# Aggarwal College Ballabgarh

A Post Graduate Co-educational College (Affiliated to M. D. University, Rohtak) NAAC Accredited 'A' Grade (CGPA: 3.40)

## Certificate Course in Abacus Training Program (ATT)





## **IIVA Abacus Contents**

#### Part - 1

1	Introduction
2	History of Abacus
3	Benefits of Abacus
4	Abacus Finger Counting
5	Value of Beads
6	Addition and Subtraction Single Digit (Without Complements)
7	Visualization of Single Digit (Without Complements)
8	Addition and Subtraction Single Digit (5's Complements)
9	Visualization of Single Digit (5's Complements)
10	Addition and Subtraction Single Digit (10's Complements)
11	Visualization of Single Digit (10's Complements)
12	Addition and Subtraction Single Digit (Mixed Complements)
13	Visualization of Single Digit (Mixed Complements)
14	Addition and Subtraction Double Digits (Without Complements)
15	Visualization of Double Digits (Without Complements)
16	Big Complements
17	Addition and Subtraction Double Digits (5's Complements)
18	Visualization of Double Digits (5's Complements)
19	Addition and Subtraction Double Digits (10's Complements)
20	Visualization of Double Digits (10's Complements)
21	Addition and Subtraction Double Digits (Mixed Complements)
22	Visualization of Double Digits (Mixed Complements)
23	Addition and Subtraction Double Digits (Big Complements)
24	Fingering Speed
25	Addition and Subtraction 3 digits
26	Visualization of Addition and Subtraction 3 Digits
27	Introduction of Tables, Through Addition
28	Multiplication S.D. x S.D
29	Multiplication S.D. x D.D.
30	Visualization of Multiplication S.D. x 2.D.









## **IIVA Abacus Contents**

## Part - 2

1	Multiplication S.D. x 3.D. with Visualization
2	Multiplication 2.D. x 2.D. with Visualization
3	Multiplication 3 D x 2 D
4	Addition and Subtraction 4 digit
5	Division 2D ÷S.D. (Where remainder is Zero) with Visualization
6	Division 3D÷S.D. (Where remainder is Zero) with Visualization
7	Multiplication S. D. x 4. D.
8	Multiplication D. D. x 4. D.
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## **IIVA Abacus Contents**

## Part - 3

	Fait - 3
1	Division 4D ÷ SD
2	Division 3D ÷ DD
3	Division 4D ÷ DD
4	Addition and Subtraction of Decimals (2, 3, 4 digit numbers)
5	Decimal Multiplication where multiplicand is a decimal number and multiplier is a whole number
6	Decimal multiplication where both multiplier and multiplicand are decimal numbers
7	Division
8	Division of two whole numbers by SD Divisor
	(where quotient is a decimal number)
9	Division of whole numbers by DD divisor
	(where quotient is decimal number)
10	Division of whole numbers by TD Divisor
	(where quotient is decimal number)
11	Division
	(When dividend is decimal number & divisor is whole number)
12	Division
	(When both divisor and dividend are decimal numbers)
13	Visual - Decimal Add/ sub, Decimal Multiplication, Decimal Division

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# **IIVA Abacus Contents**

## Part - 4

1	HCF/GCD
2	LCM
3	Percentage Calculation
4	Square roots
5	Cube Roots
6	Fingering Speed
7	Practice of Complements
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## PROPOSED ABACUS CONTENT FOR QUALIFICATION PACK OF TRAINER

