

Appendix-A

Scheme of Examination and Teaching Leading to the Certificate Courses in –

i) Certificate Course Retail Sales Associate

Theory/ Practical	Maximum Marks		Total Marks	Minimum Pass Marks	Duration of Theory and Practical Examination	Total Teaching Workload for Theory and Practical
	External Exam. Marks	Internal Assessment Marks				
1	2	3	4	5	6	7
Theory	80	20	100	50	3 Hrs	50 Hrs
Practical	80	20	100	50	6 Hrs	100 Hrs
Total			200	100	-	150 Hrs

- Notes : 1. Minimum marks for passing in theory or practical shall be considered for exemption in theory or practical.
2. Minimum pass marks for theory or practical shall be 50% of the maximum marks allotted to the theory or practical.
3. Grade shall be awarded to the successful examinee on securing minimum pass marks in theory and practical as provided under para 17 of the Direction.