LEARNING OUTCOME BASED VOCATIONAL CURRICULUM

JOB ROLE: Agriculture Extension Service Provider

(QUALIFICATION PACK: Ref. Id. AGR/Q7601)





PSS CENTRAL INSTITUTE OF VOCATIONAL EDUCATION

(a constituent unit of NCERT, under MoE, Government of India)
Shyamla Hills, Bhopal- 462 002, M.P., India
http://www.psscive.ac.in



Gandhiji's Talisman

I will give you a talisman. Whenever you are in doubt or when the self becomes too much with you, apply the following test:

Recall the face of the poorest and the weakest man whom you may have seen and ask yourself if the step you contemplate is going to be of any use to him. Will he gain anything by it? Will it restore him to a control over his own life and destiny? In other words, will it lead to Swaraj for the hungry and spiritually starving millions?

Then you will find your doubts and your self melting away.







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SECTOR: AGRICULTURE
Grades 11 and 12



PSS CENTRAL INSTITUTE OF VOCATIONAL EDUCATION Shyamla Hills, Bhopal- 462 002, M.P., India

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Agriculture- Agriculture Extension Service Provider

February, 2025

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Published by:

Joint Director PSS Central Institute of Vocational Education, NCERT, Shyamla Hills, Bhopal



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FOREWORD

The Pandit Sunderlal Sharma Central Institute of Vocational Education (PSSCIVE), a constituent of the National Council of Educational Research and Training (NCERT) is spearheading the efforts of developing learning outcome-based curricula and courseware aimed at integrating both vocational and general education to open pathways of career progression for students. The curriculum has been developed for the vocational education programme introduced under the Centrally Sponsored Scheme of Samagra Shiksha of the Ministry of Education (erstwhile, Ministry of Human Resource Development) and is aligned to the National Skill Qualifications Framework (NSQF). The curricula for vocational courses are being developed under the project approved by the Project Approval Board (PAB) of 'Samagra Shiksha', which is an overarching programme for the school education sector extending from pre-school to Grade 12.

It is a matter of great pleasure to introduce this learning outcome-based curriculum as part of the vocational training package for the job role of Agriculture Extension Service Provider. The curriculum has been developed for the secondary students of Grades 11 and 12 and is aligned to the National Occupation Standards (NOSs) for the job role. The curriculum aims to provide children with employability and vocational skills to support occupational mobility and lifelong learning. It will help them to acquire specific occupational skills that meet employers' immediate skill needs. The teaching-learning is to be done through interactive sessions in classrooms, practical activities in laboratories or workshops, projects, field visits, etc. and professional experience is to be provided through on-the-job training.

The curriculum has been developed and reviewed by a group of experts and their contributions are duly acknowledged. The utility of the curriculum will be adjudged by the qualitative improvement that it brings about in teaching-learning. The feedback and suggestions on the content by the teachers and other stakeholders will be of immense value to us in bringing about further improvement in this document.

DINESH PRASAD SAKLANI

Director

National Council of Education Research and Training

PREFACE

India today stands poised at a very exciting juncture in its saga. The potential for achieving inclusive growth is immense and the possibilities are equally exciting. The world is looking at us to deliver sustainable growth and progress. To meet the growing expectations, India will largely depend upon its young workforce. In order to fulfil the growing aspirations of our youth and the demand for a skilled human resource, the Ministry of Education (erstwhile, Ministry of Human Resource Development (MHRD), Government of India introduced the revised Centrally Sponsored Scheme of Vocationalisation of School Education that aims to provide for the diversification of educational opportunities so as to enhance individual employability, reduce the mismatch between demand and supply of skilled manpower and provide an alternative for those pursuing higher education. For spearheading the scheme, the PSS Central Institute of Vocational Education (PSSCIVE) was entrusted with the responsibility to develop learning outcome-based curricula, student textbooks and e-learning material for job roles in various sectors.

The PSSCIVE firmly believes that the vocationalisation of education in the nation needs to be established on a strong footing of philosophical, cultural and sociological traditions and it should aptly address the needs and aspirations of the students besides meeting the skill demands of the industry. The curriculum, therefore, aims at developing the desired professional, managerial and communication skills to fulfil the needs of society and the world of work. In order to honour its commitment to the nation, the PSSSCIVE is developing learning outcome- based curricula with the involvement of faculty members and leading experts in the field. It is being done through the concerted efforts of leading academicians, professionals, policymakers, partner institutions, Vocational Education and Training (VET) experts, industry representatives, and teachers. The expert group, through a series of consultations, working group meetings and use of reference materials develops a national curriculum. We extend our gratitude to all the contributors for selflessly sharing their precious knowledge, acclaimed expertise, and valuable time and positively responding to our request for development of curriculum.

The success of this curriculum depends upon its effective implementation, and it is expected that the managers of vocational education programme, vocational educators, vocational teachers/trainers, and other stakeholders will make earnest efforts to provide better facilities, develop linkages with the industry or world of work and foster a conducive learning environment for the students for effectively transacting the curriculum and to achieve the learning outcomes as per the content of the curriculum document.

DEEPAK PALIWAL

Joint Director
PSS Central Institute of Vocational Education

ACKNOWLEDGEMENTS

On behalf of the team at the PSS Central Institute of Vocational Education (PSSCIVE) we are grateful to the members of the Project Approval Board (PAB) of *Samagra Shiksha* and the officials of the Ministry of Education (MoE), Government of India for the financial support to the project for development of curricula.

We are grateful to the Director, NCERT for his support and guidance. We also acknowledge the contributions of our colleagues at the Technical Support Group of Samagra Shiksha, MoE, SS Cell at the National Council of Educational Research and Training (NCERT), National Skill Development Agency (NSDA), National Skill Development Corporation (NSDC) and Agriculture Skill Council of India (ASCI) for their academic support and cooperation.

We are grateful to the contributors for their earnest efforts and contributions in the development of this learning outcome-based curriculum. Their names are acknowledged in the list of contributors. Their names are acknowledged in the list of contributors and reviewers.

We are also grateful to Dr Anoop Kumar Rathore, Course Coordinator, Department of Agriculture and Animal Husbandry, PSSCIVE, Bhopal for his contributions.

