



Model Curriculum

QP Name: Supply Chain Supervisor - Agri Commodities

(Electives: Trading on e-NAM portal, Negotiating with buyers (Quoting to buyers))

Options: Business development and stakeholder relations, Profit and loss account management and cost accounting)

QP Code: LSC/Q3301

QP Version: 2.0

NSQF Level: 5

Model Curriculum Version: 2.0

Table of Contents

Training Parameters	2
Program Overview.....	3
Training Outcomes	3
Compulsory Modules	4
Elective Modules	5
Optional Modules.....	6
Module 1: Introduction: Supply Chain Supervisor - Agri Commodities.....	7
Module 2: Forecasting and procurement.....	8
Module 3: Supervision of cleansing and segregation for produces.....	9
Module 4: Supervision of Grading and Quality Check	10
Module 5: Supervision of packaging and storage process	11
Module 6: Supervision of pre-cooling operations... ..	12
Module 7: Storage and Movement of Goods in Cold Storage.....	13
Module 8: Compliance to health, safety and security norms.....	14
Module 9: Supervise outbound transportation.....	15
Module 10: Compliance and Certification for Agri Commodities.....	16
Module 11: Employability Skills.....	18
Module 12: Trading on e-Nam portal.....	20
Module 13: Negotiating with buyers.....	21
Module 14: Business Development and Stakeholder Relations	22
Module 15: Profit and loss account management and cost accounting	23
Annexure	24
Trainer Requirements.....	24
Assessor Requirements	25
Assessment Strategy	26
References.....	28
Glossary	28
Acronyms and Abbreviations.....	29

Training Parameters

Sector	Logistics
Sub-Sector	Supply Chain
Occupation	Supply Chain Operations, Distribution Chain Operations and Customer Relationship Management
Country	India
NSQF Level	5
Aligned to NCO/ISCO/ISIC Code	NCO – 3323.0601 and ISCO - 08 - 4321
Minimum Educational Qualification and Experience	Completed UG Diploma or equivalent with 1 Year relevant experience in Agri supply chain OR 12 th Grade Pass or equivalent with 4 years of relevant experience in Agri supply chain OR Completed 3 Years diploma after 10 th with 2 years relevant experience in Agri supply chain OR Previous relevant Qualification of NSQF Level 4 with 3 Years of relevant experience in Agri supply chain
Pre-Requisite License or Training	NA
Minimum Job Entry Age	21
Last Reviewed On	06/02/2026
Next Review Date	06/08/2026
NSQC Approval Date	06/02/2026
QP Version	2.0
Model Curriculum Creation Date	26/09/2025
Model Curriculum Valid Up to Date	06/08/2026
Model Curriculum Version	2.0
Minimum Duration of the Course	600
Maximum Duration of the Course	780

Program Overview

This section summarizes the end objectives of the program along with its duration.

Training Outcomes

At the end of the program, the learner will be able to:

- Describe the procurement strategy for multiple agri- produces based on harvesting cycles , quality parameter, and market trends
- Inspect facility for cleaning and disinfestation, including working space and equipment every day
- Inspect receiving, grading and crating, packaging and storage performance
- Identify suitable pre-cooling technology as per product requirements
- Select racking as per operating temperature and SEMA standard
- Detail hygiene and sanitation standard as per regulatory bodies such as FSSAI, APEDA
- Communicate with customs officers for timely shipment clearance based on documents for clearance
- Coordinate documentation and audits in line with food safety and quality standards
- Develop the necessary procedures and documentation post-negotiations
- Explain the trading process on e-Nam portals.

Compulsory Modules

The table lists the compulsory modules, their duration and mode of delivery.

NOS and Module Details	Theory Duration	Practical Duration	On-the-Job Training Duration (Mandatory)	On-the-Job Training Duration (Recommended)	Total Duration
Bridge Module	20	10	0	0	30
Module 1: Introduction: Supply Chain Supervisor – Agri Commodities	20	10	0	0	30
LSC/N3307: Forecasting and procurement of Agri-Products NOS Version 2.0 NSQF Level 5	30	50	10	0	90
Module 2: Forecasting and procurement	30	50	10	0	90
LSC/N3308: Supervise segregation of Agri-Products Version 2.0 NSQF Level 5	30	50	10	0	90
Module 3: Supervision of Cleansing and Segregation of Produce	20	60	10	0	90
LSC/N3309: Supervise grading and quality check of various agri-products Version 2.0 NSQF Level 5	20	30	10	0	60

Module 4: Supervision of Grading and Quality Check	20	30	10	0	90
LSC/N3310: Supervise packaging and storage of agri-products Version 2.0 NSQF Level 5	20	30	10	0	60
Module 5: Supervision of packaging And storage process	20	30	10	0	60
LSC/N8704: Supervise pre-cooling operation Version 4.0 NSQF Level 5	10	15	5	0	30
Module 6: Supervision of pre-cooling operations	10	15	5	0	30
LSC/N8706: Manage placement of goods in controlled conditions Version 4.0 NSQF Level 5	10	15	5	0	30
Module 7: Storage and Movement of goods in Cold Storage	10	15	5	0	30
LSC/N9901 Maintain food and personnel safety, health and hygiene in cold storage plant NOS Version : 2.0 NSQF Level: 5	10	15	5	0	30
Module 8: Compliance to Food and Health, Safety, and security norms	10	15	5	0	30
LSC/N3314: Supervise outbound transportation planning NOS Version 2.0 NSQF Level: 5	15	15	0	0	30
Module 9: Planning Outbound Transportation Strategy	15	15	0	0	30
LSC/N3322: Manage Compliance and Certification for Agri Commodities NOS Version : 1.0 NSQF Level: 5	10	15	5	0	30
Module 10: Compliance and Certification for Agri Commodities	10	15	5	0	30
Employability Skills DGT/VSQ/N0102	30	30			60
Total Duration	205	275	60		540

Elective Modules

The table lists the elective modules, their duration and mode of delivery.

