

Republic of the Philippines  
**TECHNICAL EDUCATION AND SKILLS DEVELOPMENT AUTHORITY**  
East Service Road, South Luzon Expressway, Fort Bonifacio, Taguig City

**114<sup>th</sup> TESDA BOARD MEETING**

13 August 2019, Tuesday, 9:00 a.m.  
7/F TESDA Board Room, Office of the Chair  
Taguig City

**Resolution No. 2019 - 40**  
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**APPROVING THE RECOGNITION OF THE DIPLOMA PROGRAM IN  
AUTOMOTIVE AFTER SALES MANAGEMENT**

**WHEREAS**, Section 14 (b) of Republic Act No. 7796 mandates that TESDA shall develop and establish a national system of skills standardization, testing and certification and conduct research and development on various occupational areas in order to recommend policies, rules and regulations for effective and efficient skills standardization, testing and certification system in the country;

**WHEREAS**, on 16 January 2018, Republic Act No. 10968 entitled "An Act Institutionalizing the PQF, Establishing the PQF-National Coordinating Council (NCC) and Appropriating Funds Therefor" was enacted, to institutionalize the Philippine Qualifications Framework (PQF), which sets the standards for qualification outcomes;

**WHEREAS**, the Philippines has been engaged in the process of referencing the PQF with the ASEAN Qualifications Reference Framework (AQRF), which is a regional framework that enables comparisons of qualifications across the ASEAN Member States (AMS) towards greater mobility of students and professionals within the ASEAN region;

**WHEREAS**, as part of the referencing process stipulated in the AQRF Referencing guidelines, the Philippines has to undergo the procedure of including Qualifications in a national database of quality-assured qualifications, known as the "Philippine Qualifications Register (PhQuaR)";

**WHEREAS**, TESDA developed a Diploma level qualifications aligned with the descriptors of the PQF, benchmarked with ASEAN Mutual Recognition Arrangements (MRAs), among others, and issued Circular No. 38 series of 2017 entitled: "Implementing Guidelines for the Program Under PQF Level V (Diploma) Pilot." The Diploma programs covered by this Circular are described by the agreed/developed seventeen (17) Program Learning Outcomes (PLOs);

**WHEREAS**, the "PQF CALABARZON Initiatives" an advocacy group created on October 2018 with members from the various TVET institutions in Region IV-A,



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coordinated with the relevant industry associations and the three (3) education agencies of the government and initiated the development of the Diploma Programs in line with the implementation of the PQF Act and Ladderized Education Act;

**WHEREAS**, the Ladderized Education Act or the Republic Act No. 10647 institutionalizes the "...ladderized interface between technical-vocational education and training and higher education to open the pathways of opportunities for career and educational progression of students and workers, create a seamless and borderless system of education, empower students and workers to exercise options or choose when to enter and exit in the educational ladder, and provide job platforms at every exit as well as the opportunity to earn income;"

**WHEREAS**, at the interface of TESDA and CHED at PQF Level V, the embedded programs include TVET Diploma and Bachelor Degree programs specifically on: Diploma on Automotive After Sales Management and Bachelor of Science in Business Administration and Bachelor of Science in Technical Vocational Teacher Education (BTVED);

**WHEREAS**, during the 113<sup>th</sup> TESDA Board meeting on 9 July 2019, a nine (9) point guidelines was agreed as a requirement for the recognition of Diploma programs, to wit:

1. Description of the development process;
2. Partnership arrangements including Enterprise-based Training modalities and credit transfer system with higher education institutions;
3. Assessment arrangements;
4. Program content including embedment of Training Regulations;
5. Curriculum content and duration;
6. Trainees entry requirement;
7. Trainers Qualifications;
8. Alignment with the 17 Program Learning Outcome (PLOs) and compliance with the 82 Performance Indicators in the evaluation of Diploma programs;



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9. The Regional TESD Committee shall be responsible for monitoring, evaluating, reviewing and amending as necessary to make it more relevant to the needs of the area.

