

# Regional Dealer Development/Network Expansion Manager

QP Code: ASC/Q0301

NSQF Level: 6

Automotive Skills Development Council || Automotive Skills Development Council, Sat Paul Mittal  
Building, 1/6, Siri Institutional Area  
August Kranti Marg (Khel Gaon Marg) New Delhi - 110049

## Qualification Pack

### Contents

ASC/Q0301: Regional Dealer Development/Network Expansion Manager .....	3
<i>Brief Job Description</i> .....	3
Applicable National Occupational Standards (NOS) .....	3
<i>Compulsory NOS</i> .....	3
<i>Qualification Pack (QP) Parameters</i> .....	3
ASC/N0001: Plan and organise work to meet expected outcomes .....	5
ASC/N0002: Work effectively in a team .....	9
ASC/N0003: Maintain a healthy, safe and secure working environment .....	13
ASC/N0301: Design and implement framework for expansion. ....	17
ASC/N0302: Manage operations to achieve sales targets from market expansion .....	21
Assessment Guidelines and Weightage .....	25
<i>Assessment Guidelines</i> .....	25
<i>Assessment Weightage</i> .....	25
Acronyms .....	27
Glossary .....	28

## Qualification Pack

# ASC/Q0301: Regional Dealer Development/Network Expansion Manager

## Brief Job Description

A Regional Dealer Development Manager is responsible for identifying investors for new dealers in open markets to support the growth of the dealer network by strategically placing dealerships in growing markets.

## Personal Attributes

The individual should have thorough understanding of dealership accounting practices and internal functions and project management. The individual should have strong analytical and problem solving skills. Ability to do financial analysis and developing business management strategies is desirable. The individual should have excellent communication skills both written and verbal. The individual should have deep knowledge of financial statements and operational key performance indicators as well as dealer operations analysis.

## Applicable National Occupational Standards (NOS)

### Compulsory NOS:

1. [ASC/N0001: Plan and organise work to meet expected outcomes](#)
2. [ASC/N0002: Work effectively in a team](#)
3. [ASC/N0003: Maintain a healthy, safe and secure working environment](#)
4. [ASC/N0301: Design and implement framework for expansion.](#)
5. [ASC/N0302: Manage operations to achieve sales targets from market expansion](#)

## Qualification Pack (QP) Parameters

<b>Sector</b>	Automotive
<b>Sub-Sector</b>	Automotive Vehicle Sales (Oem)
<b>Occupation</b>	Dealer Development/Network Expansion
<b>Country</b>	India
<b>NSQF Level</b>	6
<b>Aligned to NCO/ISCO/ISIC Code</b>	NCO-2015/3322.1601

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<b>Minimum Educational Qualification &amp; Experience</b>	B.E./B.Tech (in any discipline) with 3-5 Years of experience Field sales experience in automotive industry for Graduates/Post-Graduates OR B.E./B.Tech (in any discipline) OR B.E./B.Tech (in any discipline)
<b>Minimum Level of Education for Training in School</b>	
<b>Pre-Requisite License or Training</b>	On the job training Desirable for ASDC Regional Dealer Development Manager Level 6 certificate
<b>Minimum Job Entry Age</b>	18 Years
<b>Last Reviewed On</b>	20/07/2013
<b>Next Review Date</b>	31/03/2020
<b>NSQC Approval Date</b>	05/08/2015
<b>Version</b>	1.0

## Qualification Pack

### ASC/N0001: Plan and organise work to meet expected outcomes

#### Description

This NOS unit is about planning and organising an individuals work in order to complete it to the required standards on time.