Elective 1: Trading on the e-Nam portal

NOS and Module Details	Theory Duration	Practical Duration	On-the-Job Training Duration (Mandatory)	On-the-Job Training Duration (Recommended)	Total Duration
LSC/N3312: Trading on the e-Nam portal NOS Version: 2.0 NSQF Level: 5	30	30	0	0	60
Module 12: Trading on the E-Nam Portal	30	30	0	0	60
Total Duration	30	30	0	0	60

Elective 2: Negotiating with buyers (Quoting to buyers)

NOS and Module Details	Theory Duration	Practical Duration	On-the-Job Training Duration (Mandatory)	On-the-Job Training Duration (Recommended)	Total Duration
LSC/N3313: Negotiating with buyers NOS Version: 2.0 NSQF Level: 5	30	30	0	0	60
Module 13: Negotiating With Buyers	30	30	0	0	60
Total Duration	30	30	0	0	60

Optional Modules

The table lists the optional modules, their duration and mode of delivery.

Option 1: Business Development and stakeholder relations

NOS and Module Details	Theory Duration	Practical Duration	On-the-Job Training Duration (Mandatory)	On-the-Job Training Duration (Recommended)	Total Duration
LSC/N9701: Business development and stakeholder relations NOS Version: 3.0 NSQF Level: 5	30	30	0	0	60
Module 14: Business development and stakeholder relations	30	30	0	0	60
Total Duration	30	30	0	0	60

Option 2: Profit and loss account management and cost accounting

NOS and Module Details	Theory Duration	Practical Duration	On-the-Job Training Duration (Mandatory)	On-the-Job Training Duration (Recommended)	Total Duration
LSC/N9603: Profit and loss account management and cost accounting NOS Version: 3.0 NSQF Level: 5	30	30	0	0	60
Module 15: Profit and loss account management and cost accounting	30	30	0	0	60
Total Duration	30	30	0	0	60

Module Details

Module 1: Introduction to Supply Chain Supervisor - Agri Commodities

Mapped to Bridge Module

Terminal Outcomes:

- Examine all the activities such as procurement, grading, segregation, packaging, storage, trading, negotiating with buyers and outbound transportation effectively
- Inspect the day-to-day operations at the facility by allocating resources
- Manage activities and coordinate with clients and upper management/regulatory bodies.
- Measure the effectiveness of daily assigned activities and employees' performance.
- Develop communication skills.
- Ensure effective team management.

Duration: 20:00	Duration: 10:00
Theory – Key Learning Outcomes	Practical – Key Learning Outcomes
<ul style="list-style-type: none"> ● Develop daily operations in a commercial environment ● Define hands-on experience over cleansing of produces, preservation techniques, storage, trading and transportation activities ● Develop effective communication with upper management ● List the activities to be performed in a PHSC Organization ● Detail food preservation skills and learn the modern methods of fresh produce/crops handling. 	<ul style="list-style-type: none"> ● Identify all the activities such as procurement, grading, segregation, packaging, storage, trading, negotiating with buyers and outbound transportation effectively ● Demonstrate daily activities to be performed in a PHSC organization ● Develop ability to convert a daily procurement into the deliverable lot. ● Determine the capacity to store the produces for stipulated time till delivery. ● Perform long-term planning, short term planning and operational level planning ● Develop strategies to tackle with daily operational challenges in food produce value-addition and retail and then delivering revenues to the organization. ● Perform the necessary processing tasks, documentation work and deliver the produce to the end customer. ● Analyze the process and commercialize the ● Prepare run-sheets for different tasks and distribute to workers and associates
Classroom Aids	
Charts, Models, Video presentation, Flip Chart, Whiteboard/Smart Board, Marker, Board eraser	
Tools, Equipment and Other Requirements	
Information technology and communication devices, such as mobile phones, computers with MS Office, and SAP-equipped servers . Segregation equipment, grading equipment, and LLMS (Learning version), WMS(Learning Version).	

Module 2: Forecasting and procurement

Mapped to NOS: LSC/N3307, V2.0

Terminal Outcomes

- Describe the procurement strategy for multiple agri-produces based on harvesting cycles, quality parameters, and market trends
- Interpret the quality, shelf life, and pricing of produce to ensure fair and optimal remuneration
- Develop a procurement work plan factoring in priority cases, exceptional handling needs, and regional supply variations
- Forecast procurement needs using crop calendars, weather/yield reports, and demand forecasts
- Identify and evaluate procurement sources such as FPOs, mandis, and cooperatives, and initiate procurement discussions based on supplier assessment

