

QUALIFICATIONS PACK - OCCUPATIONAL STANDARDS FOR Beauty & Wellness

What are Occupational Standards(OS)?

- OS describe what individuals need to do, know and understand in order to carry out a particular job role or function
- OS are performance standards that individuals must achieve when carrying out functions in the workplace, together with specifications of the underpinning knowledge and understanding

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Contents

1. Introduction and Contacts.....[1]
2. Qualifications Pack.....[2]
3. Glossary of Key Terms[3]
4. OS Units.....[5]
5. Annexure: Nomenclature for QP & OS [51]
6. Assessment criteria.....[54]

Introduction

Qualifications Pack - Yoga Trainer

SECTOR: BEAUTY & WELLNESS

SUB-SECTOR: ALTERNATE THERAPY

OCCUPATION: YOGA SERVICES

REFERENCE ID: BWS/Q2203

ALIGNED TO: NCO-2015/NIL

A **Yoga Trainer** uses a broad range of mind-body-based healing tools in conjunction with yoga asanas

Brief Job Description: A Yoga Trainer is a professionally trained individual with extensive additional training to be able to work with the guests on conducting yoga postures, asanas, pranayamas, meditation and relaxation techniques. The individual must exhibit knowledge of the principles and practices of Yogic techniques to explain and respond to the guest questions.

Personal Attributes: This job requires an individual skilled at assessing and prescribing treatment protocols within the yogic framework to work with groups and individuals, combining poses, breathing and mediation exercises to create effective practices against ailments.

Job Details	Qualifications Pack Code	BWS/Q2203		
	Job Role	Yoga Trainer [The job role is applicable for national/international scenarios]		
	Credits	TBD	Version number	1.0
	Sector	Beauty & Wellness	Drafted on	01/08/2015
	Sub-sector	Alternate Therapy	Last reviewed on	10/02/2016
	Occupation	Yoga Services	Next review date	10/02/2019
	NSQC Clearance on	NA		

Job Role	Yoga Trainer
Role Description	The Yoga Trainer is responsible to work with groups and individuals combining yoga asanas, breathing techniques and meditations to create effective practices against ailments within Hatha Yoga and Advanced Yoga.
NSQF level	5
Minimum Educational Qualifications	Class X preferably
Maximum Educational Qualifications	Not Applicable
Training (Suggested but not mandatory)	Diploma course in Yoga / Level 4 Yoga Instructor (BWS/Q2201)
Minimum Job Entry Age	18 years
Experience	Mandatory 12- 36 months as a Yoga Instructor (BWS/Q2201)
Applicable National Occupational Standards (NOS)	<p>Compulsory:</p> <ol style="list-style-type: none"> 1. BWS/N9001 Prepare and maintain work area 2. BWS/N2204 Conduct the Advanced Yoga sessions 3. BWS/N2202 Conduct Hatha Yoga Sessions 4. BWS/N9002 Maintain health and safety at the workplace 5. BWS/N9003 Create a positive impression at the work place <p>It is mandatory to select any one of the Optional NOS/set of Optional NOS for one of the following certification</p> <p>Optional:</p> <p>Bal Yoga Trainer</p> <ol style="list-style-type: none"> 1. BWS/N2208 Conduct the Bal Yoga sessions <p>Mahila Yoga Trainer</p> <ol style="list-style-type: none"> 1. BWS/N2209 Conduct the Mahila Yoga sessions <p>Vridha Yoga Trainer</p> <ol style="list-style-type: none"> 1. BWS/N2210 Conduct the Vridha Yoga sessions
Performance Criteria	As described in the relevant OS units

Definitions

Keywords /Terms	Description
Sector	Sector is a conglomeration of different business operations having similar businesses and interests. It may also be defined as a distinct subset of the economy whose components share similar characteristics and interests.
Sub-sector	Sub-sector is derived from a further breakdown based on the characteristics and interests of its components.
Occupation	Occupation is a set of job roles, which perform similar/related set of functions in an industry.
Function	Function is an activity necessary for achieving the key purpose of the sector, occupation, or area of work, which can be carried out by a person or a group of persons. Functions are identified through analysis and form the basis of OS.
Job Role	Job role defines a unique set of functions that together form a unique employment opportunity in an organization.
OS	OS specify the standards of performance an individual must achieve when carrying out a function in the workplace, together with the knowledge and understanding they need to meet that standard consistently. Occupational Standards are applicable both in the Indian and global contexts.
Performance Criteria	Performance Criteria are statements that together specify the standard of performance required when carrying out a task.
NOS	NOS are Occupational Standards which apply uniquely in the Indian context.
Qualifications Pack Code	Qualifications Pack Code is a unique reference code that identifies a qualifications pack.
Qualifications Pack	Qualifications Pack comprises the set of OS, together with the educational, training and other criteria required to perform a job role. A Qualifications Pack is assigned a unique qualification pack code.
Unit Code	Unit Code is a unique identifier for an Occupational Standard , which is denoted by an 'N'
Unit Title	Unit Title gives a clear overall statement about what the incumbent should be able to do.
Description	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.
Knowledge and Understanding	Knowledge and Understanding are statements which together specify the technical, generic, professional and organizational specific knowledge that an individual needs in order to perform to the required standard.
Organizational Context	Organizational Context includes the way the organization is structured and how it operates, including the extent of operative knowledge managers have of their relevant areas of responsibility.
Technical Knowledge	Technical Knowledge is the specific knowledge needed to accomplish specific designated responsibilities.
Core Skills or Generic Skills	Core Skills or Generic Skills are a group of skills that are key to learning and working 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.

Acronyms	Keywords /Terms	Description
	B&WSSC	Beauty & Wellness Sector Skill Council
	NOS	National Occupational Standards
	NSQF	National Skills Qualification Framework
	NVEQF	National Vocational Educational Qualification Framework
	NVQF	National Vocational Qualification Framework
	OS	Occupational Standards
	PC	Performance Criteria
	QP	Qualification Pack
	SSC	Sector Skills Council

National Occupational Standard



Overview

This OS unit is about preparing the equipment, products and work area in advance

BWS/N9001

Prepare and maintain work area

National Occupational Standard

Unit Code	BWS/N9001
Unit Title (Task)	Prepare and maintain work area
Description	Prepare the work area & associated equipments/ tools/ machinery in advance to ensure the efficiency and effectiveness of the outcome considering the standards of operation of the organization
Scope	This unit/task covers the following: <ul style="list-style-type: none"> Prepare and maintain work area
Performance Criteria(PC) w.r.t. the Scope	
Element	Performance Criteria
Prepare and maintain work area	<p>The user/individual on the job needs to know and understand:</p> <p>PC1. ensure that environmental conditions are suitable for the client and the services to be carried out in a hygiene and safe environment</p> <p>PC2. select suitable equipment/products/ tools etc. required for the services</p> <p>PC3. set up the equipment/ tools etc. and prepare for services in adherence to the organization's procedures and product/ equipment/ tools related guidelines</p> <p>PC4. sterilize and clean the tools/ machinery/ equipment before and after the usage</p> <p>PC5. dispose waste materials (if applicable) in adherence to the organization's and industry requirements</p> <p>PC6. store records, materials and equipment securely in line with the organization's policies</p>
Knowledge and Understanding (K)	
A. Organizational Context (Knowledge of the organization and its processes)	<p>The user/individual on the job needs to know and understand:</p> <p>KA1. organization's standards of performance and sequence of services</p> <p>KA2. range of services and products offered by the organization</p> <p>KA3. health and safety requirements in the organization</p>
B. Technical Knowledge	<p>The user/individual on the job needs to know and understand:</p> <p>KB1. types of products, materials equipment and tools required for the services</p> <p>KB2. process and products to sterilize and clean the equipment/ tools/ machinery</p> <p>KB3. manufacturer's instructions related to machines/ tools/ equipment/ products usage and cleaning</p> <p>KB4. applicable legislation relating to the workplace (for example health and safety, workplace regulations, use of work equipment, health hazards, handling/storage/ disposal/ cautions in the use of products/ tools/ equipment etc., fire precautions, occurrences, hygiene practice, disposal of waste, environmental protection etc.</p>
Skills (S)	
A. Core Skills/	Writing Skills

BWS/N9001

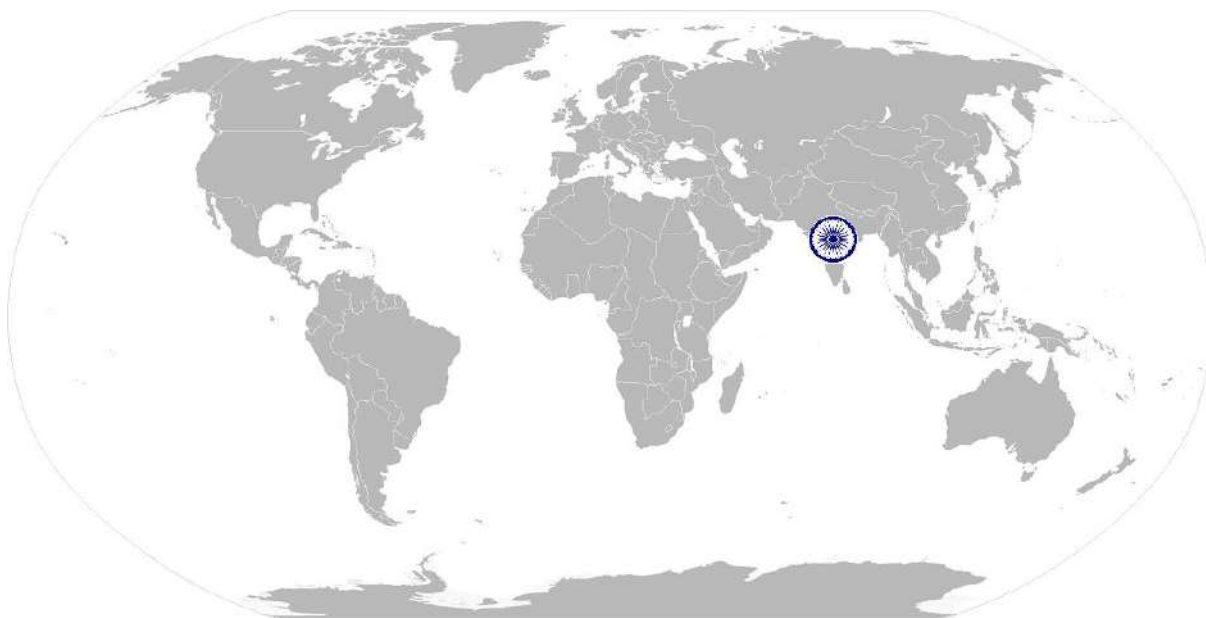
Prepare and maintain work area

Generic Skills	<p>The user/ individual on the job needs to know and understand how to:</p> <ul style="list-style-type: none"> SA1. document call logs, reports, task lists, and schedules with co-workers SA2. prepare status and progress reports SA3. record customers' discussions in the call logs SA4. write memos and e-mail to customers, co-workers, and vendors to provide them with work updates and to request appropriate information without English language errors regarding grammar or sentence construct
	<p>Reading Skills</p> <p>The user/individual on the job needs to know and understand how to:</p> <ul style="list-style-type: none"> SA5. read about new products and services with reference to the organization and also from external forums such as websites and blogs SA6. keep abreast with the latest knowledge by reading brochures, pamphlets, and product information sheets SA7. read comments, suggestions, and responses to Frequently Asked Questions (FAQs) posted on the helpdesk portal
	<p>Oral Communication (Listening and Speaking skills)</p> <p>The user/individual on the job needs to know and understand how to:</p> <ul style="list-style-type: none"> SA8. discuss task lists, schedules, and work-loads with co-workers SA9. question customers appropriately in order to understand the nature of the problem and make a diagnosis SA10. give clear instructions to customers SA11. keep customers informed about progress SA12. avoid using jargon, slang or acronyms when communicating with a customer, unless it is required
B. Professional Skills	<p>Decision Making</p> <p>The user/individual on the job needs to know and understand how to:</p> <ul style="list-style-type: none"> SB1. make decisions pertaining to the concerned area of work
	<p>Plan and Organize</p> <p>The user/individual on the job needs to know and understand:</p> <ul style="list-style-type: none"> SB2. plan and organize service feedback files/documents
	<p>Customer Centricity</p> <p>The user/individual on the job needs to know and understand how to:</p> <ul style="list-style-type: none"> SB3. manage relationships with customers who may be stressed, frustrated, confused, or angry SB4. build customer relationships and use customer centric approach
	<p>Problem Solving</p> <p>The user/individual on the job needs to know and understand how to:</p> <ul style="list-style-type: none"> SB5. think through the problem, evaluate the possible solution(s) and suggest an optimum /best possible solution(s) SB6. deal with clients lacking the technical background to solve the problem on their own SB7. identify immediate or temporary solutions to resolve delays
	<p>Analytical Thinking</p>

BWS/N9001

Prepare and maintain work area

	<p>The user/individual on the job needs to know and understand how to:</p> <p>SB8. use the existing data to arrive at specific data points</p> <p>SB9. use the existing data points for improving the call resolution time</p> <p>SB10. use the existing data points to generate required reports for business</p>
	<p>Critical Thinking</p>
	<p>The user/individual on the job needs to know and understand how to:</p> <p>SB11. apply, analyze, and evaluate the information gathered from observation, experience, reasoning, or communication, as a guide to thought and action</p>



NOS Version Control

BWS/N9001

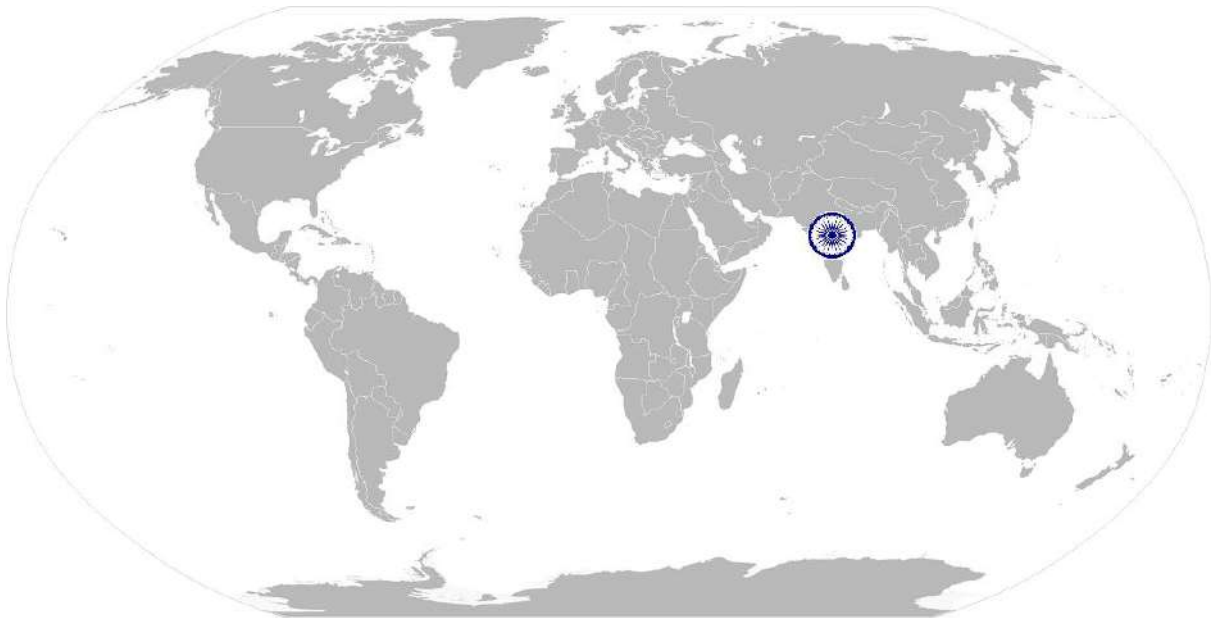
Prepare and maintain work area

[Back to Top](#)

NOS Code	BWS/N9001		
Credits	TBD	Version number	1.0
Industry	Beauty & Wellness	Drafted on	01/08/2015
Industry Sub-sector	Alternate Therapy	Last reviewed on	10/02/2016
Occupation	Yoga Services	Next review date	10/02/2019



National Occupational Standard



Overview

This OS unit is about working with groups and individuals, combining advanced poses, advanced breathing and meditation exercises to conduct yoga sessions