	Elements	Pcs	Total Mar
1.	Work within the Indian skills system	PC1.  TRAINING SCENARIO IN INDIAN INDUSTRY (2 hrs.)  Skill development initiatives  National council for vocational training: (NCVT)  Social partners in skill development:  ✓ Partnerships will be consciously promoted between government, industry, local governments, civil society institutions and all skill providers  ✓ It includes training providers, professional societies, cooperatives and civil society institutions  ✓ Creation of an institutional mechanism and regular consultation with stake holders will form the corner stone of skill development initiative  National skill development corporation (NSDC)  Training of trainers (TOT) − NSDC  NOS modules  Relevance of training of Abacus in India  ENTREPREURSHIP SCENARIO INDIAN INDUSTRY (2hrs)  Evolution of Entrepreneurship in India  Recent trends in Entrepreneurship  Role of Entrepreneurship Ministry in developing entrepreneurs in India  Meaning & Scope of Entrepreneurship  Entrepreneurship as career option  Essentials of being an entrepreneurship trainer  Training of Technical Terms of Abacus (7 hrs)  ✓ Introduction & History of Abacus  ✓ Benefits of Abacus  ✓ Finger Counting  ✓ Value of Beads  ✓ Addition and Subtraction Single Digit (With 10's Complements)  ✓ Addition and Subtraction Single Digit (With 10's Complements)  ✓ Addition and Subtraction Double Digits (Without Complements)  ✓ Addition and Subtraction Double Digits (Without Complements)  ✓ Visualization of Single Digit (With Mixed Complements)	16
2.	Work within the organisation's quality framework	PC2. Accreditations & their policies IIVA (3 hrs)  NEBET Policy ISO Policies	18



#### Legal Duties include:

- Ensuring the organisation meets its objectives as set out in

the constitution

- Ensuring the organisation complies with the rules set out in its constitution and acts legally in all its activities (getting advice when necessary)
- Acting in the interests of the organisation and its beneficiaries, not for personal benefit
- Informing meetings of any interest in a contract which could lead to conflict of interest
- keeping abreast of legislation that may affect the organisation's work and direction

# FOUR LEVELS OF ABACUS &QUALITY STANDARDS OF EACH LEVEL (2 hrs)

#### CONCEPTUAL FRAMEWORK OF TRAINING SESSIONS(2 hrs)

- ✓ Addition and Subtraction Double Digits (5's Complements)
- ✓ Addition and Subtraction Double Digits (10's Complements)

#### **ACTIVITIES/ASSIGNMENT (2 hrs)**

- ✓ Visualization of Addition and Subtraction Double Digits (5's Complements)
- ✓ Visualization of Addition and Subtraction Double Digits (10's Complements)

#### PC3.

#### Roles and Responsibilities of an IIVA trainer (1 hr)

- Enter into the role of Content Curator
- Understand the basics of Abacus
- See the whole picture of training methods and tools
- Know the principles of information architecture
- Enter into the role of a Simulator
- Constant development
- Critical Thinking

# EXPECTED QUALITIES IN A TRAINER BY THE CLIENT COMPANY-IIVA

The qualities of a good trainer are as follows:

- Methodical and well-planned
- Highly knowledgeable and competent enough
- Possess relevant industry experience
- Good in communication/presentation
- Practical enough to make the overall training session fruitful to the trainees.

#### Technical qualities of Abacus (4 hrs)

- ✓ Addition and Subtraction Triple Digit (Without Complements)
- ✓ Addition and Subtraction Triple Digit (With 5's Complements)
- ✓ Addition and Subtraction Triple Digit (With 10's Complements)
- Addition and Subtraction Triple Digit (With Mixed Complements)

#### Activities/Assignment (4 hrs)

- √ Visualization of Triple Digit (Without Complements)
- √ Visualization of Triple Digit (With 5's Complements)
- Visualization of Triple Digit (With 10's Complements)
- ✓ Visualization of Triple Digit (With Mixed Complements)

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# 3. Manage work relationships and work effectively in the workplace

# PC 4 – PC8. MANAGEMENT SESSIONS (2 HRS)

- 1. Managerial Role of IIVA Trainer Include:
- Setting overall policy and short, medium and long-term objectives
- Identifying and discussing new areas of work
- Ensuring there are systems for regularly monitoring and evaluating the organisation's work
- Training Session on team building and functioning in a Team
- 3. Communication Systems in an IIVA Centre
- 4. Workplace Standards of IIVA Training Centre
- 5. How to become an Entrepreneur through IIVA
- 6. IIVA Professional Code of Ethics
- Code of Ethics and Professional Practices

