<table>
<thead>
<tr>
<th>TSC Category</th>
<th>Business Management</th>
</tr>
</thead>
<tbody>
<tr>
<td>TSC</td>
<td>Business Planning</td>
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<tr>
<td>TSC Description</td>
<td>Develop business plans by reviewing existing resources to identify growth opportunities to achieve sustainable competitive advantage leading to a high exit valuation</td>
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<thead>
<tr>
<th>TSC Proficiency Description</th>
<th>Level 1</th>
<th>Level 2</th>
<th>Level 3</th>
<th>Level 4</th>
<th>Level 5</th>
<th>Level 6</th>
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<tr>
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<td>FSS-PNI-4001-1.1</td>
<td>FSS-PNI-5001-1.1</td>
<td>FSS-PNI-6001-1.1</td>
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- Develop the outline and objectives of a business plan, identifying and extracting necessary information to draft the business plan, as well as presenting the draft business plan to relevant stakeholders for endorsement
- Drive business opportunities identification, analysing impact of business environment, as well as potential profitability and sustainability of business opportunities for development of a business plan
- Synergise the identification and evaluation of business opportunities locally and internationally to capitalise, review and refine business opportunities

**Knowledge**

- Organisational objectives
- Relevant stakeholders to consider when drafting business plans
- Linkages between strategic needs of the organisation and business planning
- Value of business opportunities to the organisation
- Linkages between strategic needs of the organisation and business planning
- Implications of changes in business environment
- Own role in analysis of business opportunities
- Evaluation criteria for evaluating business opportunities
- Business environment
- Considerations for business opportunities
- Legal, regulatory, ethical and socio-cultural constraints
- Organisational business skills related to business opportunities
- Develop business opportunities for relevant stakeholders

**Abilities**

- Develop business plan outline and objectives of business plan
- Identify and extract necessary information from relevant sources for inputs into business plan
- Draft business plan in consultation with key stakeholders to ensure alignment with organisational objectives
- Present draft business plan to relevant stakeholders
- Identify business opportunities in accordance with strategic needs of the organisation
- Analyse how the impact of the business environment on business opportunities
- Analyse the potential profitability and sustainability of business opportunities in consultation with relevant stakeholders
- Identify and evaluate business opportunities locally and internationally to determine business viability
- Capitalise on business opportunities to support the achievement of organisational goals and organisational strategies
- Review and refine business opportunities to prevent and/or mitigate business risks
<table>
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<tr>
<th>Stakeholders for endorsement</th>
<th>Develop a draft business plan outline based on analysis findings</th>
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- Develop a draft business plan outline based on analysis findings