BWS/N2204

Conduct the Advanced Yoga sessions

National Occupational Standard

Unit Code	BWS/N2204
Unit Title (Task)	Conduct the Advanced Yoga sessions
Description	Work with groups and individuals, combining advanced poses, advanced breathing and meditation exercises to conduct yoga sessions
Scope	This unit/task covers the following: <ul style="list-style-type: none"> Conduct the Advanced Yoga sessions
Performance Criteria(PC) w.r.t. the Scope	
Element	Performance Criteria
Conduct the Advanced Yoga sessions	<p>To be competent, the user/individual on the job must be able to:</p> <p>PC1. ensure appropriate ambience for guests to perform the advanced yoga session</p> <p>PC2. provide appropriate opening and closure of the session through prayer/chanting/meditation</p> <p>PC3. obtain permission/ notify the guest for a physical contact with the guest during session, if required</p> <p>PC4. obtain information on guest's medical history, background, preferences etc. before starting the session</p> <p>PC5. recognise, adjust, and adapt to specific guest needs in the evolving therapeutic/professional relationship</p> <p>PC6. recognise and manage the subtle dynamics inherent in the therapist/ guest relationship</p> <p>PC7. implement effective teaching methods, adapt to unique styles of learning, provide supportive and effective feedback, acknowledge the guest's progress, and cope with unique difficulties / successes</p> <p>PC8. transmit the value of self-awareness and self-responsibility throughout the therapeutic process</p> <p>PC9. develop and adjust appropriate practice strategies to the guest</p> <p>PC10. elicit the goals, expectations and aspirations of the guest</p> <p>PC11. integrate information from the intake, evaluation, and observation to develop a working assessment of the guest's condition, limitations and possibilities</p> <p>PC12. determine which aspects of the client/student's conditions, goals and aspirations might be addressed through advanced yoga sessions</p> <p>PC13. select and prioritise the use of advanced yoga tools and techniques</p> <p>PC14. modify and adapt the sequence of yoga practices appropriate to the needs of guest</p> <p>PC15. deliver appropriate practices for individuals as well as group, taking into consideration the assessment of their conditions, limitations, possibilities and the overall practice strategy</p> <p>PC16. provide instruction, demonstration, education of the guest using multi-model strategies of education such as audio visual tools, kinaesthetic learning tools, etc.</p> <p>PC17. foster trust by establishing an appropriate therapeutic environment through privacy, confidentiality, and safety</p> <p>PC18. practise effective, guest-centred communication based upon a respect for and sensitivity to individual familial, cultural, social, ethnic and religious factors</p> <p>PC19. gather feedback, re-assess and refine the practice to determine short-term or long-term goals and priorities</p>

BWS/N2204

Conduct the Advanced Yoga sessions

	<p>PC20. address new and changing conditions, goals, aspirations and priorities of the guest and to provide appropriate support</p> <p>PC21. provide appropriate closure of the advanced yoga session</p> <p>PC22. accept and follow ethical principles and related concepts from the yoga tradition to professional interactions and relationships</p> <p>PC23. maintain neat and clean work area at all times</p> <p>PC24. inform guests about various advanced forms of yoga and its effect on body and mind</p> <p>PC25. use a broad range of mind-body-based healing tools in conjunction with exercise based on needs, ages, and ability levels to create effective practices against ailments</p> <p>PC26. apply yogic principles to conduct advanced yoga sessions for guest to enhance wellbeing, overcome illness and live a healthier and more meaningful life</p> <p>PC27. perform and demonstrate all advanced yoga techniques to guests and ensure compliance to safety and health standards</p> <p>PC28. assist guests to perform all advanced techniques effectively</p> <p>PC29. evaluate exercises performed by guests and recommend correction whenever required</p> <p>PC30. coordinate with senior Yoga Trainer and guests on yogic lifestyle counselling to ensure healthy body and mind</p> <p>PC31. ensure guest satisfaction and assist in answering all guest queries</p> <p>PC32. store guest and equipment records, securely in line with the organization's policies</p> <p>PC33. leave the work area in a clean and hygienic condition suitable for further classes</p> <p>PC34. communicate any shortcomings to the supervisor</p> <p>PC35. carry out counselling of guests</p>
Knowledge and Understanding (K)	
A. Organizational Context (Knowledge of the organization and its processes)	<p>The user/individual on the job needs to know and understand:</p> <p>KA1. organization's standards of performance and sequence of services</p> <p>KA2. range of services and products offered by the organization</p> <p>KA3. health and safety requirements in the organization</p>
B. Technical Knowledge	<p>The user/individual on the job needs to know and understand:</p> <p>KB1. diet and fasting techniques</p> <p>KB2. detoxification techniques (prakshalan)</p> <p>KB3. contra indications associated with each of the advanced yoga techniques</p> <p>KB4. the evolution of the teachings and philosophy of yoga tradition and its relevance and application to advanced yoga sessions</p> <p>KB5. yoga perspectives on the structure, states, functioning and conditions of the mind</p> <p>KB6. yoga perspectives on distracted/disturbed conditions of mind and their expressions as expressed in yoga sutras, bhagavad gita and other texts</p> <p>KB7. other schools of yoga like bhakti yoga, gyan yoga, karma yoga, raj yoga</p> <p>KB8. other types of yoga like ashtanga vinyasa, iyenger, rajadhiraj yoga etc.</p> <p>KB1. basic perspectives on health and disease from yoga relevant to the practice of yoga therapy, including the concepts of (kosha, dosha, guna, etc.)</p> <p>KB2. categorizing illness, including but not limited to samprapti (pathogenesis),</p>

BWS/N2204

Conduct the Advanced Yoga sessions

	<p>shamana and shodhana (pacification and purification)</p> <p>KB3. the application of yama and niyama</p> <p>KB4. the range of yoga practices and their potential therapeutic effects for common conditions, practice may include but are not limited to asana, pranayama, meditation, relaxation techniques & etc.</p> <p>KB5. yogic diet and yogic lifestyle counselling</p> <p>KB6. contraindication of yoga practices for specific conditions and circumstances</p> <p>KB7. human anatomy and physiology including all major systems of the body and their interrelationships, as relevant to the work of a Yoga Trainer</p> <p>KB8. biomechanics & biophysiological as movement as they relate to the practice of yoga and the work of a Yoga Trainer</p> <p>KB9. yoga psychology (counselling)</p> <p>KB10. Ergonomics</p> <p>KB11. common pathologies and disorders of all major systems, including symptoms, management, illness trajectories, and contraindications as relevant to the work of a Yoga Trainer</p> <p>KB12. yoga practices and methods for self-enquiry related to establishing, practicing and maintaining ethical principles</p> <p>KB13. generally accepted ethical principles of health care codes of conduct and yoga's ethical principles</p> <p>KB14. applicable legislation relating to the workplace (for example health and safety, workplace regulations, use of work equipment, control of substances hazardous to health, handling/storage/disposal/cautions of use of products, fire precautions, occurrences, hygiene practice, disposal of waste, environmental protection</p> <p>KB15. knowledge of Ayurveda & naturopathy</p>
Skills (S)	
A. Core Skills/ Generic Skills	Writing Skills
	<p>The user/ individual on the job needs to know and understand how to:</p> <p>SA1. document call logs, reports, task lists, and schedules with co-workers</p> <p>SA2. prepare status and progress reports</p> <p>SA3. record customers' discussions in the call logs</p> <p>SA4. write memos and e-mail to customers, co-workers, and vendors to provide them with work updates and to request appropriate information without English language errors regarding grammar or sentence construct</p>
	Reading Skills
	<p>The user/individual on the job needs to know and understand how to:</p> <p>SA5. read about new products and services with reference to the organization and also from external forums such as websites and blogs</p> <p>SA6. keep abreast with the latest knowledge by reading brochures, pamphlets, and product information sheets</p> <p>SA7. read comments, suggestions, and responses to Frequently Asked Questions (FAQs) posted on the helpdesk portal</p>
	Oral Communication (Listening and Speaking skills)

BWS/N2204

Conduct the Advanced Yoga sessions

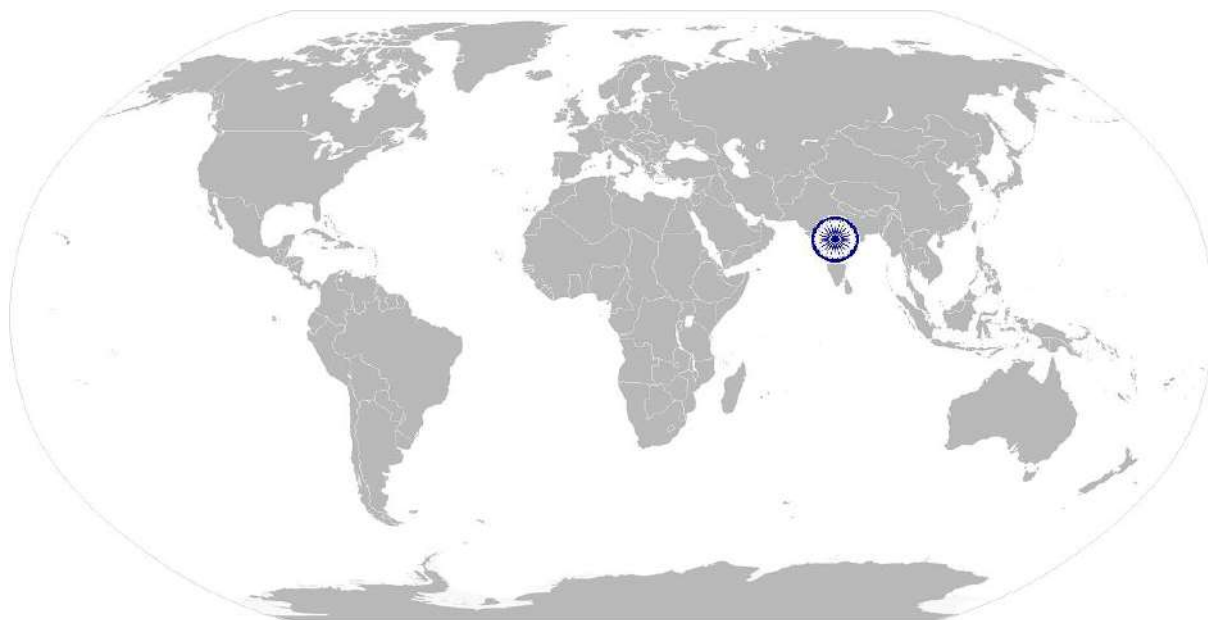
	<p>The user/individual on the job needs to know and understand how to:</p> <p>SA8. discuss task lists, schedules, and work-loads with co-workers</p> <p>SA9. question customers appropriately in order to understand the nature of the problem and make a diagnosis</p> <p>SA10. give clear instructions to customers</p> <p>SA11. keep customers informed about progress</p> <p>SA12. avoid using jargon, slang or acronyms when communicating with a customer, unless it is required</p>
B. Professional Skills	Decision Making
	<p>The user/individual on the job needs to know and understand how to:</p> <p>SB1. make decisions pertaining to the concerned area of work</p>
	Plan and Organize
	<p>The user/individual on the job needs to know and understand:</p> <p>SB2. plan and organize service feedback files/documents</p>
	Customer Centricity
	<p>The user/individual on the job needs to know and understand how to:</p> <p>SB3. manage relationships with customers who may be stressed, frustrated, confused, or angry</p> <p>SB4. build customer relationships and use customer centric approach</p>
	Problem Solving
	<p>The user/individual on the job needs to know and understand how to:</p> <p>SB5. think through the problem, evaluate the possible solution(s) and suggest an optimum /best possible solution(s)</p> <p>SB6. deal with clients lacking the technical background to solve the problem on their own</p> <p>SB7. identify immediate or temporary solutions to resolve delays</p>
	Analytical Thinking
	<p>The user/individual on the job needs to know and understand how to:</p> <p>SB8. use the existing data to arrive at specific data points</p> <p>SB9. use the existing data points for improving the call resolution time</p> <p>SB10. use the existing data points to generate required reports for business</p>
	Critical Thinking
	<p>The user/individual on the job needs to know and understand how to:</p> <p>SB11. apply, analyze, and evaluate the information gathered from observation, experience, reasoning, or communication, as a guide to thought and action</p>

BWS/N2204

Conduct the Advanced Yoga sessions

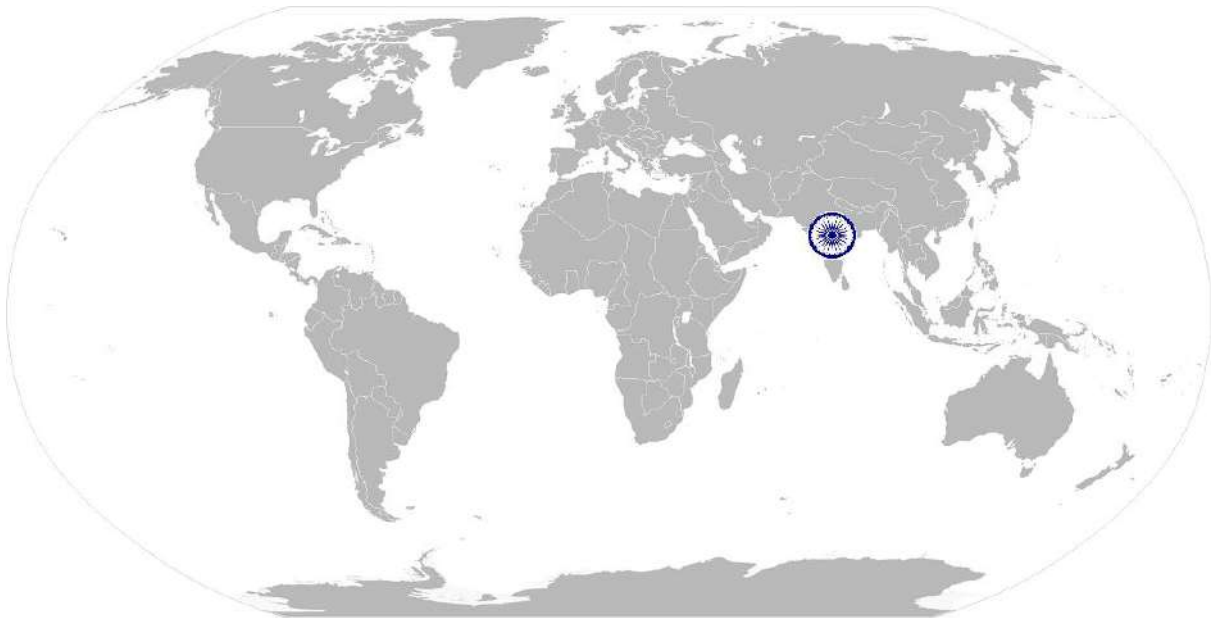
NOS Version Control

NOS Code	BWS/N2204		
Credits	TBD	Version number	1.0
Industry	Beauty & Wellness	Drafted on	01/08/2015
Industry Sub-sector	Alternate Therapy	Last reviewed on	10/02/2016
Occupation	Yoga Services	Next review date	10/02/2019



[Back to Top](#)

National Occupational Standard



Overview

This OS unit is about working with groups and individuals, combining poses, breathing and exercises for Hatha Yoga

BWS/N2202

Conduct Hatha Yoga Sessions

Unit Code	BWS/N2202
Unit Title (Task)	Conduct Hatha Yoga Sessions
Description	Work with groups and individuals, combining poses, breathing and exercises for Hatha Yoga
Scope	This unit/task covers the following: <ul style="list-style-type: none"> Conducting Hatha Yoga Sessions
Performance Criteria(PC) w.r.t. the Scope	
Element	Performance Criteria
Conduct Hatha Yoga Sessions	<p>To be competent, the user/individual on the job must be able to:</p> <p>PC1. ensure appropriate ambience for guests to perform the yoga session</p> <p>PC2. provide appropriate opening and closure of the session through prayer/chanting/meditation</p> <p>PC3. perform and instruct loosening exercises or sukshma vyayama as agreed with the guest and arrangement of the organization</p> <p>PC4. perform and instruct classical asana as agreed with the guest and arrangement of the organisation</p> <p>PC5. perform and instruct pranayama's as agreed with the guest and arrangement of the organisation</p> <p>PC6. perform and instruct mudras and bandhas as agreed with the guest and arrangement of the organisation</p> <p>PC7. perform and instruct kriyas as agreed with the guest and arrangement of the organisation</p> <p>PC8. recognise, adjust, and adapt to specific client/student needs in the evolving professional relationship</p> <p>PC9. recognise and manage the subtle dynamics inherent in the guest relationship</p> <p>PC10. implement effective teaching methods, adapt to unique styles of learning, provide supportive and effective feedback, acknowledge the client's progress, and cope with unique difficulties / successes</p> <p>PC11. transmit the value of self-awareness and self-responsibility throughout the therapeutic process</p> <p>PC12. develop and adjust appropriate practice strategies to the guest</p> <p>PC13. elicit the goals, expectations and aspirations of the guest</p> <p>PC14. integrate information from the intake, evaluation, and observation to develop a working assessment of the client's condition, limitations and possibilities</p> <p>PC15. determine which aspects of the guest's conditions, goals and aspirations might be addressed through yoga</p> <p>PC16. deliver appropriate practices for individuals as well as group, taking into consideration the assessment of their conditions, limitations, possibilities and the overall practice strategy</p> <p>PC17. provide instruction, demonstration, education of the guest using multi-model strategies of education such as audio visual tools, kinaesthetic learning tools, etc.</p> <p>PC18. practice effective, guest-centred communication based upon a respect for and sensitivity to individual familial, cultural, social, ethnic and religious factors</p> <p>PC19. gather feedback, re-assess and refine the practice to determine short-term or long-term goals and priorities</p>