Duration: 30:00	Duration: 50:00
<p>Theory – Key Learning Outcomes</p> <ul style="list-style-type: none"> ● Estimate various upcoming harvests in and around the district ● Communicate effectively with local Taluk level villagers, Sarpanch and villagers ● Discuss the terms of acceptance about the optimum quality of produces in order to avoid receiving inferior quality produce. ● Monitor and report productivity and adherence to timelines during loading and unloading ● Explain how to allocate spaces in the staging area for loader/unloader for loading and unloading goods ● Detail the process of performing visual inspection of inbound produces ● Examine the goods while handling them using MHE and record damages ● Ensure proper documentation and report as per organization's mandate 	<p>Practical – Key Learning Outcomes</p> <ul style="list-style-type: none"> ● Identify newer and regular produce grown in and around the district /region. ● Prepare monthly plans for periodic procurement ● Record information on best-expected outcomes or any crop failure during various seasons in advance ● Record for daily incoming crops, crop variety, weight, designated prices, calculated amount, packaging used and packaging suggested in tabular formats ● Determine the best/competitive prices keeping the e-NAM retail prices in consideration ● Perform visual inspection of inbound produces ● Inspect the goods while handling them using MHE and record damages ● Prepare work plan and get it approved by the manager ● Perform allocation of additional and ad-hoc manpower and equipment during unloading ● Check the mandatory documentation on receipt of stock and before unloading and ensure the right quantity is received as per the documentation (intimation) ● Prepare the receipt of accepting the commodity in a standard format ● Inform dispatcher/security guard regarding in-time, out-time and parking bay allocated for each truck and check if the trucks are docked at their assigned bays ● Plan for temporary transportation if the villager/supplier is unable to fetch the transportation
<p>Classroom Aids</p> <p>Agricultural Charts, Models, Video presentation, Flip Chart, Whiteboard/Smart Board, Marker, Board eraser</p>	
<p>Tools, Equipment and Other Requirements</p> <p>Information technology and communication devices such as mobile phones, computers and SAP-equipped servers to , WMS(Learning Version).</p>	

Module 3: Supervision of cleansing and segregation of produce

Mapped to NOS: LSC/N3308, V2.0

Terminal Outcomes

- Inspect facility for cleaning and disinfestation, including working space and equipment every day.
- List the activities to be performed during segregation of produce
- Inspect cleansing, segregation and crating activities to produce

Duration: 30:00	Duration: 50:00
Theory – Key Learning Outcomes	Practical – Key Learning Outcomes
<ul style="list-style-type: none"> ● Describe various activities to be performed while supervising the workspace and equipment ● Explain the activities to be performed during the cleansing and segregation of produce. ● List the PPE used while supervising the working premises ● Describe the various areas to be checked before performing segregation ● List the checks to be performed during the segregation of produce ● Explain proper disposal process. 	<ul style="list-style-type: none"> ● Examine the cleansing and segregations of produce ● Inspect the air and water cleansing of fruits, vegetables and other produce physically. ● Check that the working premises have been cleaned well as per SOP ● Check the upkeep of the segregation facility with proper lighting and ventilation. ● Check that the floor, plastic and table areas are cleaned properly before segregation of different products ● Verify the number, variety and quantity of produce received ● Examine the segregation activity performed by staff according to local/standard variety size, firmness, colour, visible aesthetic prioritized longer to shorter self-life of the produce into different lots. ● Assess the self-life of the produces/lot before/during segregation ● Check that there are no sources of food breakout or microbial decay. ● Inspect that proper disposal of over ripe produce ● Examine the produces for any fungus, yeast, or microbial damage initiation.
Classroom Aids:	
Charts, Models, Video presentation, Flip Chart, Whiteboard/ Smart Board, Marker, Board eraser	
Tools, Equipment and Other Requirements	
Stainless steel cleansing and segregation table, table fitted lamps, air compressor setup with pipe and hose, water hose, water outlet from table, plastic fruit crates, manual segregation or mechanized segregation setups, trash bins, push trolleys etc, WMS(Learning Version).	

Module 4: Supervision of Grading and Quality Check

Mapped to NOS: LSC/N3309,V2.0

Terminal Outcomes

- Inspect facility for cleaning and disinfestation, including working space and equipment every day
- Inspect receiving, grading and crating process
- Prepare and submit reports

Duration: 20:00	Duration: 30:00
Theory – Key Learning Outcomes	Practical – Key Learning Outcomes
<ul style="list-style-type: none"> • Establish cleanliness and maintenance norms for the facility and equipment • Determine the working norms for staff • Plan for uninterrupted airflow • Determine the standard methods of grading as compulsory norms • Evaluate the graded lots and their crating. • Develop the methods to document incoming and graded produce information 	<ul style="list-style-type: none"> • Organize for the cleanliness of the premises • Inspect the air and water cleansing of fruits, vegetables, and physical cleaning of staple produce. • Check ventilation and cleanliness of floor area and tables in grading facility. • Prepare the floor area and table area for grading of different products received. • Record the number of crates, variety and quantity of produces received for grading • Perform documentation of the received quantity, assess shelf-life and ensure that workers perform grading in a pre-instructed manner. • Arrange the packaging crates in produce-wise specific sizes. • Establish a proper disposal facility. • Arrange the leaf charts containing details for every crate. • Perform documentation and reporting as per organization's mandate. • Determine quality check standards
Classroom Aids:	
Spoilage Data Charts, Models, Grading video presentation, Flip Chart, Whiteboard/Smart Board, Marker, Board eraser	
Tools, Equipment and Other Requirements	
Stainless steel grading table, table fitted lamps, air compressor setup with pipe and hose, plastic fruit crates, manual grading or mechanized grading setups, trash bins, push trolleys, daily datasheets/inventory/quality reports, desktop computers with MS Office, ERP package cum servers, printers etc, WMS(Learning Version).	