The contributions made by Dr. Vinay Swarup Mehrotra, Professor, Curriculum Development and Evaluation Centre (CDEC), Dr. Vipin Kumar Jain, Associate Professor, Department of Humanities, Science, Education and Research and Dr. Dipak D. Shudhalwar, Professor, Department of Engineering and Technology, PSSCIVE in development of the curriculum for the employability skills are duly acknowledged.

The suggestions and editorial support provided by Mr. Aman Kumar Assistant Professors, Department of Agriculture and Animal Husbandry, PSSCIVE are duly appreciated and acknowledged.

PSSCIVE Team

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1. COURSE OVERVIEW

Course Title: Agriculture Extension Service Provider

An Agriculture Extension Service Provider is responsible for conducting training sessions and demonstrations for farmers to explain various agricultural practices and use of a variety of agricultural machineries, tools, implements and equipment. The individual assists the farmers in establishing forward and backward linkages and increase agricultural production.

COURSE OUTCOMES: On completion of the course, students should be able to:

- ❖ Apply effective oral and written communication skills to interact with people and customers;
- ❖ Identify the principal components of a computer system;
- ❖ Demonstrate the basic skills of using computer;
- ❖ Demonstrate self-management skills;
- ❖ Demonstrate the ability to provide a self-analysis in context of entrepreneurial skills & abilities:
- ❖ Demonstrate the knowledge of the importance of green skills in meeting the challenges of sustainable development and environment protection;
- ❖ Communicate effectively with the client
- ❖ Identify the principal components of a computer system
- * Explain the concept of Agricultural extension service provider
- Explain issues and challenges of Agricultural extension service provider
- Demonstrate planning for effective extension services
- ❖ Demonstrate steps in implementation of Agriculture Extension Service
- ❖ Demonstrate various tools for implementing extension service
- Explain the importance of preparing the Package of Practices (PoP) for the implementation of relevant technologies using various extension methods
- ❖ Demonstrate designing, implementation and evaluation of training programs
- ❖ Demonstrate report writing and presentation skills
- * Explain the concept and importance of agri credit and agribusiness / agriprenuership
- ❖ Demonstrate forward and backward linkages in agriculture
- Explain various govt schemes
- ❖ Explain the formation and operations of SHGs, FIGs, and PGs
- Identify various value-addition practices
- ❖ Demonstrate First Aid, Treatment and Safety Equipment
- Safe use of lab equipment

COURSE REQUIREMENTS: The learner should have the basic knowledge of science.

COURSE LEVEL: On completion of this course, a student can take up a higher level course for a job role in Agriculture Extension Service Provider.

	Class 12 Total		300 hrs 600 hrs	
	Class 11	•	300 hrs	
COURSE DURATION:			600 hrs	

SCHEME OF UNITS AND ASSESSMENT

This course is a planned sequence of instructions consisting of Units meant for developing employability and vocational competencies of students of Grades 11 and 12 opting for vocational subject along with general education subjects. The unit-wise distribution of hours and marks for Class 11 is as follows:

The unit-wise distribution of hours and marks for Grade 11 is as follows:

	GRADE 11		
	Units	No. of Hours for Theory and Practical 300	Max. Marks for Theory and Practical 100
Part A	Employability Skills		
	Unit 1: Communication Skills – III	25	
	Unit 2: Self-management Skills – III	25	
	Unit 3: Information and Communication Technology Skills – III	20	10
	Unit 4: Entrepreneurial Skills – III	25	
	Unit 5: Green Skills – III	15	
	Total	110	10
Part B	Vocational Skills		
	Unit 1: Introduction to Agriculture Extension Service Provider	45	
	Unit 2: Planning and Implementation of Agricultural Extension Services	65	40
	Unit 3: Extension Methods for Agriculture Extension Service Provider	55	
	Total	165	40
Part C	Practical Work		
	Practical Examination	06	15
	Written Test	01	10
	Viva Voce	03	10
	Total	10	35
Part D	Project Work/Field Visit		
	Practical File/Student Portfolio	10	10
	Viva Voce	05	05
	Total	15	15
	Grand Total	300	100

The unit-wise distribution of hours and marks for Grade 12 is as follows:

	GRADE 12		
	Units	No. of Hours for Theory and Practical 200	Max. Marks for Theory and Practical 100
Part A	Employability Skills		
	Unit 1: Communication Skills – IV	25	
	Unit 2: Self-management Skills – IV	25	
	Unit 3: Information and Communication Technology Skills – IV	20	10
	Unit 4: Entrepreneurial Skills – IV	25	
	Unit 5: Green Skills – IV	15	
	Total	110	10
Part B	Vocational Skills		
	Unit 1: Organize Training Programmes	40	
	Unit 2: Assisting Farmers in Establishing Linkages and Agri-Business Practices	50	40
	Unit 3: Formation and Operations of Self-Help Groups (SHGs), Farmers Interest Groups (FIGs), and Producer Groups (PGs)	45	40
	Unit 4: Hygiene, cleanliness, safety and emergency procedures at workplace	30	
	Total	165	40
Part C	Practical Work		
	Practical Examination	06	15
	Written Test	01	10
	Viva Voce	03	10
	Total	10	35
Part D	Project Work/Field Visit		
	Practical File/Student Portfolio	10	10
	Viva Voce	05	05
	Total	15	15
	Grand Total	300	100

3. TEACHING/TRAINING ACTIVITIES

The teaching and training activities have to be conducted in classroom, laboratory/ workshops and field visits. Students should be taken to field visits for interaction with experts and to expose them to the various tools, equipment, materials, procedures and operations in the workplace. Special emphasis should be laid on the occupational safety, health and hygiene during the training and field visits.

CLASSROOM ACTIVITIES

Classroom activities are an integral part of this course and interactive lecture sessions, followed by discussions should be conducted by trained vocational teachers. Vocational teachers should make effective use of a variety of instructional aids, such as audio-video materials, colour slides, charts,

diagrams, models, exhibits, hand-outs, online teaching materials, etc. to transmit knowledge and impart training to the students.

PRACTICAL WORK IN LABORATORY/WORKSHOP

Practical work may include but not limited to hands-on-training, simulated training, role play, case-based studies, exercises, etc. Equipment and supplies should be provided to enhance hands-on learning experience of students. Only trained personnel should teach specialized techniques. A training plan that reflects tools, equipment, materials, skills and activities to be performed by the students should be submitted by the vocational teacher to the Head of the Institution.