# IIVA Certified Training Professionals of ABACUS and Entrepreneurship (2 hrs)

Professional should have ethical responsibilities to their organization, employers, clients, society, as well as to other professionals. The following ethical foundations for professional activities in exercise related roles serve as a code of conduct for practicing professionals. The code implements many of these foundations in the form of rules of ethical conduct. Noncompliance with the code may affect an individual's initial or continuing status as a recognized certified professional by MPESC.

#### **Ethical Foundations**

- The Trainer-Client relationship
- Trainer conduct and practice
- Avoiding conflicts of interest
- Professional relations
  - Societal responsibilities

### Technical Knowledge on IIVA Product - Abacus (11 hrs)

- ✓ Big Complements EXPLANATION
- ✓ Introduction of Tables, Through Addition
- ✓ Multiplication S.D. x S.D
- ✓ Multiplication S.D. x 2.D. (without complement)
- ✓ Multiplication S.D. x 2.D. (5's complement)
- ✓ Multiplication S.D. x 2.D. (10's complement)
- ✓ Multiplication S.D. x 2.D. (Mixed complement)
- ✓ Multiplication S.D. x 3.D. (without complement)
- ✓ Multiplication S.D. x 3.D. (5's complement)
- ✓ Multiplication S.D. x 3.D. (10's complement)
- ✓ Multiplication S.D. x 3.D. (Mixed complement)

#### Activities/Assignment (3hrs)

- Fingering Speed Add 1 to 20 & subtract 20 to 1
- Visualization of multiplication of S. D. x 2.D.
- Visualization of multiplication of S. D. x 3D



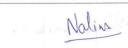


4.	Apply a client focused approach	PC9 TRAINING ON ENTREPRENEURSHIP SKILLS (2hrs)  SESSION ON COMMUNICATION SKILL FOR BETTER ORGANIZATIONAL PERFORMANCE (1 HRS)  WORK PRACTICE SESSIONS ON ABACUS FOR CLIENT TRAINING (11 HRS)  Multiplication S.D. x 4.D. (without complement)  Multiplication S.D. x 4.D. (10's complement)  Multiplication S.D. x 4.D. (Mixed complement)  Multiplication 2.D. x 2.D. (without complement)  Multiplication 2.D. x 2.D. (5's complement)  Multiplication 2.D. x 2.D. (10's complement)  Multiplication 2.D. x 2.D. (Mixed complement)  Multiplication 3.D. x 2.D. (without complement)  Multiplication 3.D. x 2.D. (without complement)  Multiplication 3.D. x 2.D. (10's complement)  Multiplication 3.D. x 2.D. (10's complement)  Multiplication 3.D. x 2.D. (10's complement)  Activities/Assignment (2hrs)  Visualization of multiplication of S. D. x 4D  Visualization of multiplication of 2.D. x 2.D.	16
5.	Work ethically	PC10 to PC16  SESSIONS ON WORK ETHICS (3HRS)  PERFECTION TOWARDS CONDUCTING ABACUS SESSION (11 HRS)  Multiplication 2.D. x 4.D. (without complement)  Multiplication 2.D. x 4.D. (5's complement)  Multiplication 2.D. x 4.D. (10's complement)  Multiplication 2.D. x 4.D. (Mixed complement)  Multiplication 2.D. x 1.D. (Mixed complement)  Multiplication 2.D. x 1.D. (5's complement)  Multiplication 2.D. x 1.D. (5's complement)  Multiplication 2.D. x 1.D. (10's complement)  Multiplication 2.D. x 1.D. (10's complement)  Multiplication 3.D. x 1.D. (without complement)  Multiplication 3.D. x 1.D. (without complement)  Multiplication 3.D. x 1.D. (5's complement)  Multiplication 3.D. x 1.D. (5's complement)  Visualization of multiplication of 3.D. x 2.D.  Visualization of multiplication of 2.D. x 4.D.	16
6.	Apply HSE practices in a Ttraining/assessment Environment	PC17 – PC21 HSE PRACTICE IN IIVA TRAINING (3HRS)  - Detailed study of effective health and safety policies and procedures of IIVA training centre  - Monitoring & ensuring necessary insurance  - Ensuring the organisation meets its contractual and other obligations, including employment contracts, premises agreements, funding contracts and equipment licences  - Regularly attending management committee meetings and working with other members	16