Module 5: Supervision of Packaging and Storage Process

Mapped to NOS: LSC/N3310, V2.0

Terminal Outcomes

- Inspect facility for cleaning, fumigation, disinfestation and hygiene of working space, equipment, and storage areas.
- Supervise receiving operations, packaging processes, and short-term/long-term storage.
- Prepare and submit reports on packaging and storage performance.

Duration: 20:00	Duration: 30:00
Theory – Key Learning Outcomes	Practical – Key Learning Outcomes
<ul style="list-style-type: none"> • Establish cleanliness, maintenance and fumigation norms for facilities, equipment, and storage premises. • Determine compulsory standard methods of packaging, handling, stacking, and food safety for different crops. • Develop documentation practices for packaging and storage (quantity, grade, storage duration, losses, etc.). • Apply modern monitoring methods for temperature, moisture and preservation of produce. 	<ul style="list-style-type: none"> • Document and verify incoming, discarded, packed and stored produce information. • Examine packaging and storage suitability of fruits, vegetables, crops and herbal produce using standard methods. • Analyse arrangement, grading, and layout of produce in packaging bins or storage zones, ensuring FIFO approach. • Evaluate packed/stored lots for quality, reliability and customer-specific requirements (size, pallets, pricing). • Inspect upkeep of facility, including ventilation, lighting, pest/rodent control, shelving and safety compliance. • Operate material handling equipment (push trolleys, forklifts) and use information devices (barcode/RFID scanners). • Prepare periodic reports comparing physical vs. system inventory, storage losses and performance.
Classroom Aids:	
Charts, Models, Video presentation, Flip Chart, Whiteboard/Smart Board, Marker, Board eraser	
Tools, Equipment and Other Requirements	
Fumigation equipment, ventilation, air-conditioning, flue gas exhaust, weighing equipment, daily datasheets/storage reports/documentation/loss reports, run-sheets, storage identification/stickers, barcode scanners, RFID scanners, push trolleys, forklifts, desktop computers with MS Office, ERP package cum servers, printers etc , WMS(Learning Version).	

Module 6: Supervision of pre-cooling operations

Mapped to NOS: LSC/N8704, V4.0

Terminal Outcomes

- Identify suitable pre-cooling technology as per product requirements
- Inspect proper segregation of goods in pre-cooling chamber
- Examine the placement and stacking of goods for uniform cooling

Duration: 10:00	Duration: 15:00
Theory – Key Learning Outcomes	Practical – Key Learning Outcomes
<ul style="list-style-type: none"> ● Explain suitable pre-cooling technology as per product requirements ● Detail the process of inspecting proper segregation of goods in pre-cooling chamber ● Verify the placement and stacking of goods for uniform cooling ● Discuss how to manage space efficiency ● Explain the Inspection process of proper handling of goods 	<ul style="list-style-type: none"> ● Identify suitable pre-cooling technology as per product requirements ● Inspect proper segregation of goods in pre-cooling chamber ● Examine the placement and stacking of goods for uniform cooling ● Manage space efficiency by timely removal of goods from pre-cooling unit to temporary staging space ● Inspect proper handling of goods to avoid damage
Classroom Aids:	
Charts, Models, Video presentation, Flip Chart, Whiteboard/Smart Board, Marker, Board eraser	
Tools, Equipment and Other Requirements	
Computer with MS Office, projector, compressor, condenser, evaporator, temperature and humidity sensor, simulator, cooling standards for different types of products, tools and tackles, consumables, WMS(Learning Version).	

Module 7: Storage and Movement of goods in Cold Storage

Mapped to NOS: LSC/N8706, V4.0

Terminal Outcomes

- Identify standard temperature, humidity and refrigerant conditions for storing goods
- Inspect fitness levels of workers allocated for operations
- Select racking as per operating temperature and SEMA standard
- Inspect stacking as per layout prescribed, loading limits etc.
- Inspect proper trolley movement of goods
- Assess trolley operators and vehicles to minimise risks of movement

Duration: 10:00	Duration: 15:00
Theory – Key Learning Outcomes	Practical – Key Learning Outcomes
<ul style="list-style-type: none"> ● List the various refrigerant conditions for storing goods ● Explain the process of inspecting fitness levels of workers allocated for operations ● Discuss proper handling condition and safety precautions ● Discuss the layout plan for palletization to check stock placement ● Detail the Selection process of racking as per operating temperature and SEMA standard ● Explain the process of Inspecting proper trolley movement of goods ● List various methods to minimise risks of movement 	<ul style="list-style-type: none"> ● Identify standard temperature, humidity and refrigerant conditions for storing goods ● Inspect fitness levels of workers allocated for operations ● Inspect adherence to proper handling condition and safety precautions ● Develop a layout plan for palletization to check stock placement ● Select racking as per operating temperature and SEMA standard ● Inspect stacking as per layout prescribed, loading limits etc. ● Inspect proper trolley movement of goods ● Assess trolley operators and vehicles to minimise risks of movement
Classroom Aids:	
Charts, Models, Video presentation, Flip Chart, Whiteboard/Smart Board, Marker, Board eraser	
Tools, Equipment and Other Requirements	
Computer with MS Office, gas sensors, PPE, SEMA standards, hand-stacking equipment, fork lift trucks, various types of mechanized stacking equipment, different types of trollies etc, WMS(Learning Version).	