#### Scope

This unit/task covers the following:

- work requirements including various activities, deliverables or work output required in the given time, maintain set quality standards
- appropriate use of resources (both material / equipments and manpower)

#### Elements and Performance Criteria

*Work requirements including various activities within the given time and set quality standards*

To be competent, the user/individual on the job must be able to:

- PC1.** keep immediate work area clean and tidy
- PC2.** treat confidential information as per the organisations guidelines
- PC3.** work in line with organisations policies and procedures
- PC4.** work within the limits of job role
- PC5.** obtain guidance from appropriate people, where necessary
- PC6.** ensure work meets the agreed requirements

*Appropriate use of resources*

To be competent, the user/individual on the job must be able to:

- PC7.** establish and agree on work requirements with appropriate people
- PC8.** manage time, materials and cost effectively
- PC9.** use resources in a responsible manner

#### Knowledge and Understanding (KU)

The individual on the job needs to know and understand:

- KU1.** the organisations policies, procedures and priorities for area of work, role and responsibilities in carrying out that work
- KU2.** the limits of responsibilities and when to involve others
- KU3.** specific work requirements and who these must be agreed with
- KU4.** the importance of having a tidy work area and how to do this
- KU5.** how to prioritize workload according to urgency and importance and the benefits of this
- KU6.** the organisations policies and procedures for dealing with confidential information and the importance of complying with these
- KU7.** the purpose of keeping others updated with the progress of work

## Qualification Pack

- KU8.** who to obtain guidance from and the typical circumstances when this may be required
- KU9.** the purpose and value of being flexible and adapting work plans
- KU10.** how to complete tasks accurately by following standard procedures
- KU11.** technical resources needed for work and how to obtain and use these

### Generic Skills (GS)

User/individual on the job needs to know how to:

- GS1.** write in at least one language
- GS2.** read instructions, guidelines/procedures
- GS3.** ask for clarification and advice from appropriate persons
- GS4.** communicate orally with colleagues
- GS5.** make a decision on a suitable course of action appropriate for accurately completing the task within resources
- GS6.** agree objectives and work requirements
- GS7.** plan and organise work to achieve targets and deadlines
- GS8.** deliver consistent and reliable service to customers
- GS9.** check own work and ensure it meets customer requirements
- GS10.** anomalies to the concerned persons
- GS11.** analyse problems and identify work-arounds taking help from
- GS12.** apply own judgement to identify solutions in different situations

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### Assessment Criteria

Assessment Criteria for Outcomes	Theory Marks	Practical Marks	Project Marks	Viva Marks
<i>Work requirements including various activities within the given time and set quality standards</i>	<b>16</b>	<b>47</b>	-	-
<b>PC1.</b> keep immediate work area clean and tidy	2	9	-	-
<b>PC2.</b> treat confidential information as per the organisations guidelines	2	6	-	-
<b>PC3.</b> work in line with organisations policies and procedures	3	8	-	-
<b>PC4.</b> work within the limits of job role	3	6	-	-
<b>PC5.</b> obtain guidance from appropriate people, where necessary	3	7	-	-
<b>PC6.</b> ensure work meets the agreed requirements	3	11	-	-
<i>Appropriate use of resources</i>	<b>9</b>	<b>28</b>	-	-
<b>PC7.</b> establish and agree on work requirements with appropriate people	3	9	-	-
<b>PC8.</b> manage time, materials and cost effectively	3	11	-	-
<b>PC9.</b> use resources in a responsible manner	3	8	-	-
<b>NOS Total</b>	<b>25</b>	<b>75</b>	-	-

## Qualification Pack

### National Occupational Standards (NOS) Parameters

<b>NOS Code</b>	ASC/N0001
<b>NOS Name</b>	Plan and organise work to meet expected outcomes
<b>Sector</b>	Automotive
<b>Sub-Sector</b>	Manufacturing and R&D, Sales and Service, Road Transportation
<b>Occupation</b>	Auto Components /Aggregates Repair
<b>NSQF Level</b>	4
<b>Credits</b>	NA
<b>Version</b>	1.0
<b>Last Reviewed Date</b>	10/06/2013
<b>Next Review Date</b>	10/06/2015
<b>NSQC Clearance Date</b>	20/07/2015



## Qualification Pack

### ASC/N0002: Work effectively in a team

#### Description

This NOS unit is about working effectively with colleagues, either in individuals own work group or in other work groups within organisation