**WHEREAS**, on the same meeting, the TESDA Board agreed to apply Sanctions and Penalties on the Recognition of the Diploma programs contained in TESDA Circular No. 23, series of 2019 (Amendment of Section XVII- Sanctions and Penalties of the Amended Omnibus Guidelines on Program Registration under the Unified TVET Program Registration and Accreditation System (UTPRAS) issued on 4 March 2019;

**WHEREAS**, the Diploma in Automotive After Sales Management and its curriculum were developed by Don Bosco Canlubang and Chamber of Automotive Manufacturers of the Philippines, Inc. (CAMPI), with the technical assistance from the Qualifications and Standards Office (QSO) and the National Institute for Technical Education and Skills Development (NITESD) of TESDA;

**WHEREAS**, the Diploma in Automotive After Sales Management contains both technical and non-technical courses; technical courses prepare individuals to perform jobs as automotive service technician and non-technical management courses focus on customer relations, sales and marketing, inventory, and human resource and finance management which enables the individual to perform jobs on front line and management positions. Its preferred delivery mode is the Dual Training System that contains In-plant Training on the summer terms in which the training plan will be a combination of technicians, sales, customer relations, parts inventory and service advisor roles. The Diploma program have entry and exit points at the end of each PQF level qualification to ensure that learners who will take programs have opportunity to land for jobs and are given credit should they pursue a higher education program. The duration of the Diploma program is at least two (2) years;

**WHEREAS**, the curriculum developed by the training institution are aligned with the PQF level V descriptors and the 17 PLOs and course outcome, based on above-mentioned TESDA Circular No. 38 series of 2017;



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**WHEREAS**, the trainee entry requirements of the mentioned Diploma program are: graduate of Senior High School or its equivalent; holder of Automotive Servicing NCI Certificate; can communicate both orally and in written form; physically fit; with good moral character; and can perform mathematical computations;

**WHEREAS**, the trainer's qualifications of the mentioned Diploma program are: Holder of National TVET Trainers Certificate (NTTC) Level 1 in related fields (automotive, customer service, logistics, manufacturing, hospitality, business, human resource); must be computer literate; must be physically fit; must have at least 2 years job/industry experience on after sales management or related fields;

**WHEREAS**, an Automotive Dealership Forum was conducted by TESDA Region IV-A on 16 May 2019 in collaboration with CAMPI and Don Bosco Canlubang, which was participated by the human resource practioners/supervisors/managers, service advisors and technical personnel of different automotive dealers (CAMPI and non-CAMPI member-dealers) in the CALABARZON to further validate the competency alignment requirements in automotive dealerships and employment opportunities of graduates of the Diploma program;

**WHEREAS**, during the 107<sup>th</sup> Standards-Setting and Systems Development (SSSD) Committee Meeting held on 22 April 2019, the members of the CALABARZON Initiatives, representatives from TESDA Region IV-A, Don Bosco Canlubang, CAMPI member-companies with the QSO, presented the Diploma in Automotive After Sales Management. The Committee deliberated upon and favorably recommended to the TESDA Board the recognition of the Diploma Program in Automotive After Sales Management;

**WHEREAS**, to further validate the program delivery of the mentioned Diploma program, some members of the TESDA Board SSSD Committee together with representatives from QSO conducted site visit at Don Bosco Canlubang on 22 May 2019;



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**WHEREAS**, during the **109<sup>th</sup> Executive Committee – TESDA Board Meeting** on 01 August 2019 at 9:00 a.m., the ExCom considered and agreed to recommend the approval and recognition of the Diploma Program in Automotive After Sales Management;

**NOW, THEREFORE, BE IT RESOLVED AS IT IS HEREBY RESOLVED**, that the TESDA Board in its meeting today, 13 August 2019 at 9:00 a.m., approves and recognizes the aforementioned Diploma program.