BWS/N2202

Conduct Hatha Yoga Sessions

	<p>PC20. address new and changing conditions, goals, aspirations and priorities of the guest and to provide appropriate support</p> <p>PC21. accept and follow ethical principles and related concepts from the yoga tradition to professional interactions and relationships</p> <p>PC22. maintain neat and clean work area at all times</p> <p>PC23. inform guests about various forms of yoga and its effect on body and mind</p> <p>PC24. use a broad range of mind-body-based healing tools in conjunction with exercise based on needs, ages, and ability levels to create effective practices against ailments</p> <p>PC25. apply yogic principles to conduct guest sessions to enhance wellbeing, overcome illness and live a healthier and more meaningful life</p> <p>PC26. perform and demonstrate all yoga techniques to guests and ensure compliance to safety and health standards</p> <p>PC27. assist guests to perform all techniques effectively</p> <p>PC28. evaluate exercises performed by guests and recommend correction whenever required</p> <p>PC29. coordinate with senior supervisors and guests on yogic lifestyle counselling to ensure healthy body and mind</p> <p>PC30. ensure guest satisfaction and assist in answering all guest queries</p> <p>PC31. store guest and equipment records, securely in line with the organization's policies</p> <p>PC32. leave the work area in a clean and hygienic condition suitable for further classes</p> <p>PC33. communicate any shortcomings to the supervisor</p> <p>PC34. assist the senior Yoga Trainer in designing courses, practice modules, schedules and the lesson plans</p> <p>PC35. assess the guests progress and achievements</p> <p>PC36. assist the senior teachers to review the course modules and the teaching skills of yoga instructors</p> <p>PC37. provide yogic counselling to the guests to set their long or short term goals</p>
Knowledge and Understanding (K)	
A. Organizational Context (Knowledge of the organization and its processes)	<p>The user/individual on the job needs to know and understand:</p> <p>KA1. the organization's standards of performance and sequence of services</p> <p>KA2. the range of services and products offered by the organization</p> <p>KA3. the hygiene, health and safety requirements in the organization</p>
B. Technical Knowledge	<p>The user/individual on the job needs to know and understand:</p> <p>KB1. the evolution of the teachings and philosophy of yoga tradition and its relevance and application</p> <p>KB2. patanjali yoga sutras</p> <p>KB3. hatha yoga pradipika</p> <p>KB4. gheranda samhita</p> <p>KB5. shiva samhita</p> <p>KB6. all the postures or techniques involved their effects and implications</p> <p>KB7. the application of yama and niyama</p> <p>KB8. range of yoga practices and their potential effects. practice may include, but are not limited to asana, pranayama, meditation, relaxation techniques, etc.</p> <p>KB9. yogic diet and yogic lifestyle</p> <p>KB10. contraindication of yoga practices for specific conditions and circumstances</p>

BWS/N2202

Conduct Hatha Yoga Sessions

	<p>KB11. human anatomy and physiology including all major systems of the body and their interrelationships</p> <p>KB12. yoga practices and methods for self-enquiry related to establishing, practicing and maintaining ethical principles</p> <p>KB13. generally accepted ethical principles of health care codes of conduct and yoga's ethical principle</p> <p>KB14. applicable legislation relating to the workplace (for example health and safety, workplace regulations, use of work equipment, health hazards, handling/storage/ disposal/ cautions in the use of products/ tools/ equipment etc., fire precautions, occurrences, hygiene practice, disposal of waste, environmental protection etc.</p> <p>KB15. basic knowledge of counseling/ teaching methodology</p> <p>KB16. symptoms/ contra indications associated with other medical fields like allopath, homeopathy, unani etc. and potential side effects of medicines on human body</p> <p>KB17. shuddhi, cleansing, detoxification</p>
Skills (S)	
A. Core Skills/ Generic Skills	Writing Skills
	<p>The user/ individual on the job needs to know and understand how to:</p> <p>SA1. document call logs, reports, task lists, and schedules with co-workers</p> <p>SA2. prepare status and progress reports</p> <p>SA3. record customers' discussions in the call logs</p> <p>SA4. write memos and e-mail to customers, co-workers, and vendors to provide them with work updates and to request appropriate information without English language errors regarding grammar or sentence construct</p>
	Reading Skills
	<p>The user/individual on the job needs to know and understand how to:</p> <p>SA5. read about new products and services with reference to the organization and also from external forums such as websites and blogs</p> <p>SA6. keep abreast with the latest knowledge by reading brochures, pamphlets, and product information sheets</p> <p>SA7. read comments, suggestions, and responses to Frequently Asked Questions (FAQs) posted on the helpdesk portal</p>
	Oral Communication (Listening and Speaking skills)
	<p>The user/individual on the job needs to know and understand how to:</p> <p>SA8. discuss task lists, schedules, and work-loads with co-workers</p> <p>SA9. question customers appropriately in order to understand the nature of the problem and make a diagnosis</p> <p>SA10. give clear instructions to customers</p> <p>SA11. keep customers informed about progress</p> <p>SA12. avoid using jargon, slang or acronyms when communicating with a customer, unless it is required</p>
B. Professional Skills	Decision Making
	<p>The user/individual on the job needs to know and understand how to:</p> <p>SB1. make decisions pertaining to the concerned area of work</p>
	Plan and Organize

BWS/N2202

Conduct Hatha Yoga Sessions

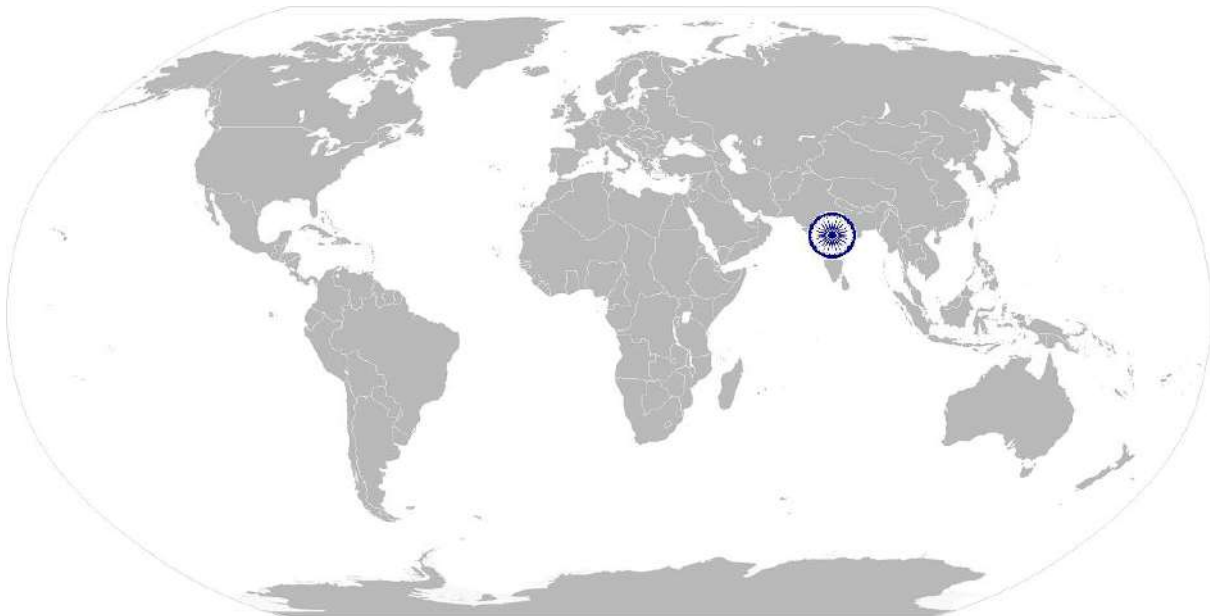
	The user/individual on the job needs to know and understand: SB2. plan and organize service feedback files/documents
	Customer Centricity
	The user/individual on the job needs to know and understand how to: SB3. manage relationships with customers who may be stressed, frustrated, confused, or angry SB4. build customer relationships and use customer centric approach
	Problem Solving
	The user/individual on the job needs to know and understand how to: SB5. think through the problem, evaluate the possible solution(s) and suggest an optimum /best possible solution(s) SB6. deal with clients lacking the technical background to solve the problem on their own SB7. identify immediate or temporary solutions to resolve delays
	Analytical Thinking
	The user/individual on the job needs to know and understand how to: SB8. use the existing data to arrive at specific data points SB9. use the existing data points for improving the call resolution time SB10. use the existing data points to generate required reports for business
	Critical Thinking
	The user/individual on the job needs to know and understand how to: SB11. apply, analyze, and evaluate the information gathered from observation, experience, reasoning, or communication, as a guide to thought and action

BWS/N2202

Conduct Hatha Yoga Sessions

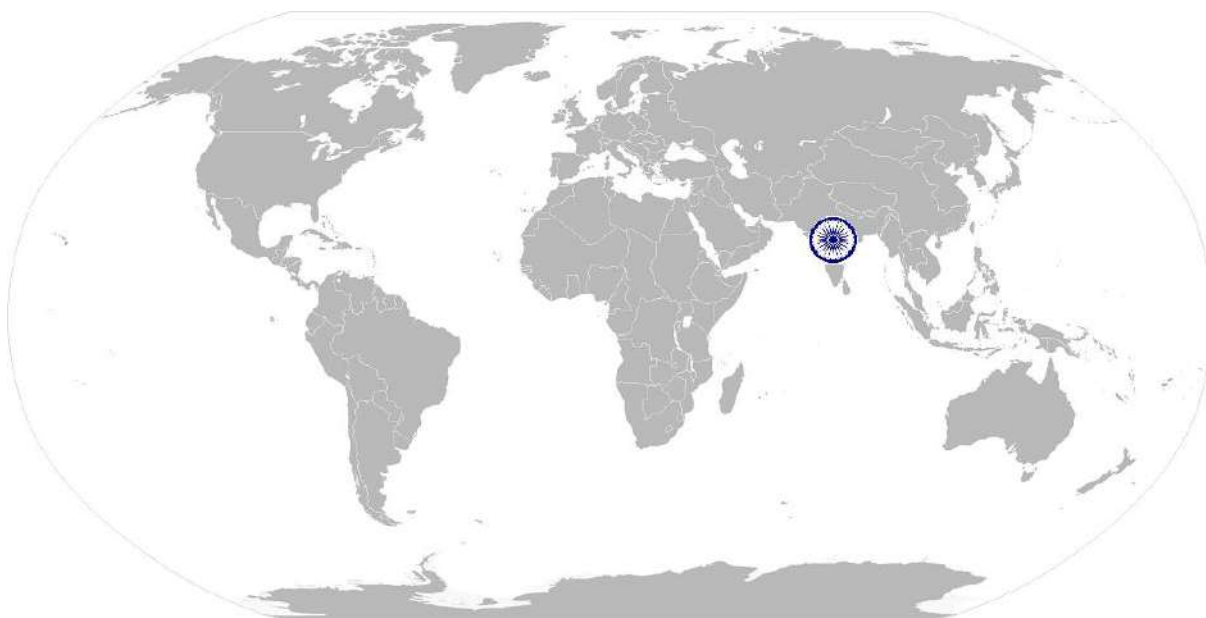
NOS Version Control

NOS Code	BWS/N2202		
Credits	TBD	Version number	1.0
Industry	Beauty & Wellness	Drafted on	01/08/2015
Industry Sub-sector	Alternate Therapy	Last reviewed on	10/02/2016
Occupation	Yoga Services	Next review date	10/02/2019



[Back to Top](#)

National Occupational Standard



Overview

This OS unit is about maintaining a safe and hygienic environment at the workplace

BWS/N9002

Maintain health and safety at the workplace

National Occupational Standard

Unit Code	BWS/N9002
Unit Title (Task)	Maintain health and safety at the workplace
Description	Maintain a safe and hygienic environment at the workplace to reduce potential risks to self and others
Scope	This unit/task covers the following: <ul style="list-style-type: none"> Maintain health and safety at the workplace
Performance Criteria(PC) w.r.t. the Scope	
Element	Performance Criteria
Maintain health and safety at the workplace	<p>To be competent, the user/individual on the job must be able to:</p> <p>PC1. set up and position the equipment/ tools/ machinery/ products etc. in the work area to meet legal, hygiene and safety requirements</p> <p>PC2. clean and sterilize all tools / machines/ equipment before and after the use</p> <p>PC3. maintain one's posture and position to minimize fatigue and the risk of injury</p> <p>PC4. dispose waste materials (if applicable) in accordance to the industry accepted standards</p> <p>PC5. maintain first aid kit and keep oneself updated on the first aid procedures</p> <p>PC6. identify and document potential risks and hazards in the workplace</p> <p>PC7. accurately maintain accident reports</p> <p>PC8. report health and safety risks/ hazards to concerned personnel</p> <p>PC9. use machines, tools, equipment, chemicals and products in accordance with the organization's guidelines and manufacturers' instructions</p>
Knowledge and Understanding (K)	
A. Organizational Context (Knowledge of the organization and its processes)	The user/individual on the job needs to know and understand: KA1. organization's policies and procedures to address risks and hazards KA2. health and safety requirements in the organization
B. Technical Knowledge	The user/individual on the job needs to know and understand: KB1. contra-indications related to various services KB2. process and products to sterilize and disinfect equipment/ tools/ machines etc. KB3. manufacturer's instructions related to equipment and product use and cleaning KB4. applicable legislation relating to the workplace (for example health and safety, workplace regulations, use of work equipment, health hazards, handling/storage/ disposal/ cautions in the use of products/ tools/ equipment etc., fire precautions, occurrences, hygiene practice, disposal of waste, environmental protection etc.
Skills (S)	

BWS/N9002

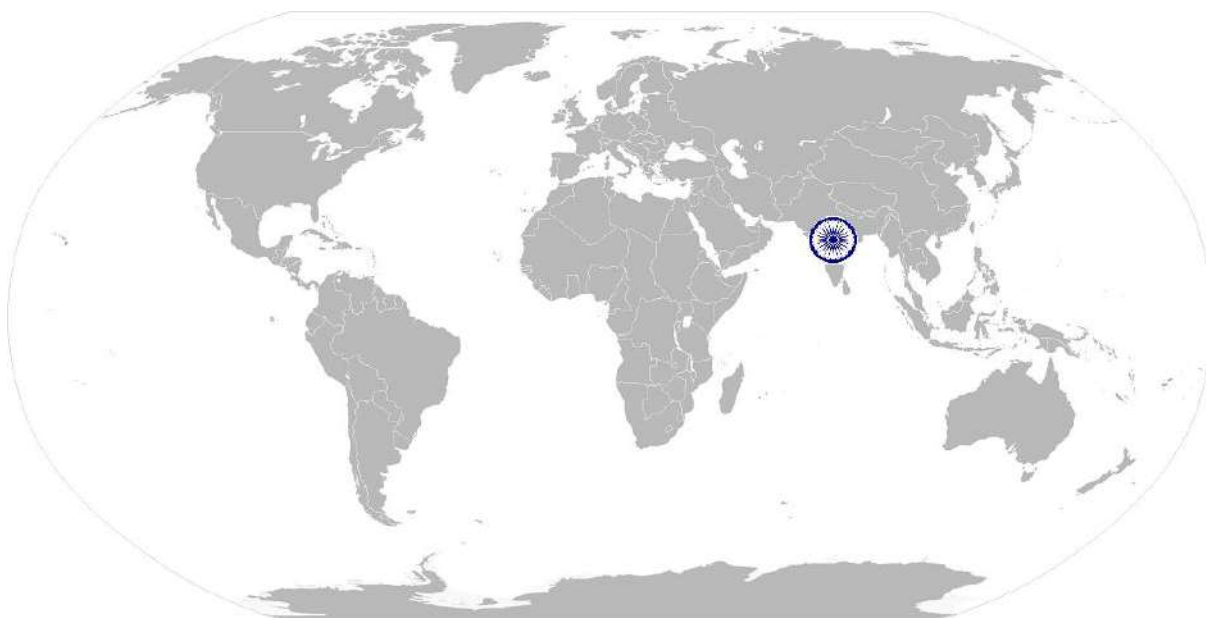
Maintain health and safety at the workplace

A. Core Skills/ Generic Skills	Writing Skills
	<p>The user/ individual on the job needs to know and understand how to:</p> <p>SA1. document call logs, reports, task lists, and schedules with co-workers</p> <p>SA2. prepare status and progress reports</p> <p>SA3. record customers' discussions in the call logs</p> <p>SA4. write memos and e-mail to customers, co-workers, and vendors to provide them with work updates and to request appropriate information without English language errors regarding grammar or sentence construct</p>
	Reading Skills
	<p>The user/individual on the job needs to know and understand how to:</p> <p>SA5. read about new products and services with reference to the organization and also from external forums such as websites and blogs</p> <p>SA6. keep abreast with the latest knowledge by reading brochures, pamphlets, and product information sheets</p> <p>SA7. read comments, suggestions, and responses to Frequently Asked Questions (FAQs) posted on the helpdesk portal</p>
B. Professional Skills	Oral Communication (Listening and Speaking skills)
	<p>The user/individual on the job needs to know and understand how to:</p> <p>SA8. discuss task lists, schedules, and work-loads with co-workers</p> <p>SA9. question customers appropriately in order to understand the nature of the problem and make a diagnosis</p> <p>SA10. give clear instructions to customers</p> <p>SA11. keep customers informed about progress</p> <p>SA12. avoid using jargon, slang or acronyms when communicating with a customer, unless it is required</p>
	Decision Making
	<p>The user/individual on the job needs to know and understand how to:</p> <p>SB1. make decisions pertaining to the concerned area of work</p>
	Plan and Organize
	<p>The user/individual on the job needs to know and understand:</p> <p>SB2. plan and organize service feedback files/documents</p>
	Customer Centricity
	<p>The user/individual on the job needs to know and understand how to:</p> <p>SB3. manage relationships with customers who may be stressed, frustrated, confused, or angry</p> <p>SB4. build customer relationships and use customer centric approach</p>
	Problem Solving
	<p>The user/individual on the job needs to know and understand how to:</p> <p>SB5. think through the problem, evaluate the possible solution(s) and suggest an optimum /best possible solution(s)</p> <p>SB6. deal with clients lacking the technical background to solve the problem on their own</p> <p>SB7. identify immediate or temporary solutions to resolve delays</p>

BWS/N9002

Maintain health and safety at the workplace

	Analytical Thinking
	The user/individual on the job needs to know and understand how to:
	SB8. use the existing data to arrive at specific data points
	SB9. use the existing data points for improving the call resolution time
	SB10. use the existing data points to generate required reports for business
	Critical Thinking
	The user/individual on the job needs to know and understand how to:
	SB11. apply, analyze, and evaluate the information gathered from observation, experience, reasoning, or communication, as a guide to thought and action

