

**NATIONAL VOCATIONAL EDUCATION QUALIFICATION
FRAMEWORK [NVEQF]**

**GENERAL SCHEMA
(ECONOMICS & FINANCE)**

ALL INDIA COUNCIL FOR TECHNICAL EDUCATION

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Introduction

All India Council for Technical Education, (AICTE), the apex body for making and maintaining the norms of Technical Education in the country has framed a National Vocational Education Qualification Framework (NVEQF) for the polytechnics and Engineering Colleges.

NVEQF is introduced by Government in order to formally integrate vocational education together with its current conventional educational streams across school and higher education space and provide an opportunity and incentive to students to explore a large universe of opportunity.

It is important that a Vocational Educational Qualification Framework is in place that allow cross mobility of standards and their absorption in Industry with certain skill gained over a fixed period of time or their seamless integration into higher learning that enable them to acquire formal degree and higher skill so that they perform higher level jobs in Industry.

Rational of NVEQF

- **Across sectors and across the country.** The Initiative addresses skills in all sectors and areas.
- **Short duration, focused and modular programs** allow for quick and effective delivery of skills training. This allows a person to become productive relatively quickly at younger age. The modular approach also means that he can add on to his portfolio of skills for vertical and horizontal progression. At the same time the content is focused to allow for dissemination of only relevant skill. The duration is decided taking into account the objectives and content of the constituent programs. Amongst other things it would be based on Employer-Employee needs, availability of Infrastructure and Equipment, Characteristics of the Training Content, etc
- Programmes of varied durations ranging from **short courses** to more protracted ones, depending on the skill and the requirements at particular certificate level.
- The practical hands on skills for **delivery in the local language**, thereby allowing for provision of local trainers, congenial and effective delivery.
- The delivery of the program is flexible it could be **full day, half day or week end programs**. This would again be decided on availability of candidate's spare time, availability of training infrastructure and spare capacities, etc.

- Training could be delivered through a **network of centres** that could include Technical and Non-Technical Schools and Colleges industry centres, Training Organizations, Services, In addition, for practical training, laboratories of industries could be used as Training Sites for skill enhancement, where required.

Certification Level	Normal Qualification	Case I		Case II	
		Vocational Qualification	Certifying Body	Vocational Qualification	Certifying Body
7	3 rd yr bachelors	Advanced Diploma	Board of Technical Education	Degree	University
6	2 nd yr bachelors				
5	1 st yr bachelors	Diploma	Board of Technical Education	Grade XII	School Board
4	Higher Secondary School Grade XII				
3	Higher Secondary School Grade IX				
2	Secondary School Grade X	Grade X	School Board	Grade X	School Board
1	Secondary School Grade IX	Grade IX	School Board	Grade IX	School Board

Framework options for a student

GENERAL SCHEME OF STUDIES

There shall be Seven Certificate level; each level will have following distribution for General and Vocational education -

Certificate Level	Contact Hours for Vocational & General Education	
	Vocational	Academic
1	200-300	700-800
2	200-300	700-800
3	300-400	600-700
4	300-400	600-700
5	400-500	500-600
6	500-600	400-500
7	600-700	300-400

- Internal distribution of teaching hours for each subjects to be done by concerned board/university as per the need
- For any clarification at level I to IV of General Content, Syllabus of C.B.S.E. may be referred
- The given contents are indicative one and concerned Boards/ University may make desirable changes as per the local needs

- The evaluation of Vocational part shall be done by respective SKPs and shall award grades on five point scale.
- The concerned institutes shall forward the grade to Board/University for the purpose of issuing Level Certificate.

SKILL SECTORS/ SPECIALISATIONS AND GENERAL CONTENT

Sector	Specialization	General Content
Economics and Finance		Commerce Stream
1	Retail	
2	Banking	
3	Financial Planning	
4	Financial Services	
5	Logistics	

NATIONAL VOCATIONAL EDUCATIONAL QUALIFICATION FRAMEWORK (NVEQF)

SECTOR: ECONOMICS&FINANCE

SPECIALIZATION:RETAIL: NVEQF/E&F/R/LI

CERTIFICATE LEVEL- I

S.N O	VOCATIONAL CONTENT (DETAIL CONTENT AT L_All_Vocational_Ed_economics&finance)	HRS .	S.N O	GENERAL CONTENT	HRS .
1.	VISIT TO LOCAL KIRANA SHOP TO UNDERSTAND THE PROCESS OF RETAILS SETUP TRANSACTION DEMONSTRATION OF VARIOUS DEPARTMENTS IN RETAIL OUTLETS			SUBJECT OF STUDIES THE LANGUAGES WILL BE FROM THE FOLLOWING WITH THE FOLLOWING STRUCTURE (ANY TWO) HINDI, ENGLISH, ASSAMESE, BENGALI, GUJRATI, KANNADA, KASHMIRI, MARATHI, MALAYALAM, MANIPURI, ORIYA, PUNJABI, SINDHI, TAMIL, TELUGU, URDU, LEPCHA, LIMBU, BHUTIA, SANSKRIT, ARABIC, PERSIAN, FRENCH, GERMAN, PORTUGUESE, RUSSIAN, SPANISH, NEPALI, TIBETAN AND MIZO, TANGKHUL AND BODO. (DETAIL CONTENT AT L_1_Language) 1. LANGUAGE I 2. LANGUAGE II	140 140
2.	PRODUCT DISPLAY- OBJECTIVE AND DESIGN. LOSS PREVENTION ON LOCATION			MATHEMATICS (DETAIL CONTENT AT L_1_General_Ed)	140
3.	VISIT TO ANY ORGANIZED (FOOD & GROCERY) RETAILER IN THAT AREA TO UNDERSTAND PRODUCT GROUPING AND CLASSIFICATION. WITNESS THE BASIC FUNCTION OF EACH DEPARTMENT			SCIENCE (DETAIL CONTENT AT L_1_General_Ed)	180
4.	CLASSIFICATION OF RETAIL ON THE BASIS OF PRODUCT. OWNERSHIP- - FOOD GROCERY - APPAREL/CLOTHING/ACCESSORY			SOCIAL SCIENCE (DETAIL CONTENT AT L_1_General_Ed)	180

	<ul style="list-style-type: none"> - HOME FURNISHING LUXURY BRANDS - SPORTS - PHARMACY AND HEALTH CARE PRODUCTS 				
5.	VISIT TO SUPERMARKET OR HYPER MARKET TO STUDY PRODUCT TYPE, VARIETY SIZE.				
6.	PRODUCT BILLING SYSTEM, BASIC BILLING SYSTEM USED IN RETAIL STORE				
7.	TRAINING STUDENTS ON FRONT LINE SALE, PERSONALITY SKILL- ETIQUETTE, MANNER, DRESSING SENSE, PERSONAL EFFECTIVENESS				
8.	FUNCTIONAL ENGLISH IN SERVICE SECTOR				
	TOTAL VOC CONTENT	200		TOTAL GENERAL CONTENT	780
	GRAND TOTAL			980 HRS.	

SPECIALIZATION:RETAIL: NVEQF/E&F/R/LII

CERTIFICATE LEVEL- II

S.N O	VOCATIONAL CONTENT (DETAIL CONTENT AT L_All_Vocational_Ed_economics&finance)	HRS .	S.N O	GENERAL CONTENT	HRS .
1.	USING DEMONSTRATION AND ROLE PLAY TO DISCUSS ROLE OF CUSTOMER CUSTOMER NEED ANALYSIS CUSTOMER NEED MANAGEMENT		1. 2.	SUBJECT OF STUDIES THE LANGUAGES WILL BE FROM THE FOLLOWING WITH THE FOLLOWING STRUCTURE (ANY TWO) HINDI, ENGLISH, ASSAMESE, BENGALI, GUJRATI, KANNADA, KASHMIRI, MARATHI, MALAYALAM, MANIPURI, ORIYA, PUNJABI, SINDHI, TAMIL, TELUGU, URDU, LEPCHA, LIMBU, BHUTIA, SANSKRIT, ARABIC, PERSIAN, FRENCH, GERMAN, PORTUGUESE, RUSSIAN, SPANISH, NEPALI, TIBETAN AND MIZO, TANGKHUL AND BODO. (DETAIL CONTENT AT L_2_Language) LANGUAGE I LANGUAGE II	140 140
2.	SALE OPENING AND CLOSING EFFECTIVE NEGOTIATION SKILLS CRM PRINCIPALS AND APPLICATION			MATHEMATICS (DETAIL CONTENT AT L_2_General_Ed)	140
3.	VISIT TO RETAIL OUTLET TO UNDERSTAND ROLE OF SUPERVISOR VIDEO ON TYPES OF CUSTOMERS AND THEIR HANDLING ORGANIZATION STRUCTURE			SCIENCE (DETAIL CONTENT AT L_2_General_Ed)	180
4.	VISIT TO RETAIL OUTLET TO UNDERSTAND STORE LOCATION AND DESIGN			SOCIAL SCIENCE (DETAIL CONTENT AT L_2_General_Ed)	180
5.	STORE DISPLAY AND LAYOUT				
6.	STORE IMAGE BY VISUAL				

	MERCHANDISING				
7.	WINDOW DISPLAY AND EXTERIOR DESIGN				
8.	PROVIDE CUSTOMER ADVICE FOR FOOTWEAR, FASHION, FURNITURE, LUXURIES.				
	TOTAL VOC CONTENT	250		TOTAL GENERAL CONTENT	780
	GRAND TOTAL			1030 HRS.	

SPECIALIZATION:RETAIL: NVEQF/E&F/R/LIII

CERTIFICATE LEVEL- III

S.N O	VOCATIONAL CONTENT (DETAIL CONTENT AT L_All_Vocational_Ed_economics&fina nce)	HRS .	S.N O	GENERAL CONTENT	HRS .
1.	BUSINESS COMMUNICATION – ROLE PLAY – PRESENTATION – DEMONSTRATION ON BUSINESS COMMUNICATION		1. 2.	SUBJECT OF STUDIES I&II TWO LANGUAGES OUT OF FOLLOWING HINDI, ENGLISH, ASSAMESE, BENGALI, GUJRATI, KASHMIRI, KANNADA, MARATHI, MALYALAM, MANIPURI, ORIYA, PUNJABI, SINDHI, TAMIL, TELUGU, URDU, SANSKRIT, ARABIC, PERSIAN, LIMBOO, LEPCHA, BHUTIA, MIZO, TANGKHUL, BODO, NEPALI, TIBETAN, FRENCH, GERMAN, PORTUGUESE, RUSSIAN AND SPANISH. (DETAIL CONTENT AT L_3_Language) LANGUAGE I LANGUAGE II	120 120
2.	RETAIL SELLING – CASE STUDY – DEMONSTRATION – STORE VISIT			ANY THREE PAPERS OUT OF FOLLOWING (DETAIL CONTENT AT L_3_General_Ed_Commerce_Stream)	
3.	RETAIL CUSTOMER SERVICE – STORE VISIT AND LIVE CUSTOMER HANDLING			MATHEMATICS	150
4.	RETAIL STORE MERCHANDISE AND DISPLAY – 5 DAY ENGAGEMENT WITH RETAIL OUTLET – MONITORING VISUAL MERCHANDISE PRESENTATION – UNDERSTANDING PRODUCT LAYOUT AND DISPLAY			ECONOMICS	150

5.				BUSINESS STUDIES	150
6.				ACCOUNTANCY	150
7.				ENTREPRENEURSHIP	150
	TOTAL VOC CONTENT	350		TOTAL GENERAL CONTENT	690
	GRAND TOTAL			1040 HRS.	

SPECIALIZATION:RETAIL: NVEQF/E&F/R/LIV

CERTIFICATE LEVEL- IV

S.NO	VOCATIONAL CONTENT (DETAIL CONTENT AT L_All_Vocational_Ed_economics&finance)	HRS .	S.N O	GENERAL CONTENT	HRS .
1.	RETAIL SCOPE AND SIGNIFICANCE – SOCIAL AND ECONOMICS SIGNIFICANCE OF RETAIL – OPPORTUNITIES IN RETAILING			SUBJECT OF STUDIES I&II TWO LANGUAGES OUT OF FOLLOWING HINDI, ENGLISH, ASSAMESE, BENGALI, GUJRATI, KASHMIRI, KANNADA, MARATHI, MALYALAM, MANIPURI, ORIYA, PUNJABI, SINDHI, TAMIL, TELUGU, URDU, SANSKRIT, ARABIC, PERSIAN, LIMBOO, LEPCHA, BHUTIA, MIZO, TANGKHUL, BODO, NEPALI, TIBETAN, FRENCH, GERMAN, PORTUGUESE, RUSSIAN AND SPANISH. (DETAIL CONTENT AT L_4_Language)	
			1. 2.	LANGUAGE I LANGUAGE II	120 120
2.	RETAIL FORMATS – RETAILER CHARACTERISTICS – STORE AND NON STORE RETAILING – TYPES OF OWNERSHIP IN RETAILING – MULTICHANNEL RETAILING – VARIOUS STORE VISITS AND USE OF VIDEOS			ANY THREE PAPERS OUT OF FOLLOWING (DETAIL CONTENT AT L_4_General_Ed_Commerce_Stream)	
3.	STORE LAYOUT AND DESIGN – STORE DESIGN OBJECTIVES – STORE DESIGN LAYOUTS – SPACE MANAGEMENT – VISUAL MERCHANDISING – WEBSITE DESIGN – VISIT RETAIL STORE UNIT TO			MATHEMATICS	150

	UNDERSTAND STORE DESIGN AND LAYOUT				
4.	STORE LOCATION – EVALUATION OF SPECIFIC LOCATION – TRADE AREA CHARACTERISTICS – NO OF STORES – LOCAL AREA LOCATION ANALYSIS			ECONOMICS	150
5.	STORE MANAGEMENT – MAJOR STORE JOBS AND RESPONSIBILITIES – MANAGING PEAK SALES – MANAGING SHOPLIFTING AND THEFT – MANAGING LABOUR – MANAGING MAINTENANCE – MANAGING VENDOR – 5 DAY ENGAGEMENT TRAINING WITH ANY RETAILER			BUSINESS STUDIES	150
6.				ACCOUNTANCY	150
7.				ENTREPRENEURSHIP	150
	TOTAL VOC CONTENT	350		TOTAL GENERAL CONTENT	690
	GRAND TOTAL			1040 HRS.	