**BE IT RESOLVED, FINALLY**, that:

(1) Copies of this Resolution be published in a newspaper of general circulation, and disseminated to all concerned, and the same shall be effective fifteen (15) days after publication;

(2) A Certificate of Completion for Diploma in Automotive After Sales Management shall be awarded by the education and training provider to students who completed the program;

(3) Recognition of Diploma program shall ensure that all subsequent rules and regulations of TESDA pertaining to the Diploma program shall be complied with; and

(4) Any grantee and agent/representatives shall comply with all the existing laws, rules, regulations, policies, guidelines and circulars of TESDA;

(5) The Diploma Program shall be subject for policy review by the TESDA Board on an annual basis;

*[Handwritten signatures and initials are present in the bottom left and right margins of the page.]*



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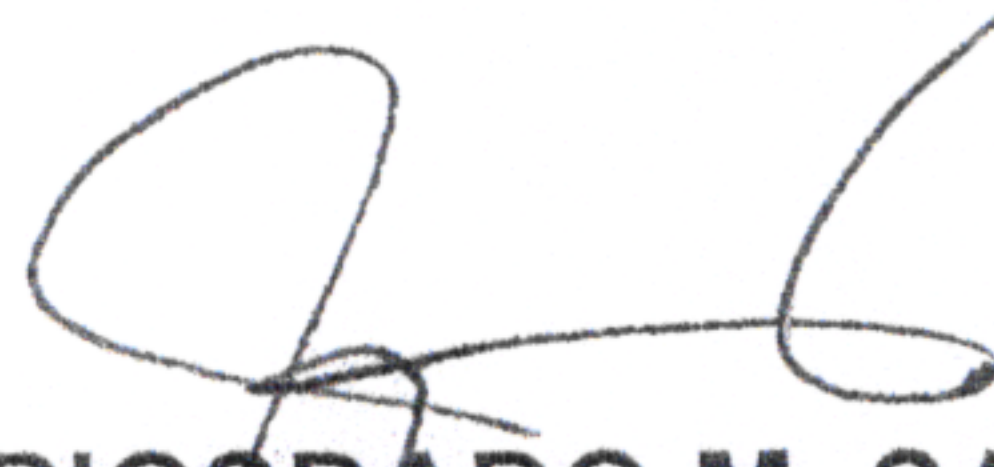
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Adopted this 13<sup>th</sup> day of August 2019.

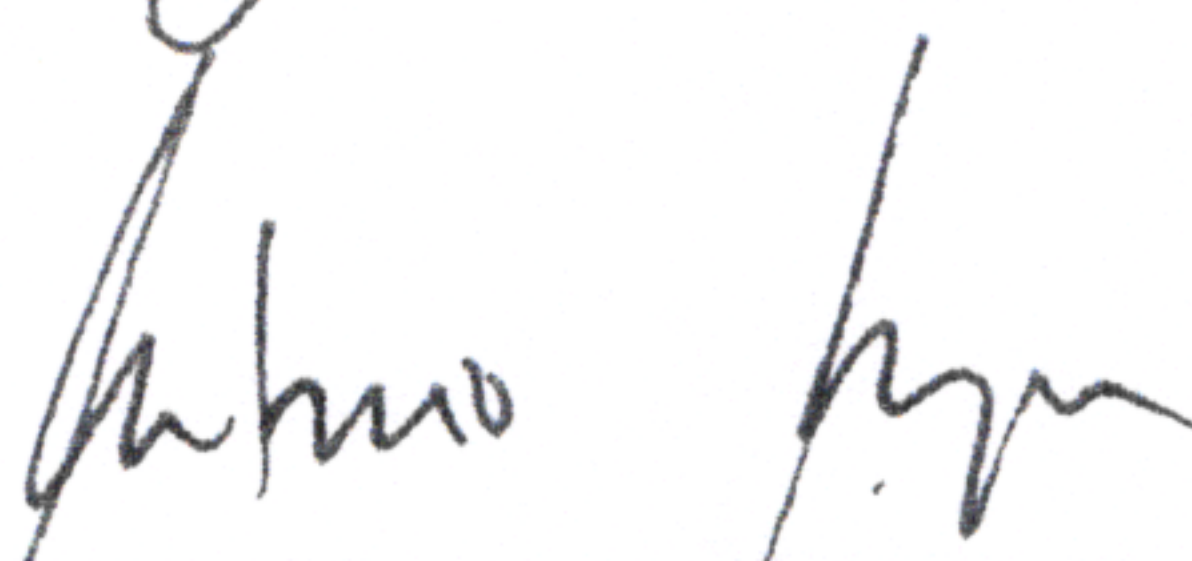
**ATTY. MARICHELLE D. VERA-DE GUZMAN**  
Board Secretary VI