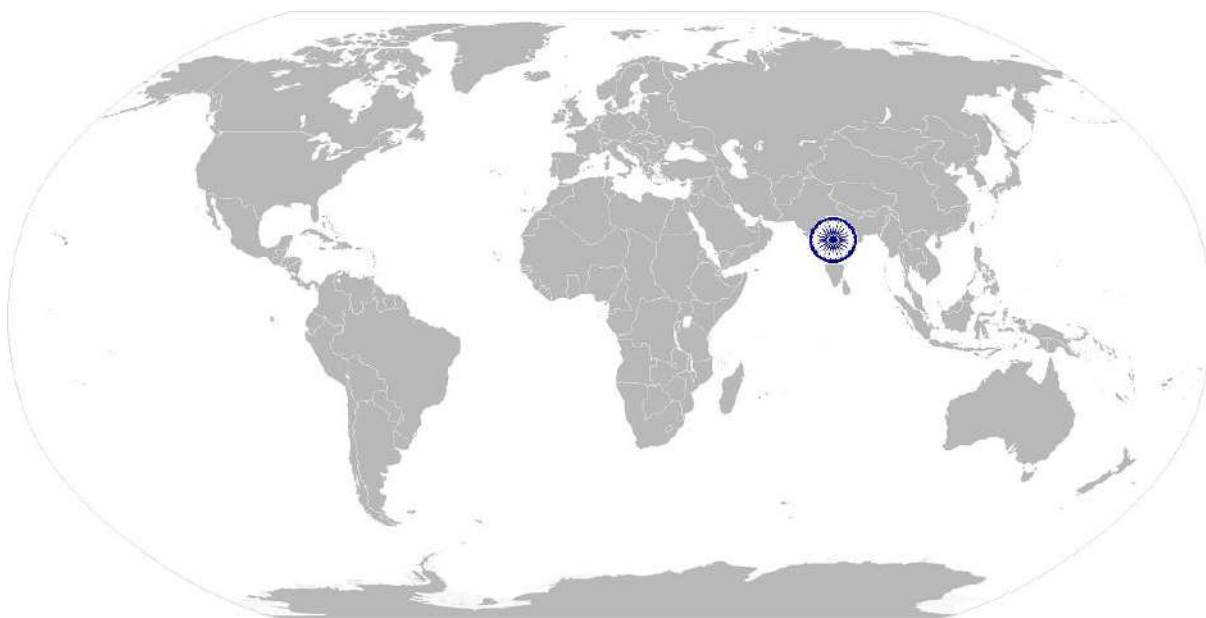


BWS/N9002

Maintain health and safety at the workplace

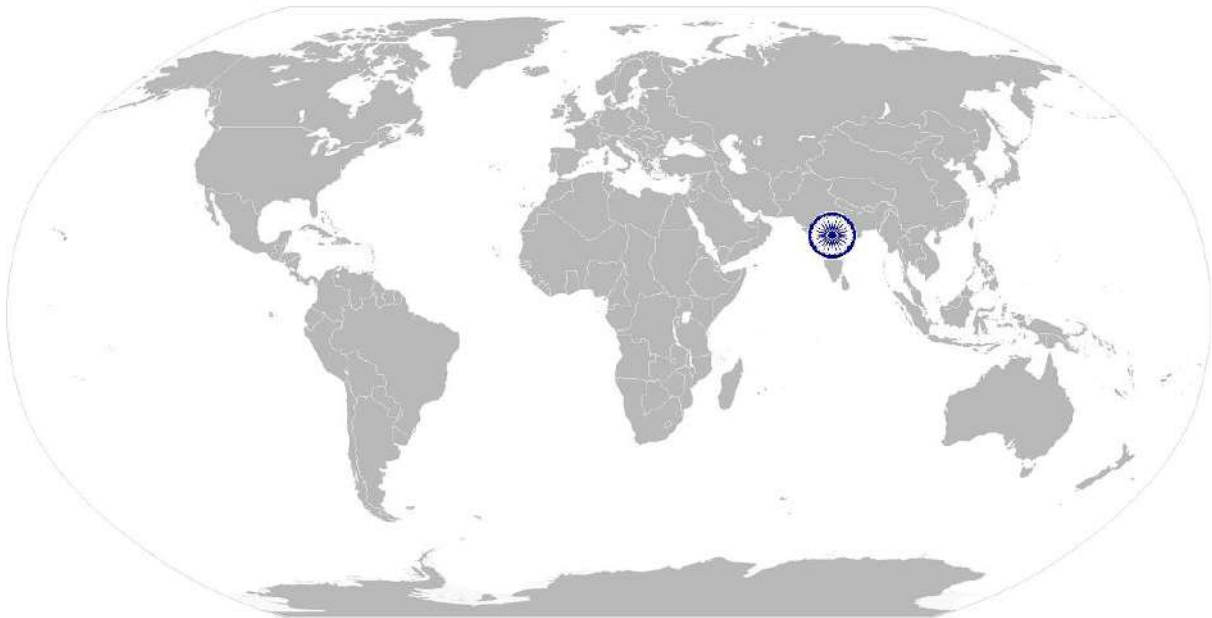
NOS Version Control

NOS Code	BWS/N9002		
Credits	TBD	Version number	1.0
Industry	Beauty & Wellness	Drafted on	01/08/2015
Industry Sub-sector	Alternate Therapy	Last reviewed on	10/02/2016
Occupation	Yoga Services	Next review date	10/02/2019



[Back to Top](#)

National Occupational Standard



Overview

This OS unit is about personal grooming and behaviour expected at the workplace.

BWS/N9003

Create a positive impression at the workplace

National Occupational Standard

Unit Code	BWS/N9003
Unit Title (Task)	Create a positive impression at the workplace
Description	Personal grooming and behaviour to execute tasks as per the organization's standards and create a positive impression at the workplace
Scope	This unit/task covers the following: <ul style="list-style-type: none"> • Appearance and Behavior • Task execution as per organization's standards • Communication and Information record
Performance Criteria(PC) w.r.t. the Scope	
Element	Performance Criteria
Appearance and Behavior	To be competent, the user/individual on the job must be able to: <ul style="list-style-type: none"> PC1. maintain good health and personal hygiene PC2. comply with organisation's standards of grooming and personal behavior PC3. meet the organisation's standards of courtesy, behavior and efficiency PC4. stay free from intoxicants while on duty PC5. wear and carry organisation's uniform and accessories correctly and smartly
Task execution as per organization's standards	To be competent, the user/individual on the job must be able to: <ul style="list-style-type: none"> PC6. take appropriate and approved actions in line with instructions and guidelines PC7. record details related to tasks, as per procedure PC8. participate in workplace activities as a part of the larger team PC9. report to supervisor immediately in case there are any work issues PC10. use appropriate language, tone and gestures while interacting with guests from different cultural and religious backgrounds, age, disabilities and gender
Communication and Information record	To be competent, the user/individual on the job must be able to: <ul style="list-style-type: none"> PC11. communicate procedure related information to guests based on the sector's code of practices and organisation's procedures/ guidelines PC12. communicate role related information to stakeholders in a polite manner and resolve queries, if any PC13. assist and guide guests to services or products based on their needs PC14. report and record instances of aggressive/ unruly behavior and seek assistance PC15. use communication equipment (phone, email etc.) as mandated by the organization PC16. carry out routine documentation legibly and accurately in the desired format PC17. file routine reports and feedback PC18. maintain confidentiality of information, as required, in the role
Knowledge and Understanding (K)	
A. Organizational Context (Knowledge of the organization and its processes)	The user/individual on the job needs to know and understand: <ul style="list-style-type: none"> KA1. importance of personal health and hygiene KA2. organization's standards of grooming and personal behavior KA3. organization's standards related to courtesy, behavior and efficiency KA4. ill-effects of intoxicants and potential actions at workplace KA5. items of uniform & accessories and correct method of wearing/ carrying them KA6. reporting/ recording formats and protocol for documentation KA7. kinds of work issues that may arise and reporting structure KA8. code of practices and guidelines relating to communication with people

BWS/N9003

Create a positive impression at the workplace

	KA9. organization's requirements for recording and retaining information
B. Technical Knowledge	<p>The user/individual on the job needs to know and understand:</p> <p>KB1. ability to speak, read and write in the local vernacular language and English</p> <p>KB2. appropriate verbal and non-verbal cues while dealing with guests from different cultural, religious backgrounds, age, disabilities and gender</p> <p>KB3. different formats on which information is to be recorded</p> <p>KB4. importance to maintain security and confidentiality of information</p> <p>KB5. kinds of communication equipment (email, phone etc.) available and their effective use</p> <p>KB6. selling/ influencing techniques to provide additional services/ products to guests</p>
Skills (S)	
A. Core Skills/ Generic Skills	Writing Skills
	<p>The user/ individual on the job needs to know and understand how to:</p> <p>SA1. document call logs, reports, task lists, and schedules with co-workers</p> <p>SA2. prepare status and progress reports</p> <p>SA3. record customers' discussions in the call logs</p> <p>SA4. write memos and e-mail to customers, co-workers, and vendors to provide them with work updates and to request appropriate information without English language errors regarding grammar or sentence construct</p>
	Reading Skills
	<p>The user/individual on the job needs to know and understand how to:</p> <p>SA5. read about new products and services with reference to the organization and also from external forums such as websites and blogs</p> <p>SA6. keep abreast with the latest knowledge by reading brochures, pamphlets, and product information sheets</p> <p>SA7. read comments, suggestions, and responses to Frequently Asked Questions (FAQs) posted on the helpdesk portal</p>
	Oral Communication (Listening and Speaking skills)
	<p>The user/individual on the job needs to know and understand how to:</p> <p>SA8. discuss task lists, schedules, and work-loads with co-workers</p> <p>SA9. question customers appropriately in order to understand the nature of the problem and make a diagnosis</p> <p>SA10. give clear instructions to customers</p> <p>SA11. keep customers informed about progress</p> <p>SA12. avoid using jargon, slang or acronyms when communicating with a customer, unless it is required</p>
B. Professional Skills	Decision Making
	<p>The user/individual on the job needs to know and understand how to:</p> <p>SB1. make decisions pertaining to the concerned area of work</p>
	Plan and Organize
	<p>The user/individual on the job needs to know and understand:</p> <p>SB2. plan and organize service feedback files/documents</p>

BWS/N9003

Create a positive impression at the workplace

	Customer Centricity
	The user/individual on the job needs to know and understand how to: SB3. manage relationships with customers who may be stressed, frustrated, confused, or angry SB4. build customer relationships and use customer centric approach
	Problem Solving
	The user/individual on the job needs to know and understand how to: SB5. think through the problem, evaluate the possible solution(s) and suggest an optimum /best possible solution(s) SB6. deal with clients lacking the technical background to solve the problem on their own SB7. identify immediate or temporary solutions to resolve delays
	Analytical Thinking
	The user/individual on the job needs to know and understand how to: SB8. use the existing data to arrive at specific data points SB9. use the existing data points for improving the call resolution time SB10. use the existing data points to generate required reports for business
	Critical Thinking
	The user/individual on the job needs to know and understand how to: SB11. apply, analyze, and evaluate the information gathered from observation, experience, reasoning, or communication, as a guide to thought and action

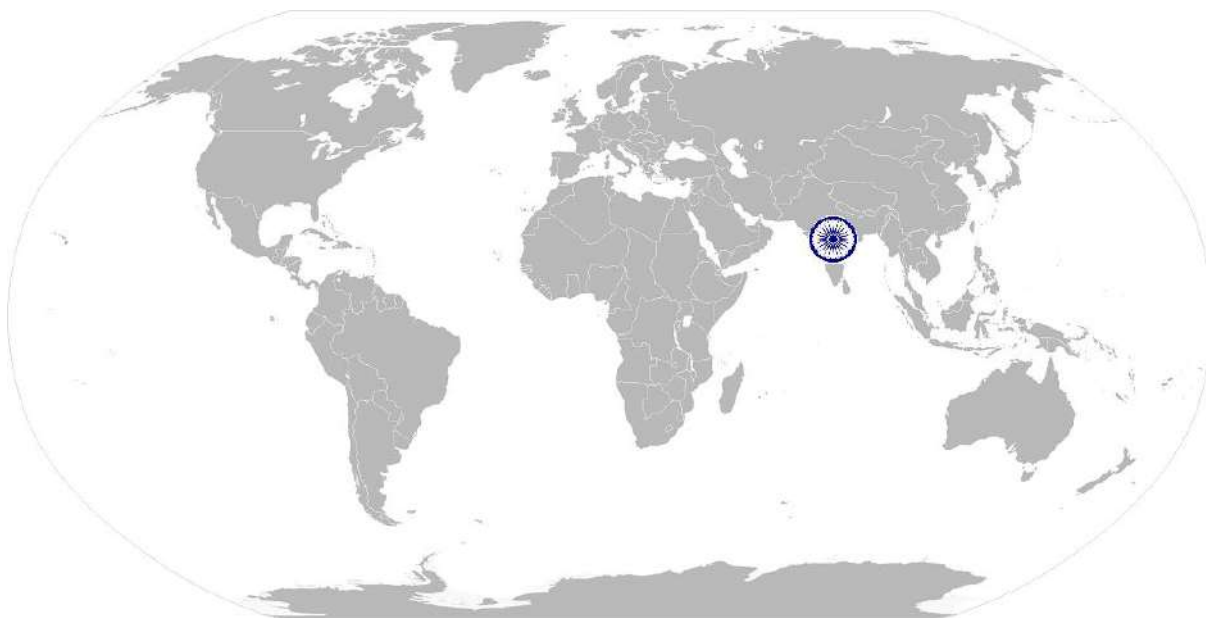


BWS/N9003

Create a positive impression at the workplace

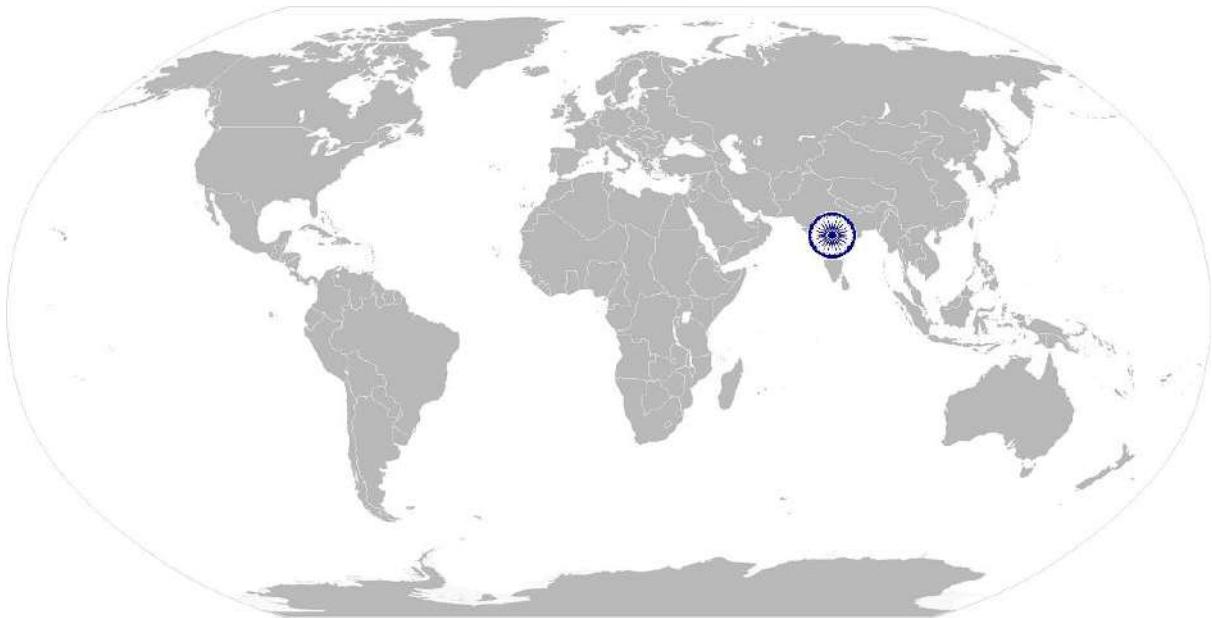
NOS Version Control

NOS Code	BWS/N9003		
Credits	TBD	Version number	1.0
Industry	Beauty & Wellness	Drafted on	01/08/2015
Industry Sub-sector	Alternate Therapy	Last reviewed on	10/02/2016
Occupation	Yoga Services	Next review date	10/02/2019



[Back to Top](#)

National Occupational Standard



Overview

This OS unit is about working with children's & adolescents in groups and individuals