SPECIALIZATION:RETAIL: NVEQF/E&F/R/LV

CERTIFICATE LEVEL- V

S.N O	VOCATIONAL CONTENT (DETAIL CONTENT AT L_All_Vocational_Ed_economics&finance)	HRS .	S.N O	GENERAL CONTENT	HRS .
1.	RETAIL ENVIRONMENT – GROWTH OF RETAILING IN INDIA – INTERNATIONAL RETAILING – MULTI CHANNEL RETAILER		1.	ANY THREE PAPERS OUT OF FOLLOWING (DETAIL CONTENT AT L_5_General_Ed_Commerce_Stream)	
2.	FUNDAMENTAL OF MARKETING – MARKETING MIX – PRODUCT CONCEPT – PRICING CONCEPT – DISTRIBUTION – PROMOTION			BUSINESS ORGANIZATION AND MANAGEMENT	180
3.	BUSINESS COMMUNICATION – VERBAL AND NON VERBAL COMMUNICATION – RETAIL COMMUNICATION FORMS – CHALLENGES OF RETAIL COMMUNICATION			FINANCIAL ACCOUNTING	180
4.	CONSUMER BEHAVIOUR AND CRM – CONSUMER BUYING PROCESS – TYPE OF BUYING DECISIONS – COMPETENCE OF CRM – UNDERSTANDING CUSTOMER NEED – IMPROVING CUSTOMER RESPONSIVENESS			MICRO ECONOMICS–I	180
5.	MAXIMIZING PRODUCT SALE			BUSINESS LAWS	180

	<ul style="list-style-type: none"> - HELP CUSTOMER CHOOSE PRODUCTS - PROVIDE INFORMATION & ADVICE - DEMONSTRATE PRODUCT - PROCESS PAYMENTS - PROMOTE LOYALTY SCHEMES 				
				BUSINESS STATISTICS	180
				FUNDAMENTALS OF COMPUTERS AND INFORMATION SYSTEM	180
				MICRO ECONOMICS- II	180
				CORPORATE LAWS	180
	TOTAL VOC CONTENT	500		TOTAL GENERAL CONTENT	540
	GRAND TOTAL			1040 HRS.	

SPECIALIZATION:RETAIL: NVEQF/E&F/R/LVI

CERTIFICATE LEVEL- VI

S.N O	VOCATIONAL CONTENT (DETAIL CONTENT AT L_All_Vocational_Ed_economics&fina nce)	HRS	S.N O	GENERAL CONTENT	HRS
1.	<p>BASIC ACCOUNTING MANAGEMENT IN RETAIL</p> <ul style="list-style-type: none"> - CONCEPT OF STOCK KEEPING UNITS - RECEIVING GOOD END MATERIAL IN STORE - PROCESSING CUSTOMER ORDER. - PROCESS RETURNED GOODS AND MATERIAL - PROCESS PAYMENTS CREDIT/CASH - AUDIT STOCK LEVELS AND INVENTORIES 		1.	<p>ANY TWO PAPERS OUT OF FOLLOWING (DETAIL CONTENT AT L_6_General_Ed_Commerce_Stream)</p>	
2.	<p>PEOPLE MANAGEMENT</p> <ul style="list-style-type: none"> - UNDERSTANDING RETAIL TASKS AND DUTIES - DEVELOPING PRODUCTIVE RELATIONSHIPS - ALLOCATING WORK AND CHECK WORK OF TEAMS - MANAGING RETAIL TEAMS - RECRUITMENT, SELECTION AND KEEPING COLLEAGUES. 			BUSINESS MATHEMATICS	250
3.	<p>STORE DESIGN AND VISUAL MERCHANDISER</p> <ul style="list-style-type: none"> - STORE DESIGN AND RETAIL STRATEGY 			INCOME TAX LAW AND PRACTICE	250

	<ul style="list-style-type: none"> - SPACE MANAGEMENT - VISUAL MERCHANDISING AND DISPLAY - MERCHANDISE DISPLAY - PROPS FOR VISUAL MERCHANDISING 				
4.	STORE IMAGE MANAGEMENT <ul style="list-style-type: none"> - BRAND IMAGE - PROMOTIONAL STRATEGY - IN STORE PROMOTION - RETAIL LOCATION 			MACRO ECONOMICS	250
5.	MERCHANDISE PLANNING & PROCUREMENT <ul style="list-style-type: none"> - FORECASTING SALE - ASSORTMENT PLANNING - TYPES OF MERCHANDISE - BUYING ORGANIZATION - KEEPING STOCK AT REQUIRED LEVEL IN RETAIL STORE. 			PRINCIPLES OF MARKETING	250
				MATHEMATICS	250
				INDIRECT TAX	250
				CORPORATE ACCOUNTING	250
				COST ACCOUNTING	250
				HUMAN RESOURCE MANAGEMENT	250
				INDIAN ECONOMY – PERFORMANCE AND POLICIES	250
	TOTAL VOC CONTENT	550		TOTAL GENERAL CONTENT	500
	GRAND TOTAL			1050 HRS.	

SPECIALIZATION:RETAIL: NVEQF/E&F/R/LVII

CERTIFICATE LEVEL- VII

S.N O	VOCATIONAL CONTENT (DETAIL CONTENT AT L_All_Vocational_Ed_economics&fina nce)	HRS .	S.N O	GENERAL CONTENT	HRS .
1.	RETAIL LOGISTICS AND TECHNOLOGY MANAGEMENT – CONCEPT OF SUPPLY CHAIN MANAGEMENT – DISTRIBUTION CENTRES – COLLABORATION BETWEEN RETAILER AND VENDOR – EDI, RFID – BAR CODING AND SCANNING		1.	ANY ONE PAPER OUT OF FOLLOWING (DETAIL CONTENT AT L_7_General_Ed_Commerce_Stream)	
2.	RETAIL SERVICE MANAGEMENT – DEVELOP A SERVICE MINDSET – INTENSIVE EXPERIENTIAL LEARNING – CUSTOMER SERVICE STRATEGIES – SERVICE QUALITY – GAP MODEL IN SERVICE – DELIVERY SERVICE EXCELLENCE – SERVICE INNOVATIONS			MANAGEMENT ACCOUNTING	300
3.	RETAIL OPERATIONS – MONITORING AND EVALUATING SERVICES OF EXTERNAL SUPPLIERS – MONITORING AND MAINTAINING HEALTH AND SAFETY IN RETAIL			FINANCIAL MANAGEMENT	300

	<p>ENVIRONMENT</p> <ul style="list-style-type: none"> - MANAGING TRADING HOURS/SCHEDULING - FINANCIAL OBJECTIVES AND GOALS - PROFIT MARGIN MANAGEMENT - CONTROLLING COST - SHRINKAGE MANAGEMENT - FINANCIAL RATIOS 				
4.	<p>TAX REQUIREMENT</p> <ul style="list-style-type: none"> - CONCEPT OF TAXES IN RETAILING - LEGAL ASPECTS OF FRANCHISING - LAWS RELATED TO RETAILING - LEGAL ASPECTS OF STAFFING IN RETAIL 			AUDITING	300
5.	<p>MERCHANDISE MANAGEMENT</p> <ul style="list-style-type: none"> - MERCHANDISE MANAGEMENT PROCESS - CONCEPT OF CATEGORY - CONCEPT OF PRIVATE LABEL - ASSORTMENT PLANNING - MANAGING STAPLE, FASHION MERCHANDISE - BUYING ALTERNATIVES - BUYING PROCESS - ANALYZING MERCHANDISE PERFORMANCE - SETTING RETAIL PRICES 			E-COMMERCE	300
				FINANCIAL MARKETS, INSTITUTIONS AND FINANCIAL SERVICES	300

			COMPENSATION MANAGEMENT	300
			CORPORATE TAX PLANNING	300
			ADVERTISING AND PERSONAL SELLING	300
			BUSINESS DATA PROCESSING – I	
			INTERNATIONAL BUSINESS	
			GOVERNANCE, ETHICS AND SOCIAL RESPONSIBILITY OF BUSINESS	
	TOTAL VOC CONTENT	750	TOTAL GENERAL CONTENT	300
	GRAND TOTAL		1050 HRS.	

NATIONAL VOCATIONAL EDUCATIONAL QUALIFICATION FRAMEWORK (NVEQF)
SECTOR: ECONOMICS&FINANCE

SPECIALIZATION: BANKING: NVEQF/BFSI/B/LI

CERTIFICATE LEVEL- I

S.NO	VOCATIONAL CONTENT (DETAIL CONTENT AT L All Vocational Ed economics&finance)	HRS.	S.NO	GENERAL CONTENT	HRS.
1.	FINANCIAL LITERACY AND EDUCATION – I (ELECTIVE - ANY TWO) BASICS OF FINANCIAL SERVICES BASICS OF BANKING BASICS OF INSURANCE			SUBJECT OF STUDIES THE LANGUAGES WILL BE FROM THE FOLLOWING WITH THE FOLLOWING STRUCTURE (ANY TWO) HINDI, ENGLISH, ASSAMESE, BENGALI, GUJRATI, KANNADA, KASHMIRI, MARATHI, MALAYALAM, MANIPURI, ORIYA, PUNJABI, SINDHI, TAMIL, TELUGU, URDU, LEPCHA, LIMBU, BHUTIA, SANSKRIT, ARABIC, PERSIAN, FRENCH, GERMAN, PORTUGUESE, RUSSIAN, SPANISH, NEPALI, TIBETAN AND MIZO, TANGKHUL AND BODO. (DETAIL CONTENT AT L_1_Language)	
			1.		140
			2.	LANGUAGE I LANGUAGE II	140
2.				MATHEMATICS (DETAIL CONTENT AT L_1_General_Ed)	140
3.				SCIENCE (DETAIL CONTENT AT L_1_General_Ed)	180
4.				SOCIAL SCIENCE (DETAIL CONTENT AT L_1_General_Ed)	180
	TOTAL VOC CONTENT	200		TOTAL GENERAL CONTENT	780
	GRAND TOTAL			980 HRS.	

SPECIALIZATION: BANKING: NVEQF/E&F/B/LII

CERTIFICATE LEVEL- II

S.NO	VOCATIONAL CONTENT (DETAIL CONTENT AT L All Vocational Ed economics&finance)	HRS.	S.NO	GENERAL CONTENT	HRS.
1.	FINANCIAL LITERACY AND EDUCATION – II (ELECTIVE - ANY TWO) BASICS OF FINANCIAL SERVICES BASICS OF BANKING SKILLS BASICS OF INSURANCE			SUBJECT OF STUDIES THE LANGUAGES WILL BE FROM THE FOLLOWING WITH THE FOLLOWING STRUCTURE (ANY TWO) HINDI, ENGLISH, ASSAMESE, BENGALI, GUJRATI, KANNADA, KASHMIRI, MARATHI, MALAYALAM, MANIPURI, ORIYA, PUNJABI, SINDHI, TAMIL, TELUGU, URDU, LEPCHA, LIMBU, BHUTIA, SANSKRIT, ARABIC, PERSIAN, FRENCH, GERMAN, PORTUGUESE, RUSSIAN, SPANISH, NEPALI, TIBETAN AND MIZO, TANGKHUL AND BODO. (DETAIL CONTENT AT L_2_Language)	
			1.	LANGUAGE I	140
			2.	LANGUAGE II	140
2.				MATHEMATICS (DETAIL CONTENT AT L_2_General_Ed)	140
3.				SCIENCE (DETAIL CONTENT AT L_2_General_Ed)	180
4.				SOCIAL SCIENCE (DETAIL CONTENT AT L_2_General_Ed)	180
	TOTAL VOC CONTENT	250		TOTAL GENERAL CONTENT	780
	GRAND TOTAL			1030 HRS.	