Module 8: Compliance with health, safety and security norms

Mapped to NOS: LSC/N9901

Terminal Outcomes

- Detail health, safety and security procedures in cold storage plants
- Implement various safety precautionary measures
- Detail hygiene and sanitation standards as per regulatory bodies such as FSSAI, APEDA
- Inspect protective devices, pipelines, cold storage areas as per SOP
- Implement standard protocol in case of emergency situations, accidents, and breach of safety

Duration: 10:00	Duration: 15:00
Theory – Key Learning Outcomes	Practical – Key Learning Outcomes
<ul style="list-style-type: none"> ● Detail health, safety and security procedures in cold storage plants ● List the various safety precautionary measures ● Explain the compliance procedure to safety standards ● Detail hygiene and sanitation standards as per regulatory bodies such as FSSAI, APEDA ● List the equipment required for cold storage areas ● Detail the pest control methods to ensure no pest infestation ● Discuss the standard operating procedures (SOP) while handling goods ● Explain standard protocol in case of emergency situations, accidents, and breach of safety 	<ul style="list-style-type: none"> ● Perform health, safety and security procedures in cold storage plants ● Implement various safety precautionary measures ● Inspect activity area and equipment for compliance to safety standards ● Inspect hygiene and sanitation standards as per regulatory bodies such as FSSAI, APEDA ● Inspect protective devices, pipelines, cold storage areas as per SOP ● Perform the pest control methods to ensure no pest infestation ● Identify unsafe working conditions and take corrective measures ● Inspect adherence to standard operating procedures (SOP) while handling goods ● Implement standard protocol in case of emergency situations, accidents, and breach of safety
Classroom Aids:	
Charts, Models, Video presentation, Flip Chart, Whiteboard/Smart Board, Marker, Board eraser	
Tools, Equipment and Other Requirements	
Computer with MS Office, compressor, condenser, evaporator, temperature and humidity sensor, simulator, cooling standards for different types of products, tools and tackles, consumables, LLMS(Learning Version), WMS(Learning Version).	

Module 9: Planning outbound transportation strategy

Mapped to LSC/N3314, V2.0

Terminal Outcomes

- Inspect effective working of outbound transportation
- Examine the labelling requirements as per the customs requirement of different countries and regulations set by the e-NAM portal
- Prepare and submit reports
- Communicate with customs officers for timely shipment clearance based on documents for clearance

Duration: 15:00	Duration: 15:00
Theory – Key Learning Outcomes	Practical – Key Learning Outcomes
<ul style="list-style-type: none"> ● Develop customer relationship skills ● Develop the knowledge base for different modes of transportation based on the type of commodity, shelf life, distance to be covered, lot size, economic constraints etc. ● Prepare proper documentation for dispatch and delivery ● Prepare work instruction manuals for workers ● Demonstrate customer relationship and customs dealing skills. ● Compile inventory report submitted against system count. 	<ul style="list-style-type: none"> ● Prepare the release/dispatch order for confirmed orders ● Discuss modes of transport with the customer in advance. ● Use appropriate transportation mediums for fresh produces requiring either ventilation or refrigeration. ● Choose the 3PL that provides end to end delivery service for consumable goods. ● Choose proper packaging for safe delivery. ● Examine the labelling requirements as per the customs requirement of different countries and regulations set by the e-NAM portal ● Communicate with customs officials, custom brokers, transport brokers, International Air Transport Association (IATA) agents, etc., to assist in custom clearance
Classroom Aids:	
Charts, Models, Video presentation, Flip Chart, Whiteboard/Smart Board, Marker, Board eraser	
Tools, Equipment and Other Requirements	
Computers with MS office, Global Positioning System (GPS), WMS(Learning Version).	

Module 10: Compliance and Certification for Agri-Commodities

Mapped to NOS: LSC/N3322, V1.0

Terminal Outcomes

- Identify the certification requirements based on produce, destination market, and buyer specifications
- Coordinate documentation and audits in line with food safety and quality standards
- Maintain audit readiness and ensure traceability from source to sale using appropriate digital and physical tools

Duration: 10:00	Duration: 15:00
Theory – Key Learning Outcomes	Practical – Key Learning Outcomes
<ul style="list-style-type: none"> • Explain the importance of certifications in agri-commodity supply chains (domestic and export) • Describe different types of certifications: statutory (e.g., FSSAI), regulatory (e.g., AGMARK), and voluntary (e.g., Organic, APEDA) • Detail how to collect certification guidelines, SOPs, and templates from certifying authorities • Explain the process for scheduling and facilitating third-party audits or inspections • Discuss standard documentation like hygiene checklists, pesticide reports, calibration logs, and declarations • Describe the need for traceability from source to sale using batch coding and tracking systems • Explain internal audits, non-conformance handling, and preparing Corrective Action Reports • Identify applicable laws, renewal timelines, and documentation validity checks • Explain the use of digital tools and platforms (e.g., FarmERP, TraceX, Excel trackers) for certification and compliance monitoring • Interpret roles and responsibilities in a compliance team including buyers, certifiers, and internal QC staff • Discuss risks of non-compliance and consequences like penalties, business loss, certificate suspension 	<ul style="list-style-type: none"> • Map certification requirements based on produce, destination (domestic/export), and buyer expectations • Prepare a compliance matrix identifying certifications and related documentation needed • Create traceability logs and fill hygiene inspection templates for mock produce batches • Simulate an internal audit using a checklist and record non-conformances and observations • Prepare a Corrective Action Report for a hypothetical warning notice or non-conformance • Schedule a third-party audit and prepare a mock facility inspection readiness checklist • Use digital dashboards or mobile apps to track certificate expiry, renewal, and audit schedules • Calibrate weighing equipment or simulate the log entry of its verification • Print and apply sample labels on produce as per organic/FSSAI/APEDA guidelines • Record traceability through batch coding and simulate recall scenarios • Draft a certificate renewal request or sample application for new certification • Prepare a compliance dashboard/reporting sheet in Excel capturing certification status and pending tasks