BWS/N2208

Conduct the Bal Yoga sessions

Unit Code	BWS/N2208
Unit Title (Task)	Conduct the Bal Yoga sessions
Description	Work with children's & adolescents in groups and individuals, combining poses, breathing and mediation exercises to conduct Bal yoga sessions
Scope	This unit/task covers the following: <ul style="list-style-type: none"> Conduct the Bal Yoga sessions
Performance Criteria(PC) w.r.t. the Scope	
Element	Performance Criteria
Conduct the Bal Yoga sessions	<p>To be competent, the user/individual on the job must be able to:</p> <p>PC1. components that should be covered during the session</p> <ul style="list-style-type: none"> yoga sloka bhajans meditation chanting om and its essence group activity moral values – skit/activity <p>PC2. ensure appropriate ambience for the childrens to perform the Bal yoga</p> <p>PC3. provide appropriate opening and closure of the session through prayer/chanting/meditation</p> <p>PC4. obtain information of child's medical history, background, preferences from parents before starting the session</p> <p>PC5. work on enhancing child's resilience and coping frequency, thereby helping them adapt and cope with negative life events</p> <p>PC6. work on cultivating balanced psychological and physiological responses to stress, such as</p> <ul style="list-style-type: none"> improved stress management reduced problematic stress responses decreased cortisol concentrations <p>PC7. address the spiritual needs of the childrens and help to mould their character through value based curriculum</p> <p>PC8. introduce childrens to various indian scriptures (ramayana, bhagwat puran) and derive lessons of right values and moral principles</p> <p>PC9. provide a fun and non-competitive environment for childrens to internalize the teachings</p> <p>PC10. ensure that there is discipline and respect among childrens and for their respective teachers</p> <p>PC11. ensure that the teachings in class are inclusive and applicable to all childrens and their respective communities. The parents should feel comfortable reinforcing at home what is taught in classes</p> <p>PC12. implement effective teaching methods, adapt to unique styles of learning, provide supportive and effective feedback, acknowledge the child's progress, and cope with unique difficulties / successes</p> <p>PC13. transmit the value of self-awareness and self-responsibility throughout the</p>

BWS/N2208

Conduct the Bal Yoga sessions

	<p>process</p> <p>PC14. elicit the goals, expectations and aspirations of the child</p> <p>PC15. integrate information from the intake, evaluation, and observation to develop a working assessment of the child's condition, limitations and possibilities</p> <p>PC16. determine which aspects of the childrens conditions, goals and aspirations might be addressed through Bal yoga</p> <p>PC17. select and prioritise the use of yoga tools and techniques</p> <p>PC18. modify and adapt the sequence of yoga practices appropriate to the needs of childrens</p> <p>PC19. deliver appropriate practices for individuals as well as group, taking into consideration the assessment of their conditions, limitations, possibilities and the overall practice strategy</p> <p>PC20. provide instruction, demonstration, education of the childrens using multi-model strategies of education such as audio visual tools, kinaesthetic learning tools, etc.</p> <p>PC21. foster trust by establishing an appropriate environment through privacy, confidentiality, and safety</p> <p>PC22. practise effective student-centred communication based upon a respect for and sensitivity to individual familial, cultural, social, ethnic and religious factors</p> <p>PC23. gather feedback, re-assess and refine the practice to determine short-term or long-term goals and priorities</p> <p>PC24. accept and follow ethical principles and related concepts from the yoga tradition to professional interactions and relationships</p> <p>PC25. inform childrens about the various forms of yoga and its effect on body and mind</p> <p>PC26. use a broad range of mind-body-based healing tools in conjunction with exercise based on needs, ages, and ability levels to create effective practices against ailments</p> <p>PC27. apply yogic principles while conducting sessions to enhance wellbeing, overcome illness and live a healthier and more meaningful life</p> <p>PC28. perform and demonstrate all yoga techniques to childrens and ensure compliance to safety and health standards</p> <p>PC29. assist childrens to perform all techniques effectively</p> <p>PC30. evaluate exercises performed by childrens and recommend correction whenever required</p> <p>PC31. coordinate with senior yoga therapist and childrens parents on yogic lifestyle counselling to ensure healthy body and mind</p> <p>PC32. ensure customer satisfaction and assist in answering all queries that the childrens may have</p> <p>PC33. leave the work area in a clean and hygienic condition suitable for further classes</p> <p>PC34. communicate any shortcomings to the supervisor</p>
Knowledge and Understanding (K)	
A. Organizational Context (Knowledge of the organization and its processes)	<p>The user/individual on the job needs to know and understand:</p> <p>KA1. the organization's standards of performance and sequence of services</p> <p>KA2. the range of services and products offered by the organization</p> <p>KA3. the hygiene, health and safety requirements in the organization</p>
B. Technical	<p>The user/individual on the job needs to know and understand:</p>

BWS/N2208

Conduct the Bal Yoga sessions

<p>Knowledge</p>	<p>KB1. diet and fasting techniques</p> <p>KB2. detoxification techniques (prakshalan)</p> <p>KB3. contra indications associated with each of the techniques</p> <p>KB4. the evolution of the teachings and philosophy of yoga tradition and its relevance and application to Bal yoga sessions</p> <p>KB5. yoga perspectives on the structure, states, functioning and conditions of the mind</p> <p>KB6. yoga perspectives on distracted/disturbed conditions of mind and their expressions as expressed in yoga sutras, bhagavad gita and other texts</p> <p>KB7. other schools of yoga like bhakti yoga, gyan yoga, karma yoga etc.</p> <p>KB8. other types of yoga like ashtanga vinyasa, iyenger, rajadhiraj yoga etc.</p> <p>KB9. basic perspectives on health and disease from yoga relevant to the practice of bal yoga, including the concepts of (kosha, dosha, guna, etc.)</p> <p>KB10. categorizing illness, including but not limited to samprapti (pathogenesis), shamana and shodhana (pacification and purification)</p> <p>KB11. application of yama and niyama</p> <p>KB12. range of yoga practices and their potential therapeutic effects for common conditions. The practice may include, but are not limited to asana, pranayama, meditation, relaxation techniques, etc.</p> <p>KB13. yogic diet and yogic lifestyle counselling</p> <p>KB14. contraindication of yoga practices for specific conditions and circumstances.</p> <p>KB15. human anatomy and physiology including all major systems of the body and their interrelationships, as relevant to the work of a Yoga Trainer</p> <p>KB16. biomechanics & biopsychology as movement as they relate to the practice of Bal yoga and the work of a Yoga Trainer</p> <p>KB17. yoga psychology</p> <p>KB18. ergonomics</p> <p>KB19. common pathologies and disorders of all major systems, including symptoms, management, illness trajectories, and contraindications as relevant to the work of a Yoga Trainer</p> <p>KB20. yoga practices and methods for self-enquiry related to establishing, practicing and maintaining ethical principles</p> <p>KB21. generally accepted ethical principles of health care codes of conduct and yoga's ethical principles</p> <p>KB22. applicable legislation relating to the workplace (for example health and safety, workplace regulations, use of work equipment, control of substances hazardous to health, handling/storage/ disposal/cautions of use of products, fire precautions, occurrences, hygiene practice, disposal of waste, environmental protection)</p>
<p>Skills (S)</p>	
<p>A. Core Skills/ Generic Skills</p>	<p>Writing Skills</p> <p>The user/ individual on the job needs to know and understand how to:</p> <p>SA1. document call logs, reports, task lists, and schedules with co-workers</p> <p>SA2. prepare status and progress reports</p> <p>SA3. record customers' discussions in the call logs</p> <p>SA4. write memos and e-mail to customers, co-workers, and vendors to provide them with work updates and to request appropriate information without English language errors regarding grammar or sentence construct</p>

BWS/N2208

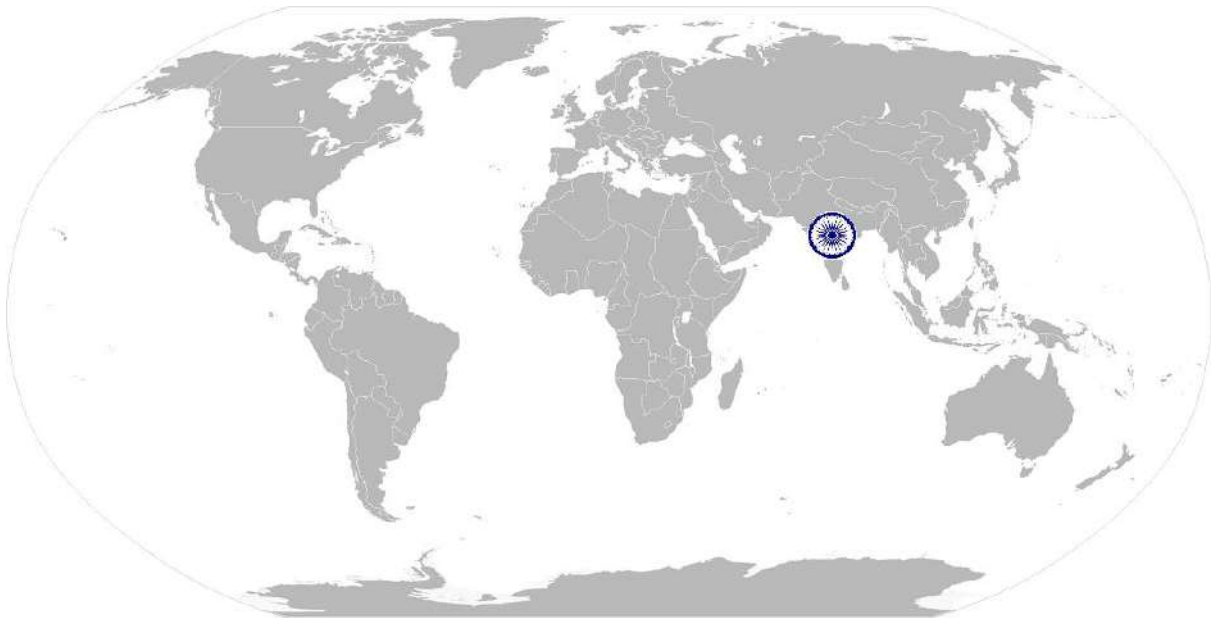
Conduct the Bal Yoga sessions

	Reading Skills
	<p>The user/individual on the job needs to know and understand how to:</p> <p>SA5. read about new products and services with reference to the organization and also from external forums such as websites and blogs</p> <p>SA6. keep abreast with the latest knowledge by reading brochures, pamphlets, and product information sheets</p> <p>SA7. read comments, suggestions, and responses to Frequently Asked Questions (FAQs) posted on the helpdesk portal</p>
	Oral Communication (Listening and Speaking skills)
	<p>The user/individual on the job needs to know and understand how to:</p> <p>SA8. discuss task lists, schedules, and work-loads with co-workers</p> <p>SA9. question customers appropriately in order to understand the nature of the problem and make a diagnosis</p> <p>SA10. give clear instructions to customers</p> <p>SA11. keep customers informed about progress</p> <p>SA12. avoid using jargon, slang or acronyms when communicating with a customer, unless it is required</p>
B. Professional Skills	Decision Making
	<p>The user/individual on the job needs to know and understand how to:</p> <p>SB1. make decisions pertaining to the concerned area of work</p>
	Plan and Organize
	<p>The user/individual on the job needs to know and understand:</p> <p>SB2. plan and organize service feedback files/documents</p>
	Customer Centricity
	<p>The user/individual on the job needs to know and understand how to:</p> <p>SB3. manage relationships with customers who may be stressed, frustrated, confused, or angry</p> <p>SB4. build customer relationships and use customer centric approach</p>
	Problem Solving
	<p>The user/individual on the job needs to know and understand how to:</p> <p>SB5. think through the problem, evaluate the possible solution(s) and suggest an optimum /best possible solution(s)</p> <p>SB6. deal with clients lacking the technical background to solve the problem on their own</p> <p>SB7. identify immediate or temporary solutions to resolve delays</p>
	Analytical Thinking
	<p>The user/individual on the job needs to know and understand how to:</p> <p>SB8. use the existing data to arrive at specific data points</p> <p>SB9. use the existing data points for improving the call resolution time</p> <p>SB10. use the existing data points to generate required reports for business</p>
	Critical Thinking
	<p>The user/individual on the job needs to know and understand how to:</p>

BWS/N2208

Conduct the Bal Yoga sessions

	SB11. apply, analyze, and evaluate the information gathered from observation, experience, reasoning, or communication, as a guide to thought and action
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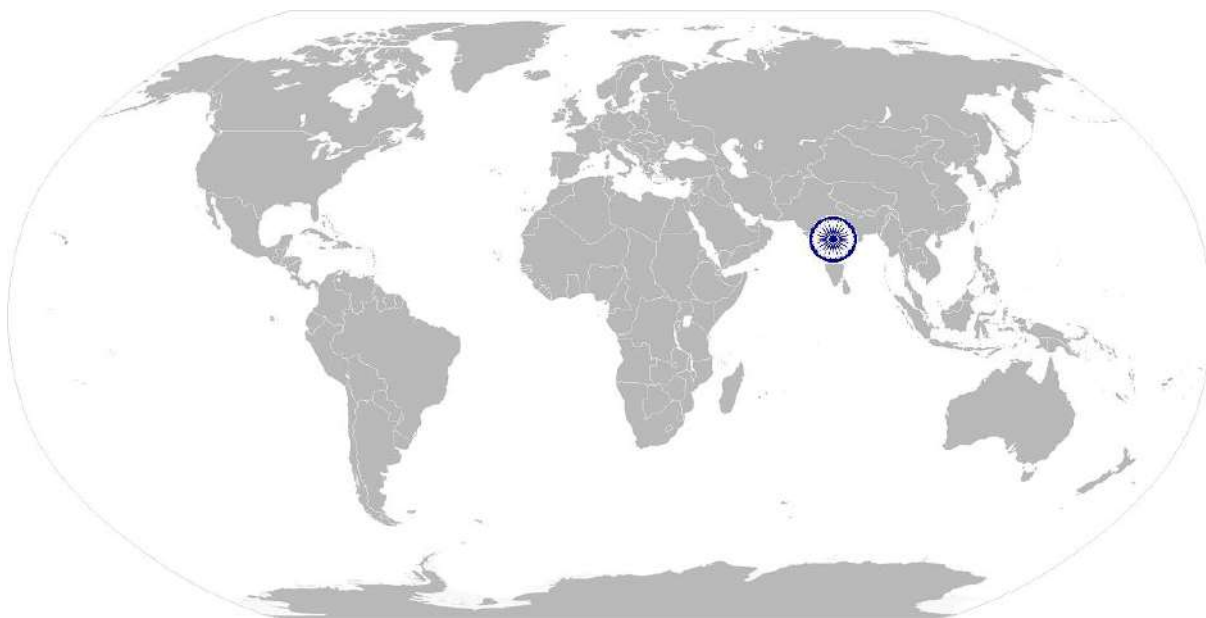


BWS/N2208

Conduct the Bal Yoga sessions

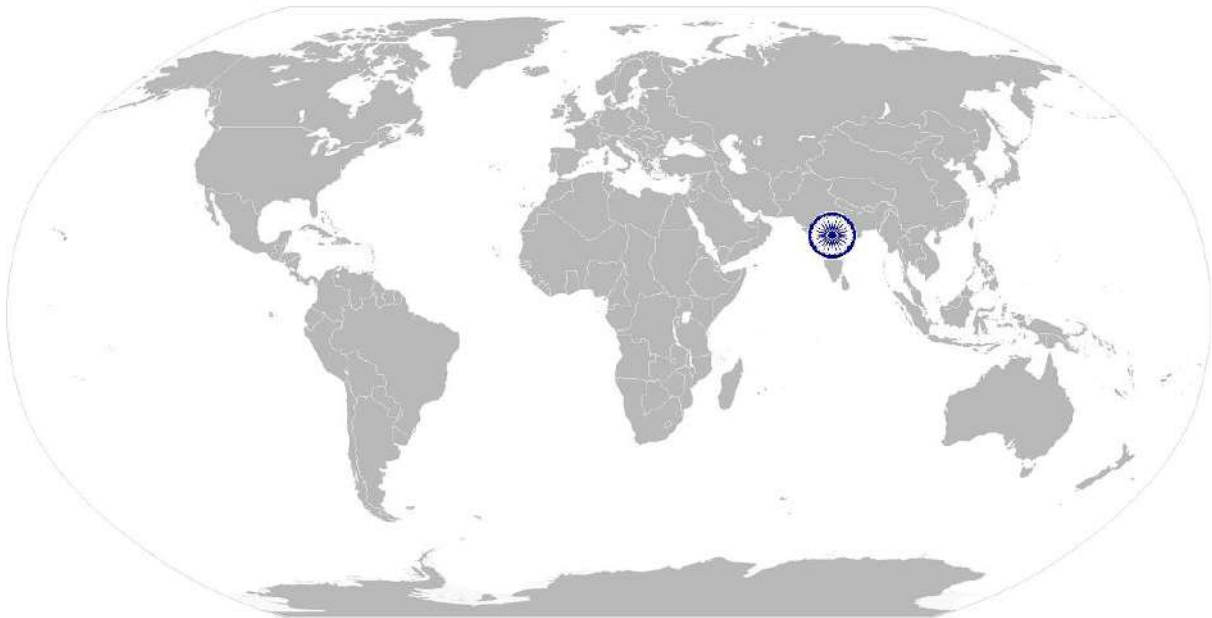
NOS Version Control

NOS Code	BWS/N2208		
Credits	TBD	Version number	1.0
Industry	Beauty & Wellness	Drafted on	01/08/2015
Industry Sub-sector	Alternate Therapy	Last reviewed on	10/02/2016
Occupation	Yoga Services	Next review date	10/02/2019



[Back to Top](#)