SPECIALIZATION: BANKING: NVEQF/E&F/B/LIII

CERTIFICATE LEVEL- III

S.NO	VOCATIONAL CONTENT (DETAIL CONTENT AT L All Vocational Ed economics&finance)	HRS.	S.NO	GENERAL CONTENT	HRS.
1.	<p>INTRODUCTION TO FINANCIAL PLANNING</p> <p>CLIENT PLANNER RELATIONSHIP</p> <p>GATHERING CLIENT DATA</p> <p>CLIENT OBJECTIVES AND NEEDS</p> <p>PREPARING THE FINANCIAL PLAN: ASPECTS AND CONSIDERATONS</p> <p>PROFESSIONALISM & ETHICS IN FINANCIAL PLANNING PRACTICES</p> <p>REGULATORY REQUIREMENTS</p> <p>RISK TOLERANCES AND CLIENT BEHAVIOUR</p> <p>ASSET MANAGEMENT</p> <p>PERSONAL FINANCIAL STATEMENTS</p> <p>FINANCIAL MATHEMATICS (TIME VALUE OF MONEY)</p>		<p>1.</p> <p>2.</p>	<p>SUBJECT OF STUDIES</p> <p>I&II TWO LANGUAGES OUT OF FOLLOWING</p> <p>HINDI, ENGLISH, ASSAMESE, BENGALI, GUJRATI, KASHMIRI, KANNADA, MARATHI, MALYALAM, MANIPURI, ORIYA, PUNJABI, SINDHI, TAMIL, TELUGU, URDU, SANSKRIT, ARABIC, PERSIAN, LIMBOO, LEPCHA, BHUTIA, MIZO, TANGKHUL, BODO, NEPALI, TIBETAN, FRENCH, GERMAN, PORTUGUESE, RUSSIAN AND SPANISH.</p> <p>(DETAIL CONTENT AT L_3_Language)</p> <p>LANGUAGE I</p> <p>LANGUAGE II</p>	<p>120</p> <p>120</p>

	<p>ECONOMIC ENVIRONMENTS AND INDICATORS</p> <p>FORMS OF BUSINESS OWNERSHIPS</p> <p>WAY OF TAKING TITLE TO PROPERTY</p> <p>LEGAL ASPECTS OF FINANCIAL PLANNING</p>				
2.	<p>GENERAL BANKING</p> <p>BASIC PRINCIPLES OF BANKING</p> <p>STRUCTURE OF INDIAN BANKING SYSTEM</p> <p>FUNCTIONS OF BANKS</p> <p>INDIAN BANKING: RECENT TRENDS</p> <p>E-BANKING</p> <p>KYC NORMS</p>			<p>ANY THREE PAPERS OUT OF FOLLOWING</p> <p>(DETAIL CONTENT AT L_3_General_Ed_Commerce_Stream)</p>	
3.	<p>BANK DEPOSITS</p> <p>VARIOUS TYPES OF DEPOSITS AND PRODUCTS OFFERED BY THE BANK.</p> <p>PROCEDURE FOR ACCOUNT OPENING, OPERATION & CLOSING OF ACCOUNTS</p> <p>VARIOUS TYPES OF CUSTOMERS AND OPERATION OF THEIR ACCOUNTS</p> <p>LOAN AGAINST DEPOSITS</p> <p>BASIC INFORMATION ON CHEQUE</p> <p>ELECTRONIC TRANSFER OF FUNDS/ REMITTANCES.</p>			<p>MATHEMATICS</p>	150

	BANKER' SECRECY OF ACCOUNTS				
4.	HUMAN RESOURCES MANAGEMENT HUMAN RESOURCES MANAGEMENT BUILDING AN HR STRATEGY MOTIVATION, TRAINING AND SKILL DEVELOPMENT PERSONNEL MANAGEMENT AND INDUSTRIAL RELATIONS			ECONOMICS	150
5.				BUSINESS STUDIES	150
6.				ACCOUNTANCY	150
7.				ENTREPRENEURSHIP	150
	TOTAL VOC CONTENT	350		TOTAL GENERAL CONTENT	690
	GRAND TOTAL			1040 HRS.	

	ASIA/PACIFIC GROUP OF MONEY LAUNDERING				
2.	KNOW YOUR CUSTOMER DEFINITION OF AGENT IRDA REGULATION 2000 ROLE OF AN AGENT CODE OF ETHICS COMPLIANCE RESPONSIBILITIES OF ASSOCIATES AND ADVISORS PROTECTION OF COMPANY ASSETS REPORTING TO ILLEGAL AND UNETHICAL BEHAVIOR			ANY THREE PAPERS OUT OF FOLLOWING (DETAIL CONTENT AT L_4_General_Ed_Commerce_Stream)	
3.	BASICS OF RISK MANAGEMENT INTRODUCTION TO RISK RISK MANAGEMENT RISK IDENTIFICATION RISK EVALUATION RISK CONTROL RISK FINANCING - GENERAL RISK FINANCING - TRANSFER RISK FINANCING - RETENTION ALTERNATIVE RISK TRANSFER CORPORATE RISK MANAGEMENT CHANGING TRENDS IN RISK MANAGEMENT			MATHEMATICS	150

	RISK MANAGEMENT AND SHAREHOLDER VALUE				
4.	FINANCIAL INCLUSION AND ROLE OF BCs/BFs MICRO FINANCE AND ITS IMPORTANCE IN FINANCIAL INCLUSION CHANNELS FOR DELIVERING MICRO CREDIT SHG-BANK LINKAGES GROUP DYNAMICS AND PEER PRESSURE IN SHG MODEL NEED FOR AND ROLE OF BUSINESS FACILITATORS AND BUSINESS CORRESPONDENTS IN FINANCIAL INCLUSION DIFFERENT ACTIVITIES OUT SOURCED BY BANKS MONITORING AND CONTROL OF BC/ BF			ECONOMICS	150
5.	SKILLS FOR BC AN OVERVIEW OF VARIOUS SKILLS NEEDED BY BUSINESS FACILITATORS/BUSINESS CORRESPONDENTS SKILLS THAT MAKE THEM EFFECTIVE IN THEIR ROLE: COMMUNICATION AND INTERVIEWING SKILLS BORROWER PROFILING SKILL DEBT MANAGEMENT SKILL CASH FLOW WORKING AND CASH BUDGETING TECHNIQUE CREDIT COUNSELING AND FINANCIAL			BUSINESS STUDIES	150

	ADVISING SKILLS FINANCIAL LITERACY AND FINANCIAL EDUCATION MARKETING SKILL CROSS SELLING SKILL				
6.				ACCOUNTANCY	150
7.				ENTREPRENEURSHIP	150
	TOTAL VOC CONTENT	350		TOTAL GENERAL CONTENT	690
	GRAND TOTAL			1040 HRS.	

SPECIALIZATION: BANKING: NVEQF/E&F/B/LV

CERTIFICATE LEVEL- V

S.NO	VOCATIONAL CONTENT (DETAIL CONTENT AT L All Vocational Ed economics&finance)	HRS.	S.NO	GENERAL CONTENT	HRS.
1.	PRINCIPLES & PRACTICES OF BANKING INDIAN FINANCIAL SYSTEM FUNCTIONS OF BANKS BANKING TECHNOLOGY SUPPORT SERVICES - MARKETING OF BANKING SERVICES/PRODUCTS		1.	ANY THREE PAPERS OUT OF FOLLOWING (DETAIL CONTENT AT L_5_General_Ed_Commerce_Stream)	
2.	LEGAL & REGULATORY ASPECTS OF BANKING OPERATIONS REGULATIONS AND COMPLIANCE LEGAL ASPECTS OF BANKING OPERATIONS BANKING RELATED LAWS COMMERCIAL LAWS WITH REFERENCE TO BANKING OPERATIONS			BUSINESS ORGANIZATION AND MANAGEMENT	180
3.	CENTRAL BANKING RATIONALE AND FUNCTIONS OF CENTRAL BANK CENTRAL BANKING IN INDIA MONETARY POLICY AND CREDIT POLICY SUPERVISION AND FINANCIAL			FINANCIAL ACCOUNTING	180

	STABILITY				
4.	ACCOUNTING & FINANCE FOR BANKERS BASICS OF BUSINESS MATHEMATICS ACCOUNTING IN BANKS/BRANCHES BANK ACCOUNTING AND BALANCE SHEET OTHER ACCOUNTS COMPUTERIZED ACCOUNTING			MICRO ECONOMICS-I	180
5.				BUSINESS LAWS	180
				BUSINESS STATISTICS	180
				FUNDAMENTALS OF COMPUTERS AND INFORMATION SYSTEM	180
				MICRO ECONOMICS- II	180
				CORPORATE LAWS	180
	TOTAL VOC CONTENT	500		TOTAL GENERAL CONTENT	540
	GRAND TOTAL			1040 HRS.	

SPECIALIZATION: BANKING: NVEQF/E&F/B/LVI

CERTIFICATE LEVEL- VI

S.NO	VOCATIONAL CONTENT (DETAIL CONTENT AT L All Vocational Ed economics&finance)	HRS.	S.NO	GENERAL CONTENT	HRS.
1.	TREASURY MANAGEMENT AN OVERVIEW TREASURY OPERATIONS TREASURY & INTERNATIONAL BANKING RISK MANAGEMENT		1.	ANY TWO PAPERS OUT OF FOLLOWING (DETAIL CONTENT AT L_6_General_Ed_Commerce_Stream)	
2.	RURAL AND RETAIL LENDING LOANS AND ADVANCES – GUIDING PRINCIPLES OF LENDING DIFFERENT CATEGORIES OF LOANS AGRICULTURAL FINANCE INCLUDING KISAN CREDIT CARDS AND GOLD LOANS - LENDING TO OTHER PRIORITY SECTORS REPAYMENT TERMS AND HOW TO READ EMI TABLE. LEGAL ASPECTS OF RECOVERY OF BANK LOANS			BUSINESS MATHEMATICS	250
3.	CO-OPERATIVE BANKING PRINCIPLES AND LAWS OF CO- OPERATIVE BANKING LAW AND RULES RELATING TO CO-OP BANKS CO-OPERATIVE BANKING OPERATIONS TECHNOLOGY, RISK MANAGEMENT SUPERVISORY AND REGULATORY			INCOME TAX LAW AND PRACTICE	250

	ASPECTS				
4.	FINANCIAL ADVISING INTRODUCTION TO FINANCIAL ADVISING FINANCIAL PLANNING FINANCIAL INVESTMENT PRODUCTS TAXATION			MACRO ECONOMICS	250
5.	CORPORATE BANKING CORPORATE BANKING AND FINANCE INVESTMENT BANKING PROJECT AND INFRASTRUCTURE FINANCE			PRINCIPLES OF MARKETING	250
				MATHEMATICS	250
				INDIRECT TAX	250
				CORPORATE ACCOUNTING	250
				COST ACCOUNTING	250
				HUMAN RESOURCE MANAGEMENT	250
				INDIAN ECONOMY – PERFORMANCE AND POLICIES	250
	TOTAL VOC CONTENT	550		TOTAL GENERAL CONTENT	500
	GRAND TOTAL			1050 HRS.	

SPECIALIZATION: BANKING: NVEQF/E&F/B/LVII

CERTIFICATE LEVEL- VII

S.NO	VOCATIONAL CONTENT (DETAIL CONTENT AT L All Vocational Ed economics&finance)	HRS.	S.NO	GENERAL CONTENT	HRS.
1.	BANK FINANCIAL MANAGEMENT INTERNATIONAL BANKING RISK MANAGEMENT TREASURY MANAGEMENT BALANCE SHEET MANAGEMENT		1.	ANY ONE PAPER OUT OF FOLLOWING (DETAIL CONTENT AT L_7_General_Ed_Commerce_Stream)	
2.	ADVANCED BANK MANAGEMENT ECONOMIC ANALYSIS BUSINESS MATHEMATICS HRM IN BANKS CREDIT MANAGEMENT			MANAGEMENT ACCOUNTING	300
3.	RURAL BANKING RURAL INDIA FINANCING RURAL DEVELOPMENT PRIORITY SECTOR FINANCING AND GOVT INITIATIVES PROBLEMS AND PROSPECTS IN RURAL BANKING			FINANCIAL MANAGEMENT	300
4.	RETAIL BANKING INTRODUCTION RETAIL PRODUCTS MARKETING / SELLING OF RETAIL PRODUCTS, MIS AND ACCOUNTING OTHER ISSUES RELATED TO RETAIL			AUDITING	300

	BANKING				
5.	INTERNATIONAL BANKING INTERNATIONAL BANKING AND FINANCE FOREIGN EXCHANGE BUSINESS INTERNATIONAL TRADE DERIVATIVES			E-COMMERCE	300
				FINANCIAL MARKETS, INSTITUTIONS AND FINANCIAL SERVICES	300
				COMPENSATION MANAGEMENT	300
				CORPORATE TAX PLANNING	300
				ADVERTISING AND PERSONAL SELLING	300
				BUSINESS DATA PROCESSING – I	
				INTERNATIONAL BUSINESS	
				GOVERNANCE, ETHICS AND SOCIAL RESPONSIBILITY OF BUSINESS	
	TOTAL VOC CONTENT	750		TOTAL GENERAL CONTENT	300
	GRAND TOTAL			1050 HRS.	