#### Scope

This unit/task covers the following: Colleagues: Superiors Members of own work group People in other work groups within or outside the organisation Communicate: Face-to-face By telephone In writing

- Superiors
- Members of own work group
- People in other work groups within or outside the organisation
- Face-to-face
- By telephone
- In writing

#### Elements and Performance Criteria

##### *Effective communication*

To be competent, the user/individual on the job must be able to:

- PC1.** maintain clear communication with colleagues
- PC2.** work with colleagues
- PC3.** pass on information to colleagues in line with organisational requirements
- PC4..** work in ways that show respect for colleagues
- PC5.** carry out commitments made to colleagues
- PC6.** let colleagues know in good time if cannot carry out commitments, explaining the reasons
- PC7.** identify problems in working with colleagues and take the initiative to solve these problems
- PC8.** follow the organisations policies and procedures for working with colleagues
- PC9.** ability to share resources with other members as per priority of tasks

#### Knowledge and Understanding (KU)

The individual on the job needs to know and understand:

- KU1.** the organisations policies and procedures for working with colleagues, role and responsibilities in relation to this
- KU2.** the importance of effective communication and establishing good working relationships with colleagues
- KU3.** different methods of communication and the circumstances in which it is appropriate to use these
- KU4.** benefits of developing productive working relationships with colleagues
- KU5.** the importance of creating an environment of trust and mutual respect

## Qualification Pack

- KU6.** whether not meeting commitments, will have implications on individuals and the organisation
- KU7.** different types of information that colleagues might need and the importance of providing this information when it is required
- KU8.** the importance of problems, from colleagues perspective and how to provide support, where necessary, to resolve these

## Generic Skills (GS)

User/individual on the job needs to know how to:

- GS1.** complete well written work with attention to detail
- GS2.** read instructions, guidelines/procedures
- GS3.** listen effectively and orally communicate information
- GS4.** make decisions on a suitable course of action or response
- GS5.** plan and organise work to achieve targets and deadlines
- GS6.** check that the work meets customer requirements
- GS7.** deliver consistent and reliable service to customers
- GS8.** apply problem solving approaches in different situations
- GS9.** apply balanced judgements to different situations
- GS10.** apply good attention to detail
- GS11.** check that the work is complete and free from errors
- GS12.** get work checked by peers
- GS13.** work effectively in a team environment

## Qualification Pack

### Assessment Criteria

Assessment Criteria for Outcomes	Theory Marks	Practical Marks	Project Marks	Viva Marks
<i>Effective communication</i>				
<b>PC1.</b> maintain clear communication with colleagues	4	10	-	-
<b>PC2.</b> work with colleagues	2	7	-	-
<b>PC3.</b> pass on information to colleagues in line with organisational requirements	3	8	-	-
<b>PC4..</b> work in ways that show respect for colleagues	3	8	-	-
<b>PC5.</b> carry out commitments made to colleagues	2	8	-	-
<b>PC6.</b> let colleagues know in good time if cannot carry out commitments, explaining the reasons	2	8	-	-
<b>PC7.</b> identify problems in working with colleagues and take the initiative to solve these problems	4	9	-	-
<b>PC8.</b> follow the organisations policies and procedures for working with colleagues	3	9	-	-
<b>PC9.</b> ability to share resources with other members as per priority of tasks	2	8	-	-
<b>NOS Total</b>	<b>25</b>	<b>75</b>	-	-

## Qualification Pack

### National Occupational Standards (NOS) Parameters

<b>NOS Code</b>	ASC/N0002
<b>NOS Name</b>	Work effectively in a team
<b>Sector</b>	Automotive
<b>Sub-Sector</b>	Manufacturing and R&D, Sales and Service, Road Transportation
<b>Occupation</b>	Maintenance
<b>NSQF Level</b>	4
<b>Credits</b>	TBD
<b>Version</b>	1.0
<b>Last Reviewed Date</b>	23/09/2013
<b>Next Review Date</b>	30/09/2015
<b>NSQC Clearance Date</b>	28/09/2015

