

Maharashtra State Board of Vocational Education Examination, Mumbai- 51

1	Name of Course	Certificate Course in Assistant Garment Show Room Sales Person																																									
2	Course Code	410143																																									
3	Max. Nos. of Student	25 Students																																									
4	Duration	6 Months																																									
5	Type	Full Time																																									
6	Nos. of Days / Week	6 Days																																									
7	Nos. of Hours/Days	7 Hrs																																									
8	Space Required	Theory Class Room – 200 sqft Practical – 1000 sqft																																									
9	Entry Qualification	S.S.C.																																									
10	Objective of Syllabus/ Introduction	After completing the training candidate would able to work as an assistant in Showroom and help improving sales.																																									
11	Employment Opportunity	Can work as Assistant Garment Show room Sales Person in Garment Manufacturing Industry																																									
12	Teacher’s Qualification	Diploma / Certificate Course in Concern Subject.																																									
13	Training System	<table><tr><th colspan="8">Training System Per Week</th></tr><tr><td colspan="2">Theory</td><td colspan="2">Practical</td><td colspan="4">Total</td></tr><tr><td colspan="2">12 Hours</td><td colspan="2">30 Hours</td><td colspan="4">42 Hours</td></tr></table>							Training System Per Week								Theory		Practical		Total				12 Hours		30 Hours		42 Hours														
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14	Exam. System	<table><tr><th>Sr. No.</th><th>Paper Code</th><th>Name of Subject</th><th>TH/PR</th><th>Hours</th><th>Max. Marks</th><th>Min. Marks</th></tr><tr><td>1</td><td>41014311</td><td>Assistant Garment Show Room Sales Person</td><td>TH-I</td><td>3 Hrs</td><td>100</td><td>35</td></tr><tr><td>2</td><td>41014321</td><td>Introduction to Garment Industry</td><td>PR-I</td><td>3 Hrs</td><td>100</td><td>50</td></tr><tr><td>3</td><td>41014322</td><td>Assistant Garment Show Room Sales Person</td><td>PR-II</td><td>6 Hrs</td><td>200</td><td>100</td></tr><tr><td></td><td></td><td>Total</td><td></td><td></td><td>400</td><td>185</td></tr></table>							Sr. No.	Paper Code	Name of Subject	TH/PR	Hours	Max. Marks	Min. Marks	1	41014311	Assistant Garment Show Room Sales Person	TH-I	3 Hrs	100	35	2	41014321	Introduction to Garment Industry	PR-I	3 Hrs	100	50	3	41014322	Assistant Garment Show Room Sales Person	PR-II	6 Hrs	200	100			Total			400	185
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Theory & Practical

Subject Name : Assistant Garment Show Room Sales Person

Practical (41014322)	Theory (41014311)
<ul style="list-style-type: none">➤ Familiarization of the present Fashion Trends and customer trends, Market/Sales.➤ Understanding the show room requirements, like stocks, non-moving items, new arrivals and indents, and trying to pursue the customer to purchase the non-moving items.➤ Showroom house keeping and maintenance.➤ Folding the garments after showing to the customers and Repacking.➤ Arranging the Shelves as and when the garments are taken out and kept back.	<ul style="list-style-type: none">➤ Fashion Marketing.Role of Fashion.Knowledge of trend/Fabrics.Knowledge of Fashion Cycle/Seasons.Behaviour aspects. Stability.Marketing/Sales Techniques.Different garment folding.RepackingShowroom maintenance.Mannequin s decoration.Common Customer problems and their remedies.Retail Marketing.Study of Locality.Product details.Self Confidence.Good Communication Skills.Convincing Ability.

List of Tools and Equipment :

Description	Quantity
Note Book 100 pgs, Pen, Pencil, Eraser, Ruler, White A4 Sheets	25 sets
Mannequins of different types and sizes like Man, Woman, Boy, Girl, infants etc	1 set
Show case for display of mannequins	As needed
Garments of different styles and sizes	As needed

Subject Name : Introduction to Garment Industry

Subject Code : 41014321

Practical
<ul style="list-style-type: none"><input type="checkbox"/> Safety precautions – Use of pass words, data saving, and closing computers.<input type="checkbox"/> Familiarization with data to be entered and their files and path.<input type="checkbox"/> Familiarization with garment factory activities and the role of a data entry operator in maintaining records.<input type="checkbox"/> Mock drills – fire fighting and first aid<input type="checkbox"/> Safety precautions (uses of tools and equipments in safe manner.)<input type="checkbox"/> Stock Maintenance, coding the material, bin card entry.<input type="checkbox"/> Stock Inspection.<input type="checkbox"/> Familiarization of stock required by each department.<input type="checkbox"/> Practices of stock keeping of the cut panels and semi stitched garment parts<input type="checkbox"/> Knowledge of Stock requirement and arrangement.<input type="checkbox"/> Stock Maintenance and Accounting on stocks.<input type="checkbox"/> Knowledge of purchase and exchange.<input type="checkbox"/> Stock Reporting & Dispatching report maintenance.

List of Tools and Equipment :

Description	Quantity
Note Book 100 pgs, Pen, Pencil, Eraser, Ruler, White A4 Sheets	25 sets
Aprons, caps	25 sets
Store room Depending on stock	1
Computer System with printer	2