FIELD VISITS/ EDUCATIONAL TOUR

In field visits, children will go outside the classroom to obtain specific information from experts or to make observations of the activities. A checklist of observations to be made by the students during the field visits should be developed by the Vocational Teachers for systematic collection of information by the students on the various aspects. Principals and Teachers should identify the different opportunities for field visits within a short distance from the school and make necessary arrangements for the visits. At least three field visits should be conducted in a year.

4. ASSESMENT AND CERTIFICATION

Upon successful completion of the course by the candidate, the Central/ State Examination Board for Secondary Education and the respective Sector Skill Council will certify the competencies.

The National Skills Qualifications Framework (NSQF) is based on outcomes referenced to the National Occupation Standards (NOSs), rather than inputs. The NSQF level descriptors, which are the learning outcomes for each level, include the process, professional knowledge, professional skills, core skills and responsibility. The assessment is to be undertaken to verify that individuals have the knowledge and skills needed to perform a particular job and that the learning programme undertaken has delivered education at a given standard. It should be closely linked to certification so that the individual and the employer could come to know the competencies acquired through the vocational subject or course. The assessment should be reliable, valid, flexible, convenient, cost effective and above all it should be fair and transparent. Standardized assessment tools should be used for assessment of knowledge of students. Necessary arrangements should be made for using technology in assessment of students.

KNOWLEDGE ASSESSMENT (THEORY)

Knowledge Assessment should include two components: one comprising of internal assessment and second an external examination, including theory examination to be conducted by the Board. The assessment tools shall contain components for testing the knowledge and application of knowledge. The knowledge test can be objective paper-based test or short structured questions based on the content of the curriculum.

Written Test allows candidates to demonstrate that they have the knowledge and understanding of a given topic. Theory question paper for the vocational subject should be prepared by the subject experts comprising group of experts of academicians, experts from existing vocational subject experts/teachers, subject experts from university/colleges or industry. The respective Sector Skill

Council should be consulted by the Central/State Board for preparing the panel of experts for question paper setting and conducting the examinations.

The blue print for the question paper may be as follows:

Duration: 3 hrs Max. Mark: 40

			No. of Que	stions	
	Typology of Question	Very Short Answer (1 mark)	Short Answer (2 Marks)	Long Answer (3 Marks)	Marks
1.	Remembering – (Knowledge based simple recall questions, to know specific facts, terms, concepts, principles, or theories; identify, define or recite, information)	3	2	2	13
2.	Understanding – (Comprehension – to be familiar with meaning and to understand conceptually, interpret, compare, contrast, explain, paraphrase, or interpret information)	2	3	2	14
3.	Application – (Use abstract information in concrete situation, to apply knowledge tonew situations: Use given content to interpret a situation, private an example, or solve a problem)	0	2	1	07
4.	High Order Thinking Skills – (Analysis & Synthesis – Classify, compare, contrast, or differentiate between different pieces of information; Organize and/ or integrate unique pieces of information from a variety of sources)	0	2	0	04
5.	Evaluation – (Appraise, judge, and/or justify the value or worth of a decision or outcome, or to predict outcomes based on values)	0	1	0	02
	Total	5x1=5	10x2=20	5x3=15	40 (20 questions)

SKILL ASSESSMENT (PRACTICAL)

Assessment of skills by the students should be done by the assessors/examiners on the basis of practical demonstration of skills by the candidate, using a competency checklist. The competency checklist should be developed as per the National Occupation Standards (NOSs) given in the Qualification Pack for the Job Role to bring about necessary consistency in the quality of assessment across different sectors and Institutions.

The student has to demonstrate competency against the performance criteria defined in the National Occupation Standards and the assessment will indicate that they are 'competent', or are 'not yet competent'. The assessors assessing the skills of the students should possess a current experience in

the industry and should have undergone an effective training in assessment principles and practices. The Sector Skill Councils should ensure that the assessors are provided with the training on the assessment of competencies.

Practical examination allows candidates to demonstrate that they have the knowledge and understanding of performing a task. This will include hands-on practical exam and viva voce. For practical, there should be a team of two evaluators – the subject teacher and the expert from the relevant industry certified by the Board or concerned Sector Skill Council. The same team of examiners will conduct the viva voce.

Project Work (individual or group project) is a great way to assess the practical skills on a certain time period or timeline. Project work should be given on the basis of the capability of the individual to perform the tasks or activities involved in the project. Projects should be discussed in the class and the teacher should periodically monitor the progress of the project and provide feedback for improvement and innovation.

Field visits should be organized as part of the project work. Field visits can be followed by a small-group work/project work. When the class returns from the field visit, each group might be asked to use the information that they have gathered to prepare presentations or reports of their observations. Project work should be assessed on the basis of practical file or student portfolio.

Student Portfolio is a compilation of documents that supports the candidate's claim of competence. Documents may include reports, articles, photos of products prepared by students in relation to the unit of competency.

Viva voce allows candidates to demonstrate communication skills and content knowledge. Audio or video recording can be done at the time of viva voce. The number of external examiners would be decided as per the existing norms of the Board and these norms should be suitably adopted/adapted as per the specific requirements of the vocational subject. Viva voce should also be conducted to obtain feedback on the student's experiences and learning during the project work/field visits.

