nd year of 2-year diploma after 12th OR Previous relevant qualification of NSQF Level 4 and with minimum education as 8th grade pass with 3 years of relevant experience OR Previous relevant qualification of NSQF Level 4.5 with 1.5 years of relevant experience 21 years		
16	Progression from the qualification (Please show Professional and academic progression)	Agri Commodity Procurement Manager (NSQF Level -5.5)		
17	Arrangements for the Recognition of Prior learning (RPL)	RPL assessment will be as per normal ASCI assessment process. (ASCI recognizes that there may be candidates who have prior learning experience in the Agriculture Sector and are desirous of being certified. Such candidates can apply to ASCI for testing and certification of their skills. Training Partners will be responsible for identifying and counselling candidates for RPL through mobilization camps and advertisements. The details of the RPL process have been defined by ASCI under the document- Guidelines for Recognition of Prior Learning under PMKVY).		
18	International comparability where known (research evidence to be provided)	Not done as yet		
19	Date of planned review of the qualification.	3 years post NSQC Approval		
20	Formal structure of the qualification Mandatory components			
	Title of component and identification code/NOSs/Learning outcomes	Estimated size (learning hours)		Level
		Theory	Practical	
(i)	Introduction (Bridge Module)	05	00	

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(ii)	AGR/N7918: Maintain and store the accounting records	80	65	5
(iii)	AGR/N7919: Coordinate the payments and audits and maintain customer relationships	60	60	5
(iv)	AGR/N9911: Ensure adherence to health and safety guidelines at work	05	25	6
(v)	DGT/VSQ/N0103: Employability Skills (90 Hours)	90	00	5
	Total	240	150	
OJT: 120 Hours				

SECTION 1
ASSESSMENT

21	<p>Body/Bodies which will carry out assessment:</p> <p>ASCI affiliated assessment bodies.</p> <ol style="list-style-type: none">1. SHL India (Pvt.) Ltd2. Trendsetters Skill Assessors Pvt Ltd3. Mercer-Mettl4. SP Institute of Workforce Development (SPIWD)5. MSAG SI LLP <p>More Assessment Agencies are being empanelled to cover wider geographical area</p>
22	<p>How will RPL assessment be managed and who will carry it out?</p> <p>RPL will be based on the same approved Qualification Pack and Assessment Criteria mentioned in the Qualification Pack and will be carried out as per normal ASCI assessment process. The Training Partner or any other authority as prescribed by the Steering Committee will identify and counsel candidates eligible for RPL through mobilization camps and advertisements. The mobilized candidates can be counselled, oriented about the standardized NSQF framework and basis their existing competency will be mapped against the suitable level of the concerned Job role for assessments. The candidates enrolled will be assessed by the Assessment Agency affiliated with the Sector Skill Council on the basis of assessment criteria decided by Sector Skill Council (SSC). The candidate will need to pass in the minimum assessment criteria of a particular QP decided by the SSC. Successfully assessed candidates with a valid Aadhaar or alternate ID (as per process) will be eligible for QP-NOS based Certification.</p>
23	<p>Describe the overall assessment strategy and specific arrangements which have been put in place to ensure that assessment is always valid, reliable and fair and show that these are in line with the requirements of the NSQF.</p> <p>A robust technology enabled assessment methodology has been designed keeping in mind the geographical/Physical constraints and target segment which assess a trainee's knowledge and skill set through three methods:</p> <ol style="list-style-type: none">a. An offline Tablet based test through the use of Multiple Choice Text and Picture based questions in vernacular languagesb. Actual demonstration on the fieldc. Viva <p>ASCI's assessment strategy:</p> <ul style="list-style-type: none">● Question sets are developed as per the weightage of each NOS of the Qualification Pack.● Assessment criteria for each Qualification Pack developed, in which

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

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

ASSESSMENT EVIDENCE

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

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

24. Assessment evidences

Title of Component:

Outcomes to be assessed/ NOSs to be assessed	Assessment criteria for the outcome

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Means of assessment 1
Pass/Fail

NSQC Approved

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Job Role: Commodity Account Manager

Qualification Pack: AGR/Q7906, v2.0

Sector Skill Council: Agriculture Skill Council of India

Assessment Guidelines:

