K.G.JOSHI & N.G. BEDEKAR COLLEGE OF ARTS & COMMERCE, THANE (AUTONOMOUS) 

UNDER THE GUIDELINES OF 

UNIVERSITY GRANT COMMISSION AND NATIONAL SKILL DEVELOPMENT CORPORATION (UGC-NSQF) 

INTRODUCES FOLLOWING TWO SKILL BASED COURSES 

I) B.VOC IN SALES AND MARKETING 

II) CERTIFICATE COURSE IN DISASTER MANAGEMENT 

I) B.VOC IN SALES AND MARKETING 

From Academic year 2020-21, Joshi-Bedekar College has started with B.Voc. in Sales & Marketing. It imparts a perfect combination of skills and knowledge of two ubiquitous fields, Sales & Marketing. The overall design of the course, leads to comprehensive specialisation in the Sales and marketing domains which offers excellent placements in job market. Well designed curriculum under the guidance of NSDC, Industry Partners and Sector Skill Council assures gainful employment including self employment and entrepreneurial development in real terms. 

Duration: 3 Years (6 Semesters) 

Credits: 180 (Cumulative Credits) 

Eligibility: H.S.C. from any faculty: Arts/ Commerce/ Science 

No. of Seats : 50 

Approval in 2019 

First Batch on 5th Oct 2020 with 33 Students
HIGHLIGHTS OF THE PROGRAMME

- Guaranteed Excellent Placement Opportunities
- Well designed Internship Programmes in the areas of Sales and Marketing
- Industry Endorsed Curriculum with blend of Practical and Theory Component
- Self Employment opportunities through Start-ups
- Guidance from Industry Experts, Professionals, Academicians
- Inculcation of values for holistic development and character building.

Sector Skill Council/Industry Partner

- MOU with RASCI-Retailers Association Sector Skill Council India
- Under Ministry of Human Resource Development, Government of India
- Our Partner in Placement, Internship Training to our students
Certificates by RASCI at the end of SEMESTER I, II, IV and VI
II) CERTIFICATE COURSE IN DISASTER MANAGEMENT

Programme Objectives:

1. The programme has been framed with an intention to provide conceptual understanding of disasters.
2. To impart training on basic knowledge of disaster & prepare them to manage it.
3. To make them competent to face any emergency situation.

Eligibility for admission in Certificate Course in Disaster Management

The eligibility condition for admission to Certificate Course in Disaster Management shall be 10+2 or equivalent, in any stream.

Duration: 6 Months

Credits Allocation

Skill Component: 18 Credits (60 Percent)

General Component: 12 Credits (40 Percent)

One Credit equals to 14-15 periods of 60 minutes

Sector Skill Training/Industry Partner:

District Disaster Management Authority, Collector Office, Thane
Features

1. Employment Oriented

2. Practical/Hands on Training of the Skill Component

Internship/Field work

The credit weightage for equivalent hours shall be 50% of that for lectures / tutorials.
UGC GUIDELINES FOR UGC-NSQF COURSES

1. ABOUT B.VOC. (Bachelor of Vocational Course)

B.Voc. is a 3 Years full time Degree Programme launched by Government of India under UGC-NSQF (National Skill Qualification Framework) to expand a scope of vocational education. In order to make education more relevant and to create “industry fit” skilled workforce, the B.Voc. degree programme aims a constant dialogue with the Industry and Sector Skill Council(SSC). Through a crisp blend of vocational skills and core trade supportive curriculum, B.Voc. offers excellent job opportunities and holistic development of student.

2. Objectives

2.1 To provide judicious mix of skills relating to a profession and appropriate content of general education.

2.2 To ensure that the students have adequate knowledge and skills, so that they are work ready at each exit point of the programme.

2.3 To provide flexibility to students by means of pre-defined entry and multiple exit points.

2.4 To integrate NSQF within the undergraduate level of higher education in order to enhance employability of the graduates and meet industry requirements. Such graduates apart from meeting the needs of local and national industry are also expected to be equipped to become part of the global workforce.

2.5 To provide vertical mobility to students coming out of (a) 10+2 with vocational subjects; and (b)Community Colleges.

3. Eligibility for admission in B.Voc.

The eligibility condition for admission to B.Voc.programme shall be 10+2 or equivalent, in any stream.
4. Curriculum

The curriculum in each of the years of the programme would be a suitable mix of general education and skill development components. As is evident from Table 2 above, the General Education Component shall have 40% of the total credits and balance 60% credits will be of Skill Component. The Curriculum details should be finalized before introduction of the courses.

Skill Development Components (60% weightage)

Skill component of the programmes/courses shall be employment oriented. The B.Voc institutions shall offer programmes/courses in domain areas which have significant demand in the job market. The institutions, in consultation with the industry partner(s) and based upon skills Gap analysis report published by the NSDC, industry associations, Sector Skills Councils, Government agencies etc, may decide specific Job Role(s) to be embedded in curriculum.

The general education components (40% weightage)

The general education component should adhere to the university / collegiate education norms and shall be decided by the Board of Studies of the concerned University / Autonomous College. It should lay emphasise on offering courses which provide holistic development.

The general education component may also include the course(s) which are supportive to core trade in addition to communication skills, soft skills, ICT skills, critical thinking, problem solving, environmental studies and value education.
5. The suggested credits for B.Voc. under UGC-NSQF Guidelines

<table>
<thead>
<tr>
<th>NSQF Level</th>
<th>Skill Component Credits</th>
<th>General Education Credits</th>
<th>Total Credits a for Award</th>
<th>Normal Calendar Duration</th>
<th>Exit Point/Award</th>
</tr>
</thead>
<tbody>
<tr>
<td>4</td>
<td>18</td>
<td>12</td>
<td>30</td>
<td>One Semester</td>
<td>Certificate</td>
</tr>
<tr>
<td>5</td>
<td>36</td>
<td>24</td>
<td>60</td>
<td>Two Semesters</td>
<td>Diploma</td>
</tr>
<tr>
<td>6</td>
<td>72</td>
<td>48</td>
<td>120</td>
<td>Four Semesters</td>
<td>Advance Diploma</td>
</tr>
<tr>
<td>7</td>
<td>108</td>
<td>72</td>
<td>180</td>
<td>Six Semesters</td>
<td>B.Voc. Degree</td>
</tr>
</tbody>
</table>

Source: UGC Guidelines for providing skill based education under NSQF

The NSQF Levels in above illustrations indicate that there should be at least one job role at the concerned NSQF Level in the curriculum to be assessed and certified for skill component. The normal training hours for skilling should be proportionate to the weightage for skill credits and an appropriate component of skill training may be imparted as on-site training at actual work place.

The credit distribution should be rationally provided for the practical work, apprenticeships, on-job training and project work.

6. Assessment

Skill Component (Per Semester 18 Credits)

The Skill component of the course will be assessed and certified by the respective Sector Skill Councils. In case, there is no Sector Skill Council for a specific trade, the assessment may be done by an allied Sector Council or the Industry partner. The institutions offering B.Voc degree programme should adopt and integrate the guidelines and recommendations of the respective Sector Skill Councils (SSCs) for the assessment and evaluation of the vocational component, wherever available.

General Component (Per Semester 12 Credits)
The general education component will be assessed by the concerned university as per the prevailing standards and procedures.

**NOTE: FOR FURTHER DETAILS FOR THE ABOVE TWO COURSES VISIT WEBSITE:**

https://www.ugc.ac.in/pdfnews/6556003_Guidelines-for-providing-Skill-Based-Education-under-NSQF.pdf