Classroom Aids:

Charts, Models, Video presentation, Flip Chart, Whiteboard/Smart Board, Marker, Board eraser

Tools, Equipment and Other Requirements

Computer with MS Office, compressor, condenser, evaporator, temperature and humidity sensor, simulator, cooling standards for different types of products, tools and tackles, consumables, WMS (Learning Version).

Module 11: Employability Skills

Mapped to DGT/VSQ/N0102, V1.0

Terminal Outcomes:

- Discuss the Employability Skills required for jobs in various industries
- Explain the constitutional values, including civic rights and duties, citizenship, responsibility towards society and personal values and ethics such as honesty, integrity, caring and respecting others that are required to become a responsible citizen
- Discuss how to identify opportunities for potential business, sources of funding and associated financial and legal risks with its mitigation plan

Duration: 30:00	Duration: 30:00
Theory – Key Learning Outcomes	Practical – Key Learning Outcomes
<ul style="list-style-type: none"> ● Outline the importance of Employability Skills for the current job market and future of work ● List different learning and employability related GOI and private portals and their usage ● Explain the constitutional values, including civic rights and duties, citizenship, responsibility towards society and personal values and ethics such as honesty, integrity, caring and respecting others that are required to become a responsible citizen ● Discuss relevant 21st century skills required for employment ● Highlight the importance of practicing 21st century skills like Self-Awareness, Behaviour Skills, time management, critical and adaptive thinking, problem-solving, creative thinking, social and cultural awareness, emotional awareness, learning to learn etc. in personal or professional life ● Explain the importance of communication etiquette including active listening for effective communication ● Discuss the significance of escalating sexual harassment issues as per POSH act ● Discuss various financial institutions, products, and services ● Explain the common components of salary such as Basic, PF, Allowances (HRA, TA, DA, etc.), tax deductions ● Discuss the legal rights, laws, and aids ● Describe the role of digital technology in day-to-day life and the workplace ● Discuss the significance of displaying responsible online behaviour while using various social media platforms 	<ul style="list-style-type: none"> ● Research and prepare a note on different industries, trends, required skills and the available opportunities ● Demonstrate how to practice different environmentally sustainable practices ● Create a pathway for adopting a continuous learning mindset for personal and professional development ● Show how to use basic English sentences for everyday conversation in different contexts, in person and over the telephone ● Read and understand text written in basic English ● Write a short note/paragraph / letter/e - mail using correct basic English ● Create a career development plan ● Identify well-defined short- and long-term goals ● Demonstrate how to communicate effectively using verbal and nonverbal communication etiquette ● Write a brief note/paragraph on a familiar topic ● Role play a situation on how to work collaboratively with others in a team ● Demonstrate how to behave, communicate, and conduct appropriately with all genders and PwD ● Demonstrate how to conduct offline and online financial transactions, safely and securely and check passbook/statement ● Calculate income and expenditure for budgeting ● Demonstrate how to operate digital devices and use the associated applications and

<ul style="list-style-type: none"> ● Explain the types of entrepreneurship and enterprises ● Discuss how to identify opportunities for potential business, sources of funding and associated financial and legal risks with its mitigation plan ● Describe the 4Ps of Marketing-Product, Price, Place and Promotion and apply them as per requirement ● Discuss various tools used to collect customer feedback ● Discuss the significance of maintaining hygiene and dressing appropriately ● Discuss the significance of maintaining hygiene and dressing appropriately for an interview ● List the steps for searching and registering for apprenticeship opportunities 	<p>features, safely and securely</p> <ul style="list-style-type: none"> ● Demonstrate how to connect devices securely to internet using different means ● Follow the dos and don'ts of cyber security to protect against cyber crimes ● Create an e-mail id and follow e-mail etiquette to exchange e-mails ● Show how to create documents, spreadsheets and presentations using appropriate applications ● Utilize virtual collaboration tools to work effectively ● Create a sample business plan, for the selected business opportunity ● Classify different types of customers ● Demonstrate how to identify customer needs and respond to them in a professional manner ● Draft a professional Curriculum Vitae (CV) ● Use various offline and online job search sources to find and apply for jobs ● Role play a mock interview
Classroom Aids	
Charts, Models, Video presentation, Flip Chart, Whiteboard/Smart Board, Marker, Board eraser, UPS, LCD Projector, Computer Tables & chairs	
Tools, Equipment and Other Requirements	
Computer (PC) with latest configurations – and Internet connection with standard operating system and standard word processor and worksheet software (Licensed) (all software should either be latest version or one/two version below), Scanner cum Printer.	