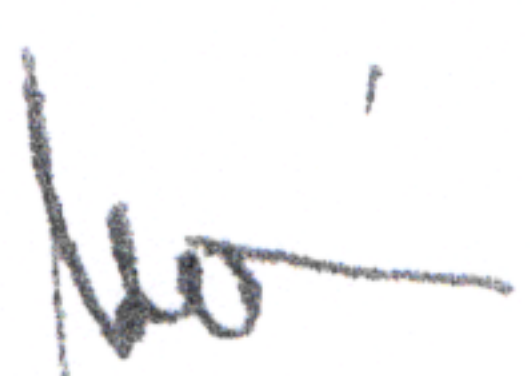
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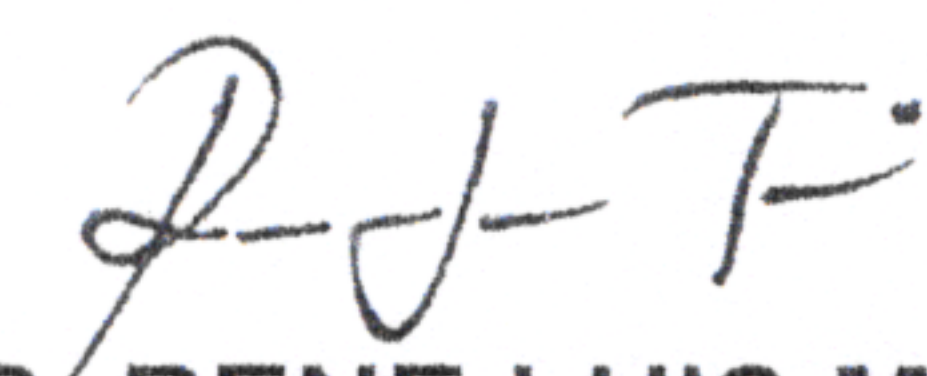
  