## Qualification Pack

### ASC/N0003: Maintain a healthy, safe and secure working environment

#### Description

This NOS unit is about monitoring the working environment and making sure it meets requirements for health, safety and security

#### Scope

This unit/task covers the following:

- Resources (both material & manpower) needed to maintain a safe working environment as per the prevalent norms & government policies including emergency procedures for illness, accidents, fires or any other reason which may involve evacuation of the premises

#### Elements and Performance Criteria

##### *Resources needed to maintain a safe, secure working environment*

To be competent, the user/individual on the job must be able to:

- PC1.** comply with organisations current health, safety and security policies and procedures
- PC2.** report any identified breaches in health, safety, and security policies and procedures to the designated person
- PC3..** Coordinate with other resources at the workplace to achieve the healthy, safe and secure environment for all incorporating all government norms esp. for emergency situations like fires, earthquakes etc.
- PC4.** identify and correct any hazards like illness, accidents, fires or any other natural calamity safely and within the limits of individuals authority
- PC5.** report any hazards outside the individuals authority to the relevant person in line with organisational procedures and warn other people who may be affected
- PC6.** follow organisations emergency procedures for accidents, fires or any other natural calamity
- PC7.** identify and recommend opportunities for improving health, safety, and security to the designated person
- PC8.** complete all health and safety records are updates and procedures well defined

#### Knowledge and Understanding (KU)

The individual on the job needs to know and understand:

- KU1.** legislative requirements and organisations procedures for health, safety and security and individuals role and responsibilities in relation to this
- KU2.** what is meant by a hazard, including the different types of health and safety hazards that can be found in the workplace
- KU3.** how and when to report hazards
- KU4.** the limits of responsibility for dealing with hazards

## Qualification Pack

- KU5.** the organisations emergency procedures for different emergency situations and the importance of following these
- KU6.** the importance of maintaining high standards of health, safety and security
- KU7.** implications that any non-compliance with health, safety and security may have on individuals and the organisation
- KU8.** different types of breaches in health, safety and security and how and when to report these
- KU9.** evacuation procedures for workers and visitors
- KU10.** how to summon medical assistance and the emergency services, where necessary
- KU11.** how to use the health, safety and accident reporting procedures and the importance of these

## Generic Skills (GS)

User/individual on the job needs to know how to:

- GS1.** complete accurate, well written work with attention to detail
- GS2.** read instructions, guidelines/procedures/rules
- GS3.** listen and orally communicate information
- GS4.** make decisions on a suitable course of action or response
- GS5.** plan and organise work to achieve targets and deadlines
- GS6.** build and maintain positive and effective relationships with colleagues and customers
- GS7.** apply problem solving approaches in different situations
- GS8.** analyse data and activities
- GS9.** apply balanced judgements to different situations
- GS10.** apply good attention to detail
- GS11.** check that the work is complete and free from errors
- GS12.** get work checked by peers
- GS13.** work effectively in a team environment

## Qualification Pack

### Assessment Criteria

Assessment Criteria for Outcomes	Theory Marks	Practical Marks	Project Marks	Viva Marks
<i>Resources needed to maintain a safe, secure working environment</i>				
<b>PC1.</b> comply with organisations current health,safety and security policies and procedures	3	9	-	-
<b>PC2.</b> report any identified breaches in health,safety, and security policies and procedures to the designated person	3	10	-	-
<b>PC3..</b> Coordinate with other resources at the workplace to achieve the healthy, safe and secure environment for all incorporating all government norms esp. for emergency situations like fires,earthquakes etc.	3	10	-	-
<b>PC4.</b> identify and correct any hazards like illness, accidents, fires or any other natural calamity safely and within the limits of individuals authority	5	10	-	-
<b>PC5.</b> report any hazards outside the individuals authority to the relevant person in line with organisational procedures and warn other people who may be affected	3	9	-	-
<b>PC6.</b> follow organisations emergency procedures for accidents, fires or any other natural calamity	3	10	-	-
<b>PC7.</b> identify and recommend opportunities for improving health,safety, and security to the designated person	3	8	-	-
<b>PC8.</b> complete all health and safety records are updates and procedures well defined	2	9	-	-
<b>NOS Total</b>	<b>25</b>	<b>75</b>	-	-