UNIT CONTENTS

GRADE 11

Part A: Employability Skills

.No.	Units	Duration (hrs)
1.	Communication Skills- III	25
2.	Self-management Skills – III	25
3.	Information and Communication Technology Skills - III	20
4.	Entrepreneurial Skills – III 25	
5.	Green Skills – III	15
	Total	110

UNIT 1: COMMUNICA	ATION SKILLS – III	
Duration: 25 hrs		
Learning Outcome	Theory (10 hrs)	Practical (15 hrs)
1. Demonstrate Knowledge of Effective Communication	 Introduction to communication Importance of communication Elements of communication Perspectives in communication Effective communication 	 Role-play on the communication process Group discussion on factors affecting perspectives in communication Classroom discussion on the 7Cs of effective communication (i.e. Clear, Concise, Concrete, Correct, Coherent, Courteous and Complete) Chart making on elements of communication
2. Demonstrate Verbal Communication	Verbal communicationPublic speaking	 Role-play of a phone conversation. Group exercise on delivering speech and practicing public speaking
3. Demonstrate Non- Verbal Communication	 Importance of non-verbal communication Types of non-verbal communication Visual communication 	 Role-play on non-verbal communication Group exercise and discussion on Do's and Don'ts to avoid body language mistakes Group activity on methods of communication
4. Use Correct Pronunciation	Pronunciation basicsSpeaking properlyPhoneticsTypes of sounds	Group exercises on pronouncing words
5. Demonstrate the knowledge of Assertive Communication Style	 Important communication styles Assertive communication Advantages of assertive communication Practicing assertive communication 	 Group discussion on communication styles Group discussion on observing and sharing communication styles
6. Demonstrate the Knowledge of Saying No	Steps for saying 'No'Connecting words (Conjunctions)	 Group discussion on how to respond Group activity on saying 'No'

7. Identify and Use Parts of Speech in Writing	 Capitalization Punctuation Basic parts of speech Supporting parts of speech 	 Group exercises on identifying parts of speech Group exercises on constructing sentences Group exercises on nouns
8. Write Sentences and Paragraphs	 Parts of a sentence Types of objects Types of sentences Paragraph 	 Exercises on making sentences Activity on active and passive voice Assignment on writing different types of sentences
9. Communicate with People	 Greetings Introducing self and others	 Role-play on formal and informal greetings Role-play on introducing someone Practice session and group discussion on greeting different people.
10. Introduce Self to Others and Write About Oneself	 Talking about self Filling out a form to write about self 	 Practicing self-introduction to write about self Filling up forms to write about self
11. Ask Questions 12. Communicate Information About Family to Others	 Types of questions Asking close-ended and open-ended questions Words that show relations in the family 	 Exercise on asking different types of questions Group activity on framing open and close-ended questions Practice talking about family Role-play on talking about family
13. Describe Habits and Routines	Concept of habits and routines	 Group discussion on habits and routines Group activity on describing routines
14. Ask or Give Directions to Others	 Asking for directions to a place Giving directions for a place 	 Role-play on asking and giving directions to a place Identifying symbols used for giving directions

UNIT 2: SELF-MANAG	EMENT SKILLS – III	
Duration: 25 hrs		
	Theory (10 hrs)	Practical (15 hrs)
Identify and Analyse Own Strengths and Weaknesses	 Knowing yourself Identifying strengths and weaknesses Difference between interests and abilities 	 Activity on writing aim in life Preparing a worksheet on interests and abilities
2. Demonstrate Personal Grooming	Guidelines for dressing and grooming	 Role-play on dressing and grooming standards Self-reflection activity on dressing and grooming
3. Maintain Personal Hygiene	 Importance of personal hygiene Three steps to personal hygiene Essential steps of hand washing 	 Role-play on personal hygiene Assignment on personal hygiene
4. Demonstrate the Knowledge of Working in a Team and Participating in Group Activities	Describe the benefits of teamworkWorking in a team	 Assignment on working in a team Self-reflection on teamwork
5. Describe the Importance of Networking Skills	 Benefits of networking skills Steps to build networking skills 	 Group exercise on networking in action Assignment on networking skills
6. Describe the Meaning and Importance of Self-Motivation	 Self-motivation Types of motivation Qualities of Self-motivated people 	 Activity on staying motivated Assignment on reasons hindering motivation
7. Set SMART Goals	 Meaning of goals and purpose of goal-setting Setting SMART (Specific, Measurable, Attainable, Realistic and Timebound) goals 	 Assignment on setting SMART goals Activity in developing long-term and short-term goals using the SMART method
8. Apply Time Management Strategies and Techniques	 Time management Steps for effective time management	Preparing a checklist of daily activitiesPreparing to-do-list

Duration: 20 hours	UNIT 3: INFORMATION AND COMMUNICATION TECHNOLOGY SKILLS – III Duration: 20 hours			
Duration: 20 nours	Theory (08 hrs)	Practical (12 hrs)		
Create A Document on the Word Processor	 Introduction to ICT Advantages of using (Information and Communication Technology) a word processor. Working with Libre Office Writer 	Group activity on demonstration and practice of the following: i. Creating a new document ii. Typing text iii. Saving the text iv. Opening and saving files on Microsoft Word/Libre Office Writer.		
2. Identify the basic interface of LibreOffice	Standard user interface of LibreOffice writer i. Status bar ii. Menu bar iii. Tool bar iv. Making a text bold	 Group activity on using the basic user interface of LibreOffice writer Group activity on working with Microsoft Word 		
3. Save, Close, Open and Print Document	 Saving a Word document Closing a Word document Opening an existing document Printing a Word document 	 Group activity on performing the functions for saving, closing, and printing documents in LibreOffice Writer Group activity on performing the functions for saving, closing, and printing documents in Microsoft Word 		
4. Format Text in a Word Document	 Changing style and size of text Aligning text and Cutting, Copying, Pasting text Finding and replacing 	 Group activity on formatting text in LibreOffice Writer Group activity on formatting text in Microsoft Word 		
5. Check Spelling and Grammar in a Word Document	 Starting a spell checker Short-cut menu for spell checker Autocorrecting spellings 	 Group activity on checking spellings and grammar using LibreOffice Writer Group activity on checking spelling and grammar using Microsoft Word 		
6. Insert Lists, Tables, Pictures, and Shapes in a Word Document	 Insert bullet list Inserting the following in Word document i. Number list 	Practical exercise of inserting lists and tables using LibreOffice Writer		

	ii. Tables	
	iii. Pictures	
	iv. Shapes	
7. Insert Header, Footer	• Inserting the following	Practical exercises of inserting
and Page Number in a	in a Word document	header, footer and page numbers
Word Document	i. Header	in LibreOffice Writer and
	ii. Footer	Microsoft Word
	iii. page number	
	iv. Page count	
8. Demonstrate the Use of	Tracking changes in	Group activity on performing
Track Change Option	LibreOffice Writer	changes in track mode in
in a Word Document	Manage option	LibreOffice Writer and
	Comparing documents	Microsoft Word