NATIONAL VOCATIONAL EDUCATIONAL QUALIFICATION FRAMEWORK (NVEQF)
SECTOR: ECONOMICS & FINANCE

SPECIALIZATION:FINANCIAL PLANNING:NVEQF/E&F/FP/LI

CERTIFICATE LEVEL- I

S.NO	VOCATIONAL CONTENT (DETAIL CONTENT AT L All Vocational Ed economics&finance)	HRS.	S.NO	GENERAL CONTENT	HRS.
1.	BASIC FINANCIAL SKILLS MONEY MATTERS : SMART GOALS AND FINANCIAL ANALYSIS BUDGETING : BALANCING THE MEANS AND THE ENDS INVESTMENT : NURTURING THE MONEY PLANT BASICS OF BANKING STALKING THE STOCKS INVESTMENTS : THE WIDER SPECTRUM BEYOND SAVINGS : BORROWING			SUBJECT OF STUDIES THE LANGUAGES WILL BE FROM THE FOLLOWING WITH THE FOLLOWING STRUCTURE (ANY TWO) HINDI, ENGLISH, ASSAMESE, BENGALI, GUJRATI, KANNADA, KASHMIRI, MARATHI, MALAYALAM, MANIPURI, ORIYA, PUNJABI, SINDHI, TAMIL, TELUGU, URDU, LEPCHA, LIMBU, BHUTIA, SANSKRIT, ARABIC, PERSIAN, FRENCH, GERMAN, PORTUGUESE, RUSSIAN, SPANISH, NEPALI, TIBETAN AND MIZO, TANGKHUL AND BODO. (DETAIL CONTENT AT L_1_Language)	140
			1.	LANGUAGE I	140
			2.	LANGUAGE II	140
2.	FINANCE BANKING SKILLS UNDERSTANDING BANK FEES ONLINE AND MOBILE BANKING DEBIT CARDS CREDIT CARDS CHEQUE PAN CARD-FAQS ATM AWARENESS			MATHEMATICS (DETAIL CONTENT AT L_1_General_Ed)	140
3.				SCIENCE (DETAIL CONTENT AT L_1_General_Ed)	180
4.				SOCIAL SCIENCE (DETAIL CONTENT AT L_1_General_Ed)	180
	TOTAL VOC CONTENT	200		TOTAL GENERAL CONTENT	780
	GRAND TOTAL			980 HRS.	

SPECIALIZATION: FINANCIAL PLANNING:NVEQF/E&F/FP/LII

CERTIFICATE LEVEL- II

S.NO	VOCATIONAL CONTENT (DETAIL CONTENT AT L All Vocational Ed economics&finance)	HRS.	S.NO	GENERAL CONTENT	HRS.
1.	LOANS INTEREST RATE COLLATERAL SECURITY TYPES OF LOANS			SUBJECT OF STUDIES THE LANGUAGES WILL BE FROM THE FOLLOWING WITH THE FOLLOWING STRUCTURE (ANY TWO) HINDI, ENGLISH, ASSAMESE, BENGALI, GUJRATI, KANNADA, KASHMIRI, MARATHI, MALAYALAM, MANIPURI, ORIYA, PUNJABI, SINDHI, TAMIL, TELUGU, URDU, LEPCHA, LIMBU, BHUTIA, SANSKRIT, ARABIC, PERSIAN, FRENCH, GERMAN, PORTUGUESE, RUSSIAN, SPANISH, NEPALI, TIBETAN AND MIZO, TANGKHUL AND BODO. (DETAIL CONTENT AT L_2_Language) 1. LANGUAGE I 2. LANGUAGE II	140 140
2.	DEPOSIT ACCOUNTS DEMAND DEPOSITS TERM DEPOSITS			MATHEMATICS (DETAIL CONTENT AT L_2_General_Ed)	140
3.	INSURANCE INSURANCE IS IMPORTANT TYPES OF INSURANCE INSURANCE AND MATURITY BENEFICIARY NOMINEE			SCIENCE (DETAIL CONTENT AT L_2_General_Ed)	180
4.	INVESTMENT TYPES OF INVESTMENTS MUTUAL FUNDS INVESTOR AWARENESS SAFEGUARD			SOCIAL SCIENCE (DETAIL CONTENT AT L_2_General_Ed)	180
	TOTAL VOC CONTENT	250		TOTAL GENERAL CONTENT	780
	GRAND TOTAL			1030 HRS.	

SPECIALIZATION: FINANCIAL PLANNING:NVEQF/E&F/FP/LIII

CERTIFICATE LEVEL- III

S.NO	VOCATIONAL CONTENT (DETAIL CONTENT AT L All Vocational Ed economics&finance)	HRS.	S.NO	GENERAL CONTENT	HRS.
1.	INTRODUCTION TO FINANCIAL PLANNING INTRODUCTION TO FINANCIAL PLANNING CLIENT PLANNER RELATIONSHIP GATHERING CLIENT DATA CLIENT OBJECTIVES AND NEEDS PREPARING THE FINANCIAL PLAN: ASPECTS AND CONSIDERATONS PROFESSIONALISM & ETHICS IN FINANCIAL PLANNING PRACTICES REGULATORY REQUIREMENTS RISK TOLERANCES AND CLIENT BEHAVIOUR ASSET MANAGEMENT PERSONAL FINANCIAL STATEMENTS FINANCIAL MATHEMATICS (TIME VALUE OF MONEY) ECONOMIC ENVIRONMENTS AND INDICATORS FORMS OF BUSINESS OWNERSHIPS WAY OF TAKING TITLE TO PROPERTY LEGAL ASPECTS OF FINANCIAL PLANNING		1. 2.	SUBJECT OF STUDIES I&II TWO LANGUAGES OUT OF FOLLOWING HINDI, ENGLISH, ASSAMESE, BENGALI, GUJRATI, KASHMIRI, KANNADA, MARATHI, MALYALAM, MANIPURI, ORIYA, PUNJABI, SINDHI, TAMIL, TELUGU, URDU, SANSKRIT, ARABIC, PERSIAN, LIMBOO, LEPCHA, BHUTIA, MIZO, TANGKHUL, BODO, NEPALI, TIBETAN, FRENCH, GERMAN, PORTUGUESE, RUSSIAN AND SPANISH. (DETAIL CONTENT AT L_3_Language) LANGUAGE I LANGUAGE II	120 120
2.	BUSINESS COMMUNICATIONS INTRODUCTION TO THE ESSENTIALS OF BUSINESS COMMUNICATION CITING REFERENCES USING BIBLIOGRAPHICAL & RESEARCH TOOLS			ANY THREE PAPERS OUT OF FOLLOWING (DETAIL CONTENT AT L_3_General_Ed_Commerce_Stream)	

	<p>WRITING A PROJECT REPORT</p> <p>WRITING REPORTS ON FIELD WORKSITES TO INDUSTRIES, BUSINESS CONCERNS, ETC./BUSINESS NEGOTIATIONS</p> <p>SUMMARISING ANNUAL REPORT OF COMPANIES</p> <p>WRITING MINUTES OF MEETINGS</p> <p>E-CORRESPONDENCE</p> <p>SPOKEN ENGLISH FOR BUSINESS COMMUNICATION</p> <p>MAKING ORAL PRESENTATIONS</p>				
3.	<p>INSURANCE PLANNING</p> <p>LEGAL PRINCIPLES IN INSURANCE</p> <p>THE INSURANCE CONTRACT</p> <p>LEGAL LIABILITIES</p> <p>IDENTIFICATION OF LIFE, MEDICAL, HOUSEHOLDERS, AUTO, PROPERTY & LIABILITY RISK EXPOSURES</p> <p>PERSONAL PROPERTY AND LIABILITY INSURANCE</p> <p>LIFE INSURANCE NEEDS ANALYSIS</p> <p>LIFE INSURANCE POLICY ANALYSIS</p> <p>LIFE INSURANCE POLICY SELECTIONS</p> <p>ANNUITIES</p> <p>MEDICAL INSURANCE</p> <p>INSURANCE OF BUSINESS RISK</p> <p>IMPLEMENTING & REVIEWING CLIENT'S INSURANCE</p> <p>GOVERNMENT REGULATIONS OF INSURANCE</p> <p>INSURANCE PRICING</p> <p>INSURANCE COMPANIE</p>			MATHEMATICS	150
4.				ECONOMICS	150
5.				BUSINESS STUDIES	150

6.				ACCOUNTANCY	150
7.				ENTREPRENEURSHIP	150
	TOTAL VOC CONTENT	350		TOTAL GENERAL CONTENT	690
	GRAND TOTAL			1040 HRS.	

SPECIALIZATION: FINANCIAL PLANNING:NVEQF/E&F/FP/LIV

CERTIFICATE LEVEL- IV

S.NO	VOCATIONAL CONTENT (DETAIL CONTENT AT L All Vocational Ed economics&finance)	HRS.	S.NO	GENERAL CONTENT	HRS.
1.	BASICS OF RISK MANAGEMENT INTRODUCTION TO RISK RISK MANAGEMENT RISK IDENTIFICATION RISK EVALUATION RISK CONTROL RISK FINANCING - GENERAL RISK FINANCING - TRANSFER RISK FINANCING - RETENTION ALTERNATIVE RISK TRANSFER CORPORATE RISK MANAGEMENT CHANGING TRENDS IN RISK MANAGEMENT RISK MANAGEMENT AND SHAREHOLDER VALUE		1. 2.	SUBJECT OF STUDIES I&II TWO LANGUAGES OUT OF FOLLOWING HINDI, ENGLISH, ASSAMESE, BENGALI, GUJRATI, KASHMIRI, KANNADA, MARATHI, MALYALAM, MANIPURI, ORIYA, PUNJABI, SINDHI, TAMIL, TELUGU, URDU, SANSKRIT, ARABIC, PERSIAN, LIMBOO, LEPCHA, BHUTIA, MIZO, TANGKHUL, BODO, NEPALI, TIBETAN, FRENCH, GERMAN, PORTUGUESE, RUSSIAN AND SPANISH. (DETAIL CONTENT AT L_4_Language) LANGUAGE I LANGUAGE II	120 120
2.	ANTI MONEY LAUNDERING WHAT IS MONEY LAUNDERING? PREVENTION OF MONEY LAUNDERING ACT (PMLA), 2002 RBI GUIDELINES INTRODUCTION TO ANTI MONEY LAUNDERING KNOW YOUR CUSTOMER CUSTOMER IDENTIFICATION PROCEDURE KYC AND RISK PROFILE OF THE CUSTOMER COVERED/EXEMPTED PRODUCT UNDER TGE PREVIEW OF AML REQUIREMENT SOURCES OF FUND			ANY THREE PAPERS OUT OF FOLLOWING (DETAIL CONTENT AT L_4_General_Ed_Commerce_Stream)	

	SUSPICIOUS TRANSACTIONS RECORD KEEPING INTERNATIONAL INITIATIVE FOR ANTI MONEY LAUNDERING FINANCIAL ACTION TAX FORCE US PATRIOT ACT ASIA/PACIFIC GROUP OF MONEY LAUNDERING				
3.	KNOW YOUR CUSTOMER DEFINITION OF AGENT IRDA REGULATION 2000 ROLE OF AN AGENT CODE OF ETHICS COMPLIANCE RESPONSIBILITIES OF ASSOCIATES AND ADVISORS PROTECTION OF COMPANY ASSETS REPORTING TO ILLEGAL AND UNETHICAL BEHAVIOR			MATHEMATICS	150
4.				ECONOMICS	150
5.				BUSINESS STUDIES	150
6.				ACCOUNTANCY	150
7.				ENTREPRENEURSHIP	150
	TOTAL VOC CONTENT	350		TOTAL GENERAL CONTENT	690
	GRAND TOTAL			1040 HRS.	

SPECIALIZATION: FINANCIAL PLANNING:NVEQF/E&F/FP/LV

CERTIFICATE LEVEL- V

S.NO	VOCATIONAL CONTENT (DETAIL CONTENT AT L_All Vocational Ed economics&finance)	HRS.	S.NO	GENERAL CONTENT	HRS.
1.	RETIREMENT PLANNING ISSUES IN RETIREMENT PLANNING WEALTH CREATION TYPES OF RETIREMENT PLANS GROUP LIFE AND HEALTH INSURANCE RETIREMENT NEEDS ANALYSIS RETIREMENT INCOME STREAMS POST-RETIREMENT COUNSELING PENSION SECTOR REFORMS		1.	ANY THREE PAPERS OUT OF FOLLOWING (DETAIL CONTENT AT L_5_General_Ed_Commerce_Stream)	
2.	EMPLOYEE BENEFITS PLANNING DEFINED BENEFIT PLANS DEFINED CONTRIBUTION PLANS SUPERANNUATION AND OTHER RETIREMENT PLANS			BUSINESS ORGANIZATION AND MANAGEMENT	180
3.	MUTUAL FUNDS CONCEPT & ROLE OF A MUTUAL FUND FUND STRUCTURE & CONSTITUENTS LEGAL & REGULATORY ENVIRONMENT OFFER DOCUMENT FUND DISTRIBUTION &			FINANCIAL ACCOUNTING	180

	CHANNEL MANAGEMENT PRACTICES ACCOUNTING, VALUATION & TAXATION INVESTOR SERVICES RETURN, RISK & PERFORMANCE OF FUNDS SCHEME SELECTION SELECTING THE RIGHT INVESTMENT PRODUCTS FOR INVESTORS HELPING INVESTORS WITH FINANCIAL PLANNING RECOMMENDING MODEL PORTFOLIOS & FINANCIAL PLANS				
4.				MICRO ECONOMICS-I	180
5.				BUSINESS LAWS	180
				BUSINESS STATISTICS	180
				FUNDAMENTALS OF COMPUTERS AND INFORMATION SYSTEM	180
				MICRO ECONOMICS- II	180
				CORPORATE LAWS	180
	TOTAL VOC CONTENT	500		TOTAL GENERAL CONTENT	540
	GRAND TOTAL			1040 HRS.	