**SEC. ISIDRO S. LAPEÑA, PhD., CSEE**  
TESDA Board Designated Chair  
Director General, TESDA

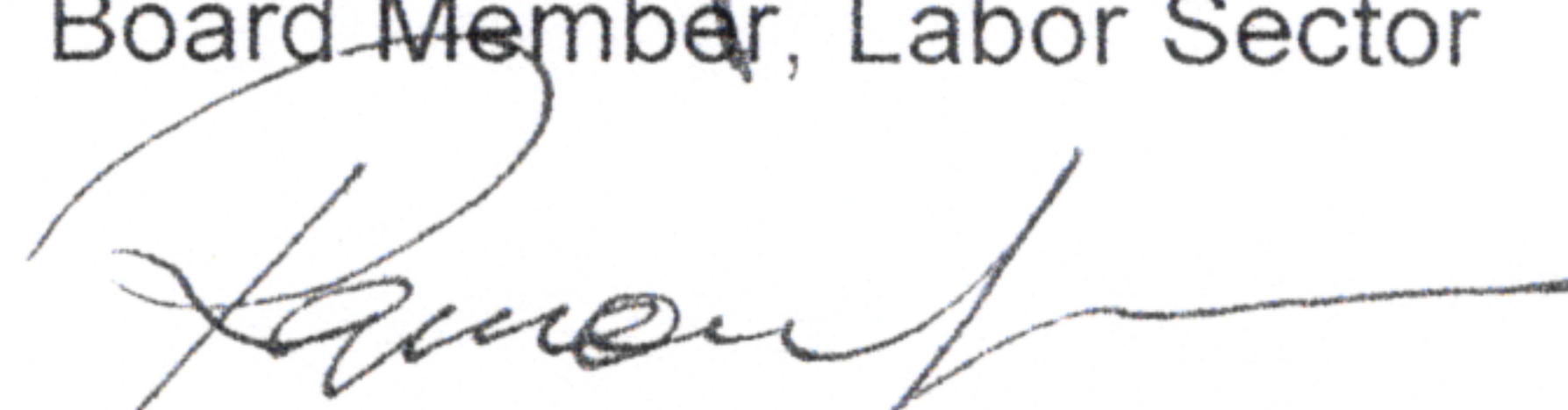
  
**USEC. DIOSDADO M. SAN ANTONIO**  
Department of Education

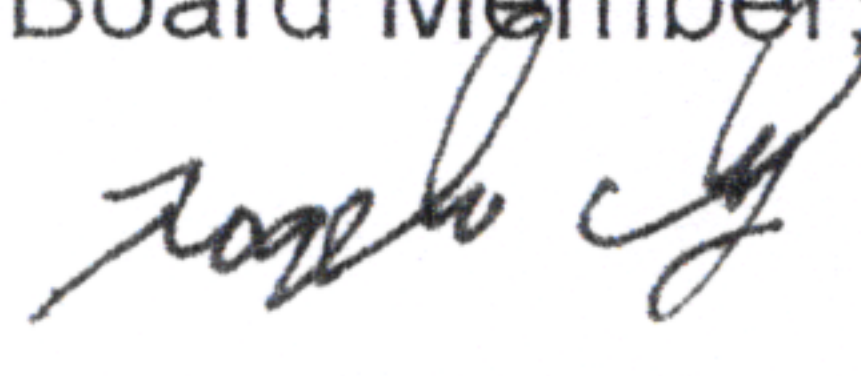
  
**USEC. BRENDA L. NAZARETH-MANZANO**  
Department of Science and Technology

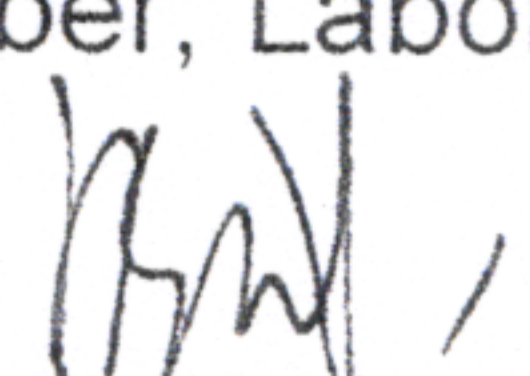
  
**MR. ISIDRO ANTONIO C. ASPER**  
Board Member, Labor Sector

  
**Atty. BAYANI G. DIWA**  
Board Member, Labor Sector

  
**MR. RENE LUIS M. TADLER**  
Board Member, Labor Sector

  
**MR. RAMON R. DE LEON**  
Board Member, Labor Sector

  