	Total	100
	<ul> <li>Visualization of Division 2D ÷S.D. (Where remainder is Zero)</li> <li>Visualization of Division 3D ÷S.D. (Where remainder is Zero)</li> </ul>	
	to 60 & subtract 60 to 41	
	- Fingering Speed Add 31 to 50 & subtract 50 to 31 & Add 41	
48	- Visualization of multiplication of 4.D. x 1.D.	
	- Visualization of multiplication of 2.D. x 1.D. & 3.D. x 1.D.	
	Activities/Assignment(5 hrs)	
	✓ Multiplication 3.D. x 1.D. (5's complement)	
	✓ Division 3D ÷S.D. (Where remainder is Zero)	
	✓ Division 2D ÷S.D. (Where remainder is Zero)	
	✓ Multiplication 4.D. x 1.D. (Mixed complement)	
	✓ Multiplication 4.D. x 1.D. (10's complement)	
	✓ Multiplication 4.D. x 1.D. (5's complement)	
	✓ Multiplication 4.D. x 1.D. (without complement)	
	✓ Multiplication 3.D. x 1.D. (Mixed complement)	
	✓ Multiplication 3.D. x 1.D. (10's complement)	
-	Abacus Sessions: (8hrs)	

	Elements	Pcs	Total Marks
1.	Model high standards of performance	PC1-PC4 PROFESSIONAL TRAINING AND CLIENT ENGAGEMENT (2hrs)  - Vision and Mission of IIVA - IIVA's goal and objectives - Codes of Conduct of IIVA - Creation of learning environment of IIVA centre - Client-based projects IIVA STANDARDS OF PROFESSIONAL PRACTICE: (3 hrs) 1. Practice Standards 2. Code of Professional Responsibility STANDARDS OF TECHNICAL PRACTICE – ABACUS (13 hrs)  V Division 4D ÷ SD V Division 3D ÷ DD V Division 3D ÷ DD V Division 4D ÷ DD V Division 4D ÷ DD V Division 4D ÷ DD WITH DROPPING V Addition and Subtraction of Decimals (2 digit numbers), Direct V Addition and Subtraction of Decimals (2 digit numbers), 5 Complements V Addition and Subtraction of Decimals (2 digit numbers), 10 Complements V Addition and Subtraction of Decimals (2 digit numbers), mixed complements V Addition and Subtraction of Decimals (2 digit numbers), mixed complements V Addition and Subtraction of Decimals (3 digit numbers) Direct	Total Marks
		<ul> <li>✓ Addition and Subtraction of Decimals (3 digit numbers), 5         Complements     </li> <li>✓ Addition and Subtraction of Decimals (3 digit numbers), 10         Complements     </li> <li>✓ Addition and Subtraction of Decimals (3 digit numbers), mixed complements</li> </ul>	



		Activities/Assignment (7hrs)  Visualization of 4D ÷ SD  Visualization of 3D ÷ DD  Visualization of 4D ÷ DD  Visualization of 3D ÷ DD with dropping  Visualization of 4D ÷ DD with dropping  Visualization of addition and subtraction of 2 digits number  Visualization of addition and subtraction of 3 digits number	
2.	Professional development needs and prepare development plan	The second state of the second	25
		quotient is a decimal number  Division of whole numbers by DD divisor where quotient is a decimal number  Division of whole numbers by TD Divisor, where quotient is a decimal number  Division (When dividend is decimal number & divisor is whole number)  Division (When both divisor and dividend are decimal numbers)	