SPECIALIZATION: FINANCIAL PLANNING:NVEQF/E&F/FP/LVI

CERTIFICATE LEVEL- VI

S.NO	VOCATIONAL CONTENT (DETAIL CONTENT AT L All Vocational Ed economics&finance)	HRS.	S.NO	GENERAL CONTENT	HRS.
1.	TAX PLANNING INTRODUCTION TO TAX PLANNING TAXATION TERMINOLOGY TAX CHARACTERISTICS OF BUSINESS FORMS RESIDENTIAL STATUS NON-RESIDENT INDIAN INCOME FROM SALARIES INCOME FROM HOUSE PROPERTY CAPITAL GAINS INCOME FROM OTHER SOURCES TAX PLANNING		1.	ANY TWO PAPERS OUT OF FOLLOWING (DETAIL CONTENT AT L_6_General_Ed_Commerce_Stream)	
2.	ESTATE PLANNING INTRODUCTION TO ESTATE PLANNING TRUSTS WILLS & SUCCESSION POWER OF ATTORNEY			BUSINESS MATHEMATICS	250
3.	FINANCIAL ADVISING INTRODUCTION TO FINANCIAL ADVISING FINANCIAL PLANNING FINANCIAL INVESTMENT PRODUCTS TAXATION			INCOME TAX LAW AND PRACTICE	250
4.				MACRO ECONOMICS	250
5.				PRINCIPLES OF MARKETING	250
				MATHEMATICS	250
				INDIRECT TAX	250

				CORPORATE ACCOUNTING	250
				COST ACCOUNTING	250
				HUMAN RESOURCE MANAGEMENT	250
				INDIAN ECONOMY – PERFORMANCE AND POLICIES	250
	TOTAL VOC CONTENT	550		TOTAL GENERAL CONTENT	500
	GRAND TOTAL			1050 HRS.	

SPECIALIZATION: FINANCIAL PLANNING:NVEQF/E&F/FP/LVII

CERTIFICATE LEVEL- VII

S.NO	VOCATIONAL CONTENT (DETAIL CONTENT AT L All Vocational Ed economics&finance)	HRS.	S.NO	GENERAL CONTENT	HRS.
1.	INVESTMENT PLANNING INTRODUCTION TO INVESTMENT PLANNING RETURN RISK TYPES OF RISK RETURN AND RISK QUANTIFYING EX-ANTE (EXPECTED RISK AND RETURN) RETURN AND RISK IN A PORTFOLIO CONTEXT THE MARKET MODEL USING BETA INTRODUCTION TO FINANCIAL MARKET EQUITY FIXED INCOME SECURITIES SMALL SAVING INSTRUMENTS MUTUAL FUNDS FIXED DEPOSITS UNIT LINKED INSURANCE PRODUCTS DERIVATIVES REAL ESTATE OTHER INVESTMENTS INVESTMENT PROCESS ASSET ALLOCATION ACTIVE AND PASSIVE INVESTMENT STRATEGIES REBALANCING PORTFOLIOS REVISION OF PORTFOLIOS PORTFOLIOS REVISION TECHNIQUES REGULATORY FUNCTIONS OF FINANCIAL INSTITUTIONS COMPLAINTS HANDLING		1.	ANY ONE PAPER OUT OF FOLLOWING (DETAIL CONTENT AT L_7_General_Ed_Commerce_Stream)	
2.	SOFTWARE BASED FINANCIAL PLANNING UNDERSTANDING CLIENT RELATIONSHIP, FINANCIAL PLANNING' DATA GATHERING FROM CLIENT			MANAGEMENT ACCOUNTING	300

	INSURANCE PLANNING CASH FLOW ANALYSIS RISK PROFILING RETIREMENT PLANNING INVESTMENT PLANNING				
3.	BASICS OF FINANCIAL MARKETS INTRODUCTION TO FINANCIAL MARKET EQUITY FIXED INCOME SECURITIES SMALL SAVING INSTRUMENTS MUTUAL FUNDS FIXED DEPOSITS UNIT LINKED PLANS DERIVATIVES REAL ESTATE OTHER INVESTMENTS			FINANCIAL MANAGEMENT	300
4.	FINANCIAL SERVICES ENVIRONMENT MONEYTARY AND FISCAL POLICY EXTERNAL FORCES ON INDIAN MAKETS COMPANY AS A BUSINESS MEDIUM, ITS STRUCTURE, AND ISSUES MONEY MARKET IN INDIA CAPITAL MARKET INSTRUMENTS REGULATORY BODIES			AUDITING	300
5.				E-COMMERCE	300
				FINANCIAL MARKETS, INSTITUTIONS AND FINANCIAL SERVICES	300
				COMPENSATION MANAGEMENT	300
				CORPORATE TAX PLANNING	300
				ADVERTISING AND PERSONAL SELLING	300

			BUSINESS DATA PROCESSING – I	
			INTERNATIONAL BUSINESS	
			GOVERNANCE, ETHICS AND SOCIAL RESPONSIBILITY OF BUSINESS	
	TOTAL VOC CONTENT	750	TOTAL GENERAL CONTENT	300
	GRAND TOTAL		1050 HRS.	

NATIONAL VOCATIONAL EDUCATIONAL QUALIFICATION FRAMEWORK (NVEQF)
SECTOR: ECONOMICS & FINANCE

SPECIALIZATION: FINANCIAL SERVICES: NVEQF/E&F/FS/LI

CERTIFICATE LEVEL- I

S.NO	VOCATIONAL CONTENT (DETAIL CONTENT AT L All Vocational Ed economics&finance)	HRS.	S.NO	GENERAL CONTENT	HRS.
1.	BASIC FINANCIAL SKILLS MONEY MATTERS : SMART GOALS AND FINANCIAL ANALYSIS BUDGETING : BALANCING THE MEANS AND THE ENDS INVESTMENT : NURTURING THE MONEY PLANT BASICS OF BANKING STALKING THE STOCKS INVESTMENTS : THE WIDER SPECTRUM BEYOND SAVINGS : BORROWING		1. 2.	SUBJECT OF STUDIES THE LANGUAGES WILL BE FROM THE FOLLOWING WITH THE FOLLOWING STRUCTURE (ANY TWO) HINDI, ENGLISH, ASSAMESE, BENGALI, GUJRATI, KANNADA, KASHMIRI, MARATHI, MALAYALAM, MANIPURI, ORIYA, PUNJABI, SINDHI, TAMIL, TELUGU, URDU, LEPCHA, LIMBU, BHUTIA, SANSKRIT, ARABIC, PERSIAN, FRENCH, GERMAN, PORTUGUESE, RUSSIAN, SPANISH, NEPALI, TIBETAN AND MIZO, TANGKHUL AND BODO. (DETAIL CONTENT AT L_1_Language) LANGUAGE I LANGUAGE II	140 140
2.	FINANCE BANKING SKILLS UNDERSTANDING BANK FEES ONLINE AND MOBILE BANKING DEBIT CARDS CREDIT CARDS CHEQUE PAN CARD-FAQS ATM AWARENESS			MATHEMATICS (DETAIL CONTENT AT L_1_General_Ed)	140
3.				SCIENCE (DETAIL CONTENT AT L_1_General_Ed)	180
4.				SOCIAL SCIENCE (DETAIL CONTENT AT L_1_General_Ed)	180
	TOTAL VOC CONTENT	200		TOTAL GENERAL CONTENT	780
	GRAND TOTAL			980 HRS.	

SPECIALIZATION: FINANCIAL SERVICES: NVEQF/E&F/FS/LII

CERTIFICATE LEVEL- II

S.NO	VOCATIONAL CONTENT (DETAIL CONTENT AT L All Vocational Ed economics&finance)	HRS.	S.NO	GENERAL CONTENT	HRS.
1.	LOANS INTEREST RATE COLLATERAL SECURITY TYPES OF LOANS			SUBJECT OF STUDIES THE LANGUAGES WILL BE FROM THE FOLLOWING WITH THE FOLLOWING STRUCTURE (ANY TWO) HINDI, ENGLISH, ASSAMESE, BENGALI, GUJRATI, KANNADA, KASHMIRI, MARATHI, MALAYALAM, MANIPURI, ORIYA, PUNJABI, SINDHI, TAMIL, TELUGU, URDU, LEPCHA, LIMBU, BHUTIA, SANSKRIT, ARABIC, PERSIAN, FRENCH, GERMAN, PORTUGUESE, RUSSIAN, SPANISH, NEPALI, TIBETAN AND MIZO, TANGKHUL AND BODO. (DETAIL CONTENT AT L_2_Language)	
			1.	LANGUAGE I	140
			2.	LANGUAGE II	140
2.	DEPOSIT ACCOUNTS DEMAND DEPOSITS TERM DEPOSITS			MATHEMATICS (DETAIL CONTENT AT L_2_General_Ed)	140
3.	INSURANCE INSURANCE IS IMPORTANT TYPES OF INSURANCE INSURANCE AND MATURITY BENEFICIARY NOMINEE			SCIENCE (DETAIL CONTENT AT L_2_General_Ed)	180
4.	INVESTMENT TYPES OF INVESTMENTS MUTUAL FUNDS INVESTOR AWARENESS SAFEGUARD			SOCIAL SCIENCE (DETAIL CONTENT AT L_2_General_Ed)	180
	TOTAL VOC CONTENT	250		TOTAL GENERAL CONTENT	780
	GRAND TOTAL			1030 HRS.	

SPECIALIZATION: FINANCIAL SERVICES: NVEQF/E&F/FS/LIII

CERTIFICATE LEVEL- III

S.NO	VOCATIONAL CONTENT (DETAIL CONTENT AT L All Vocational Ed economics&finance)	HRS.	S.NO	GENERAL CONTENT	HRS.
1.	<p>INTRODUCTION TO FINANCIAL PLANNING</p> <p>INTRODUCTION TO FINANCIAL PLANNING</p> <p>CLIENT PLANNER RELATIONSHIP</p> <p>GATHERING CLIENT DATA</p> <p>CLIENT OBJECTIVES AND NEEDS</p> <p>PREPARING THE FINANCIAL PLAN:</p> <p>ASPECTS AND CONSIDERATONS</p> <p>PROFESSIONALISM & ETHICS IN FINANCIAL PLANNING PRACTICES</p> <p>REGULATORY REQUIREMENTS</p> <p>RISK TOLERANCES AND CLIENT BEHAVIOUR</p> <p>ASSET MANAGEMENT</p> <p>PERSONAL FINANCIAL STATEMENTS</p> <p>FINANCIAL MATHEMATICS (TIME VALUE OF MONEY)</p> <p>ECONOMIC ENVIRONMENTS AND INDICATORS</p> <p>FORMS OF BUSINESS OWNERSHIPS</p> <p>WAY OF TAKING TITLE TO PROPERTY</p> <p>LEGAL ASPECTS OF FINANCIAL PLANNING</p>		<p>1. LANGUAGE I</p> <p>2. LANGUAGE II</p>	<p>SUBJECT OF STUDIES</p> <p>I&II TWO LANGUAGES OUT OF FOLLOWING</p> <p>HINDI, ENGLISH, ASSAMESE, BENGALI, GUJRATI, KASHMIRI, KANNADA, MARATHI, MALYALAM, MANIPURI, ORIYA, PUNJABI, SINDHI, TAMIL, TELUGU, URDU, SANSKRIT, ARABIC, PERSIAN, LIMBOO, LEPCHA, BHUTIA, MIZO, TANGKHUL, BODO, NEPALI, TIBETAN, FRENCH, GERMAN, PORTUGUESE, RUSSIAN AND SPANISH.</p> <p>(DETAIL CONTENT AT L_3_Language)</p>	<p>120</p> <p>120</p>
2.	<p>BUSINESS LAW</p> <p>THE INDIAN CONTRACT ACT, 1872</p> <p>MEANING, CHARACTERISTICS AND KINDS.</p> <p>ESSENTIALS OF VALID CONTRACT- OFFER AND ACCEPTANCE,</p>			<p>ANY THREE PAPERS OUT OF FOLLOWING</p> <p>(DETAIL CONTENT AT L_3_General_Ed_Commerce_Stream)</p>	