## Qualification Pack

### National Occupational Standards (NOS) Parameters

<b>NOS Code</b>	ASC/N0003
<b>NOS Name</b>	Maintain a healthy, safe and secure working environment
<b>Sector</b>	Automotive
<b>Sub-Sector</b>	Manufacturing and R&D, Sales and Service, Road Transportation
<b>Occupation</b>	Auto Components/Aggregates Repair
<b>NSQF Level</b>	4
<b>Credits</b>	NA
<b>Version</b>	1.0
<b>Last Reviewed Date</b>	10/06/2013
<b>Next Review Date</b>	10/06/2015
<b>NSQC Clearance Date</b>	20/07/2015



## Qualification Pack

### ASC/N0301: Design and implement framework for expansion.

#### Description

This OS unit is about an individual who is responsible for developing framework for assigning new dealerships to increase market share and growth.

#### Scope

This unit/task covers the following:

- identify key potential dealers at identified key expansion area
- implement strategies and design framework for better customer experience at the newer dealership level throughout the region

#### Elements and Performance Criteria

*Identify new growth potential and expand the channel partner presence for better customer experience*

To be competent, the user/individual on the job must be able to:

- PC1.** . identify needs and requirements for expansion in potential territories for setting up of newer dealerships across the region
- PC2.** . identify potential dealers at the identified key expansion area
- PC3.** . establishes a set of general and specific procedures for the appointment and/or relocation of retailers
- PC4.** . ensure cost budgeting and profitability analysis for the newer dealerships for the identified expansion territories across the region
- PC5.** . prepare business plan for assigning of newer dealership at the identified region and for expansion of market share into newer territories
- PC6.** . develop strategies at the newer dealership level to increase customer satisfaction and sales performance of dealers
- PC7.** . implement strategies for better customer experience at new dealership level

#### Knowledge and Understanding (KU)

The individual on the job needs to know and understand:

- KU1.** standard operating procedures of the OEM related with sales of the vehicles
- KU2.** standard operating procedures of developing dealership related with sales of the vehicles
- KU3.** promotions, discounts, offers available from the dealership and the OEM
- KU4.** documentation requirements for each procedure carried out as part of roles and responsibilities
- KU5.** organisational and professional code of ethics and standards of practice
- KU6.** safety and health policies and regulations for the workplace
- KU7.** how to identify potential dealers at the identified expansion area
- KU8.** how to make business plan for assigning of new dealerships

## Qualification Pack

- KU9.** monetary issues like cost-budgeting, forecasting, bidding calculations for new dealers
- KU10.** how to evaluate trends of market to provide better dealers to the organisation
- KU11.** credit and risk policies or guidelines of the OEM, company and the dealership
- KU12.** statutory compliance of the government and legal aspects
- KU13.** local market procedures of that area
- KU14.** local customer preferences of that area
- KU15.** the competitive landscape including: competitor dealerships in the area vehicles offered by competitors pros and cons of the vehicle vis--vis those offered by competitors price differentials with competitors products

## Generic Skills (GS)

User/individual on the job needs to know how to:

- GS1.** prepare estimate sheets for budgeting and costing for dealer development activities proposed
- GS2.** write in at least one language
- GS3.** ability to read common scientific and technical journals, financial reports, and legal documents to maintain knowledge and stay on the leading edge of developments in the industry
- GS4.** read policies and regulations pertinent to the job
- GS5.** interact with sales, service and administrative function of the dealership
- GS6.** interact with superiors and other support staff function in the ones own organisation
- GS7.** manage key customer relationship
- GS8.** analyse information and evaluate results to choose the best solution and solve problems
- GS9.** allocate targets and budgets, based on the existing sales report and focussing on growth in all segments
- GS10.** plan work assigned on a daily basis
- GS11.** ensure that markets needs and requirements are assessed
- GS12.** ensure that the targeted sales function caters to the original sales of the product
- GS13.** identifying complex problems and reviewing related information to develop and evaluate options and implement solutions
- GS14.** liaise with OEM sales function to ensure all arrangements and documentation are done on time
- GS15.** analyse unique strategies to develop new dealerships that are required in the organization
- GS16.** use logic and reasoning to identify the strengths and weaknesses of alternative solutions, conclusions or approaches to problems

## Qualification Pack

### Assessment Criteria

Assessment Criteria for Outcomes	Theory Marks	Practical Marks	Project Marks	Viva Marks
<i>Identify new growth potential and expand the channel partner presence for better customer experience</i>				
<b>PC1.</b> . identify needs and requirements for expansion in potential territories for setting up of newer dealerships across the region	4	9	-	-
<b>PC2.</b> . identify potential dealers at the identified key expansion area	4	9	-	-
<b>PC3.</b> . establishes a set of general and specific procedures for the appointment and/or relocation of retailers	4	10	-	-
<b>PC4.</b> . ensure cost budgeting and profitability analysis for the newer dealerships for the identified expansion territories across the region	4	10	-	-
<b>PC5.</b> . prepare business plan for assigning of newer dealership at the identified region and for expansion of market share into newer territories	4	10	-	-
<b>PC6.</b> . develop strategies at the newer dealership level to increase customer satisfaction and sales performance of dealers	5	11	-	-
<b>PC7.</b> . implement strategies for better customer experience at new dealership level	5	11	-	-
<b>NOS Total</b>	<b>30</b>	<b>70</b>	-	-

## Qualification Pack

### National Occupational Standards (NOS) Parameters

<b>NOS Code</b>	ASC/N0301
<b>NOS Name</b>	Design and implement framework for expansion.
<b>Sector</b>	Automotive
<b>Sub-Sector</b>	Automotive Vehicle Sales (Oem)
<b>Occupation</b>	Dealer Development / Network Expansion
<b>NSQF Level</b>	6
<b>Credits</b>	TBD
<b>Version</b>	1.0
<b>Last Reviewed Date</b>	20/07/2013
<b>Next Review Date</b>	20/07/2015
<b>NSQC Clearance Date</b>	

## Qualification Pack

# ASC/N0302: Manage operations to achieve sales targets from market expansion

## Description

This OS unit is about an individual who is responsible for achieving sales targets of newer territories through development of new dealers.

## Scope

This unit/task covers the following:

- allocate sales target for newer territories.
- manage backend operations to achieve planned sales targets

## Elements and Performance Criteria

### *Manage Market expansion through opening and developing new channel partners*

To be competent, the user/individual on the job must be able to:

- PC1.** . analyse needs and requirements of market of newer territories
- PC2.** . allocate sales target of newer territories to increase market capture
- PC3.** . manage all documentations and paperwork for assigning new dealerships to achieve planned sales targets
- PC4.** . gather information about competitors activity and prepare reports to ensure better capture of market
- PC5.** . develop and assist newer dealer staff in creating key and strategic customer business plans
- PC6.** . plan localised promotional activities in collaboration with the newly assigned dealer and the sales support function of that territory to expand market share

## Knowledge and Understanding (KU)

The individual on the job needs to know and understand:

- KU1.** standard operating procedures of the organisation/ dealership related with sales of the vehicles
- KU2.** promotions, discounts, offers available from the dealership and the OEM
- KU3.** documentation requirements for each procedure carried out as part of roles and responsibilities
- KU4.** organisational and professional code of ethics and standards of practice
- KU5.** safety and health policies and regulations for the workplace
- KU6.** how to identify potential dealers at the identified expansion area
- KU7.** how to make business plan for assigning of new dealerships
- KU8.** monetary issues like cost-budgeting, forecasting, bidding calculations for new dealers
- KU9.** how to evaluate trends of market to provide better dealers to the organisation