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3.	Undertake Formative Assessment	PC11-PC13 ASSESSMENT OF LEARNER'S LEARNING: The need for evaluation; Guidelines for course evaluation;	20
		Course evaluation questionnaires; Trainer self-assessment questionnaire for use before the session; Trainer self-	
		assessment questionnaire for use after the session	
		Assessment techniques	
		2. Choosing an assessment technique	
		3. Testing	
		4. Constructing a test	
		5. Administering a test	
		6. Scoring a test	
		7. Analyzing test results	
		8. Implications for instruction	
		9. Self-assessment	
		10. Reviewing the educational process	
		11. Classroom observation/critiquing	
		12. Team teaching	
		13. Collaboration skills	
		14. Organization	
		15. Communication Skills	
		16. Feedback/critiquing	
		17. Working in groups	
4	Collect and review learner feedback	PC14 - PC18:	20
		DEVELOPMENT OF COURSE EVALUATION	
		QUESTIONNAIRES	
		Preparation of trainer self-assessment	
		questionnaire for use before & after the session	
		Preparation of course evaluation/reaction	
	100	questionnaire	
		Meaning of questionnaire, outcome evaluation,	
		questionnaire analysis, etc.  4. Development of feedback form	
		Training session on filling of document (soft and hard	
		copy) as per the IIVA norms of learner confidentiality	
		policy	
5.	Undertake post-		
	training activities	PC19-PC21	45
		DOCT TRAINING ACTION DIAN	15
		POST TRAINING ACTION PLAN  1. Preparation of checklist of verification of training	
		the state of the s	
		room equipment's  2. Good Bye gestures	
		Explanation of Performance expectations to	
	8	learners	
		Winding up of Training Material	
		5. Development of testimonial form	
		Deciding technology for support facilities	
		(90.)	100
		76191	100



		- Electrical equipment and services	
		- Fire Workplace (ventilation and heating)	
		- Furniture and fixtures - Manual handling	
		- Computers and similar equipment	
		- Electrical equipment and services	
		- Fire	
		- Workplace (ventilation and heating)	
		PC3 – PC10	
2.	Conduct Training Session	TRAINING & ASSESSMENT SYSTEM	25
	Session	No. 1 of the description	
		Needs of teacher trainer	
		- Understanding comparative educational systems	
		- The education system	
		- The teacher training system	
		- Needs assessment	
		- Adult learning	
		- Andragogy vs. pedagogy	
		- Personal learning styles	
		- Motivation	
	P A	- Considerations in designing a training program	
		- Defining program goals and objectives	
		- Selecting topic areas	
		- Designing learning activities	
		- Training rhythm and flow	
		<ul> <li>Incorporating program evaluation</li> </ul>	
		- Analyzing training constraints	
	The second second	- Training techniques :	
		a) Ice breaker	
		b) Brainstorming	
		c) Lectures	
		d) Demonstrations	
		e) Games/Simulations/Structured experiences:	
		f) Small groups	
		g) Role play	
		h) Fishbowl	
		i) Field trips	
		i) Interviews	
		k) Panels:	
		Case studies:	
		m) Critical incidents:	
		,	
		n) Peer training:	
		o) Attendance and record management system	
		COMPUTER TRAINING OF IIVA TRAINER	
		- Computers - An overview of computer and systems	
	*	- MS Word	
		- MS Excel	
		- MS Power Point	
		- Internet	
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	PC14 CONTINOUS IMPROVEMENT PROCESS (CIP) OF IIVA (4 hrs.)  - Process of identifying the key are areas of improvement - Flow chart - Cause and Effect diagram - Control Charts TRAINING ON QUALITY STANDARDS (5 hrs)  FINAL LEVEL OF ABACUS TRAINING (2 hrs) - Practice of Complements - Revision and doubts	
MEP/N0103: Deliver compete	Total	100
Elements	Pcs Pcs	Total Marks
Organise and check Training facilities and aids	PC1 LOGISTICS ARRANGEMENTS FOR TRAINING:  Pre training checklist Joining instructions Training materials prepared Trainer materials (OHTs, CD-Roms, etc.) handouts, etc., training room &break rooms arrangements Comfort: temperature, air conditioning, light, acoustics Food & refreshments Equipment: Seating arrangements Training equipment Video, screen Flipchart and pens Overhead projector Computer equipment Participant's materials organized:Handouts, etc. Computer ready (if using slides), OHP and OHTs ready Maintenance of Hygiene factors: White board with non toxic markers Poster paper (either with a stand or with a sticky back) and non toxic markers SET UP Before Training Ensure binders have appropriate participant materials for this session Room Prep: Arrange tables and chairs in a U-shape so that everyone can see one another as well as the white board  PC2 HEALTH AND SAFETY CHECKLIST FOR TRAINING ROOMS TO CARRY OUT A RISK ASSESSMENT OF THE LEARNING ENVIRONMENT:  Movement around the classroom (slips and trips) Work at height (falls) Furniture and fixtures Manual handling Computers and similar equipment	20