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

Assessment Criteria for Outcomes	Theory Marks	Practical Marks	Project Marks	Viva Marks
AGR/N7918: Maintain and store the accounting records				
<i>Maintain the accounting records</i>	18	22	-	14
PC1. maintain the itemized record of the organization's sales and purchases of commodities	-	-	-	-
PC2. record the correct commodity code, date and time, lead time, quantity, cost and other relevant information concerning purchase orders in the data entry system	-	-	-	-
PC3. record sales order entries serially into the system containing the appropriate information, e.g. description and quantity of commodities, date and time of order, client details, price, etc.	-	-	-	-

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PC4. maintain the record of received and tendered deliveries	-	-	-	-
PC5. maintain the general ledger, journals, and cash book accounts with the necessary details	-	-	-	-
PC6. manage the supply and service agreements as per the organizational standards	-	-	-	-
PC7. use the appropriate computer software to maintain electronic records				
PC8. evaluate the records to ensure they are up-to-date, complete and accurate	-	-	-	-
PC9. conduct a regular review of the records as per the organizational policies	-	-	-	-
PC10. ensure to maintain the appropriate accounting records in compliance with the applicable regulations	-	-	-	-
<i>Store the accounting records safely</i>	12	18	-	16
PC11. identify ways to store all the accounting records safely	-	-	-	-
PC12. arrange the necessary infrastructure for the storage of records	-	-	-	-
PC13. maintain the electronic backup of all the documents and records to prevent accidental loss	-	-	-	-
PC14. ensure that only authorized personnel have access to the accounting documents and records	-	-	-	-
PC15. maintain the accounting filing system systematically to allow easy retrieval of documents	-	-	-	-
NOS Total	30	40	-	30
AGR/N7919: Coordinate the payments and audits and maintain customer relationships				
<i>Track the payments</i>	14	18	-	14
PC1. carry out payments to the relevant parties as per the accounts payable	-	-	-	-
PC2. prepare and issue the financial statements to the relevant parties, as requested	-	-	-	-

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PC3. follow up with the clients and debtors to ensure timely receipt of due payments	-	-	-	-
PC4. track and forecast the key commodity account metrics	-	-	-	-
PC5. conduct periodic reconciliation of all the accounts to ensure correct entries and accuracy	-	-	-	-
PC6. prepare the relevant accounting reports at appropriate intervals, e.g. monthly and quarterly and present them to the relevant stakeholders	-	-	-	-
PC7. identify the appropriate course of action to be taken through deliberations upon the reports with the stakeholders, e.g. closure of accounts going into loss above the agreed threshold				
<i>Coordinate the audit of accounting records</i>	8	11	-	8
PC8. arrange for the audit of organizational accounting records in compliance with the applicable regulatory requirements	-	-	-	-
PC9. coordinate with the external auditors for the audit of accounting records	-	-	-	-
PC10. record the feedback of external auditors	-	-	-	-
PC11. implement the corrective actions recommended by the external auditors	-	-	-	-
<i>Maintain client relationships</i>	8	11	-	8
PC12. assist the clients with information concerning the relevant commodities, sales orders, Purchase Orders (PO), status reports, etc.	-	-	-	-
PC13. coordinate purchase orders between the operations department and clients	-	-	-	-
PC14. monitor the inventory and shipping of commodities and assist clients with the information	-	-	-	-
PC15. identify the scope of improvement in services by taking client feedback using appropriate feedback mechanisms	-	-	-	-

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PC16. implement the client feedback to improve the quality of service	-	-	-	-
NOS Total	30	40	-	30
AGR/N9911: Ensure adherence to health and safety guidelines at work				
<i>Ensure health and safety</i>	16	18	-	16
PC1. follow the organizational policy to ensure personal health and safety at the work	-	-	-	-
PC2. ensure that all the co-workers use the appropriate PPE such as gloves, hairnet, mask, earplug, goggles and shoes in all the operations	-	-	-	-
PC3. conduct regular checks to ensure that PPE, emergency equipment and first-aid kit are updated and useable	-	-	-	-
PC4. arrange for the PPE, emergency equipment and first-aid kit to be updated/ replaced as required	-	-	-	-
PC5. ensure the machinery, tools, equipment and the work area are sanitized before and after the use	-	-	-	-
PC6. check that machineries, tools and equipment are used and stored safely as per the manufacturer's instructions	-	-	-	-
PC7. ensure safe handling of any hazardous materials such as chemicals and flammable objects	-	-	-	-
PC8. identify health and safety hazards at the work and take appropriate preventive measures	-	-	-	-
PC9. ensure that only authorized personnel have access to hazardous work areas	-	-	-	-
PC10. arrange for regular workplace audit to ensure safe working conditions	-	-	-	-
PC11. report any out of authority issues to the relevant authority for a timely resolution	-	-	-	-
<i>Deal with emergencies at work</i>	14	22	-	14
PC12. follow the organizational policy to deal with emergencies such as fire, accidents, disease outbreak or natural calamities	-	-	-	-
PC13. arrange for immediate medical attention for any injured personnel	-	-	-	-