## Qualification Pack

- KU10.** credit and risk policies or guidelines of the OEM, company and the dealership KB6. statutory compliance of the government and legal aspects
- KU11.** local market procedures of that area
- KU12.** local customer preferences of that area
- KU13.** the competitive landscape including: competitor dealerships in the area vehicles offered by competitors pros and cons of the vehicle vis--vis those offered by competitors price differentials with competitors products

## Generic Skills (GS)

User/individual on the job needs to know how to:

- GS1.** prepare estimate sheets for budgeting and costing for dealer development activities proposed
- GS2.** write in at least one language
- GS3.** ability to read common scientific and technical journals, financial reports, and legal documents to maintain knowledge and stay on the leading edge of developments in the industry
- GS4.** read policies and regulations pertinent to the job
- GS5.** interact with sales, service and administrative function of the dealership
- GS6.** interact with superiors and other support staff function in the ones own organisation
- GS7.** manage key customer relationship
- GS8.** analyse information and evaluate results to choose the best solution and solve problems
- GS9.** allocate targets and budgets, based on the existing sales report and focussing on growth in all segments
- GS10.** plan work assigned on a daily basis
- GS11.** ensure that markets needs and requirements are assessed
- GS12.** ensure that the targeted sales function caters to the original sales of the product Problem solving
- GS13.** identifying complex problems and reviewing related information to develop and evaluate options and implement solutions
- GS14.** liaise with OEM sales function to ensure all arrangements and documentation are done on time
- GS15.** analyse unique strategies to develop new dealerships that are required in the organization
- GS16.** use logic and reasoning to identify the strengths and weaknesses of alternative solutions, conclusions or approaches to problems

## Qualification Pack

### Assessment Criteria

Assessment Criteria for Outcomes	Theory Marks	Practical Marks	Project Marks	Viva Marks
<i>Manage Market expansion through opening and developing new channel partners</i>				
<b>PC1.</b> . analyse needs and requirements of market of newer territories	5	11	-	-
<b>PC2..</b> allocate sales target of newer territories to increase market capture	5	11	-	-
<b>PC3.</b> . manage all documentations and paperwork for assigning new dealerships to achieve planned sales targets	5	11	-	-
<b>PC4.</b> . gather information about competitors activity and prepare reports to ensure better capture of market	5	11	-	-
<b>PC5.</b> . develop and assist newer dealer staff in creating key and strategic customer business plans	5	13	-	-
<b>PC6.</b> . plan localised promotional activities in collaboration with the newly assigned dealer and the sales support function of that territory to expand market share	5	13	-	-
<b>NOS Total</b>	<b>30</b>	<b>70</b>	-	-

## Qualification Pack

### National Occupational Standards (NOS) Parameters

<b>NOS Code</b>	ASC/N0302
<b>NOS Name</b>	Manage operations to achieve sales targets from market expansion
<b>Sector</b>	Automotive
<b>Sub-Sector</b>	Automotive Vehicle Sales (Oem)
<b>Occupation</b>	Dealer Development / Network Expansion
<b>NSQF Level</b>	6
<b>Credits</b>	TBD
<b>Version</b>	1.0
<b>Last Reviewed Date</b>	20/07/2013
<b>Next Review Date</b>	20/07/2015
<b>NSQC Clearance Date</b>	08/05/2013



## Qualification Pack

### Assessment Guidelines and Assessment Weightage

#### Assessment Guidelines

1. Criteria for assessment for each Qualification Pack will be created by the Sector Skill Council. Each Element/ 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 Element/ 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 these criteria.
6. To pass the Qualification Pack assessment, every trainee should score the Recommended Pass % aggregate for the QP.
7. In case of unsuccessful completion, the trainee may seek reassessment on the Qualification Pack.