UNIT 4: ENTREPRENEURSHIP SKILLS – III				
Duration: 25 hrs				
	Theory (10 hrs)	Practical (15 hrs)		
1. Differentiate Between Different Kinds of Businesses	 Introduction to entrepreneurship Types of business activities – manufacturing, trading, and service 	Role-play on different kinds of businesses around us		
2. Describe the Significance of Entrepreneurial Values	 Values of an entrepreneur Case study on qualities of an entrepreneur 	Role-play on qualities of an entrepreneur		
3. Describe the Attitudinal Changes Required to Become an Entrepreneur	Difference between the attitude of an entrepreneur and an employee	Interviewing employees and entrepreneurs		
4. Describe the Importance of Thinking Like an Entrepreneur	 Problems of entrepreneurs Problem-solving Thinking like an entrepreneur to solve problems 	Group activity on identifying and solving problems		
5. Generate Business Ideas	 The business cycle Principles of idea creation Generating a business idea Case studies 	Group activity to create business ideas		

6. Describe Customer	Understanding	Group activity for conducting a
Needs and the	customer needs	customer survey
Importance of	Conducting a customer	
Conducting a	survey	
Customer Survey	-	
7. Create a Business	• Importance of business	Group activity on developing a
Plan	planning	business plan
	Preparing a business	
	plan	
	Principles to follow	
	for growing a business	
	Case studies	

UNIT 5: GREEN SKILLS – III			
Duration: 15 hrs			
	Theory (07 hrs)	Practical (08 hrs)	
1. Describe the Importance of the Main Sectors of the Green Economy	 Important sectors of green economy- i. Agriculture ii. Energy resources iii. Construction iv. Fisheries v. Forestry vi. Tourism vii. Transport viii. Water Management ix. Waste management x. Manufacturing xi. Industry 	 Group discussion on sectors of the green economy Preparing posters on various sectors for promoting the green economy 	
2. Describe Policies for the Green Economy	Policies for a green economy	 Group discussion on initiatives for promoting the green economy Writing an essay or a short note on the important initiatives for promoting a green economy. 	
3. Describe the Role of Various Stakeholders in the Green Economy	Stakeholders in the green economy	 Group discussion on the role of stakeholders in the green economy Making solar bulbs. 	
4. Describe the Role of Government and Private Agencies in the Green Economy	 Role of the government in promoting a green economy Role of private agencies in promoting green economy 	 Group discussion on the role of government and private agencies in promoting a green economy. Preparing posters on green sectors. 	

GRADE 11

Part B: Vocational Skills

Sr. No.	Unit	Duration (in Hrs.)
1	Unit 1: Introduction to Agriculture Extension Service Provider	45
2	Unit 2: Planning and Implementation of Agricultural Extension Services	65
3	Unit 3: Extension Methods for Agriculture Extension Service Provider	55
	Total	165

Unit 1: Introduction to Agriculture Extension Service Provider			
Learning Outcome	Theory Practical (15 Hrs) (30 Hrs)	Duration (45 Hrs)	
1 Explain the concept of Agricultural extension service provider	 Definition, meaning, concept and principles of Extension Orientation to Agricultural extension service sectors Perceived roles and responsibilities of an Agriculture Extension Service Provider Definition, meaning, concept and Vigyan Kendra or Farmers training centers (FTC) and interact with extension officials about various Agriculture Extension Service. 	25 Hrs	
2. Explain issues and challenges of Agricultural extension service provider	 Changing paradigm of Agricultural extension services Challenges and future prospects of Agricultural extension service provider Identify one extension service organization and enlist their challenges and future prospects from secondary source (books, internet, magazine, etc.) 	20 Hrs	
Total		45 Hrs	

Unit 2: Planning and Implementation of Agricultural Extension Services			
Learning Outcome	Theory	Practical	Duration
	(25 Hrs)	(40 Hrs)	(65 Hrs)
Demonstrate planning for effective extension services	 Concept and importance of programme planning in Agriculture Extension Service Planning for agriculture extension services Participatory and Non-Participatory Steps of programme planning Selection of the Target Area and Groups Need assessment and objective formulation Design and development of programme plan 	1. Develop a plan on spreading awareness related to any agriculture practices.	25 Hrs
2. Demonstrate steps in implementation	Steps in implementation of agriculture extension services	Visit nearby Krishi Vigyan Kendra or SAUs	20 Hrs

Curriculum: Agriculture Extension Service Provider

of Agriculture Extension Service	implementation implementation agr	d observe plementation steps of riculture related actices.
3. Demonstrate various tools for implementing extension service	technologies to provide with extension services to farmers. 2. Emerging methods and trends from	Prepare a questionnaire th the help of teacher d collect information m nearby agencies or evice provider.
Total		65 Hrs

Unit 3: Extension Methods for Agriculture Extension Service Provider			
Learning Outcome	Theory	Practical	Duration
	(25 Hrs)	(30 Hrs)	(55 Hrs)
1. Explain the importance of preparing the Package of Practices (PoP) for the implementation of relevant technologies using various extension methods.	1. Types of extension methods a- Individual method	Choose any methods and demonstrate its usability. Visit nearby farmers fair and enlist Package of Practices displayed.	55 Hrs
Total			55 Hrs

GRADE 12

Part A: Employability Skills

S.No.	Units	Duration (hrs)
1.	Communication Skills- IV	25
2.	Self-management Skills - IV	25
3.	Information and Communication Technology Skills - IV	20
4.	Entrepreneurial Skills - IV	25
5.	Green Skills - IV	15
	Total	110

UNIT 1: COMMUNICATION SKILLS – IV				
Duration: 25 hrs	Duration: 25 hrs			
Learning Outcome	Theory (10 hrs)	Practical (15 hrs)		
Demonstrate Active Listening Skills	 Active listening -listening skill and stages of active listening Overcoming barriers to active listening 	 Group discussion on factors affecting active listening Preparing posters of steps for active listening Role-play on negative effects of not listening actively 		
2. Identify the Parts of Speech	 Parts of speech – using capitals, punctuation, and basic parts of speech Supporting parts of speech 	 Group practice on identifying parts of speech Group practice on constructing sentences 		
3. Write Sentences	 Writing simple sentence Writing complex sentences Types of object Types of sentences i. Active and Passive sentences ii. Statement/ iii. Declarative sentence iv. Question/ v. Interrogative sentence vi. Emotion/ vii. Reaction or Exclamatory sentence viii. Order or Imperative sentence ix. Paragraph writing 	 Group work on writing sentences and paragraphs Group work on practicing writing sentences in active or passive voice Group work on writing different types of sentences (i.e., declarative, exclamatory, interrogative and imperative) 		

