

CBSE | DEPARTMENT OF SKILL EDUCATION

CURRICULUM FOR SESSION 2026-2027

AUTOMOTIVE (SUBJECT CODE 404)

JOB ROLE: SALES EXECUTIVE DEALER

CLASS– X

COURSE OVERVIEW:

Automotive - Sales Executive Dealer performs the activity related to preparation of sales of automobile products such as two wheeler, four wheeler, light motor vehicle, heavy automobile and transport vehicle. As sales executive he plans promote sales of automobile products through various mean such as retailer, dealer, stockiest and other outlets. Sales Executive Dealer is responsible for supporting sales to generate sales leads (telemarketing activities) and also support overall sales process to support both sales and service activities.

OBJECTIVES OF THE COURSE:

Followings are the main objectives of this course.

- Communicate effectively with the customers.
- Identify the principal components of automobile.
- Identify and control hazards in the workplace that pose a danger or threat to their safety or that of others.
- Demonstrate self-management skills.
- Demonstrate the ability to provide a self-analysis in context of entrepreneurial skills and abilities.
- Demonstrate the knowledge of the importance of green skills in meeting the challenges of sustainable development and environment protection.
- Identify and demonstrate safe use of hand and power tools/equipment used in vehicle showroom;
- Generate sales leads through telemarketing activities
- Support the overall sales process
- Plan and organize work to meet expected outcomes
- Recognize the benefits of great customer service;
- Provide customers necessary information appropriately and systematically;
- Use techniques to provide services based on customer's needs and wants;
- Administer first aid to a casualty with small cuts, grazes, bruises, external bleeding, minor burns and scalds.

SALIENT FEATURES:

- Automotive as a vehicle unit.
- Systems/sub systems & components.
- Automotive electronics for safety, pollution control, fuel efficiency and comforts.
- Other related areas of automotive electronics for traffic management, diagnostics, repair etc.

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.

1. Two Post lift
2. Air compressor
3. Wheel balancer
4. Bench vice
5. Work tables

6. Bench grinder
7. Oil draining & filling equipment
8. Cooling system tester
9. Multimeter
10. Hydro meter
11. BC clamp meter
12. Coolant tester
13. Battery & charging system tester (Megatronics)
14. Diagnostic tool(genesis Evo)
15. Hand tools
16. Pneumatic tools
17. Torque wrenches
18. Car seat covers
19. Steering covers
20. Gear Knob covers
21. Fender covers/kits
22. Floor mats
23. Cotton gloves
24. Hard toed boots
25. Sun glasses(3m)
26. Bump caps
27. Air tester filter machine
28. Hydraulic press
29. Hydraulic jacks
30. Vehicle safety stands
31. Parts washing station car
32. Pullers
33. Sliding hammer
34. Wheel aligner
35. Head Light Focusing
36. A/c Machine(124Robinair)
37. General Hand Tools
38. A/c Leakage Tester
39. Old car

CAREER OPPORTUNITIES:

Automobile engineering is a huge industry. There is great number of employment opportunities in the following fields:

- Private national and multinational automobile companies
- Service stations
- Private transport companies

VERTICAL MOBILITY:

At This level, students may start their career as–

- Sales Consultant in Showroom
- Dealership Telecaller Sales Executive

CURRICULUM:

This course is a planned sequence of instructions consisting of Units meant for developing employability and Skills competencies of students of Class IX and X opting for Skills subject along with other subjects.

AUTOMOTIVE (SUBJECT CODE – 404)

CLASS–X (SESSION 2026-2027)

Total Marks:100 (Theory-50+Practical-50)

| | UNITS | NO. OF HOURS For Theory and Practical 220 | MAX. MARKS For Theory and Practical 100 |
|---------------|--|---|---|
| Part A | Employability Skills | | |
| | Unit 1: Communication Skills-II | 13 | 2 |
| | Unit 2: Self-Management Skills-II | 07 | 2 |
| | Unit 3: ICT Skills-II | 13 | 2 |
| | Unit 4: Entrepreneurial Skills-II | 10 | 2 |
| | Unit 5: Green Skills-II | 07 | 2 |
| | Total | 50 | 10 |
| Part B | Subject Specific Skills | | |
| | Unit 1: Automobile and its components | 20 | 10 |
| | Unit 2: Tools | 10 | 06 |
| | Unit 3: Vehicle Servicing | 20 | 10 |
| | Unit 4: Customer sales care | 15 | 04 |
| | Unit 5: Innovation and Development | 15 | 06 |
| | Unit 6: Reading of Service manual | 10 | 04 |
| | Total | 90 | 40 |
| Part C | Practical Work | | |
| | Project | 20 | 10 |
| | Viva | | 05 |
| | Practical File | | 15 |
| | Demonstration of skill competency via Lab Activities | 60 | 20 |
| Total | 80 | 50 | |
| | GRAND TOTAL | 220 | 100 |

DETAILED CURRICULUM/ TOPICS:

Part-A: EMPLOYABILITY SKILLS

| S. No. | Units | Duration in Hours |
|--------|--|-------------------|
| 1. | Unit 1: Communication Skills-II | 13 |
| 2. | Unit 2: Self-management Skills-II | 07 |
| 3. | Unit 3: Information and Communication Technology Skills-II | 13 |
| 4. | Unit 4: Entrepreneurial Skills-II | 10 |
| 5. | Unit 5: Green Skills-II | 07 |
| | TOTAL DURATION | 50 |

Detailed Curriculum/ Topics to be covered under Part A: Employability Skills can be downloaded from CBSE website.