		Activities/Assignment (5hrs)  - Visualization of addition and subtraction of 4 digits number  - Visualization of decimal multiplication  - Fingering Speed Add 51 to 70 & subtract 70 to 51  - Fingering Speed Add 61 to 80 & subtract 80 to 61  - Visualization of decimal division	
3.	Participate in professional development & up skilling activities	PC 9-PC11 IIVA COMPETENCY TRAINING FOR TRAINERS (1 hr) PROFESSIONAL DEVELOPMENT AND UP-SKILLING OF IIVA TRAINER IN ABACUS (12hrs)  HCF/GCD between 1D & 1D  HCF/GCD between 1D & 2D  HCF/GCD between 2D & 3D  LCM between 1D & 1D  LCM between 1D & 2D  LCM between 1D & 2D  LCM between 2D & 3D  Percentage Calculation (single digit % of 2D)  Percentage Calculation (single digit % of 3D)  Percentage Calculation (double digit % of 3D)  Activities/Assignment (12hrs)  Visualization of HCF/GCD between 1D & 1D  Visualization of HCF/GCD between 2D & 2D  Visualization of HCF/GCD between 1D & 1D  Visualization of LCM between 1D & 1D  Visualization of LCM between 1D & 2D  Visualization of LCM between 1D & 2D  Visualization of LCM between 2D & 3D  Visualization of LCM between 2D & 3D  Visualization of Percentage Calculation (single digit % of 2D)  Visualization of Percentage Calculation (single digit % of 3D)  Visualization of Percentage Calculation (single digit % of 3D)  Visualization of Percentage Calculation (double digit % of 3D)  Visualization of Percentage Calculation (double digit % of 3D)  Visualization of Percentage Calculation (double digit % of 3D)  Visualization of Percentage Calculation (double digit % of 3D)	25
4.	Reflect on and evaluate professional practice	PC12-PC13  IIVA PROFESSIONAL PRACTICE OF ABACUS (6hrs)  Square root of 3 digits number Square root of 4 digits number Cube Root of 4 Digits number Cube Root of 5 Digits number Cube Root of 7 Digits number Cube Root of 7 Digits number  Activities/Assignment (8hrs) Visualization of square root of 3 digits number Visualization of square root of 4 digits number Visualization of Square root of 6 digits number Visualization of Cube Root of 4 Digits number Visualization of Cube Root of 5 Digits number Visualization of Cube Root of 7 Digits number Visualization of Cube Root of 7 Digits number Fingering Speed Add 71 to 90 & subtract 90 to 71 Fingering Speed Add 81 to 100 & subtract 100 to 84	25