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PC14. ensure the safe use of emergency equipment according to the manufacturer's instructions	-	-	-	-
PC15. arrange for the emergency equipment to be repaired or replaced as required	-	-	-	-
PC16. report workplace emergencies/ accidents to the relevant authority in compliance with the organizational and regulatory requirements	-	-	-	-
NOS Total	30	40	-	30
DGT/VSQ/N0103: Employability Skills – NOS (90 hours)				
<i>Introduction to Employability Skills</i>	1	1	-	-
PC1. understand the significance of employability skills in meeting the current job market requirement and future of work.	-	-	-	-
PC2. identify and explore learning and employability relevant portals	-	-	-	-
PC3. research about the different industries, job market trends, latest skills required and the available opportunities.	-	-	-	-
<i>Constitutional values – Citizenship</i>	1	1	-	-
PC4. recognize the significance of constitutional values, including civic rights and duties, citizenship, responsibility towards society etc. and personal values and ethics such as honesty, integrity, caring and respecting others, etc.	-	-	-	-
PC5. follow environmentally sustainable practices	-	-	-	-
<i>Becoming a Professional in the 21st Century</i>	1	3	-	-
PC6. recognize the significance of 21st Century Skills for employment	-	-	-	-
PC7. practice the 21st Century Skills such as Self-Awareness, Behavior Skills, time management, critical and adaptive thinking, problem-solving, creative thinking, social and cultural awareness, emotional awareness, learning to learn etc. in personal and professional life	-	-	-	-
PC8. adopt a continuous learning mindset for personal and professional development	-	-	-	-

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<i>Basic English Skills</i>	3	4	-	-
PC9. use basic English for everyday conversation in different contexts, in person and over the telephone	-	-	-	-
PC10. read and understand routine information, notes, instructions, mails, letters etc. written in English	-	-	-	-
PC11. write short messages, notes, letters, e-mails etc. in English	-	-	-	-
<i>Career Development & Goal Setting</i>	1	2	-	-
PC12. identify career goals based on the skills, interests, knowledge, and personal attributes	-	-	-	-
PC13. prepare a career development plan with short- and long-term goals.	-	-	-	-
<i>Communication Skills</i>	2	2	-	-
PC14. follow verbal and non-verbal communication etiquette while communicating in professional and public settings	-	-	-	-
PC15. use active listening techniques for effective communication	-	-	-	-
PC16. communicate in writing using appropriate style and format based on formal or informal requirements	-	-	-	-
PC17. work collaboratively with others in a team	-	-	-	-
<i>Diversity & Inclusion</i>	1	1	-	-
PC18. communicate and behave appropriately with all genders and PwD	-	-	-	-
PC19. escalate any issues related to sexual harassment at workplace according to POSH Act	-	-	-	-
<i>Financial and Legal Literacy</i>	2	3	-	-
PC20. identify and select reliable institutions for various financial products and services such as bank account, debit and credit cards, loans, insurance etc.	-	-	-	-
PC21. carry out offline and online financial transactions, safely and securely, using various methods and check the entries in the passbook	-	-	-	-
PC22. identify common components of salary and compute income, expenses, taxes, investments etc.	-	-	-	-