UNIT 2: SELF-MANAGEMENT SKILLS – IV			
Duration: 25 hrs			
Learning Outcome	Theory (10 hrs)	Practical (15 hrs)	
Describe the Various Factors Influencing Motivation and Positive Attitude	 Motivation and positive attitude Intrinsic and extrinsic motivation Positive attitude – ways to maintain positive attitude Stress and stress management - ways to manage stress 	 Role-play on avoiding stressful situations Activity on listing negative situations and ways to turn them to positive 	
2. Demonstrate the Knowledge of becoming Oriented	 Becoming result-oriented Goal setting – examples of result-oriented goals 	Group activity on listing aim in life	
3. Describe the Importance of Self- Awareness and the Basic Personality Traits, Types and Disorders	 Steps towards self-awareness Personality and basic personality traits Common personality disordersi. Suspicious Emotional and impulsive Anxious Steps to overcome personality disorders 	Group discussion on self- awareness	

Duration: 25 hrs		
	Theory (06 hrs)	Practical (14 hrs)
1. Identify the Components of a Spreadsheet Application	 Getting started with a spreadsheet - types of a spreadsheet Steps to start LibreOffice Calc., Components of a worksheet. 	• 1. Group activity on identifying components of spreadsheet in LibreOffice Calc.
2. Perform Basic Operations in a Spreadsheet	 Opening workbook and entering data – types of data, steps to enter data, editing and deleting data in a cell Selecting multiple cells Saving the spreadsheet in various formats Closing the spreadsheet Opening the spreadsheet. Printing the spreadsheet. 	Group activity on working with data on LibreOffice Calc.
3. Demonstrate the Knowledge of Working with Data and Formatting	Using a spreadsheet for addition – adding value directly, adding by using cell address, using a mouse to select values in a formula, using	 Group activity on formatting a spreadsheet in LibreOffice Calc Group activity on

Text	sum function, copying and moving formula • Formatting cell and content • Changing text style and font size • Aligning text in a cell • Highlighting text	performing basic calculations in LibreOffice Calc.
4. Demonstrate the Knowledge of Using Advanced Features in Spreadsheet	 Advanced features in Spreadsheet i. Sorting data ii. Filtering data iii. Protecting spreadsheet with password 	Group activity on sorting data in LibreOffice Calc
5. Make Use of Software for Making Slides Presentations	 Steps to start LibreOffice Impress Adding text to a slide presentation 	Group practice on working with LibreOffice Impress tools
6. Demonstrate the Knowledge of Opening, Closing and Slide Presentations	Printing a presentation	Group activity on closing and saving a presentation in LibreOffice Impress
7. Demonstrate the Knowledge of working with Slides	Working with slides and text in a presentation- adding slides to a presentation, deleting slides, adding and formatting text, highlighting text, aligning text and changing text color	Group practice on working with font styles in LibreOffice Impress
8. Demonstrate the Use of Advanced Features in a Presentation	 Advanced features used in a presentation Inserting shapes in the presentation Inserting clipart and images in a presentation Changing slide layout 	Group activity on changing slide layout on LibreOffice Impress

UNIT 4: ENTREPRENEURSHIP SKILLS – IV						
Duration: 25 hrs	Duration: 25 hrs					
Learning Outcome		Theory (10 hrs)		Practical (15 hrs)		
1. Describe the Types and	•	Entrepreneurship and	•	Group discussion on the		
Qualities of		entrepreneur		topic "An entrepreneur is		
Entrepreneurs	•	Characteristics of		not born but created".		
		entrepreneurship	•	Conducting a classroom		
	•	Entrepreneurship-art and		quiz on various aspects of		

	science • Qualities of a successful entrepreneur • Types of entrepreneurs • Roles and functions of an entrepreneur • What motivates an entrepreneur? • Identifying opportunities and risk-taking • Startups	entrepreneurship.
Identify the Barriers to Entrepreneurship 3. Identify the Attitude that Makes an Entrepreneur	 Barriers to entrepreneurship Environmental barriers Faulty business plan Personal barriers Entrepreneurial attitude 	 Group discussion about "What we fear about entrepreneurship" Activity on taking an interview of an entrepreneur.
Successful 4. Demonstrate the Knowledge of Entrepreneurial Attitude and Competencies	Entrepreneurial competencies i. Decisiveness ii. Initiative iii. Interpersonal skills- positive attitude, stress management iv. Perseverance v. Organizational skills- time management, goal setting, efficiency, managing quality	 Playing games, such as "Who am I". Group discussion on business ideas Group practice on "Best out of Waste" Group discussion on the topic of "Let's grow together" Group activity on listing stress and methods to deal with it Group activity on time management Activity on "My entrepreneurial attitude"

UNIT 5: GREEN SKILLS – IV						
Duration: 25 hrs	Duration: 25 hrs					
Learning Outcome	Theory (05 hrs)	Practical (10 hrs)				
1. Identify the Benefits of	Green jobs	Group discussion on the				
the Green Jobs	Benefits of green jobs	importance of green jobs.				
	Green jobs in different					

	sect	ors:		
	i.	Agriculture		
	ii.	Transportation		
	iii.	Water conservation		
	iv.	Solar and wind energy		
	v.	Eco-tourism		
	vi.	Building and		
		construction		
	vii.	Solid waste management		
	viii.	Appropriate technology		
2. State the Importance of	• Imp	ortance of green jobs in	•	Preparing posters on
Green Jobs	the f	following		green jobs.
	i. 1	Limiting greenhouse gas	•	Group activity on tree
		emissions		plantation.
	ii.	Minimizing waste and		
]	pollution		
	iii.	Protecting and restoring		
		ecosystems		
	iv.	Adapting to the effects of		
	(climate change		