	<p>CONSIDERATION, CONTRACTUAL CAPACITY, FREE CONSENT, LEGALITY OF OBJECTS. VOID AGREEMENTS DISCHARGE OF CONTRACT - MODES OF DISCHARGE INCLUDING BREACH AND ITS REMEDIES CONTINGENT CONTRACTS QUASI CONTRACT OF INDEMNITY AND GUARANTEE CONTRACT OF BAILMENT CONTRACT OF AGENCY THE INDIAN SALE OF GOODS ACT, 1930 10 LECTURES CONTRACT OF SALE, MEANING AND DIFFERENCE BETWEEN SALE AND AGREEMENT TO SELL. CONDITIONS AND WARRANTIES TRANSFER OF OWNERSHIP IN GOODS INCLUDING SALE BY NON-OWNERS PERFORMANCE OF CONTRACT OF SALE UNPAID SELLER - MEANING AND RIGHTS OF AN UNPAID SELLER AGAINST THE GOODS AND THE BUYER. NEGOTIABLE INSTRUMENTS ACT, 1881: KINDS AND CHARACTERISTICS OF NEGOTIABLE INSTRUMENTS. HOLDERS AND HOLDER-IN-DUE COURSE. PRIVILEGES OF HOLDERS-IN-DUE COURSE. NEGOTIATION AND ENDORSEMENT, CROSSING OF</p>				
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	<p>CHEQUES, TYPES OF CROSSING, BOUNCING OF CHEQUES. INFORMATION TECHNOLOGY ACT, 2000 DEFINITIONS DIGITAL SIGNATURE ELECTRONIC GOVERNANCE ATTRIBUTION, ACKNOWLEDGEMENT AND DISPATCH OF ELECTRONIC RECORDS. REGULATION OF CERTIFYING AUTHORITIES DIGITAL SIGNATURES CERTIFICATES DUTIES OF SUBSCRIBERS PENALTIES AND ADJUDICATION APPELLATE TRIBUNAL OFFENCES</p>				
3.	<p>CORPORATE LAW</p> <p>INTRODUCTION: CONCEPT OF LIFTING OF CORPORATE VEIL. TYPES OF COMPANIES, ASSOCIATION NOT FOR PROFIT, ILLEGAL ASSOCIATION. FORMATION OF COMPANY- PROMOTERS, THEIR LEGAL POSITION, PRE-INCORPORATION CONTRACT AND PROVISIONAL CONTRACTS. DOCUMENTS - MEMORANDUM OF ASSOCIATION, ARTICLES OF ASSOCIATION, DOCTRINE OF CONSTRUCTIVE NOTICE AND INDOOR MANAGEMENT, PROSPECTUS AND BOOK</p>			MATHEMATICS	150

	<p>BUILDING. SHARE CAPITAL - ISSUE, ALLOTMENT AND FORFEITURE OF SHARE, DEMAT OF SHARE, TRANSMISSION OF SHARES. MEMBERS AND SHAREHOLDER - THEIR RIGHTS AND DUTIES. CONVENING AND CONDUCT OF SHAREHOLDERS MEETINGS. MANAGEMENT - DIRECTORS THEIR DIS-QUALIFICATIONS APPOINTMENT, LEGAL POSITION, POWERS AND DUTIES, DISCLOSURES OF INTEREST, REMOVAL OF DIRECTORS, BOARD MEETINGS, OTHER MANAGERIAL PERSONNEL AND REMUNERATION. DIVIDEND AND ISSUE OF BONUS SHARES. INVESTIGATIONS WINDING UP - CONCEPT AND MODES OF WINDING UP EMERGING ISSUES IN COMPANY LAW. PRODUCER COMPANY - CONCEPT AND FORMATION CORPORATE GOVERNANCE - CONCEPT, RELEVANCE AND PROVISIONS UNDER LISTING AGREEMENT. DEPOSITORIES ACT 1996</p>				
4.	<p>BUSINESS COMMUNICATIONS</p> <p>INTRODUCTION TO THE ESSENTIALS OF BUSINESS COMMUNICATION CITING REFERENCES USING BIBLIOGRAPHICAL &</p>			ECONOMICS	150

	RESEARCH TOOLS WRITING A PROJECT REPORT WRITING REPORTS ON FIELD WORKSITES TO INDUSTRIES, BUSINESS CONCERNS, ETC./BUSINESS NEGOTIATIONS SUMMARISING ANNUAL REPORT OF COMPANIES WRITING MINUTES OF MEETINGS E-CORRESPONDENCE SPOKEN ENGLISH FOR BUSINESS COMMUNICATION MAKING ORAL PRESENTATIONS				
5.				BUSINESS STUDIES	150
6.				ACCOUNTANCY	150
7.				ENTREPRENEURSHIP	150
	TOTAL VOC CONTENT	350		TOTAL GENERAL CONTENT	690
	GRAND TOTAL			1040 HRS.	

SPECIALIZATION: FINANCIAL SERVICES: NVEQF/E&F/FS/LIV

CERTIFICATE LEVEL- IV

S.NO	VOCATIONAL CONTENT (DETAIL CONTENT AT L All Vocational Ed economics&finance)	HRS.	S.NO	GENERAL CONTENT	HRS.
1.	BASICS OF RISK MANAGEMENT INTRODUCTION TO RISK RISK MANAGEMENT RISK IDENTIFICATION RISK EVALUATION RISK CONTROL RISK FINANCING - GENERAL RISK FINANCING - TRANSFER RISK FINANCING - RETENTION ALTERNATIVE RISK TRANSFER CORPORATE RISK MANAGEMENT CHANGING TRENDS IN RISK MANAGEMENT RISK MANAGEMENT AND SHAREHOLDER VALUE		1. 2.	SUBJECT OF STUDIES I&II TWO LANGUAGES OUT OF FOLLOWING HINDI, ENGLISH, ASSAMESE, BENGALI, GUJRATI, KASHMIRI, KANNADA, MARATHI, MALYALAM, MANIPURI, ORIYA, PUNJABI, SINDHI, TAMIL, TELUGU, URDU, SANSKRIT, ARABIC, PERSIAN, LIMBOO, LEPCHA, BHUTIA, MIZO, TANGKHUL, BODO, NEPALI, TIBETAN, FRENCH, GERMAN, PORTUGUESE, RUSSIAN AND SPANISH. (DETAIL CONTENT AT L_4_Language) LANGUAGE I LANGUAGE II	120 120
2.	BASICS OF LIFE INSURANCE INTRODUCTION TO INSURANCE PRINCIPLES OF LIFE ASSURANCE PREMIUM AND BONUS LIFE INSURANCE PRODUCTS UNDERWRITING INSURANCE DOCUMENTS POLICY CONDITIONS CLAIMS LINKED LIFE INSURANCE PRODUCTS INSURANCE AGENCY LAW AND REGULATIONS			ANY THREE PAPERS OUT OF FOLLOWING (DETAIL CONTENT AT L_4_General_Ed_Commerce_Stream)	
3.	BASICS OF GENERAL INSURANCE INTRODUCTION TO INSURANCE PRINCIPLES OF GENERAL			MATHEMATICS	150

	ASSURANCE INSURANCE DOCUMENTS THEORY AND PRACTICE OF RATING LEGISLATIVE AND REGULATORY MATTERS FIRE INSURANCE MARINE INSURANCE MOTOR INSURANCE PERSONAL ACCIDENT INSURANCE HEALTH INSURANCE LIABILITY INSURANCE ENGINEERING INSURANCE MISCELLANEOUS INSURANCES RURAL INSURANCES CLAIMS				
4.	ANTI MONEY LAUNDERING WHAT IS MONEY LAUNDERING? PREVENTION OF MONEY LAUNDERING ACT (PMLA), 2002 RBI GUIDELINES INTRODUCTION TO ANTI MONEY LAUNDERING KNOW YOUR CUSTOMER CUSTOMER IDENTIFICATION PROCEDURE KYC AND RISK PROFILE OF THE CUSTOMER COVERED/EXEMPTED PRODUCT UNDER TGE PREVIEW OF AML REQUIREMENT SOURCES OF FUND SUSPICIOUS TRANSACTIONS RECORD KEEPING INTERNATIONAL INITIATIVE FOR ANTI MONEY LAUNDERING			ECONOMICS	150

	FINANCIAL ACTION TAX FORCE US PATRIOT ACT ASIA/PACIFIC GROUP OF MONEY LAUNDERING				
5.	KNOW YOUR CUSTOMER DEFINITION OF AGENT IRDA REGULATION 2000 ROLE OF AN AGENT CODE OF ETHICS COMPLIANCE RESPONSIBILITIES OF ASSOCIATES AND ADVISORS PROTECTION OF COMPANY ASSETS REPORTING TO ILLEGAL AND UNETHICAL BEHAVIOR			BUSINESS STUDIES	150
6.				ACCOUNTANCY	150
7.				ENTREPRENEURSHIP	150
	TOTAL VOC CONTENT	350		TOTAL GENERAL CONTENT	690
	GRAND TOTAL			1040 HRS.	

SPECIALIZATION: FINANCIAL SERVICES: NVEQF/E&F/FS/LV

CERTIFICATE LEVEL- V

S.NO	VOCATIONAL CONTENT (DETAIL CONTENT AT L_All Vocational Ed economics&finance)	HRS.	S.NO	GENERAL CONTENT	HRS.
1.	BASICS OF HEALTH INSURANCE HEALTH SYSTEMS OF INDIA HEALTHCARE AS A RISK DEVELOPMENT OF HEALTH INSURANCE IN INDIA HEALTH INSURANCE POLICY HEALTH INSURANCE UNDERWRITING HEALTH INSURANCE CLAIMS ISSUES IN HEALTH INSURANCE OTHER HEALTH INSURANCE COVERS ALTERNATIVE RISK TRANSFER OF HEALTH RISKS HEALTH INSURANCE MARKETING		1.	ANY THREE PAPERS OUT OF FOLLOWING (DETAIL CONTENT AT L_5_General_Ed_Commerce_Stream)	
2.	BASICS OF MOTOR INSURANCE HISTORY AND PRINCIPLES OF MOTOR INSURANCE TYPES OF MOTOR VEHICLES LEGAL ASPECTS MOTOR POLICIES STANDARD FORMS MOTOR TARIFF REGULATIONS TARIFFS MOTOR INSURANCE			BUSINESS ORGANIZATION AND MANAGEMENT	180

	DOCUMENTS UNDERWRITINGS CLAIM DE-TARIFF IMPLICATIONS				
3.	BASICS OF FIRE INSURANCE HISTORY AND ORIGIN OF FIRE INSURANCE PRINCIPLES OF INSURANCE (GENERAL) TARIFF REGULATIONS TERMS AND CONDITIONS THE STANDARD FIRE SPECIAL PERIL POLICY ADD-ON COVER RATING, LOADING/DISCOUNTS, UNDER VARIOUS POLICIES THEORY AND PRACTICE OF RATING SPECIAL POLICIES AND CLAUSES			FINANCIAL ACCOUNTING	180
4.	MISC INSURANCE TOPICS AGRICULTURE/ CROP/ WEATHER INSURANCE APPLICATIONS OF LIFE ASSURANCE CARGO LOSS PREVENTION COMMERCIAL GEOGRAPHY CONSEQUENTIAL LOSS (FIRE) INSURANCE ENGINEERING INSURANCE LAW AND ECONOMICS OF INSURANCE LEGAL ASPECTS OF LIFE ASSURANCE LIABILITY INSURANCE LIFE ASSURANCE FINANCE			MICRO ECONOMICS-I	180

	LIFE ASSURANCE MANAGEMENT LIFE ASSURANCE UNDERWRITING MARINE CLAUSES MARINE INSURANCE CLAIMS MARINE UNDERWRITING PERSONAL ACCIDENTS, SICKNESS & MISCELLANEOUS INSURANCE PRINCIPLES & PRACTICES OF REINSURANCE MATHEMATICAL BASIS OF LIFE ASSURANCE BASICS OF BROKING				
5.				BUSINESS LAWS	180
				BUSINESS STATISTICS	180
				FUNDAMENTALS OF COMPUTERS AND INFORMATION SYSTEM	180
				MICRO ECONOMICS- II	180
				CORPORATE LAWS	180
	TOTAL VOC CONTENT	500		TOTAL GENERAL CONTENT	540
	GRAND TOTAL			1040 HRS.	