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PC23. identify relevant rights and laws and use legal aids to fight against legal exploitation				
<i>Essential Digital Skills</i>	3	5	-	-
PC24. operate digital devices and use their features and applications securely and safely	-	-	-	-
PC25. carry out basic internet operations by connecting to the internet safely and securely, using the mobile data or other available networks through Bluetooth, Wi-Fi, etc.	-	-	-	-
PC26. display responsible online behavior while using various social media platforms	-	-	-	-
PC27. create a personal email account, send and process received messages as per requirement	-	-	-	-
PC28. carry out basic procedures in documents, spreadsheets and presentations using respective and appropriate applications	-	-	-	-
PC29. utilize virtual collaboration tools to work effectively	-	-	-	-
<i>Entrepreneurship</i>	2	3	-	-
PC30. identify different types of Entrepreneurship and Enterprises and assess opportunities for potential business through research	-	-	-	-
PC31. develop a business plan and a work model, considering the 4Ps of Marketing Product, Price, Place and Promotion	-	-	-	-
PC32. identify sources of funding, anticipate, and mitigate any financial/ legal hurdles for the potential business opportunity	-	-	-	-
<i>Customer Service</i>	1	2	-	-
PC33. identify different types of customers and ways to communicate with them	-	-	-	-
PC34. identify and respond to customer requests and needs in a professional manner	-	-	-	-

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

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SECTION 2

EVIDENCE OF LEVEL

OPTION B

Title/ Name of qualification/ component: Commodity Account Manager			Level: 5
NSQF Domain	NSQF Domain	NSQF Domain	NSQF Domain
Process	<ul style="list-style-type: none">• Process of maintaining and store the accounting records• Process of coordinating the payments and audits and maintaining customer relationships• Process of ensuring adherence to health and safety guidelines at work	<p>A Commodity Account Manager is responsible for maintaining accounting records concerning commodity transactions, such as invoices, cash receipts, general ledger, journals, etc. The individual is also responsible for coordinating payments and audits of accounting records. The person also maintains client relationships within the accounting domain.</p> <p>The individual should have good analytical and coordination skills. The person should have good written and verbal communication skills with numerical abilities.</p>	5
Professional knowledge	<ul style="list-style-type: none">• Knowledge of book-keeping and accounting systems• Knowledge of accounting and mathematical concepts• Knowledge of maintaining the itemized records• Understand the importance of recording the correct commodity code, date and time, lead time, quantity, cost and other relevant information	<p>The job holder is expected to have knowledge of book-keeping and accounting systems, mathematical concepts, recording the correct commodity code, date and time, lead time, quantity, cost and other relevant information, maintaining the record of sales orders and received and tendered deliveries, computer software to maintain electronic records, tracking and forecasting the key commodity account metrics.</p>	5

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	<ul style="list-style-type: none"> • Know how to maintain the record of sales orders and received and tendered deliveries • Knowledge of appropriate computer software to maintain electronic records • Know how to prepare financial reports and accounting journals • Know how to track payments • Know how to track and forecast the key commodity account metrics • Know how to prepare the relevant accounting reports at appropriate intervals 		
Professional skill	<ul style="list-style-type: none"> • Record sales order entries serially into the system • Maintain the record of received and tendered deliveries • Maintain the general ledger, journals, and cash book accounts with the necessary details • Manage the supply and service agreements • Use the appropriate computer software to maintain electronic records • Evaluate the records to ensure they are up-to-date, complete and accurate • Conduct a regular review of the records • Arrange the necessary infrastructure for the storage of records • Maintain the electronic backup of all the documents and records • Carry out payments to the relevant parties • Prepare and issue the financial statements • Track and forecast the key commodity 	<p>The job holder is expected to coordinate in recording sales order entries serially into the system, maintaining the record of received and tendered deliveries, maintain the general ledger, journals, and cash book accounts with the necessary details, managing the supply and service agreements, using the appropriate computer software to maintain electronic records, evaluate the records to ensure they are up-to-date, complete and accurate, conducting a regular review of the records, arranging the necessary infrastructure for the storage of records, maintaining the electronic backup of all the documents and records, carry out payments to the relevant parties.</p>	5