Part-B – SUBJECT SPECIFIC SKILLS (Class X)

| UNIT | SESSION | TOPIC/ACTIVITY/ PRACTICAL |
|--|--|--|
| Unit 1: Automobile and its components | Session 1 : Chassis | <input type="checkbox"/> Types of Chassis |
| | Session 2 : Body or Superstructure | <input type="checkbox"/> Demonstration of Auto body |
| | Session 3 : Engine | <input type="checkbox"/> Dismantling and assembly of petrol and diesel engine |
| | Session 4 : Lubrication System | <input type="checkbox"/> Demonstration of parts of lubrication system. |
| | Session 5 : Cooling System | <input type="checkbox"/> Demonstration of water cooling system |
| | Session 6 : Fuel Supply System | <input type="checkbox"/> Project on various types of fuel supply system. |
| | Session - 7: Transmission System | <input type="checkbox"/> Types of Universal Joints |
| | Session - 8: Front Axle | <input type="checkbox"/> Live & Dead front Axle |
| | Session 9 : Steering System | <input type="checkbox"/> Types of arrangement of Front Axle Rigid Axle Beam |
| | | <input type="checkbox"/> Demonstration of mechanical type steering system |
| | Session 10 : Rear Axle | <input type="checkbox"/> Demonstration of differential and various types of gears used in final drive. |
| | Session 11:- Suspension System | <input type="checkbox"/> Common problems of the suspension system & preventive measures |
| | Session 12 : Wheel and Tyres | <input type="checkbox"/> Cut section of wheel |
| | Session 13 : Brakes | <input type="checkbox"/> Demonstration of mechanical braking system. |
| Session 14 : Electrical and Electronics System | <input type="checkbox"/> Demonstration of lead acid battery with its all components. | |

| | | |
|------------------------------------|--|---|
| Unit-2: Tools | Session 1 - Hand Tool | <input type="checkbox"/> Demonstration of all Hand Tools |
| | Session 2 - Measuring Tools | <input type="checkbox"/> Demonstration of Measuring Tools |
| | Session 3 - Electrical Tools | <input type="checkbox"/> Demonstration of Electrical Tools |
| | Session 4 : Special Tools | <input type="checkbox"/> Model of special tools |
| | Session 5 : Service Workshop Equipment | <input type="checkbox"/> Working of air compressor and wheel balancing machine. |
| Unit-3: Vehicle Servicing | Session 1 : Washing of a Vehicle | <input type="checkbox"/> Procedure for vehicle washing |
| | Session 2 : Changing of Oil and Oil Filter | <input type="checkbox"/> Procedure for changing of oil and oil filter |
| | Session 3 : Changing of Air Filter | <input type="checkbox"/> Procedure for changing Air Filter |
| | Session 4 : Changing of Fuel Filter | <input type="checkbox"/> Procedure for changing Fuel Filter |
| | Session 5 : Changing of Coolant | <input type="checkbox"/> Procedure for changing Coolant |
| Unit-4: Customer Sales Care | Session 1 : Customer Service | <input type="checkbox"/> Dramatization of customer service |
| Unit-5: Innovation and Development | Session 1 : Innovation and Development | <input type="checkbox"/> To make presentation on new innovations |
| Unit-6: Reading of Service manual | Session 1: Reading of Service manual | <input type="checkbox"/> Use any owners and service manual. |

PRACTICAL GUIDELINES FOR CLASS X

Assessment of Performance:

The two internal examiners, assigned for the conduct and assessment of Practical Examinations each in **Secondary School Curriculum (Under NSQF)**. Question for the viva examinations should be conducted by both the examiners. Question to be more of General nature, project work or the curriculum. Investigatory Project especially those that show considerable amount of effort and originality, on the part of the student, should get suitable high marks, while project of a routine or stereo typed nature should only receive MEDIOCRE marks.

Procedure for Record of Marks in the Practical answer-books:

The examiner will indicate separately marks of practical examination on the title page of the answerbooks under the following heads:-

Project -10 marks

Projects suggested for the final practical are given below. Students may be assigned to prepare cardboard model of any one of the following:-

1. Chassis frame
2. Autobody
3. Engine and its components
4. Lubrication system
5. Cooling system
6. Fuel supply system
7. Transmission system
8. Front Axle
9. Steering system
10. Rear Axle
11. Suspension System
12. Wheels and Tyres
13. Brake
14. Electrical and Electronic System
15. Service Tools
16. New Innovations in automobile.

Suggested list of Projects–

1. Servicing and testing of major and minor components of a vehicle
2. Project on automotive innovation.

Guidelines for Project Preparation:

The final project work should encompass chapters on:

- a) Introduction
- b) Identification of core and advance issues
- c) Learning and understanding
- d) Observation during the project

Viva based on Project -05 marks

The teacher conducting the final practical examination may ask verbal questions related to the project, if any, done by the student. Alternatively, if no project has been assigned to the students, viva may be based on questions of practical nature from the field of subject as per the Curriculum.

Practical File -15 Marks

Students to make a PowerPoint presentation/ Session Assignments Alternatively, if they can't be assigned a power point presentation then they can communicate their project work through practical file.

Demonstration of skill competency in Lab Activities-20 marks