SPECIALIZATION: FINANCIAL SERVICES: NVEQF/E&F/FS/LVI

CERTIFICATE LEVEL- VI

S.NO	VOCATIONAL CONTENT (DETAIL CONTENT AT L All Vocational Ed economics&finance)	HRS.	S.NO	GENERAL CONTENT	HRS.
1.	UNIT LINKED INSURANCE PLANS INTRODUCTION TO UNIT LINKED INSURANCE PLANS FEATURES, CHARGES AND TAX TREATMENT OF ULIPS WORKING OF ULIPS BASIC GUIDELINES FOR ULIPS FUTURE PROSPECTS OF ULIPS		1.	ANY TWO PAPERS OUT OF FOLLOWING (DETAIL CONTENT AT L_6_General_Ed_Commerce_Stream)	
2.	MUTUAL FUNDS CONCEPT & ROLE OF A MUTUAL FUND FUND STRUCTURE & CONSTITUENTS LEGAL & REGULATORY ENVIRONMENT OFFER DOCUMENT FUND DISTRIBUTION & CHANNEL MANAGEMENT PRACTICES ACCOUNTING, VALUATION & TAXATION INVESTOR SERVICES RETURN, RISK & PERFORMANCE OF FUNDS SCHEME SELECTION SELECTING THE RIGHT INVESTMENT PRODUCTS FOR INVESTORS HELPING INVESTORS WITH FINANCIAL PLANNING RECOMMENDING MODEL PORTFOLIOS & FINANCIAL PLANS			BUSINESS MATHEMATICS	250
3.	INSURANCE PLANNING LEGAL PRINCIPLES IN INSURANCE THE INSURANCE CONTRACT LEGAL LIABILITIES			INCOME TAX LAW AND PRACTICE	250

	IDENTIFICATION OF LIFE, MEDICAL, HOUSEHOLDERS, AUTO, PROPERTY & LIABILITY RISK EXPOSURES PERSONAL PROPERTY AND LIABILITY INSURANCE LIFE INSURANCE NEEDS ANALYSIS LIFE INSURANCE POLICY ANALYSIS LIFE INSURANCE POLICY SELECTIONS ANNUITIES MEDICAL INSURANCE INSURANCE OF BUSINESS RISK IMPLEMENTING & REVIEWING CLIENT'S INSURANCE GOVERNMENT REGULATIONS OF INSURANCE INSURANCE PRICING INSURANCE COMPANIE				
				MACRO ECONOMICS	250
				PRINCIPLES OF MARKETING	250
				MATHEMATICS	250
				INDIRECT TAX	250
				CORPORATE ACCOUNTING	250
				COST ACCOUNTING	250
				HUMAN RESOURCE MANAGEMENT	250
				INDIAN ECONOMY – PERFORMANCE AND POLICIES	250
	TOTAL VOC CONTENT	550		TOTAL GENERAL CONTENT	500
	GRAND TOTAL			1050 HRS.	

SPECIALIZATION: FINANCIAL SERVICES: NVEQF/E&F/FS/LVII

CERTIFICATE LEVEL- VII

S.NO	VOCATIONAL CONTENT (DETAIL CONTENT AT L_All Vocational Ed economics&finance)	HRS.	S.NO	GENERAL CONTENT	HRS.
1.	BASICS OF FINANCIAL MARKETS INTRODUCTION TO FINANCIAL MARKET EQUITY FIXED INCOME SECURITIES SMALL SAVING INSTRUMENTS MUTUAL FUNDS FIXED DEPOSITS UNIT LINKED PLANS DERIVATIVES REAL ESTATE OTHER INVESTMENTS		1.	ANY ONE PAPER OUT OF FOLLOWING (DETAIL CONTENT AT L_7_General_Ed_Commerce_Stream)	
2.	BASICS OF DERIVATIVE MARKETS INTRODUCTION TO DERIVATIVES MARKET INDEX INTRODUCATION TO FUTURES AND OPTIONS TRADING IN FUTURE AND OPTIONS TRADING IN DERIVATIVES CLEARING AND SETTLEMENT REGULATORY FRAMEWORK			MANAGEMENT ACCOUNTING	300
3.	INSURANCE BUSINESS ENVIRONMENT THE LEGAL ENVIRONMENT THE ECONOMIC ENVIROMENT			FINANCIAL MANAGEMENT	300

	THE COMMERCIAL ENVIROMENT THE FINANCIAL ENVIROMENT OFFICE ORGANIZATION				
4.	FINANCIAL SERVICES ENVIRONMENT MONEYTARY AND FISCAL POLICY EXTERNAL FORCES ON INDIAN MAKETS COMPANY AS A BUSINESS MEDIUM, ITS STRUCTURE, AND ISSUES MONEY MARKET IN INDIA CAPITAL MARKET INSTRUMENTS REGULATORY BODIES			AUDITING	300
5.	FINANCIAL ADVISING INTRODUCTION TO FINANCIAL ADVISING FINANCIAL PLANNING FINANCIAL INVESTMENT PRODUCTS TAXATION			E-COMMERCE	300
				FINANCIAL MARKETS, INSTITUTIONS AND FINANCIAL SERVICES	300
				COMPENSATION MANAGEMENT	300
				CORPORATE TAX PLANNING	300
				ADVERTISING AND PERSONAL SELLING	300
				BUSINESS DATA PROCESSING – I	
				INTERNATIONAL BUSINESS	
				GOVERNANCE, ETHICS AND SOCIAL RESPONSIBILITY OF BUSINESS	
	TOTAL VOC CONTENT	750		TOTAL GENERAL CONTENT	300
	GRAND TOTAL			1050 HRS.	

NATIONAL VOCATIONAL EDUCATIONAL QUALIFICATION FRAMEWORK (NVEQF)
SECTOR: ECONOMIC & FINANCE

SPECIALIZATION: LOGISTICS: NVEQF/E&F/L/LIII

CERTIFICATE LEVEL- III

S.NO	VOCATIONAL CONTENT (DETAIL CONTENT AT L All Vocational Ed economics&finance)	HRS.	S.NO	GENERAL CONTENT	HRS.
1.	INTRODUCTION TO LOGISTICS SCOPE OF LOGISTICS FUNCTIONS OF LOGISTICS COMPONENTS OF LOGISTICS LOGISTICS IN BUSINESS		1. 2.	SUBJECT OF STUDIES I&II TWO LANGUAGES OUT OF FOLLOWING HINDI, ENGLISH, ASSAMESE, BENGALI, GUJRATI, KASHMIRI, KANNADA, MARATHI, MALYALAM, MANIPURI, ORIYA, PUNJABI, SINDHI, TAMIL, TELUGU, URDU, SANSKRIT, ARABIC, PERSIAN, LIMBOO, LEPCHA, BHUTIA, MIZO, TANGKHUL, BODO, NEPALI, TIBETAN, FRENCH, GERMAN, PORTUGUESE, RUSSIAN AND SPANISH. (DETAIL CONTENT AT L_3_Language) LANGUAGE I LANGUAGE II	120 120
2.	IMPORTANCE OF LOGISTICS IN NATIONAL ECONOMY LOGISTICS – THE BACKBONE OF ECONOMIC ACTIVITIES LOGISTICS IN INDIA VS. OTHER COUNTRIES CHALLENGES TO LOGISTICS EFFICIENCY IN INDIA INITIATIVES FOR IMPROVING LOGISTICS PERFORMANCE			ANY THREE PAPERS OUT OF FOLLOWING (DETAIL CONTENT AT L_3_General_Ed_Commerce_Stream)	
3.	TRANSPORTATION OPERATIONS MODULE I ROLE OF TRANSPORTATION FUNCTION DIFFERENT MODES OF TRANSPORTATION ADVANTAGES & DISADVANTAGES OF INDIVIDUAL MODES			MATHEMATICS	150

	<p>INTER MODEL TRANSPORTATION FACTORS INFLUENCING TRANSPORT COST</p> <p>TOTAL TRANSPORTATION COST</p> <p>TRANSPORT INFRASTRUCTURE</p>				
4.	<p>WAREHOUSING</p> <p>NEED FOR WAREHOUSING</p> <p>TYPES AND FUNCTIONS OF WAREHOUSES</p> <p>BENEFITS OF WAREHOUSING</p> <p>ACTIVITIES PERFORMED IN WAREHOUSES</p> <p>BASIS OF WAREHOUSING LOCATION DECISIONS</p> <p>TRADITIONAL VS. MODERN WAREHOUSES</p> <p>WAREHOUSE LAYOUT FOR EFFICIENT OPERATIONS</p>			ECONOMICS	150
5.	<p>UNITISATION AND CONTAINERISATION</p> <p>BENEFITS OF STANDARDISED UNITS OF LOAD</p> <p>PALLETISATION</p> <p>TYPES OF PALLETS</p> <p>STANDARD PALLET DIMENSIONS</p> <p>TYPES OF CONTAINERS AND THEIR SPECIFICATIONS</p> <p>CONTAINERS AND INTERNATIONAL TRADE</p> <p>MULTIMODAL TRANSPORTATION USING CONTAINERS</p>			BUSINESS STUDIES	150
6.	<p>PACKAGING</p> <p>IMPORTANCE OF PACKAGING</p> <p>PACKAGING MATERIAL</p> <p>SHRINK AND STRETCH WRAPPING</p> <p>TYPES OF PACKAGING BASED ON</p>			ACCOUNTANCY	150

	NATURE OF CARGO				
7.	BASIC TRADE DOCUMENTATION BILLS OF LADING COLUMNS IN A BILL OF LADING TYPES OF B/L SHIPPING BILLS & TYPES BILL OF ENTRY'S & TYPES EXPORT BOOKING, DOCUMENTATION, INVOICING AND EXPORT MANIFEST IMPORT MANIFEST, IMPORT DOCUMENTATION AND INVOICING EXPORT CARGO SHIPPING INSTRUCTIONS			ENTREPRENEURSHIP	150
	TOTAL VOC CONTENT	350		TOTAL GENERAL CONTENT	690
	GRAND TOTAL			1040 HRS.	

NATIONAL VOCATIONAL EDUCATIONAL QUALIFICATION FRAMEWORK (NVEQF)
SECTOR: ECONOMIC & FINANCE

SPECIALIZATION: LOGISTICS: NVEQF/E&F/L/LIV

CERTIFICATE LEVEL- IV

S.NO	VOCATIONAL CONTENT (DETAIL CONTENT AT L All Vocational Ed economics&finance)	HRS.	S.NO	GENERAL CONTENT	HRS.
1.	CROSS BORDER LOGISTICS GLOBALISATION AND INTERNTIONAL TRADE COMMERCIAL GEOGRAPHY INTERNATIONAL TRADE LANES BASIC ISSUES IN INTERNATIONAL TRADE		1. 2.	SUBJECT OF STUDIES I&II TWO LANGUAGES OUT OF FOLLOWING HINDI, ENGLISH, ASSAMESE, BENGALI, GUJRATI, KASHMIRI, KANNADA, MARATHI, MALYALAM, MANIPURI, ORIYA, PUNJABI, SINDHI, TAMIL, TELUGU, URDU, SANSKRIT, ARABIC, PERSIAN, LIMBOO, LEPCHA, BHUTIA, MIZO, TANGKHUL, BODO, NEPALI, TIBETAN, FRENCH, GERMAN, PORTUGUESE, RUSSIAN AND SPANISH. (DETAIL CONTENT AT L_4_Language) LANGUAGE I LANGUAGE II	120 120
2.	INTERNATIONAL TRANSPORTATION DEVELOPMENT OF INTERNATIONAL TRANSPORTATION SHIPPING BASICS AIRCARGO BASICS CROSS BORDER ROAD TRANSPORT CROSS BORDER PIPELINES			ANY THREE PAPERS OUT OF FOLLOWING (DETAIL CONTENT AT L_4_General_Ed_Commerce_Stream)	
3.	SHIPPING & OCEAN FREIGHT CHARTER AND TRAMP SHIPPING LINER SHIPPING IMPORTANT SEA LANES AND INDIAN GEOGRAPHY CONTAINER SHIPPING FREIGHT AND ANCILLARY CHARGES – DEFINITIONS AND FUNDAMENTAL BASIS			MATHEMATICS	150

	PORTS AND INFRASTRUCTURE				
4.	AIR CARGO PASSENGER AND CARGO AIR CRAFTS IATA & TACT INTERNATIONAL AND DOMESTIC AIRFREIGHT			ECONOMICS	150
5.	MULTIMODAL TRANSPORTATION COMBINED AIR-SEA-ROAD TRANSPORTATION TRAILER/ CONTAINER ON FLAT CAR CABOTAGE INDIAN SCENARIO			BUSINESS STUDIES	150
6.	ADVANCED TRADING & LOGISTICS DOCUMENTATION INCOTERMS and International Trade LETTER OF CREDIT (L/C DECIDES WHAT IS TO BE TYPED IN B/L) DOCUMENTS REQUIRED FOR L/C NEGOTIATIONS. CLAUSES IN L/C CUSTOMS DECLARATIONS, CARGO ON HOLD ETC. EXPORT CARGO SHIPPING INSTRUCTIONS TRANSSHIPMENT REQUIREMENTS STATUTORY AND COMMERCIAL CLEARANCES ARRIVAL NOTIFICATION Air Way Bills Certificate of Origins Chartered Engineers Valuation			ACCOUNTANCY	150
7.	INDIAN CUSTOMS & EXCISE PROCESSES & RULES IMPORT TARIFF			ENTREPRENEURSHIP	150

	HARMONIZED CODES CHAPTER NOTES EXEMPTIONS WTO & FREE TRADE AGREEMENTS DUTY REFUNDS & APPEALS				
8	FREIGHT RATES / LOGISTICS COSTS FACTORS GOVERNING FREIGHTS. FREIGHT SURCHARGES – BAF, CAF, PEAK SEASON, CONGESTION, WAR RISK AIR TARIFF & TARIFF STRUCTURE WEIGHT OR MEASUREMENT ETC. (VOLUME WEIGHT CALCULATION)				
9	WAREHOUSING AND MATERIAL HANDLING SYSTEMS DISTRIBUTION CENTRES LOCATION DECISION AREA OF WAREHOUSE WAREHOUSING OPERATIONS WAREHOUSING COST WAREHOUSE LAYOUT DESIGN PRINCIPLES MATERIAL HANDLING EQUIPMENTS				
10	MARINE & GENERAL INSURANCE AND RELEVANCE TO LOGISTICS MARINE INSURANCE AIRCARGO INSURANCE 3 RD PARTY INSURANCE				
	TOTAL VOC CONTENT	350		TOTAL GENERAL CONTENT	690
	GRAND TOTAL			1040 HRS.	