National Occupational Standard



Overview

This OS unit is about working with group of Ladies and individuals

BWS/N2209

Conduct the Mahila Yoga sessions

Unit Code	BWS/N2209
Unit Title (Task)	Conduct the Mahila Yoga sessions
Description	Working with group of Ladies and individuals, combining poses, breathing and mediation exercises to conduct Mahila Yoga sessions
Scope	This unit/task covers the following: <ul style="list-style-type: none"> Conduct the Mahila Yoga sessions
Performance Criteria(PC) w.r.t. the Scope	
Element	Performance Criteria
Conduct the Mahila Yoga sessions	<p>to be competent, the user/individual on the job must be able to:</p> <p>PC1. ensure appropriate ambience for guests to perform the Mahila yoga sessions</p> <p>PC2. provide appropriate opening and closure of the session through prayer/chanting/meditation</p> <p>PC3. obtain permission/ notify the client for a physical contact with the guest during session, if required</p> <p>PC4. obtain information on guest's medical history, background, preferences etc. before starting the session</p> <p>PC5. recognise, adjust, and adapt to specific guest needs in the evolving professional relationship</p> <p>PC6. recognise and manage the subtle dynamics inherent in the teacher /guest relationship</p> <p>PC7. implement effective teaching methods, adapt to unique styles of learning, provide supportive and effective feedback, acknowledge the guest's progress, and cope with unique difficulties / successes</p> <p>PC8. transmit the value of self-awareness and self-responsibility throughout the process</p> <p>PC9. develop and adjust appropriate practice strategies to the guest</p> <p>PC10. integrate information from the intake, evaluation, and observation to develop a working assessment of the guest's condition, limitations and possibilities</p> <p>PC11. determine which aspects of the guest's conditions, goals and aspirations might be addressed through Mahila yoga sessions</p> <p>PC12. understand from guests, poses causing any sort of discomfort to them</p> <p>PC13. educate the guests on benefits both baby and mother is gaining through this Mahila yoga sessions</p> <p>PC14. select and prioritise the use of Mahila yoga tools and techniques.</p> <p>PC15. modify and adapt the sequence of yoga practices appropriate to the needs of guests</p> <p>PC16. deliver appropriate practices for individuals as well as group, taking into consideration the assessment of their conditions, limitations, possibilities and the overall practice strategy</p> <p>PC17. provide instruction, demonstration, education of the guests using multi-model strategies of education such as audio visual tools, kinaesthetic learning tools, etc.</p> <p>PC18. foster trust by establishing an appropriate environment through privacy, confidentiality, and safety</p> <p>PC19. practise effective, guest-centred communication based upon a respect for, and sensitivity to, individual familial, cultural, social, ethnic and religious factors</p>

BWS/N2209

Conduct the Mahila Yoga sessions

	<p>PC20. gather feedback, re-assess and refine the practice to determine short-term or long-term goals and priorities</p> <p>PC21. address new and changing conditions, goals, aspirations and priorities of the guest and to provide appropriate support</p> <p>PC22. accept and follow ethical principles and related concepts from the yoga tradition to professional interactions and relationships</p> <p>PC23. maintain neat and clean work area at all times</p> <p>PC24. inform guests in various forms of Mahila yoga and its effect on body and mind</p> <p>PC25. use a broad range of mind-body-based healing tools in conjunction with exercise based on needs, ages, and ability levels to create effective practices against ailments</p> <p>PC26. apply yogic principles to conduct guest sessions to enhance wellbeing, overcome illness and live a healthier and more meaningful life</p> <p>PC27. perform and demonstrate all Mahila yoga techniques to guests and ensure compliance to safety and health standards</p> <p>PC28. assist guests to perform all Mahila techniques effectively</p> <p>PC29. evaluate exercises performed by guests and recommend correction whenever required</p> <p>PC30. coordinate with senior Yoga Trainer and guests on yogic lifestyle counselling to ensure healthy body and mind</p> <p>PC31. ensure guest satisfaction and assist in answering all guest queries</p> <p>PC32. store guest and equipment records, securely in line with the organization's policies</p> <p>PC33. leave the work area in a clean and hygienic condition suitable for further classes</p> <p>PC34. communicate any shortcomings to the supervisor</p>
Knowledge and Understanding (K)	
A. Organizational Context (Knowledge of the organization and its processes)	<p>The user/individual on the job needs to know and understand:</p> <p>KA1. the organization's standards of performance and sequence of services</p> <p>KA2. the range of services and products offered by the organization</p> <p>KA3. the hygiene, health and safety requirements in the organization</p>
B. Technical Knowledge	<p>The user/individual on the job needs to know and understand:</p> <p>KB1. diet and fasting techniques</p> <p>KB2. detoxification techniques (prakshalan)</p> <p>KB3. contra indications associated with each of the techniques</p> <p>KB4. the evolution of the teachings and philosophy of yoga tradition and its relevance and application to Mahila yoga</p> <p>KB5. yoga perspectives on the structure, states, functioning and conditions of the mind</p> <p>KB6. yoga perspectives on distracted/disturbed conditions of mind and their expressions as expressed in yoga sutras, bhagavad gita and other texts</p> <p>KB7. other schools of yoga like bhakti yoga, gyan yoga, karma yoga etc.</p> <p>KB8. other types of yoga like ashtanga vinyasa, iyenger, rajadhiraj yoga etc.</p> <p>KB9. basic perspectives on health and disease from yoga relevant to the practice of Mahila yoga sessions, including the concepts of (kosha, dosha, guna, etc.)</p> <p>KB10. categorizing illness, including but not limited to samprapti (pathogenesis), shamana and shodhana (pacification and purification)</p>

BWS/N2209

Conduct the Mahila Yoga sessions

	<p>KB11. application of yama and niyama</p> <p>KB12. range of yoga practices and their potential effects for common conditions. The practice may include but are not limited to asana, pranayama, meditation, relaxation techniques, etc.</p> <p>KB13. yogic diet and yogic lifestyle counselling</p> <p>KB14. contraindication of yoga practices for specific conditions and circumstances</p> <p>KB15. human anatomy and physiology including all major systems of the body and their interrelationships, as relevant to the work of a Yoga Trainer</p> <p>KB16. biomechanics & biopsychology as movement as they relate to the practice of yoga and the work of a Yoga Trainer</p> <p>KB17. yoga psychology</p> <p>KB18. ergonomics</p> <p>KB19. common pathologies and disorders of all major systems, including symptoms, management, illness trajectories, and contraindications as relevant to the work of a Yoga Trainer</p> <p>KB20. yoga practices and methods for self-enquiry related to establishing, practicing and maintaining ethical principles</p> <p>KB21. generally accepted ethical principles of health care codes of conduct and yoga's ethical principles</p> <p>KB22. applicable legislation relating to the workplace (for example health and safety, workplace regulations, use of work equipment, control of substances hazardous to health, handling/storage/ disposal/cautions of use of products, fire precautions, occurrences, hygiene practice, disposal of waste, environmental protection</p>
Skills (S)	
A. Core Skills/ Generic Skills	Writing Skills
	<p>The user/ individual on the job needs to know and understand how to:</p> <p>SA1. document call logs, reports, task lists, and schedules with co-workers</p> <p>SA2. prepare status and progress reports</p> <p>SA3. record customers' discussions in the call logs</p> <p>SA4. write memos and e-mail to customers, co-workers, and vendors to provide them with work updates and to request appropriate information without English language errors regarding grammar or sentence construct</p>
	Reading Skills
	<p>The user/individual on the job needs to know and understand how to:</p> <p>SA5. read about new products and services with reference to the organization and also from external forums such as websites and blogs</p> <p>SA6. keep abreast with the latest knowledge by reading brochures, pamphlets, and product information sheets</p> <p>SA7. read comments, suggestions, and responses to Frequently Asked Questions (FAQs) posted on the helpdesk portal</p>
	Oral Communication (Listening and Speaking skills)

BWS/N2209

Conduct the Mahila Yoga sessions

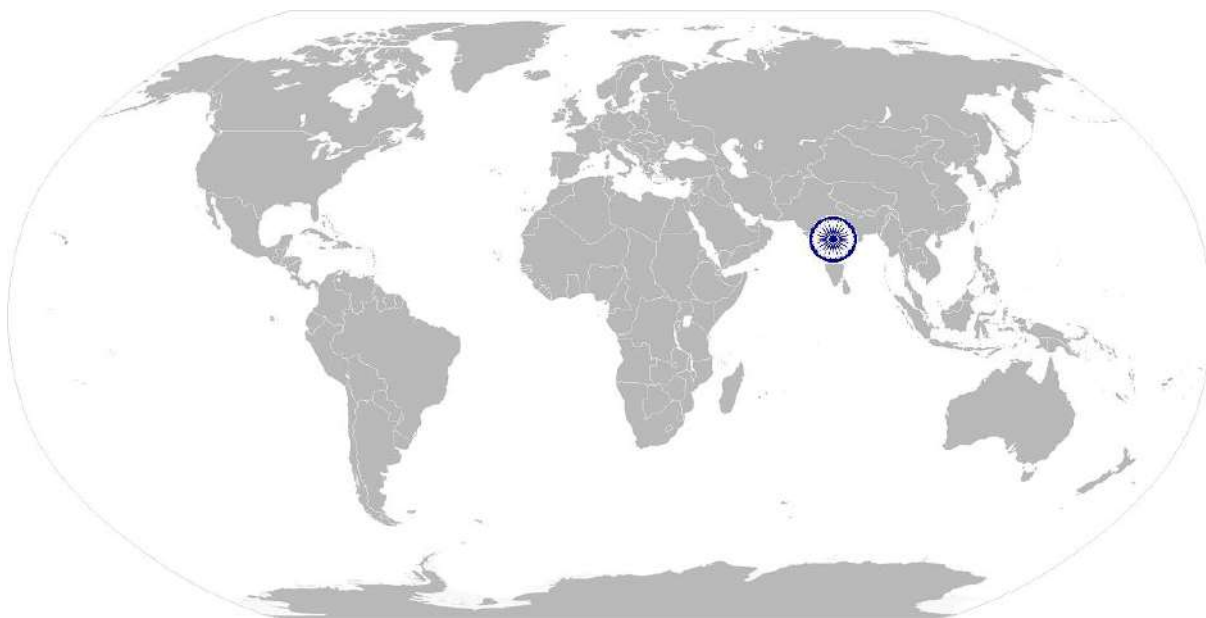
	<p>The user/individual on the job needs to know and understand how to:</p> <ul style="list-style-type: none"> SA8. discuss task lists, schedules, and work-loads with co-workers SA9. question customers appropriately in order to understand the nature of the problem and make a diagnosis SA10. give clear instructions to customers SA11. keep customers informed about progress SA12. avoid using jargon, slang or acronyms when communicating with a customer, unless it is required
B. Professional Skills	Decision Making
	<p>The user/individual on the job needs to know and understand how to:</p> <ul style="list-style-type: none"> SB1. make decisions pertaining to the concerned area of work
	Plan and Organize
	<p>The user/individual on the job needs to know and understand:</p> <ul style="list-style-type: none"> SB2. plan and organize service feedback files/documents
	Customer Centricity
	<p>The user/individual on the job needs to know and understand how to:</p> <ul style="list-style-type: none"> SB3. manage relationships with customers who may be stressed, frustrated, confused, or angry SB4. build customer relationships and use customer centric approach
	Problem Solving
	<p>The user/individual on the job needs to know and understand how to:</p> <ul style="list-style-type: none"> SB5. think through the problem, evaluate the possible solution(s) and suggest an optimum /best possible solution(s) SB6. deal with clients lacking the technical background to solve the problem on their own SB7. identify immediate or temporary solutions to resolve delays
	Analytical Thinking
	<p>The user/individual on the job needs to know and understand how to:</p> <ul style="list-style-type: none"> SB8. use the existing data to arrive at specific data points SB9. use the existing data points for improving the call resolution time SB10. use the existing data points to generate required reports for business
	Critical Thinking
	<p>The user/individual on the job needs to know and understand how to:</p> <ul style="list-style-type: none"> SB11. apply, analyze, and evaluate the information gathered from observation, experience, reasoning, or communication, as a guide to thought and action

BWS/N2209

Conduct the Mahila Yoga sessions

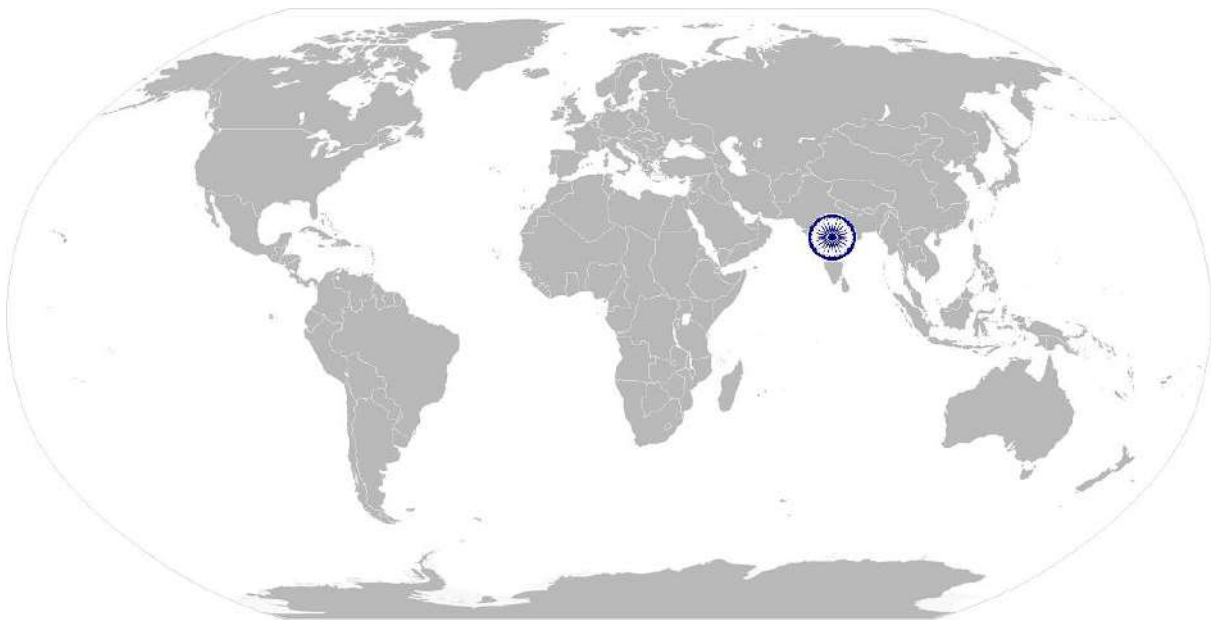
NOS Version Control

NOS Code	BWS/N2209		
Credits (NSQF)	TBD	Version number	1.0
Industry	Beauty & Wellness	Drafted on	01/08/2015
Industry Sub-sector	Alternate Therapy	Last reviewed on	10/02/2016
Occupation	Yoga Services	Next review date	10/02/2019



[Back to Top](#)

National Occupational Standard



Overview

This OS unit is about working with groups of Elderly's and individuals

BWS/N2210

Conduct the Vridha Yoga sessions

Unit Code	BWS/N2210
Unit Title (Task)	Conduct the Vridha Yoga sessions
Description	Work with groups of elderly's and individuals, combining poses, breathing and mediation exercises to conduct Vridha yoga sessions
Scope	This unit/task covers the following: <ul style="list-style-type: none"> Conduct the Vridha Yoga sessions
Performance Criteria(PC) w.r.t. the Scope	
Element	Performance Criteria
Conduct the Vridha Yoga sessions	<p>To be competent, the user/individual on the job must be able to:</p> <p>PC1. ensure appropriate ambience for the elderly guests to perform the Vridha yoga sessions</p> <p>PC2. provide appropriate opening and closure of the session through prayer/chanting/meditation</p> <p>PC3. obtain permission/ notify the guests for a physical contact with the guest during Vridha yoga session, if required</p> <p>PC4. obtain information on guest's medical history, background, preferences etc before starting the Vridha yoga session</p> <p>PC5. recognise, adjust, and adapt to specific client/student needs in the evolving therapeutic/professional relationship</p> <p>PC6. recognise and manage the subtle dynamics inherent in the teacher/ guest relationship</p> <p>PC7. analyze the difficulties individuals are facing due to ageing in performing various Vridha yoga poses</p> <p>PC8. suggest guests to substitute warm-ups with brisk walking and joint movements</p> <p>PC9. teach standing yoga poses triangle pose (konasana series) and standing spinal twist (kati chakrasanas)</p> <p>PC10. teach sitting yoga poses butterfly pose, cradling (if possible), body rotation, cat stretch and child pose (shishu asana)</p> <p>PC11. teach yoga poses which are performed lying on the back or stomach and focuses on repetitions rather than holding any posture such as the cobra pose (bhujangasana), the locust pose (shalabhasana) or the knee to chin press (pawanmuktasana)</p> <p>PC12. teach yoga nidra which is by far the most essential part of any yoga practice, and as age progresses, it becomes even more essential to help assimilate the effect of the asana practice into our system</p> <p>PC13. implement effective teaching methods, adapt to unique styles of learning, provide supportive and effective feedback, acknowledge the guest's progress, and cope with unique difficulties / successes</p> <p>PC14. transmit the value of self-awareness and self-responsibility throughout the process</p> <p>PC15. modify and adapt the sequence of yoga practices appropriate to the needs of guests</p> <p>PC16. deliver appropriate practices for individuals as well as group, taking into consideration the assessment of their conditions, limitations, possibilities and the overall practice strategy</p>