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	<p>account metrics</p> <ul style="list-style-type: none">• Coordinate with the external auditors for the audit of accounting records		
Core Skills	<ul style="list-style-type: none">• Maintaining and storing accounting records concerning commodity management• Coordinating the payments and audits• Maintaining customer relationships• Ensuring health and safety at the work and dealing with any emergencies or accidents	The job holder is expected to maintain and store accounting records concerning commodity management, coordinate the payments and audits, maintain customer relationships, ensure health and safety at the work and deal with any emergencies or accidents	5
Responsibility	<ul style="list-style-type: none">• Responsible for maintaining the accounting records• Responsible for storing the accounting records safely• Responsible for coordinating the payments• Responsible for coordinating the audit of accounting records• Responsible for maintaining client relationships• Responsible for ensuring health and safety• Responsible for dealing with emergencies at work	A Commodity Account Manager is responsible for maintaining accounting records concerning commodity transactions, such as invoices, cash receipts, general ledger, journals, etc. The individual is also responsible for coordinating payments and audits of accounting records. The person also maintains client relationships within the accounting domain.	5

SECTION 3**EVIDENCE OF NEED**

26	What evidence is there that the qualification is needed? What is the estimated uptake of this qualification and what is the basis of this estimate?
Basis	
Need of the qualification	<p>While collecting data from the companies for the occupational map, we also took feedback from industry, training institutions which was collected with respect to roles for which qualification packs development, was to be prioritized. This was largely based on volume of people required, quantitative and qualitative shortfall which the industry feels they face. Governing council of ASCI and Occupational Standards Committee which comprises of experts & senior leaders gave final approval and endorsement for the same.</p> <p>Agriculture is the primary source of livelihood for about 58% of India's population. Gross Value Added by agriculture, forestry, and fishing was estimated at Rs. 19.48 lakh crore (US\$ 276.37 billion) in FY20. Share of agriculture and allied sectors in gross value added (GVA) of India at current prices stood at 17.8 % in FY20. Consumer spending in India will return to growth in 2021 post the pandemic-led contraction, expanding by as much as 6.6%.</p> <p>India's agricultural production has improved significantly. India is now a major producer of many agricultural commodities, fruits, and vegetables. According to the Ministry of Agriculture annual India ranks within top two global producers of rice, wheat, sugarcane, cashew-nut, pepper, cotton, jute, spices, potato, tomato, and tea. As per the Department of Animal Husbandry, Dairying & Fisheries, India is also the world leader in milk production and ranks third in egg production.</p> <p>India is among the world's leaders in terms of production volume for commodities such as rice, wheat, cotton, sugar, horticulture, and dairy. Agriculture and related sectors such as forestry and fisheries account for 20.2 percent of the country's GDP.</p> <p>Agriculture is the largest sector for employment in India</p>
Industry Relevance	<p>Validations have been received from Paradigm Commodity Advisors Pvt Ltd, Shriram Bioseed Genetics, Integrated Facilitation Services, College of Agriculture, UAHS Shivamogga, Sumitomo Chemical India Limited</p>
Usage of the qualification	<p>An NSQF aligned training to the persons involved in grooming of Commodity Account Manager shall provide opportunities to the incumbents for horizontal and vertical career progression.</p> <p>Competency-based training shall imbibe professionalism in the job-role. Being an important and ever-expanding job, the job-role of Commodity Account Manager may well be included in the vocational education stream of school education.</p> <p>An industry-determined specification of performance, sets out the</p>

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	<p>skills, knowledge and attitudes required to operate effectively in employment.</p> <p>For employers, the Commodity Account Manager Qualification standards offer:</p> <ul style="list-style-type: none">• a means of assessing occupational competence objectively, including knowledge and understanding of the subject• a guide for job descriptions and recruitment requirements• a basis for staff appraisals• a systematic approach to analyzing training needs• an opportunity to improve overall company performance by developing a better-trained, better-equipped and more effective workforce. <p>To employees and freelancers, the Commodity Account Manager Qualification standards provide:</p> <ul style="list-style-type: none">• a means for recognizing the ability• a means for determining gaps in knowledge, experience and skills• an objective process for identifying training needs• performance indicators and a guide to effectiveness and efficiency. <p>One of the most valuable uses the occupational standards is in the assessment of a person's performance within a particular job. Because the standards are based on the industry's requirements for ability, skills and knowledge, they provide an objective and directly relevant measure for employers and employees a like.</p>								
	<p>The Qualification Pack shall also be helpful in conducting Recognition of Prior Learning of the Commodity Account Manager</p>								
Estimated uptake	<table><tr><th>QP/Job Role Name</th><th>"States where Demand exist</th><th>"District where Demand exist</th><th>Projections for the next 3 years</th></tr><tr><td>Commodity Account Manager</td><td>PAN INDIA</td><td>Various Districts</td><td>3000</td></tr></table>	QP/Job Role Name	"States where Demand exist	"District where Demand exist	Projections for the next 3 years	Commodity Account Manager	PAN INDIA	Various Districts	3000
QP/Job Role Name	"States where Demand exist	"District where Demand exist	Projections for the next 3 years						
Commodity Account Manager	PAN INDIA	Various Districts	3000						
27	<p>Recommendation from the concerned Line Ministry of the Government/Regulatory Body. To be supported by documentary evidences</p> <p>In-process</p>								
28	<p>What steps were taken to ensure that the qualification(s) does (do) not duplicate already existing or planned qualifications in the NSQF? Give justification for presenting a duplicate</p>								