GRADE 12

Part B-Vocational Skills

Sr. No.	Unit	Duration
1	Unit 1: Organize Training Programmes	40
2	Unit 2: Assisting Farmers in Establishing Linkages and Agri-Business Practices	50
3	Unit 3: Formation and Operations of Self-Help Groups (SHGs), Farmers Interest Groups (FIGs), and Producer Groups (PGs)	45
4	Unit 4: Hygiene, cleanliness, safety and emergency procedures at workplace	30
	Total	165

Unit 1: Organize Training Programmes				
Learning Outcome	Theory Practical (15 Hrs) (25 Hrs)	Duration (40 Hrs)		
1. Demonstrate designing, implementation and evaluation of training programs	 Concept and importance of training and Experiential learning cycle (ELC) Design and implementation of agricultural training programmes Identifying targeted audience and need assessment Setting objectives (SMART) Training schedule preparation Selection of location Selection of training methods Resources required for training Implementation and evaluation 	25 Hrs		
2. Demonstrate report writing and presentation skills	 Preparation of report and its presentation Evaluation, feedback and Follow up of Training Programme Prepare the report on event organized at school. 	15 Hrs		
Total	- '	40 Hrs		

Unit 2: Assisting Farmers in Establishing Linkages and Agri-Business Practices					
Learning Outcome	Theory	Practical	Duration		
	(20 Hrs)	(30 Hrs)	(50 Hrs)		
1. Explain the	1. Concepts of agribusiness,	1. Develop inventory of	20 Hrs		
concept and	ABCs, FPOs, village	crop insurance/credit			
importance of agri	Panchayat, and cooperatives	schemes.			
credit and	2. Describe Credit insurance,	2. Visit/interaction with			

agribusiness /		CSR, input agencies, local	nearby agri startups/FPOs.	
agriprenuership		market		
2. Demonstrate	1.	Forward and Backward	1. Illustrate supply chain	15 Hrs
forward and		Linkages in Agriculture sector	model of a given crop and	
backward linkages	2.	Steps in assisting farmers for	indicate Forward and	
in agriculture		developing linkages with	Backward Linkages.	
_		service and input provider,	_	
		markets and buyers		
3. Explain various govt	1.	Explain various forecasting	1. Prepare an assignment	15 Hrs
schemes		techniques	on given government	
	2.	Various govt. Initiative/	scheme and highlight their	
		schemes	feature.	
		 PM-KISAN 		
		PMFBY		
		 MSP 		
		• KCC		
		• e-Nam		
Total	1		1	50 Hrs

Unit 3: Formation and Operations of Self-Help Groups (SHGs), Farmers Interest Groups						
(FIGs), and Produ	(FIGs), and Producer Groups (PGs)					
Learning Outcome		Theory	Practical	Duration		
		(20 Hrs)	(25 Hrs)	(45 Hrs)		
1. Explain the formation and	1.	Concept of SHGs, FIGs,	1. Visit to any nearby	25 Hrs		
operations of SHGs, FIGs,		and PGs,	SHGs/ FIGs and prepare			
and PGs	2.	Principles, formation and	report.			
		operations of SHGs, FIGs,				
		and PGs,				
	3.	Linkage of SHGs, FIGs,				
		and PGs with bank and				
		agri inputs Dealers.				
	4.	Case of successful SHGs,				
		FIGs, and PGs				
3. Identify various value-	1.	Importance of upskilling	1. Develop a case study on	20 Hrs		
addition practices	2.	Successful cases of value-	value addition practices of			
		addition practices to	nearby SHGs/ FIGs/			
		increase business	Entrepreneur.			
		profitability				
Total				45 Hrs		

Unit 4: Hygiene, cleanliness, safety and emergency procedures at workplace					
Learning Outcome	Theory (10 Hrs)	Practical Durate (20 Hrs) (30 H			
Demonstrate First Aid, Treatment and Safety Equipment	 Describe common health and safety guidelines to be followed at the workplace Chemical poisoning and first aid measures Treatment for simple chemical poisoning 	 Identification of the components of first aid kit Identification of safety and protective devices Demonstrate Use of 	15 Hrs.		

	4.	Safety and protective		safety and protective	
		Equipment		devices	
	5.	Emergency response			
	6.	Health and safety			
		awareness at work place			
1. Safe use of lab	1.	Checking the tools and lab	1.	Demonstration of	15 Hrs
equipment		equipment before use		general inspections	
	2.	Safety precautions taken		for use of lab	
		during use of lab equipment		equipment	
	3.	Daily/periodic mandatory	2.	Demonstration of	
		inspections of lab		precautions taken	
		equipment		during use of lab	
	4.	Protective measures during		equipment	
		operating lab equipment			
Total					30 Hrs

6. ORGANISATION OF FIELD VISITS

In a year, at least 3 field visits/educational tours should be organised for the students to expose them to the activities in the workplace.

Visit a nearby agricultural extension center, Krishi Vigyan Kendra (KVK), agricultural research institute, or farmer's field and observe the following: Location, Site, Area, Types of extension activities conducted, Infrastructure, Equipment used, Office building, Training and meeting halls, Demonstration plots, Soil and water testing facilities, Storage area, Seed distribution unit, Advisory service area, ICT tools used, Biosecurity measures, Gate and fencing. During the visit, students should obtain the following information from the extension officer or the supervisor of the center:

- 1. Total area covered under extension services and its layout
- 2. Types of crops and farming practices promoted
- 3. Extension service methods used (e.g., on-field demonstrations, ICT-based advisory, farmer training, etc.)
- 4. Techniques adopted for soil and water management
- 5. Whether farmer groups/cooperatives are supported
- 6. Number of training and awareness programs conducted annually
- 7. Number of farmers reached and benefited
- 8. Marketing and sale procedure of agricultural inputs
- 9. Manpower engaged in extension services
- 10. Total expenditure in setting up the extension center
- 11. Water and soil management practices promoted
- 12. Total annual income generated through extension activities
- 13. Impact assessment of extension services on the farming community

14. Any other relevant information

7. LIST OF EQUIPMENT AND MATERIALS

The list given below is suggestive and an exhaustive list should be prepared by the vocational teacher. Only basic tools, equipment and accessories should be procured by the Institution so that the routine tasks can be performed by the students regularly for practice and acquiring adequate practical experience.