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	Elements	Pcs	Total Mark
	Identify needs of learners	PC1 - PC6 IIVA TRAINING EVALUATION SESSIONS FOR LEARNERS: (7hrs)	25
		<ul> <li>Kirkpatrick Model of evaluation of training effectiveness</li> <li>Activity on Kirkpatrick's Four-Level Training Evaluation Model</li> <li>Visual Confirmation</li> <li>Social Ownership</li> <li>Skill Assessments</li> </ul>	
		Formation of IIVA Training Evaluation Form     Self     Learners     Formation of IIVA Trainer's/Facilitator's Manual	
		TECHNICAL SESSION ON ENTREPRENEURSHIP (7 hrs):	
		1. Who is an Entrepreneur?	
		· Aspects · Meaning	
		· Definition	
		· Concept	
	21/5	· Wage Employment & Entrepreneurship	
		<ul> <li>Types</li> <li>Characteristics</li> </ul>	
		· Functions	
		2. Who can become an Entrepreneur?	
		Why become an Entrepreneur?	
		3. What are the Qualities required to become an Entrepreneur? How to become an Entrepreneur?	
		4. Entrepreneurship	
		· Meaning	
		Definition	
		· Concept · Characteristics	
		· Five Core Elements of Entrepreneurship	
		5. Entrepreneurship in India: Journey since Independence	
		Vision for 2020	
		Indian Government in fostering Entrepreneurship     Initiatives & Schemes	
		7. Role of Ministry of Skill Development And Entrepreneurship	
		8. Abacus& Entrepreneurship	
		9. How to become an Entrepreneur by learning Abacus?	
		ACTIVITY 1: LEVEL TESTING ON TRAINING SKILLS (6HRS)	
		<ul> <li>Assessment of Training Skills:</li> </ul>	
		- Assessment I - Assessment II	
		ACTIVITY 2: Level Testing on Abacus Skills (5hrs)	
		- Evaluation Test I	
		- Evaluation Test II	
		- Evaluation Test III	
		- Evaluation Test IV	
		- Evaluation Test V	
		AL COLLEGE	



2.	Provide support to learners to meet identified needs, within scope of role	PC7-PC11 LEARNERS' ANALYSIS SESSION OF TRAINING SKILLS (12hrs)  1. Analysis of Evaluation Forms	25
3.	Support individual students with additional Needs in the training session	PC12-PC15 SUPPORT SESSIONS FOR LEARNERS (10 hrs)  1. Activity on coaching and planning of competency based coaching sessions - Flowchart - Designing - Performance chart  2. Task Analysis of trainer 3. One to one session and personal coaching session - Report making of Individual Assessment Sheet TRAINING SESSION ON COMMUNICATION TECHNIQUES AS PER THE GROUP OF LEARNERS (10HR) ROLE PLAY SESSIONS (5 hrs)	25
4.	Provide Coaching and Motivation	PC16- PC18  Skill Development Sessions on Coaching skills (8 hrs)  1. Scope of Improvement (SOI) form of IIVA  2. Self Assessment Test for Learners  3. Q&A Session (trainer-learner)  4. Feedback  5. Presentation Sessions of Learners  6. Feedback Discussion session & designing the feedback form  Skill Development Sessions on Motivation skills (6 hrs)  - Sessions on Skills involved in Self-Motivation  - Setting high but realistic goals  - Taking the right level of risk  - Seeking constant feedback to work out how to improve  - Being committed to personal or organizational goals and going the 'extra mile' to achieve them  - Actively seeking out opportunities and seizing them when they occur  - Maslow Theory  2. Activities on (5 hrs)  - Goal Setting  - Risk taking and risk calculation  - Career graph formation  - Differentiating between personal and organizational goal  - Presentation of business plan on running an iiva centre (3 hrs)  4. Session on career development in IIVA as a IIVA trainer (3 hrs)	25
		Total	100

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