**MR. ROGELIO J. CHAVEZ, JR.**  
Board Member, Labor Sector

  
**DR. LEONIDA BAYANI-ORTIZ**  
Board Member, Employer Sector

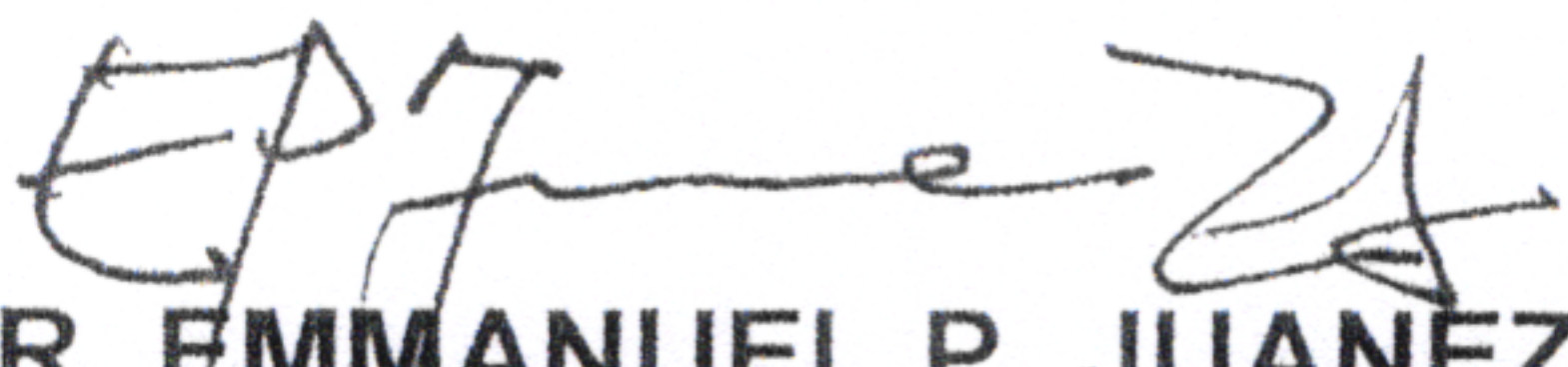


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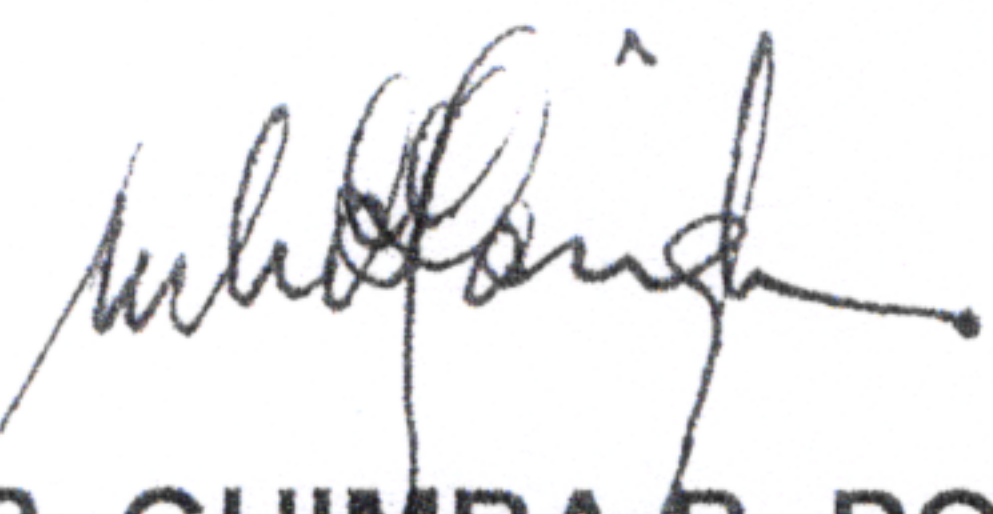
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**ENGR. EMMANUEL P. JUANEZA**  
Board Member, Employer Sector

  
**MS. MARY G. NG**  
Board Member, Business and  
Investment Sector

  
**DR. GUIMBA B. POINGAN**  
Board Member, Education &  
Training Institutions Sector

  
**MS. PATRICIA C. DALMAS**  
Board Member, Education & Training  
Institutions Sector