- Computer
- > Projection Equipment
- > Power Point Software
- Personal Protective Equipment

8. VOCATIONAL TEACHERS/ TRAINERS QUALIFICATION AND GUIDELINES

Qualification and other requirements for appointment of vocational teachers/trainers on contractual basis should be decided by the State/UT. The suggestive qualifications and minimum competencies for the vocational teacher should be as follows:

S. No.	Qualification	Minimum Competencies	Age Limit
1.	Bachelor's degree in Agriculture or Horticulture (B.Sc. Ag/ B.Sc. Horti) with one year experience or Master's degree (M.Sc.) in Agriculture Extension	 Effective communication skills (oral and written) Basic computing skills. 	18-37 years (as on Jan. 01 (year)) Age relaxation to be provided as per Govt. rules

Vocational Teachers/Trainers form the backbone of Vocational Education being imparted as an integral part of Samagra Shiksha. They are directly involved in teaching of vocational subjects and also serve as a link between the industry and the schools for arranging industry visits, On-the-Job Training (OJT) and placement.

These guidelines have been prepared with an aim to help and guide the States in engaging quality Vocational Teachers/Trainers in the schools. Various parameters that need to be looked into while engaging the Vocational Teachers/Trainers are mode and procedure of selection of Vocational Teachers/Trainers, Educational Qualifications, Industry Experience, and Certification/Accreditation.

The State may engage Vocational Teachers/Trainers in schools approved under the component of Vocationalisation of Secondary and Higher Secondary Education under RMSA in the following ways:

(i) Directly as per the prescribed qualifications and industry experience suggested by the PSS Central Institute of Vocational Education (PSSCIVE), NCERT or the respective Sector Skill Council (SSC)

OR

(ii) Through accredited Vocational Training Providers accredited under the National Quality Assurance Framework (NQAF*) approved by the National Skill Qualification Committee on 21.07.2016. If the State is engaging Vocational Teachers/Trainers through the

Vocational Training Provider (VTP), it should ensure that VTP should have been accredited at NQAF Level 2 or higher.

* The National Quality Assurance Framework (NQAF) provides the benchmarks or quality criteria which the different organisations involved in education and training must meet in order to be accredited by competent bodies to provide government-funded education and training/skills activities. This is applicable to all organizations offering NSQF-compliant qualifications.

The educational qualifications required for being a Vocational Teacher/Trainer for a particular job role are clearly mentioned in the curriculum for the particular NSQF compliant job role. The State should ensure that teachers / trainers deployed in the schools have relevant technical competencies for the NSQF qualification being delivered. The Vocational Teachers/Trainers preferably should be certified by the concerned Sector Skill Council for the particular Qualification Pack/ Job role which he will be teaching. Copies of relevant certificates and/or record of experience of the teacher/ trainer in the industry should be kept as record.

To ensure the quality of the Vocational Teachers/Trainers, the State should ensure that a standardized procedure for selection of Vocational Teachers/Trainers is followed. The selection procedure should consist of the following:

- (i) Written test for the technical/domain specific knowledge related to the sector;
- (ii) Interview for assessing the knowledge, interests and aptitude of trainer through a panel of experts from the field and state representatives; and
- (iii) Practical test/mock test in classroom/workshop/laboratory.

In case of appointment through VTPs, the selection may be done based on the above procedure by a committee having representatives of both the State Government and the VTP.

The State should ensure that the Vocational Teachers/Trainers who are recruited should undergo induction training of 20 days for understanding the scheme, NSQF framework and Vocational Pedagogy before being deployed in the schools.

The State should ensure that the existing trainers undergo in-service training of 5 days every year to make them aware of the relevant and new techniques/approaches in their sector and understand the latest trends and policy reforms in vocational education.

The Head Master/Principal of the school where the scheme is being implemented should facilitate and ensure that the Vocational Teachers/Trainers:

- (i) Prepare session plans and deliver sessions which have a clear and relevant purpose and which engage the students;
- (ii) Deliver education and training activities to students, based on the curriculum to achieve the learning outcomes;
- (iii) Make effective use of learning aids and ICT tools during the classroom sessions;
- (iv) Engage students in learning activities, which include a mix of different methodologies, such as project-based work, team work, practical and simulation based learning experiences;
- (v) Work with the institution's management to organise skill demonstrations, site visits, onjob trainings, and presentations for students in cooperation with industry, enterprises and other workplaces;

- (vi) Identify the weaknesses of students and assist them in upgradation of competency;
- (vii) Cater to different learning styles and level of ability of students;
- (viii) Assess the learning needs and abilities, when working with students with different abilities
- (ix) Identify any additional support the student may need and help to make special arrangements for that support;
- (x) Provide placement assistance

Assessment and evaluation of Vocational Teachers/Trainers is very critical for making them aware of their performance and for suggesting corrective actions. The States/UTs should ensure that the performance of the Vocational Teachers/Trainers is appraised annually. Performance based appraisal in relation to certain pre-established criteria and objectives should be done periodically to ensure the quality of the Vocational Teachers/Trainers. Following parameters may be considered during the appraisal process:

- 1. Participation in guidance and counselling activities conducted at Institutional, District and State level;
- 2. Adoption of innovative teaching and training methods;
- 3. Improvement in result of vocational students of Class X or Class XII;
- 4. Continuous upgradation of knowledge and skills related to the vocational pedagogy, communication skills and vocational subject;
- 5. Membership of professional society at District, State, Regional, National and International level;
- 6. Development of teaching-learning materials in the subject area;
- 7. Efforts made in developing linkages with the Industry/Establishments;
- 8. Efforts made towards involving the local community in Vocational Education;
- 9. Publication of papers in National and International Journals;
- 10. Organization of activities for promotion of vocational subjects;
- 11. Involvement in placement of students /student support services.

9. LIST OF REFERENCE BOOK

- Handbook of Agricultural Extension, Directorate of Knowledge Management in Agriculture, Indian Council of Agricultural Research
- Fundamentals of Agricultural Extension Education, 2020 Sagar Mondal, Kalyani Publishers
- Extension Education and Rural Development, 2016 Dr. J. P. Singh, SR Scientific

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