NSQF QUALIFICATION FILE

approved in the 28th NSQC Meeting – NCVET – 29th March 2023

	qualification This is the revised version of the already NSQC-approved QP of the Commodity Account Manager (NQR- 2019/AGR/ASCI/3259). The revision has been undertaken as the QP is going to expire soon.
29	What arrangements are in place to monitor and review the qualification(s)? What data will be used and at what point will the qualification(s) be revised or updated? Specify the review process here Any institution or individual is welcome to send feedback, which is recorded and considered during the next review cycle. Communication will be sent for any feedback to all the main stakeholders/users one month prior to the review of the qualifications pack. A formal review is scheduled in three years.

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

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

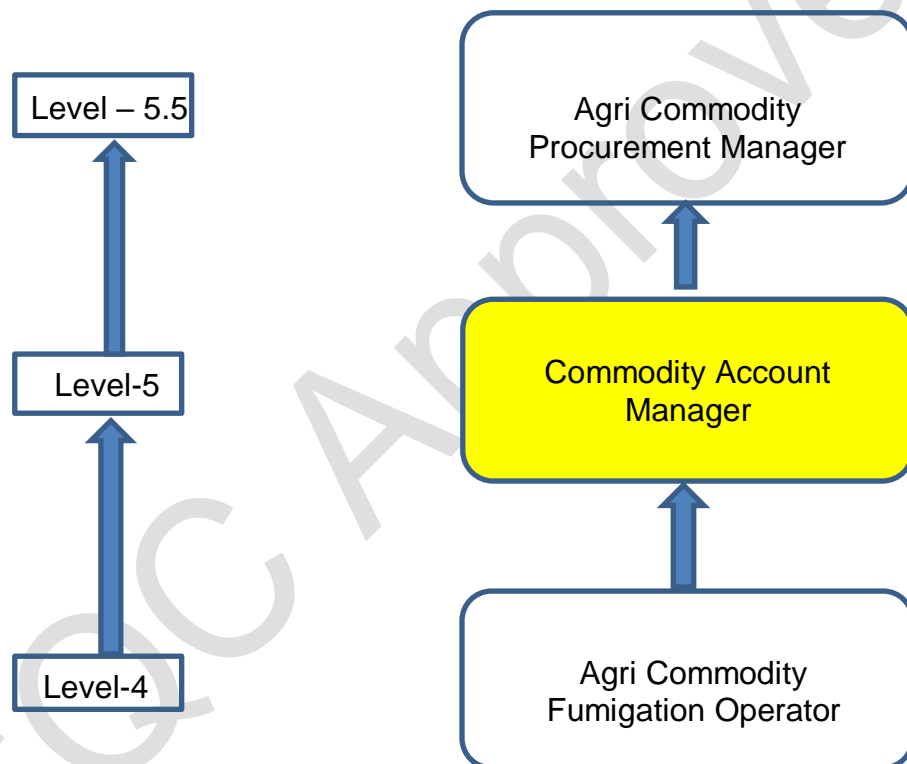
SECTION 4**EVIDENCE OF PROGRESSION****30**

What steps have been taken in the design of this or other qualifications to ensure that there is a clear path to other qualifications in this sector?

Show the career map here to reflect the clear progression

Career path in the agriculture sector is generally in terms of activities done & ownership of responsibility because they are primarily self-wage employment/ entrepreneurship roles.

Annexure 1: Career Map of Commodity Account Manager



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

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