BWS/N2210

Conduct the Vridha Yoga sessions

	<p>PC17. foster trust by establishing an appropriate environment through privacy, confidentiality, and safety</p> <p>PC18. practise effective, guest-centred communication based upon a respect for, and sensitivity to, individual familial, cultural, social, ethnic and religious factors</p> <p>PC19. gather feedback, re-assess and refine the practice to determine short-term or long-term goals and priorities</p> <p>PC20. address new and changing conditions, goals, aspirations and priorities of the guest and to provide appropriate support</p> <p>PC21. accept and follow ethical principles and related concepts from the yoga tradition to professional interactions and relationships</p> <p>PC22. maintain neat and clean work area at all times</p> <p>PC23. inform guests about the various forms of Vridha yoga and its effect on body and mind</p> <p>PC24. use a broad range of mind-body-based healing tools in conjunction with exercise based on needs, ages, and ability levels to create effective practices against ailments</p> <p>PC25. apply yogic principles to conduct Vridha yoga sessions to enhance wellbeing, overcome illness and live a healthier and more meaningful life</p> <p>PC26. perform and demonstrate all Vridha yoga techniques to guests and ensure compliance to safety and health standards</p> <p>PC27. assist guests to perform all Vridha yoga techniques effectively</p> <p>PC28. evaluate exercises performed by guests and recommend correction whenever required</p> <p>PC29. coordinate with senior Yoga Trainer and guests on yogic lifestyle counselling to ensure healthy body and mind</p> <p>PC30. ensure guest satisfaction and assist in answering all guest queries</p> <p>PC31. store guest and equipment records, securely in line with the organization's policies</p> <p>PC32. leave the work area in a clean and hygienic condition suitable for further classes</p> <p>PC33. communicate any shortcomings to the supervisor</p>
Knowledge and Understanding (K)	
<p>A. Organizational Context (Knowledge of the organization and its processes)</p>	<p>The user/individual on the job needs to know and understand:</p> <p>KA1. the organization's standards of performance and sequence of services</p> <p>KA2. the range of services and products offered by the organization</p> <p>KA3. the hygiene, health and safety requirements in the organization</p>
<p>B. Technical Knowledge</p>	<p>The user/individual on the job needs to know and understand:</p> <p>KB1. diet and fasting techniques</p> <p>KB2. detoxification techniques (prakshalan)</p> <p>KB3. contra indications associated with each of the Vridha yoga techniques</p> <p>KB4. the evolution of the teachings and philosophy of yoga tradition and its relevance and application to Vridha yoga</p> <p>KB5. yoga perspectives on the structure, states, functioning and conditions of the mind</p> <p>KB6. yoga perspectives on distracted/disturbed conditions of mind and their expressions as expressed in yoga sutras, bhagavad gita and other text</p> <p>KB7. other schools of yoga like bhakti yoga, gyan yoga, karma yoga etc.</p>

BWS/N2210

Conduct the Vridha Yoga sessions

	<p>KB8. other types of yoga like ashtanga vinyasa, iyenger, rajadhiraj yoga etc.</p> <p>KB9. basic perspectives on health and disease from yoga relevant to the practice of Vridha yoga, including the concepts of (kosha, dosha, guna, etc.)</p> <p>KB10. categorizing illness, including but not limited to samprapti (pathogenesis), shamana and shodhana (pacification and purification)</p> <p>KB11. application of yama and niyama</p> <p>KB12. range of yoga practices and their potential effects for common conditions. practice may include, but are not limited to asana, pranayama, meditation, relaxation techniques, etc.</p> <p>KB13. yogic diet and yogic lifestyle counselling</p> <p>KB14. contraindication of yoga practices for specific conditions and circumstances</p> <p>KB15. human anatomy and physiology including all major systems of the body and their interrelationships, as relevant to the work of a Yoga Trainer</p> <p>KB16. biomechanics & biopsychology as movement as they relate to the practice of Vridha yoga and the work of a Yoga Trainer</p> <p>KB17. yoga psychology</p> <p>KB18. ergonomics</p> <p>KB19. common pathologies and disorders of all major systems, including symptoms, management, illness trajectories, and contraindications as relevant to the work of a Yoga Trainer</p> <p>KB20. vridha yoga practices and methods for self-enquiry related to establishing, practicing and maintaining ethical principles</p> <p>KB21. generally accepted ethical principles of health care codes of conduct and yoga's ethical principles</p> <p>KB22. applicable legislation relating to the workplace (for example health and safety, workplace regulations, use of work equipment, control of substances hazardous to health, handling/storage/ disposal/cautions of use of products, fire precautions, occurrences, hygiene practice, disposal of waste, environmental protection</p>
Skills (S)	
A. Core Skills/ Generic Skills	Writing Skills
	<p>The user/ individual on the job needs to know and understand how to:</p> <p>SA1. document call logs, reports, task lists, and schedules with co-workers</p> <p>SA2. prepare status and progress reports</p> <p>SA3. record customers' discussions in the call logs</p> <p>SA4. write memos and e-mail to customers, co-workers, and vendors to provide them with work updates and to request appropriate information without English language errors regarding grammar or sentence construct</p>
	<p>Reading Skills</p> <p>The user/individual on the job needs to know and understand how to:</p> <p>SA5. read about new products and services with reference to the organization and also from external forums such as websites and blogs</p> <p>SA6. keep abreast with the latest knowledge by reading brochures, pamphlets, and product information sheets</p> <p>SA7. read comments, suggestions, and responses to Frequently Asked Questions (FAQs) posted on the helpdesk portal</p>
Oral Communication (Listening and Speaking skills)	

BWS/N2210

Conduct the Vridha Yoga sessions

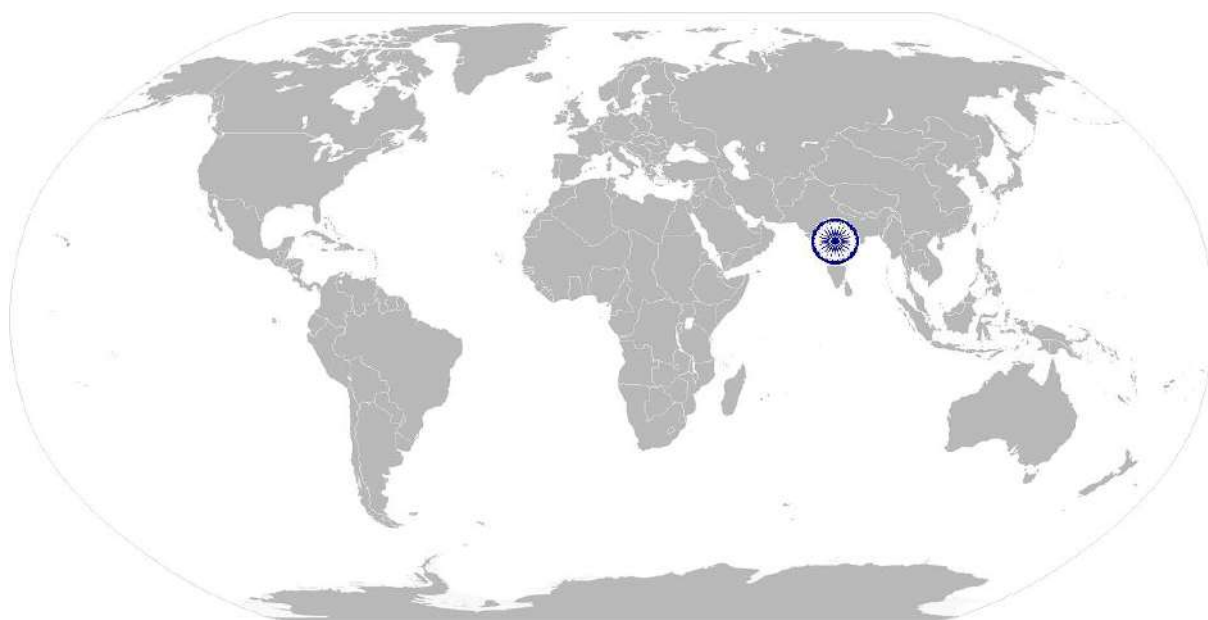
	<p>The user/individual on the job needs to know and understand how to:</p> <p>SA8. discuss task lists, schedules, and work-loads with co-workers</p> <p>SA9. question customers appropriately in order to understand the nature of the problem and make a diagnosis</p> <p>SA10. give clear instructions to customers</p> <p>SA11. keep customers informed about progress</p> <p>SA12. avoid using jargon, slang or acronyms when communicating with a customer, unless it is required</p>
B. Professional Skills	Decision Making
	<p>The user/individual on the job needs to know and understand how to:</p> <p>SB1. make decisions pertaining to the concerned area of work</p>
	Plan and Organize
	<p>The user/individual on the job needs to know and understand:</p> <p>SB2. plan and organize service feedback files/documents</p>
	Customer Centricity
	<p>The user/individual on the job needs to know and understand how to:</p> <p>SB3. manage relationships with customers who may be stressed, frustrated, confused, or angry</p> <p>SB4. build customer relationships and use customer centric approach</p>
	Problem Solving
	<p>The user/individual on the job needs to know and understand how to:</p> <p>SB5. think through the problem, evaluate the possible solution(s) and suggest an optimum /best possible solution(s)</p> <p>SB6. deal with clients lacking the technical background to solve the problem on their own</p> <p>SB7. identify immediate or temporary solutions to resolve delays</p>
	Analytical Thinking
	<p>The user/individual on the job needs to know and understand how to:</p> <p>SB8. use the existing data to arrive at specific data points</p> <p>SB9. use the existing data points for improving the call resolution time</p> <p>SB10. use the existing data points to generate required reports for business</p>
	Critical Thinking
	<p>The user/individual on the job needs to know and understand how to:</p> <p>SB11. apply, analyze, and evaluate the information gathered from observation, experience, reasoning, or communication, as a guide to thought and action</p>

BWS/N2210

Conduct the Vridha Yoga sessions

NOS Version Control

NOS Code	BWS/N2210		
Credits	TBD	Version number	1.0
Industry	Beauty & Wellness	Drafted on	01/08/2015
Industry Sub-sector	Alternate Therapy	Last reviewed on	10/02/2016
Occupation	Yoga Services	Next review date	10/02/2019

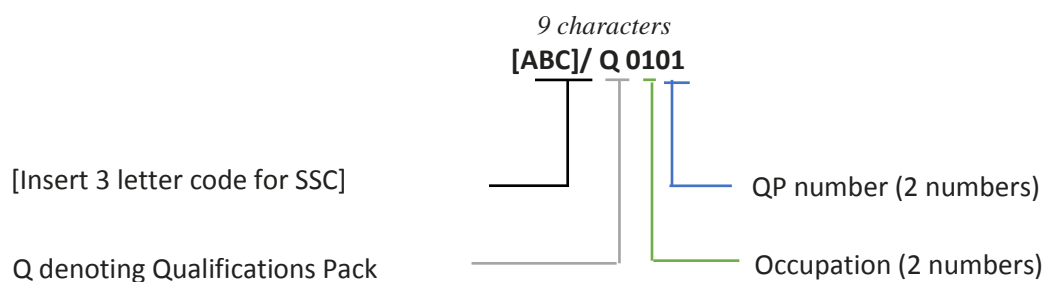


[Back to Top](#)

Annexure

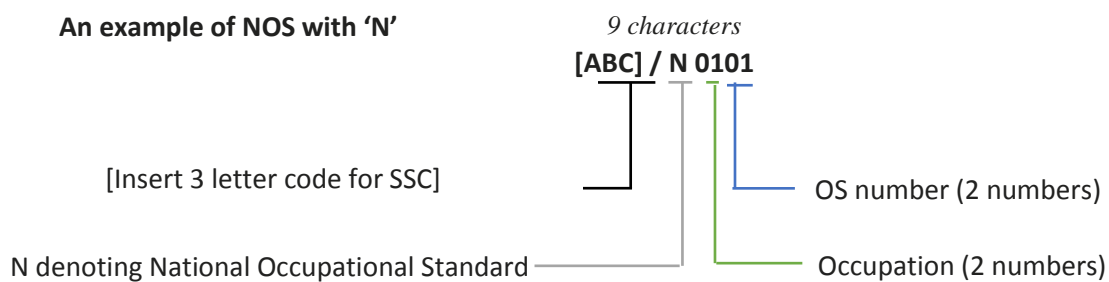
Nomenclature for QP and NOS

Qualifications Pack



Occupational Standard

An example of NOS with 'N'



[Back to top...](#)

The following acronyms/codes have been used in the nomenclature above:

Sub-sector	Range of Occupation numbers
1. BEAUTY & SALONS	
Skin care services	0101-0109
Hair care services	0201-0212
Make up services	0301-0306
Nail care services	0401-0406
Aesthetic Dermatology services	0501-0504
Training Academy services	0601-0606
Tattoo services	0701-0705
Assessment services	0801-0802
2. REJUVENATION	
Spa Therapy	1001-1006
3. ALTERNATE THERAPY	
Ayurveda Therapy	2001-2006
Naturopathy Therapy	2101-2106
Yoga Therapy	2201-2206
Neurotherapy	2301-2303
Aromatherapy & Reflexology therapy	2401-2407
4. FITNESS & SLIMMING	
Fitness services	3001-3010
Nutrition services	3101-3108
Slimming services	3201-3204
5. PRODUCT & SALES	
Product & Sales	4001-4005

Qualifications Pack For Yoga Trainer

Sequence	Description	Example
Three letters	Industry name	BWS
Slash	/	/
Next letter	Whether QP or NOS	Q or N
Next two numbers	Occupation code	01
Next two numbers	OS number	01

Note:

- The range of occupation numbers have been decided based on the number of existing and future occupations in a segment

CRITERIA FOR ASSESSMENT OF TRAINEES

Job Role Yoga Trainer

Qualification Pack BWS/Q2203

Sector Skill Council Beauty and Wellness

Guidelines for Assessment

1. Criteria for assessment for each Qualification Pack will be created by the Sector Skill Council. Each Performance Criteria (PC) will be assigned marks proportional to its importance in NOS. SSC will also lay down proportion of marks for Theory and Skills Practical for each PC
2. The assessment for the theory part will be based on knowledge bank of questions created by the SSC
3. Individual assessment agencies will create unique question papers for theory part for each candidate at each examination/training center (as per assessment criteria below)
4. Individual assessment agencies will create unique evaluations for skill practical for every student at each examination/training center based on this criteria
5. To pass the Qualification Pack, every trainee should score a minimum of 40% in generic NOS and 60% in core/ functional NOS
6. In case of successfully passing only certain number of NOS's, the trainee is eligible to take subsequent assessment on the balance NOS's to pass the Qualification Pack

Compulsory NOS Total Marks: 500		Marks Allocation			
Assessment outcomes	Assessment Criteria for outcomes	Total Marks	Out Of	Theory	Skills Practical
1. BWS/N9001 (Prepare & maintain work area)	PC1. ensure that environmental conditions are suitable for the client and the treatment to be carried out in a hygiene and safe environment	100	15	3	12
	PC2. select suitable equipment and products required for the treatment		19	5	14
	PC3. set up the equipment and prepare the products for treatments in adherence to the organization procedures and product/ equipment guidelines		20	4	16

	PC4. place the products in the trolley for the treatment		12	2	10
	PC5. sterilize, disinfect and place the tools on the tray		14	4	10
	PC6. dispose waste materials in adherence to the organization's and industry requirements		10	2	8
	PC7. store records, materials and equipment securely in line with the organization's policies		10	2	8
			100	22	78
2. BWS/N2204 (Conduct the Advanced Yoga sessions)	PC1. ensure appropriate ambience for guests to perform the advanced yoga session	100	2	1	1
	PC2. provide appropriate opening and closure of the session through prayer/chanting/meditation		3	1	2
	PC3. obtain permission/ notify the guest for a physical contact with the guest during session, if required		4	1	3
	PC4. obtain information on guest's medical history, background, preferences etc. before starting the session		4	1	3
	PC5. recognise, adjust, and adapt to specific guest needs in the evolving therapeutic/professional relationship		2	1	1
	PC6. recognise and manage the subtle dynamics inherent in the therapist/ guest relationship		2	1	1
	PC7. implement effective teaching methods, adapt to unique styles of learning, provide supportive and effective feedback, acknowledge the guest's progress, and cope with unique difficulties / successes		2	1	1
	PC8. transmit the value of self-awareness and self-		2	1	1

	responsibility throughout the therapeutic process
	PC9. develop and adjust appropriate practice strategies to the guest
	PC10. elicit the goals, expectations and aspirations of the guest
	PC11. integrate information from the intake, evaluation, and observation to develop a working assessment of the guest's condition, limitations and possibilities
	PC12. determine which aspects of the client/student's conditions, goals and aspirations might be addressed through advanced yoga sessions
	PC13. select and prioritise the use of advanced yoga tools and techniques
	PC14. modify and adapt the sequence of yoga practices appropriate to the needs of guest
	PC15. deliver appropriate practices for individuals as well as group, taking into consideration the assessment of their conditions, limitations, possibilities and the overall practice strategy
	PC16. provide instruction, demonstration, education of the guest using multi-model strategies of education such as audio visual tools, kinaesthetic learning tools, etc.
	PC17. foster trust by establishing an appropriate therapeutic environment through privacy, confidentiality, and safety
	PC18. practise effective, guest-centred communication based upon a respect for and sensitivity to individual

2	1	1
2	1	1
2	1	1
2	1	1
3	1	2
4	1	3
4	1	3
2	1	1
3	1	2
3	1	2

	familial, cultural, social, ethnic and religious factors
	PC19. gather feedback, re-assess and refine the practice to determine short-term or long-term goals and priorities
	PC20. address new and changing conditions, goals, aspirations and priorities of the guest and to provide appropriate support
	PC21. provide appropriate closure of the advanced yoga session
	PC22. accept and follow ethical principles and related concepts from the yoga tradition to professional interactions and relationships
	PC23. maintain neat and clean work area at all times
	PC24. inform guests about various advanced forms of yoga and its effect on body and mind
	PC25. use a broad range of mind-body-based healing tools in conjunction with exercise based on needs, ages, and ability levels to create effective practices against ailments
	PC26. apply yogic principles to conduct advanced yoga sessions for guest to enhance wellbeing, overcome illness and live a healthier and more meaningful life
	PC27. perform and demonstrate all advanced yoga techniques to guests and ensure compliance to safety and health standards
	PC28. assist guests to perform all advanced techniques effectively
	PC29. evaluate exercises performed by guests and recommend correction