Module 12: Trading on the e-Nam Portal

Mapped to LSC/N3312, V2.0

Terminal Outcomes

- Explain the trading process on e-NAM portals
- Demonstrate effective negotiating skills

Duration: 30:00	Duration: 30:00
Theory – Key Learning Outcomes	Practical – Key Learning Outcomes
<ul style="list-style-type: none"> ● Define the potentials of e-NAM portal and method of use ● Develop the trading and pricing strategy according to demand, supply, quality, distance and lot order size etc. ● Demonstrate the process of invoicing ● Discuss the possibility of chronic errors during billing and their rectification 	<ul style="list-style-type: none"> ● Plan the trading activity for produce from the time of procurement. ● Quote sales price as approved by management after observing the recent market prices. ● Quote quality-wise pricing (according to quality certification) ● Verify daily invoicing. ● Check for errors in calculating taxable value and tax value after applying the applicable rate of GST ● Check if IGST is chargeable on the invoices raised for the export of goods/services
Classroom Aids:	
Charts, Models, Video presentation, Flip Chart, Whiteboard/Smart Board, Marker, Board eraser	
Tools, Equipment and Other Requirements	
Computers with MS office, Printers, WMS(Learning Version)	

Module 13: Negotiating with buyers

Mapped to LSC/N3313, V2.0

Terminal Outcomes

- Detail the Professional practices to be followed
- Develop the necessary procedure and documentation post-negotiation
- Maintain integrity and ensure data security

Duration: 30:00	Duration: 30:00
Theory – Key Learning Outcomes	Practical – Key Learning Outcomes
<ul style="list-style-type: none"> • Explain about negotiation tactics to the subordinates • Develop the necessary procedure and documentation post-negotiation • Discover nearer buyers over distant buyers. • Explain the pre-developed policies for the buyers committing to instant payments • Develop the code of conduct and dressing norms for negotiators • List the documents pertaining to different type of products • Discuss the roadblocks with senior management when in an ethical dilemma 	<ul style="list-style-type: none"> • Establish good rapport with every buyer who shows interest in the e-NAM portal • Negotiate sales price as approved by management after observing the recent market prices. • Quote quality-wise pricing (according to quality certification) • Quote the upper limits during the first-hand declaration • Provide discounts to buyers according to the pre-developed policies for the buyers committing to instant payments • Quote supplementary charges to the buyers asking for credit payments/delayed/ postponed payments according to the pre-developed policies by management. • Find the prospects of live or virtual meetings with clients. • Identify client's business needs and offer customized and bundled solutions • Negotiate on costs, close the deal and collect organizational and payment details of the client • Recommend the dress code and conduct off conduct for professional interactions • Resolve queries patiently in a soft and polite manner
Classroom Aids:	
Charts, Models, Video presentation, Flip Chart, Whiteboard/Smart Board, Marker, Board eraser	
Tools, Equipment and Other Requirements	
Computers with MS office, servers, printers etc , WMS(Learning Version).	

Module 14: Business development and stakeholder relations

Mapped to NOS: LSC/N9701, V3.0

Terminal Outcomes

- Identify target population to be approached for business development
- Demonstrate effective oral and written business communication
- Prepare costing sheets for service delivery
- Use ERP for updating client data

Duration: 30:00	Duration: 30:00
Theory – Key Learning Outcomes	Practical – Key Learning Outcomes
<ul style="list-style-type: none"> ● Discuss the target population to be approached for business development ● Detail the steps to identify future client ● Explain the steps involved in determining client requirement ● List out the solution offered based on sales pitch ● Develop costing sheet for delivery service ● Detail upsells and cross-sell services ● Explain the preparation process of service level agreements ● Detail the scheduling process of resources as per operational requirement ● Describe the nuances in building rapport with clients, customs, government agencies, insurance for healthy relationship 	<ul style="list-style-type: none"> ● Identify target population to be approached for business development ● Assess prospective clients ● Identify client requirements ● Offer customised or bundled solutions based on sales pitch ● Demonstrate effective oral and written business communication ● Prepare costing sheets for service delivery ● Use ERP for updating client data ● Explain upsell and cross-sell services to existing clients ● Prepare service level agreements ● Schedule resources as per operational requirement ● Establish good rapport with clients, customs, government agencies
Classroom Aids:	
Charts, Models, Video presentation, Flip Chart, Whiteboard/Smart Board, Marker, Board eraser	
Tools, Equipment and Other Requirements	
Computers with MS Office, ERP, business lead software, WMS(Learning Version).	

Module 15: Profit and loss account management and cost accounting

Mapped to NOS: LSC/N9603, V3.0

Terminal Outcomes

- Describe the process of analysing profit & loss (P&L)
- Explain methods to analyse variance between budget and actual expenditure
- List the risk management procedures
- Perform Activity Based Costing (ABC)

Duration: 30:00	Duration: 30:00
Theory – Key Learning Outcomes	Practical – Key Learning Outcomes
<ul style="list-style-type: none"> ● Describe the process of analysing profit & loss (P&L) ● Detail the budgeting process as per SOP ● Explain ABC analysis ● Detail the steps involved in Evaluating budgetary compliance ● Explain various methods to analyse variance between budget and actual expenditure ● Compare budget with actual physical output ● List the risk management procedures ● Detail the activities involved in performing audit ● Explain the process to rationalise cost by undertaking improvement activities 	<ul style="list-style-type: none"> ● Analyze profit and loss statement ● Prepare budget amendments as per the guidelines ● Perform budgeting as per SOP ● Prepare variance analysis report ● Evaluate budgetary compliance ● Perform Activity Based Costing (ABC) ● Perform audit to identify reasons for deviation from costing ● Perform rationalization of cost by undertaking improvement activities
Classroom Aids:	
Charts, Models, Video presentation, Flip Chart, Whiteboard/Smart Board, Marker, Board eraser	
Tools, Equipment and Other Requirements	
Computers with MS office, ERP, WMS(Learning Version).	