SPECIALIZATION: LOGISTICS: NVEQF/E&F/L/LV

CERTIFICATE LEVEL- V

S.NO	VOCATIONAL CONTENT (DETAIL CONTENT AT L_All Vocational Ed economics&finance)	HRS.	S.NO	GENERAL CONTENT	HRS.
1.	OPERATIONS MANAGEMENT AND LOGISTICS BUSINESS AS A SYSTEM OPTIMISATION OF OPERATIONAL SYSTEM LOGISTICS NETWORK DECISION OPTIMISATION MODELS INTEGRATION OF OPERATIONS UPSTREAM - SOURCING DOWNSTREAM – DISTRIBUTION AND INVENTORY		1.	ANY THREE PAPERS OUT OF FOLLOWING (DETAIL CONTENT AT L_5_General_Ed_Commerce_Stream)	
2.	INVENTORY MANAGEMENT CONCEPTS OF MATERIALS MANAGEMENT DECISION MAKING UNDER VARIOUS CONDITIONS INVENTORY MODELS PERIODIC REVIEW AND CONTINUOUS REVIEW POLICIES CONSTANT AND PROBABILISTIC DEMAND AND LEAD TIME CONSIDERATIONS INVENTORY POLICIES – FIFO, LIFO INVENTORY MANAGEMENT INNOVATIONS – RISK POOLING, VMI			BUSINESS ORGANIZATION AND MANAGEMENT	180
3.	GLOBAL TRADE - ALIGNED DOCUMENTATION SYSTEMS, UCP 600 MEANING OF UCP HISTORY OF UCP REVISION OF UCP 500 UCP CONTENTS			FINANCIAL ACCOUNTING	180

	ALIGNED DOCUMENTATION SYSTEMS				
4.	FOREIGN TRADE POLICY REGULATIONS OF INTERNATIONAL TRADE THE ROLE OF IMPORT AND EXPORT ADVANTAGES AND DISADVANTAGES OF EXPORTS RULES GOVERNING EXPORTS GOVERNMENT AGENCIES FACILITATIVE TRADE ROLE OF DIRECTOR GENERAL OF FOREIGN TRADE EXPORT PROMOTION COUNCILS BOARD OF TRADE EXPORT PROMOTION ORGANISATIONS EXPORT CREDIT GUARANTEE CORPORATION DIRECTORATE GENERAL OF COMMERCIAL INTELLIGENCE AND STATISTICS (DGCI&S) DIRECTORATE GENERAL OF SHIPPING HIGHLIGHTS OF THE FOREIGN TRADE POLICY OF INDIA 2009-2014			MICRO ECONOMICS-I	180
5.	INDIA & GLOBAL TRADING ECO SYSTEMS INTERNATIONAL ECONOMIC ENVIRONMENT REGIONAL INTEGRATION AND TRADE BLOCKS TYPES OF INTEGRATION THEORY OF CUSTOMS UNION, EUROPEAN UNION REGIONAL GROUPINGS INTEGRATION OF DEVELOPING COUNTRIES SAARC, SAPTA			BUSINESS LAWS	180

	INTERNATIONAL COMMODITY AGREEMENTS QUOTA AGREEMENTS CARTELS BILATERAL & MULTI LATERAL CONTRACTS ECONOMIC INSTITUTIONS INTERNATIONAL MONETARY FUNDS (IMF) WORLD BANK, ASIAN DEVELOPMENT BANK UNCTAD, UNIDO, INTERNATIONAL TRADE CENTRE WTO, GATT, GATS, TRIM, TRIPS.				
6.	BASIC SUPPLY CHAIN MANAGEMENT UNDERSTANDING THE SUPPLY CHAIN EVOLUTION OF SUPPLY CHAIN MANAGEMENT LOGISTICS VS. SUPPLY CHAIN MANAGEMENT SOURCING DISTRIBUTION MAKE OR BUY DECISIONS			BUSINESS STATISTICS	180
7	LOGISTICS SYSTEMS/INTEGRATED LOGISTICS AN INTEGRATED LOGISTICS SYSTEM EVALUATING TRANSPORTATION, STORAGE, AND LINKAGES AS AN INTEGRATED SYSTEM END TO END LOGISTICS ADDITIONAL LINKAGES IN CROSS BORDER MOVEMENT			FUNDAMENTALS OF COMPUTERS AND INFORMATION SYSTEM	180
8	LOGISTICS & DOMESTIC AND CROSS BORDER TAXATION DOMESTIC DISTRIBUTION			MICRO ECONOMICS– II	180

	ROAD AND RAIL SCENARIO IN INDIA TAX STRUCTURES IN INDIA INTERSTATE AND LOCAL TAXES GOVERNING GOODS MOVEMENT INTERNATIONAL TARIFFS BASICS VAT				
9	EXCISE & CUSTOMS TARIFF STRUCTURE OF THE TARIFF - DUTIES AND CALCULATION EXCISE DUTY STRUCTURE IMPORT TARIFF HARMONIZED CODES CHAPTER NOTES EXEMPTIONS DUTY REFUNDS & APPEALS IMPORT DUTY CALCULATIONS			CORPORATE LAWS	180
10	FIRE & SAFETY IN LOGISTICS CHAINS CLASSIFICATION OF FIRE EXTINGUISHING PROPERTIES AND TECHNIQUES FIRE INVESTIGATION FIRE MANAGEMENT FIRE SAFETY FIRST AID FIRE DRILL				
	TOTAL VOC CONTENT	500		TOTAL GENERAL CONTENT	540
	GRAND TOTAL			1040 HRS.	

SPECIALIZATION: LOGISTICS: NVEQF/E&F/L/LVI

CERTIFICATE LEVEL- VI

S.NO	VOCATIONAL CONTENT (DETAIL CONTENT AT L All Vocational Ed economics&finance)	HRS.	S.NO	GENERAL CONTENT	HRS.
1.	ADVANCED SUPPLY CHAIN MANAGEMENT I DEMAND FORECASTING DEMAND DISTRIBUTIONS LEAD TIME DISTRIBUTION SUPPLY CHAIN INTEGRATION STRATEGIC FIT SUPPLY CHAIN RISK MANAGEMENT QUALITY ENABLERS IN SUPPLY CHAIN MANAGEMENT GLOBAL SPPPLY CHAIN MANAGEMENT VALUE CREATION THROUGH LOGISTICS		1.	ANY TWO PAPERS OUT OF FOLLOWING (DETAIL CONTENT AT L_6_General_Ed_Commerce_Stream)	
2.	DISTRIBUTION STRATEGIES INTRODUCTION CENTRALIZED VS DECENTRALIZED CONTROL DIRECT SHIPMENT CROSS DOCKING PUSH BASED VS PULL BASED SUPPLY CHAIN				
3.	IT IN LOGISTICS COMMODITY TRACKING - BARCODES AND RFID LOGISTICS ERP ONLINE TRACKING OF MOVEMENTS WAREHOUSE MANAGEMENT SYSTEMS BARCODE RFID SUPPLY CHAIN INTEGRATION SOFTWARE			BUSINESS MATHEMATICS	250
4.	LOGISTICS INFRASTRUCTURE SEAPORTS AND AIRPORTS			INCOME TAX LAW AND PRACTICE	250

	ICDS/CFS LOGISTIC PARKS SEZ FTWZ BONDED WAREHOUSES FREIGHT CORRIDORS NATIONAL HIGHWAY SYSTEMS MODERN WAREHOUSES ASRS ETC				
5.	MIS & SCM DATA BASE SYSTEM ARCHITECTURE EDI THE INTERNET IMPLEMENTATION OF ERP DECISION SUPPORT SYSTEMS FOR SCM ANALYTICAL TOOLS PRESENTATION TOOLS SMOOTH PRODUCTION FLOW CURRENT ISSUES & DIRECTING CHALLENGES FOR FUTURE E COMMERCE STRATEGIES AND WORLD CLASS SUPPLY CHAIN MANAGEMENT			MACRO ECONOMICS	250
6.	CUSTOMER COMMUNICATION/BUSINESS DEVELOPMENT/CUSTOMER RETENTION SKILLS SELLING SKILSS VERBAL AND WRITTEN COMMUNICATIONS UNDERSTANDING CUSTOMERS POSITIONING OF LOGISTICS SERVICES PRESENTATION SKILLS SUPPLIER DEVELOPMENT LEGAL CONSIDERATIONS			PRINCIPLES OF MARKETING	250
6.	STRATEGIC COST MANAGEMENT SERVICE PRICING			MATHEMATICS	250

	COST ANALYSIS ECONOMICS OF TRANSPORTATION – MODAL CHOICES PURCHASE NEGOTIATION ACTIVITY BASED COSTING				
				INDIRECT TAX	250
				CORPORATE ACCOUNTING	250
				COST ACCOUNTING	250
				HUMAN RESOURCE MANAGEMENT	250
				INDIAN ECONOMY – PERFORMANCE AND POLICIES	250
	TOTAL VOC CONTENT	550		TOTAL GENERAL CONTENT	500
	GRAND TOTAL			1050 HRS.	

SPECIALIZATION: LOGISTICS: NVEQF/E&F/L/LVII

CERTIFICATE LEVEL- VII

S.NO	VOCATIONAL CONTENT (DETAIL CONTENT AT L All Vocational Ed economics&finance)	HRS.	S.NO	GENERAL CONTENT	HRS.
1.	ADVANCED SUPPLY CHAIN MANAGEMENT II NATIONAL AND INTERNATIONAL VMIS LOGISTICS NETWORK DESIGN & OPTIMISATION DISTRIBUTION SYSTEMS		1.	ANY ONE PAPER OUT OF FOLLOWING (DETAIL CONTENT AT L_7_General_Ed_Commerce_Stream)	
2.	VALUE OF INFORMATION THE BULLWHIP EFFECT QUANTIFYING BULLWHIP EFFECT LOCATING DESIRED PRODUCTS LEAD TIME REDUCTION CONFLICTING OBJECTIVES OF SCM INTEGRATING THE SUPPLY CHAIN			MANAGEMENT ACCOUNTING	300
3.	LOGISTICS AS AN OUTSOURCED SERVICE KEY FACTORS AFFECTING THE SUCCESS OF OUTSOURCING SERVICE OUTSOURCING OPTIONS ROLE OF 3 & 4 PL THE 3PL MARKET STRUCTURE RISKS/ OPPORTUNITIES FOR BUYERS AND THE 3PL SERVICE PROVIDER EVALUATION OF OPTIONS SELECTION OF APPROPRIATE SERVICE PROVIDER ASSESSING VALUE AND PRICE CASE STUDIES			FINANCIAL MANAGEMENT	300
4.	LOGISTICS MEASUREMENT SYSTEMS INTERNAL MEASUREMENT METRICS FUNCTION LEVEL INTERNAL METRICS			AUDITING	300

	SYSTEM LEVEL INTERNAL METRICS EXTERNAL MEASUREMENT METRICS CUSTOMER SATISFACTION LEVELS SERVICE LEVELS BENCHMARKS FOR MEASUREMENTS				
5.	CUSTOMER COMMUNICATIONS/BUSINESS DEVELOPMENT AND CRM SKILLS II CONTRACT MANAGEMENT NEGOTIATING SKILLS DRAFTING OF CONTRACT TENDERING PROCESS AND TENDER PREPARATION SOLUTIONS ORIENTED SELLING			E-COMMERCE	300
6	LOGISTICS ACROSS VARIOUS INDUSTRIES- CEMENT/STEEL/FMCG/WHITE GOODS /IT HARDWARE ETC			FINANCIAL MARKETS, INSTITUTIONS AND FINANCIAL SERVICES	300
				COMPENSATION MANAGEMENT	300
				CORPORATE TAX PLANNING	300
				ADVERTISING AND PERSONAL SELLING	300
				BUSINESS DATA PROCESSING – I	
				INTERNATIONAL BUSINESS	
				GOVERNANCE, ETHICS AND SOCIAL RESPONSIBILITY OF BUSINESS	
	TOTAL VOC CONTENT	750		TOTAL GENERAL CONTENT	300
	GRAND TOTAL			1050 HRS.	