2	1	1
2	1	1
2	1	1
4	1	3
3	1	2
3	1	2
2	1	1
4	1	3
2	1	1
4	1	3
2	1	1

	whenever required				
	PC30. coordinate with senior Yoga Trainer and guests on yogic lifestyle counselling to ensure healthy body and mind		4	1	3
	PC31. ensure guest satisfaction and assist in answering all guest queries		2	1	1
	PC32. store guest and equipment records, securely in line with the organization's policies		4	1	3
	PC33. leave the work area in a clean and hygienic condition suitable for further classes		4	1	3
	PC34. communicate any shortcomings to the supervisor		4	1	3
	PC35. carry out counselling of guests		4	1	3
			100	35	65
3. BWS/N2202 (Conduct Hatha Yoga Sessions)	PC1. ensure appropriate ambience for participants/clients/ guests to perform the yoga session	100	2	1	1
	PC2. provide appropriate opening and closure of the session through prayer/chanting/meditation.		3	1	2
	PC3. perform and instruct loosening exercises or sukshma vyayama as agreed with the guest and arrangement of the organisation.		4	1	3
	PC4. perform and instruct classical asana as agreed with the guest and arrangement of the organisation.		4	1	3
	PC5. perform and instruct pranayama's as agreed with the guest and arrangement of the organisation.		4	1	3
	PC6. perform and instruct mudras and bandhas as agreed with the guest and arrangement of the organisation.		4	1	3
	PC7. perform and instruct		4	1	3

	kriyas as agreed with the guest and arrangement of the organisation.
	PC8. recognise, adjust, and adapt to specific client/student needs in the evolving professional relationship
	PC9. recognise and manage the subtle dynamics inherent in the client relationship
	PC10. implement effective teaching methods, adapt to unique styles of learning, provide supportive and effective feedback, acknowledge the client's progress, and cope with unique difficulties / successes.
	PC11. transmit the value of self-awareness and self-responsibility throughout the therapeutic process.
	PC12. develop and adjust appropriate practice strategies to the client.
	PC13. elicit the goals, expectations and aspirations of the client/student.
	PC14. integrate information from the intake, evaluation, and observation to develop a working assessment of the client's condition, limitations and possibilities.
	PC15. determine which aspects of the client/student's conditions, goals and aspirations might be addressed through yoga.
	PC16. deliver appropriate practices for individuals as well as group, taking into consideration the assessment of their conditions, limitations, possibilities and the overall practice strategy.
	PC17. provide instruction, demonstration,

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	education of the client/student using multi-model strategies of education such as audio visual tools, kinaesthetic learning tools, etc.
	PC18. practice effective, client/student-centred communication based upon a respect for, and sensitivity to, individual familial, cultural, social, ethnic and religious factors.
	PC19. gather feedback, re-assess and refine the practice to determine short-term or long-term goals and priorities.
	PC20. address new and changing conditions, goals, aspirations and priorities of the student/client and to provide appropriate support
	PC21. accept and follow ethical principles and related concepts from the yoga tradition to professional interactions and relationships.
	PC22. maintain neat and clean work area at all times
	PC23. inform clients/ guests/ participants in various forms of yoga and its effect on body and mind
	PC24. use a broad range of mind-body-based healing tools in conjunction with exercise based on needs, ages, and ability levels to create effective practices against ailments
	PC25. apply yogic principles to conduct client/ guest sessions to enhance wellbeing, overcome illness and live a healthier and more meaningful life
	PC26. perform and demonstrate all yoga

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	techniques to guests and ensure compliance to safety and health standards			
	PC27. assist guests to perform all techniques effectively		3	1
	PC28. evaluate exercises performed by guests and recommend correction whenever required		3	1
	PC29. coordinate with senior supervisors and guests on yogic lifestyle counselling to ensure healthy body and mind		2	1
	PC30. ensure customer satisfaction and assist in answering all client/ guest queries		2	1
	PC31. store client/ guest and equipment records, securely in line with the organization's policies		2	1
	PC32. leave the work area in a clean and hygienic condition suitable for further classes		2	1
	PC33. communicate any shortcomings to the supervisor		2	1
	PC34. assist the senior Yoga Trainer in designing courses, practice modules, schedules and the lesson plans		3	1
	PC35. assess the students'/ clients' progress and achievements		3	1
	PC36. assist the senior teachers to review the course modules and the teaching skills of yoga instructors		3	1
	PC37. provide yogic counselling to the participants/ guests to set their long or short term goals		3	1
			100	37
4. BWS/N9002 (Maintain health and safety at the workplace)	PC1. set up and position the equipment, chemicals, products and tools in the work area to meet legal, hygiene and safety requirements	100	10	3
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	PC2. clean and sterilize all tools and equipment before use		10	3	7
	PC3. maintain one's posture and position to minimize fatigue and the risk of injury		10	3	7
	PC4. dispose waste materials in accordance to the industry accepted standards		12	2	10
	PC5. maintain first aid kit and keep oneself updated on the first aid procedures		15	3	12
	PC6. identify and document potential risks and hazards in the workplace		10	3	7
	PC7. accurately maintain accident reports		10	3	7
	PC8. report health and safety risks/ hazards to concerned personnel		10	3	7
	PC9. use tools, equipment, chemicals and products in accordance with the salon's guidelines and manufacturers' instructions		13	3	10
			100	26	74
5. BWS/N9003 (Create a positive impression at the workplace)	PC1. maintain good health and personal hygiene	100	8	2	6
	PC2. comply with organisation's standards of grooming and personal behavior		9	3	6
	PC3. meet the organisation's standards of courtesy, behavior and efficiency		5	1	4
	PC4. stay free from intoxicants while on duty		6	1	5
	PC5. wear and carry organisation's uniform and accessories correctly and smartly		6	1	5
	PC6. take appropriate and approved actions in line with instructions and guidelines		6	2	4
	PC7. record details related to tasks, as per procedure		5	2	3
	PC8. participate in workplace activities as a part of		5	1	4

	the larger team				
	PC9. report to supervisor immediately in case there are any work issues		3	1	2
	PC10. use appropriate language, tone and gestures while interacting with clients from different cultural and religious backgrounds, age, disabilities and gender		7	2	5
	PC11. communicate procedure related information to clients based on the sector's code of practices and organisation's procedures/ guidelines		7	2	5
	PC12. communicate role related information to stakeholders in a polite manner and resolve queries, if any		7	2	5
	PC13. assist and guide clients to services or products based on their needs		4	1	3
	PC14. report and record instances of aggressive/ unruly behavior and seek assistance		4	1	3
	PC15. use communication equipment (phone, email etc.) as mandated by your organization		4	1	3
	PC16. carry out routine documentation legibly and accurately in the desired format		4	1	3
	PC17. file routine reports and feedback		4	1	3
	PC18. maintain confidentiality of information, as required, in the role		6	2	4
			100	27	73
Optional NOS- Bal Yoga Trainer					
1. BWS/N2208 (Conduct the Bal Yoga sessions)	PC1. components that should be covered during the session <ul style="list-style-type: none">•yoga•sloka•bhajans•meditation	100	3	1	2

	<ul style="list-style-type: none">•chanting om and its essence•group activity•moral values – skit/activity				
	PC2. ensure appropriate ambience for the childrens to perform the Bal yoga		3	1	2
	PC3. provide appropriate opening and closure of the session through prayer/chanting/meditation		3	1	2
	PC4. obtain information of child’s medical history, background, preferences from parents before starting the session		3	1	2
	PC5. work on enhancing child’s resilience and coping frequency, thereby helping them adapt and cope with negative life events		3	1	2
	PC6. work on cultivating balanced psychological and physiological responses to stress, such as <ul style="list-style-type: none">• improved stress management• reduced problematic stress responses• decreased cortisol concentrations		3	1	2
	PC7. address the spiritual needs of the childrens and help to mould their character through value based curriculum		3	1	2
	PC8. introduce childrens to various indian scriptures (ramayana, bhagwat puran) and derive lessons of right values and moral principles		3	1	2

	PC9. provide a fun and non-competitive environment for childrens to internalize the teachings
	PC10. ensure that there is discipline and respect among childrens and for their respective teachers
	PC11. ensure that the teachings in class are inclusive and applicable to all childrens and their respective communities. The parents should feel comfortable reinforcing at home what is taught in classes
	PC12. implement effective teaching methods, adapt to unique styles of learning, provide supportive and effective feedback, acknowledge the child's progress, and cope with unique difficulties / successes
	PC13. transmit the value of self-awareness and self-responsibility throughout the process
	PC14. elicit the goals, expectations and aspirations of the child
	PC15. integrate information from the intake, evaluation, and observation to develop a working assessment of the child's condition, limitations and possibilities
	PC16. determine which aspects of the childrens conditions, goals and aspirations might be addressed through Bal yoga
	PC17. select and prioritise the use of yoga tools and techniques

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	PC18. modify and adapt the sequence of yoga practices appropriate to the needs of childrens
	PC19. deliver appropriate practices for individuals as well as group, taking into consideration the assessment of their conditions, limitations, possibilities and the overall practice strategy
	PC20. provide instruction, demonstration, education of the childrens using multi-model strategies of education such as audio visual tools, kinaesthetic learning tools, etc.
	PC21. foster trust by establishing an appropriate environment through privacy, confidentiality, and safety
	PC22. practise effective student-centred communication based upon a respect for and sensitivity to individual familial, cultural, social, ethnic and religious factors
	PC23. gather feedback, re-assess and refine the practice to determine short-term or long-term goals and priorities
	PC24. accept and follow ethical principles and related concepts from the yoga tradition to professional interactions and relationships
	PC25. inform childrens about the various forms of yoga and its effect on body and mind
	PC26. use a broad range of mind-body-based healing tools in conjunction with

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	exercise based on needs, ages, and ability levels to create effective practices against ailments				
	PC27. apply yogic principles while conducting sessions to enhance wellbeing, overcome illness and live a healthier and more meaningful life		3	1	2
	PC28. perform and demonstrate all yoga techniques to childrens and ensure compliance to safety and health standards		3	1	2
	PC29. assist childrens to perform all techniques effectively		3	1	2
	PC30. evaluate exercises performed by childrens and recommend correction whenever required		3	1	2
	PC31. coordinate with senior yoga therapist and childrens parents on yogic lifestyle counselling to ensure healthy body and mind		3	1	2
	PC32. ensure customer satisfaction and assist in answering all queries that the childrens may have		3	1	2
	PC33. leave the work area in a clean and hygienic condition suitable for further classes		2	1	1
	PC34. communicate any shortcomings to the supervisor		2	1	1
			100	34	66
Optional NOS- Mahila Yoga Trainer					
2. BWS/N2209 (Conduct the Mahila Yoga sessions)	PC1. ensure appropriate ambience for guests to perform the Mahila yoga sessions	100	3	1	2
	PC2. provide appropriate opening and closure of the session through prayer/chanting/meditation		3	1	2

	PC3. obtain permission/ notify the client for a physical contact with the guest during session, if required
	PC4. obtain information on guest's medical history, background, preferences etc. before starting the session
	PC5. recognise, adjust, and adapt to specific guest needs in the evolving professional relationship
	PC6. recognise and manage the subtle dynamics inherent in the teacher /guest relationship
	PC7. implement effective teaching methods, adapt to unique styles of learning, provide supportive and effective feedback, acknowledge the guest's progress, and cope with unique difficulties / successes
	PC8. transmit the value of self-awareness and self-responsibility throughout the process
	PC9. develop and adjust appropriate practice strategies to the guest
	PC10. integrate information from the intake, evaluation, and observation to develop a working assessment of the guest's condition, limitations and possibilities
	PC11. determine which aspects of the guest's conditions, goals and aspirations might be addressed through Mahila yoga sessions
	PC12. understand from guests, poses causing any sort of discomfort to them

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	PC13. educate the guests on benefits both baby and mother is gaining through this Mahila yoga sessions
	PC14. select and prioritise the use of Mahila yoga tools and techniques.
	PC15. modify and adapt the sequence of yoga practices appropriate to the needs of guests
	PC16. deliver appropriate practices for individuals as well as group, taking into consideration the assessment of their conditions, limitations, possibilities and the overall practice strategy
	PC17. provide instruction, demonstration, education of the guests using multi-model strategies of education such as audio visual tools, kinaesthetic learning tools, etc.
	PC18. foster trust by establishing an appropriate environment through privacy, confidentiality, and safety
	PC19. practise effective, guest-centred communication based upon a respect for, and sensitivity to, individual familial, cultural, social, ethnic and religious factors
	PC20. gather feedback, re-assess and refine the practice to determine short-term or long-term goals and priorities
	PC21. address new and changing conditions, goals, aspirations and priorities of the guest

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	and to provide appropriate support
	PC22. accept and follow ethical principles and related concepts from the yoga tradition to professional interactions and relationships
	PC23. maintain neat and clean work area at all times
	PC24. inform guests in various forms of Mahila yoga and its effect on body and mind
	PC25. use a broad range of mind-body-based healing tools in conjunction with exercise based on needs, ages, and ability levels to create effective practices against ailments
	PC26. apply yogic principles to conduct guest sessions to enhance wellbeing, overcome illness and live a healthier and more meaningful life
	PC27. perform and demonstrate all Mahila yoga techniques to guests and ensure compliance to safety and health standards
	PC28. assist guests to perform all Mahila techniques effectively
	PC29. evaluate exercises performed by guests and recommend correction whenever required
	PC30. coordinate with senior Yoga Trainer and guests on yogic lifestyle counselling to ensure healthy body and mind
	PC31. ensure guest

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	satisfaction and assist in answering all guest queries				
	PC32. store guest and equipment records, securely in line with the organization’s policies		3	1	2
	PC33. leave the work area in a clean and hygienic condition suitable for further classes		2	1	1
	PC34. communicate any shortcomings to the supervisor		2	1	1
			100	34	66
Optional NOS- Vridha Yoga Trainer					
3. BWS/N2210 (Conduct the Vridha Yoga sessions)	PC1. ensure appropriate ambience for the elderly guests to perform the Vridha yoga sessions	100	3	1	2
	PC2. provide appropriate opening and closure of the session through prayer/chanting/meditation		3	1	2
	PC3. obtain permission/notify the guests for a physical contact with the guest during Vridha yoga session, if required		3	1	2
	PC4. obtain information on guest’s medical history, background, preferences etc before starting the Vridha yoga session		3	1	2
	PC5. recognise, adjust, and adapt to specific client/student needs in the evolving therapeutic/professional relationship		3	1	2
	PC6. recognise and manage the subtle dynamics inherent in the teacher/ guest relationship		3	1	2
	PC7. analyze the difficulties individuals are facing due to ageing in performing various		3	1	2

	Vridha yoga poses
	PC8. suggest guests to substitute warm-ups with brisk walking and joint movements
	PC9. teach standing yoga poses triangle pose (konasana series) and standing spinal twist (kati chakrasanas)
	PC10. teach sitting yoga poses butterfly pose, cradling (if possible), body rotation, cat stretch and child pose (shishu asana)
	PC11. teach yoga poses which are performed lying on the back or stomach and focuses on repetitions rather than holding any posture such as the cobra pose (bhujangasana), the locust pose (shalabhasana) or the knee to chin press (pawanmuktasana)
	PC12. teach yoga nidra which is by far the most essential part of any yoga practice, and as age progresses, it becomes even more essential to help assimilate the effect of the asana practice into our system
	PC13. implement effective teaching methods, adapt to unique styles of learning, provide supportive and effective feedback, acknowledge the guest's progress, and cope with unique difficulties / successes
	PC14. transmit the value of self-awareness and

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	self-responsibility throughout the process
	PC15. modify and adapt the sequence of yoga practices appropriate to the needs of guests
	PC16. deliver appropriate practices for individuals as well as group, taking into consideration the assessment of their conditions, limitations, possibilities and the overall practice strategy
	PC17. foster trust by establishing an appropriate environment through privacy, confidentiality, and safety
	PC18. practise effective, guest-centred communication based upon a respect for, and sensitivity to, individual familial, cultural, social, ethnic and religious factors
	PC19. gather feedback, re-assess and refine the practice to determine short-term or long-term goals and priorities
	PC20. address new and changing conditions, goals, aspirations and priorities of the guest and to provide appropriate support
	PC21. accept and follow ethical principles and related concepts from the yoga tradition to professional interactions and relationships
	PC22. maintain neat and

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	clean work area at all times
	PC23. inform guests about the various forms of Vridha yoga and its effect on body and mind
	PC24. use a broad range of mind-body-based healing tools in conjunction with exercise based on needs, ages, and ability levels to create effective practices against ailments
	PC25. apply yogic principles to conduct Vridha yoga sessions to enhance wellbeing, overcome illness and live a healthier and more meaningful life
	PC26. perform and demonstrate all Vridha yoga techniques to guests and ensure compliance to safety and health standards
	PC27. assist guests to perform all Vridha yoga techniques effectively
	PC28. evaluate exercises performed by guests and recommend correction whenever required
	PC29. coordinate with senior Yoga Trainer and guests on yogic lifestyle counselling to ensure healthy body and mind
	PC30. ensure guest satisfaction and assist in answering all guest queries
	PC31. store guest and equipment records, securely in line with the organization's

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	policies
	PC32. leave the work area in a clean and hygienic condition suitable for further classes
	PC33. communicate any shortcomings to the supervisor

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