Annexure

Trainer Requirements

Trainer Prerequisites						
Minimum Educational Qualification	Specialization	Relevant Industry Experience		Training Experience		Remarks
		Years	Specialization	Years	Specialization	
Any degree	NA	2	Supply Chain			

Trainer Certification	
Domain Certification	Platform Certification
Certified for Job Role: "Supply Chain Supervisor-Agri commodities" mapped to QP: "LSC/Q3301, V2.0". Minimum accepted score is 80%	Recommended that the Trainer is certified for the Job Role: "Trainer (VET and Skills)", mapped to the Qualification Pack: "MEP/Q2601, V3.0" with minimum score of 80%

Assessor Requirements

Assessor Prerequisites						
Minimum Educational Qualification	Specialization	Relevant Industry Experience		Training/Assessment Experience		Remarks
		Years	Specialization	Years	Specialization	
Any Degree	NA	2	Supply Chain - Agri			

Assessor Certification	
Domain Certification	Platform Certification
Certified for Job Role: "Supply Chain Supervisor - Agri Commodities" mapped to QP: "LSC/Q3301, V2.0". Minimum accepted score is 80%	Recommended that the Assessor is certified for the Job Role: "Assessor (VET and Skills)", mapped to the Qualification Pack: "MEP/Q2701, V3.0" with minimum score of 80%

Assessment Strategy

The emphasis is on 'learning-by-doing' and practical demonstration of skills and knowledge based on the performance criteria. Accordingly, assessment criteria for each job role is set and made available in qualification pack.

The assessment papers for both theory and practical would be developed by Subject Matter Experts (SME) hired by Logistics Sector Skill Council or with the LSC accredited Assessment Agency as per the assessment criteria mentioned in the Qualification Pack. The assessments papers would also be checked for the various outcome-based parameters such as quality, time taken, precision, tools & equipment requirement etc.

Each NOS in the Qualification Pack (QP) is assigned a relative weightage for assessment based on the criticality of the NOS. Therein each Element/Performance Criteria in the NOS is assigned marks on relative importance, criticality of function and training infrastructure.

The following tools would be used for final assessment:

1. Practical Assessment: This comprises of a creation of mock environment in the skill lab which is equipped with all equipment required for the qualification pack.

Candidate's soft skills, communication, aptitude, safety consciousness, quality consciousness etc. is ascertained by observation and marked in observation checklist. The outcome is measured against the specified dimensions and standards to gauge the level of their skill achievements.

2. Viva/Structured Interview: This tool is used to assess the conceptual understanding and the behavioral aspects with regard to the job role and the specific task at hand. It also includes questions on safety, quality, environment, and equipment etc.

3. On-Job Training: OJT would be evaluated based on standard log book capturing departments worked on, key observations of learner, feedback and remarks of supervisor or mentor.

4. Written Test: Question paper consisting of 100 MCQs (Hard:40, Medium:30 and Easy: 30) with questions from each element of each NOS. The written assessment paper is comprised of following types of questions:

- i. True / False Statements
- ii. Multiple Choice Questions
- iii. Matching Type Questions.
- iv. Fill in the blanks
- v. Scenario based Questions
- vi. Identification Questions

QA Regarding Assessors:

Assessors are selected as per the "eligibility criteria" laid down by LSC for assessing each job role. The assessors selected by Assessment Agencies are scrutinized and made to undergo training and introduction to LSC Assessment Framework, competency based assessments, assessors guide etc. LSC conducts "Training of Assessors" program from time to time for each job role and sensitize assessors regarding assessment process and strategy which is outlined on following mandatory parameters:

- 1) Guidance regarding NSQF
- 2) Qualification Pack Structure
- 3) Guidance for the assessor to conduct theory, practical and viva assessments
- 4) Guidance for trainees to be given by assessor before the start of the assessments.
- 5) Guidance on assessments process, practical brief with steps of operations practical observation checklist and mark sheet
- 6) Viva guidance for uniformity and consistency across the batch.
- 7) Mock assessments
- 8) Sample question paper and practical demonstration

References

Glossary

Term	Description
Declarative Knowledge	Declarative knowledge refers to facts, concepts and principles that need to be known and/or understood in order to accomplish a task or to solve a problem.
Key Learning Outcome	Key learning outcome is the statement of what a learner needs to know, understand and be able to do in order to achieve the terminal outcomes. A set of key learning outcomes will make up the training outcomes. Training outcome is specified in terms of knowledge, understanding (theory) and skills (practical application).
OJT (M)	On-the-job training (Mandatory); trainees are mandated to complete specified hours of training on site
OJT (R)	On-the-job training (Recommended); trainees are recommended the specified hours of training on site
Procedural Knowledge	Procedural knowledge addresses how to do something or how to perform a task. It is the ability to work or produce a tangible work output by applying cognitive, affective or psychomotor skills.
Training Outcome	Training outcome is a statement of what a learner will know, understand and be able to do upon the completion of the training.
Terminal Outcome	Terminal outcome is a statement of what a learner will know, understand and be able to do upon the completion of a module. A set of terminal outcomes help to achieve the training outcome.

Acronyms and Abbreviations

Term	Description
QP	Qualification Pack
NSQF	National Skills Qualification Framework
NSQC	National Skills Qualification Committee
NOS	National Occupational Standards