**Recommended Pass % aggregate for QP : 75**

#### Assessment Weightage

##### Compulsory NOS

National Occupational Standards	Theory Marks	Practical Marks	Project Marks	Viva Marks	Total Marks	Weightage
ASC/N0001.Plan and organise work to meet expected outcomes	25	75	-	-	100	15
ASC/N0002.Work effectively in a team	25	75	-	-	100	10
ASC/N0003.Maintain a healthy,safe and secure working environment	25	75	-	-	100	5

### Qualification Pack

National Occupational Standards	Theory Marks	Practical Marks	Project Marks	Viva Marks	Total Marks	Weightage
ASC/N0301.Design and implement framework for expansion.	30	70	-	-	100	35
ASC/N0302.Manage operations to achieve sales targets from market expansion	30	70	-	-	100	35
<b>Total</b>	<b>135</b>	<b>365</b>	<b>-</b>	<b>-</b>	<b>500</b>	<b>100</b>

## Qualification Pack

### Acronyms

<b>NOS</b>	National Occupational Standard(s)
<b>NSQF</b>	National Skills Qualifications Framework
<b>QP</b>	Qualifications Pack
<b>TVET</b>	Technical and Vocational Education and Training

## Qualification Pack

### Glossary

<b>Sector</b>	Sector is a conglomeration of different business operations having similar business and interests. It may also be defined as a distinct subset of the economy whose components share similar characteristics and interests.
<b>Sub-sector</b>	Sub-sector is derived from a further breakdown based on the characteristics and interests of its components.
<b>Occupation</b>	Occupation is a set of job roles, which perform similar/ related set of functions in an industry.
<b>Job role</b>	Job role defines a unique set of functions that together form a unique employment opportunity in an organisation.
<b>Occupational Standards (OS)</b>	OS specify the standards of performance an individual must achieve when carrying out a function in the workplace, together with the Knowledge and Understanding (KU) they need to meet that standard consistently. Occupational Standards are applicable both in the Indian and global contexts.
<b>Performance Criteria (PC)</b>	Performance Criteria (PC) are statements that together specify the standard of performance required when carrying out a task.
<b>National Occupational Standards (NOS)</b>	NOS are occupational standards which apply uniquely in the Indian context.
<b>Qualifications Pack (QP)</b>	QP comprises the set of OS, together with the educational, training and other criteria required to perform a job role. A QP is assigned a unique qualifications pack code.
<b>Unit Code</b>	Unit code is a unique identifier for an Occupational Standard, which is denoted by an 'N'
<b>Unit Title</b>	Unit title gives a clear overall statement about what the incumbent should be able to do.
<b>Description</b>	Description gives a short summary of the unit content. This would be helpful to anyone searching on a database to verify that this is the appropriate OS they are looking for.
<b>Scope</b>	Scope is a set of statements specifying the range of variables that an individual may have to deal with in carrying out the function which have a critical impact on quality of performance required.

## Qualification Pack

<b>Knowledge and Understanding (KU)</b>	Knowledge and Understanding (KU) are statements which together specify the technical, generic, professional and organisational specific knowledge that an individual needs in order to perform to the required standard.
<b>Organisational Context</b>	Organisational context includes the way the organisation is structured and how it operates, including the extent of operative knowledge managers have of their relevant areas of responsibility.
<b>Technical Knowledge</b>	Technical knowledge is the specific knowledge needed to accomplish specific designated responsibilities.
<b>Core Skills/ Generic Skills (GS)</b>	Core skills or Generic Skills (GS) are a group of skills that are the key to learning and working in today's world. These skills are typically needed in any work environment in today's world. These skills are typically needed in any work environment. In the context of the OS, these include communication related skills that are applicable to most job roles.
<b>Electives</b>	Electives are NOS/set of NOS that are identified by the sector as contributive to specialization in a job role. There may be multiple electives within a QP for each specialized job role. Trainees must select at least one elective for the successful completion of a QP with Electives.
<b>Options</b>	Options are NOS/set of NOS that are identified by the sector as additional skills. There may be multiple options within a QP. It is not mandatory to select any of the options to complete a QP with Options.