

Skills Framework for Marine and Offshore

Programmes that broaden or deepen specific skills and knowledge
for the various occupations in the sector

**Procurement
and Aftersales**

**Job Role:
Senior Procurement Executive**

Full Qualification Programme	Provider
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Technical Skills and Competencies (TSC)			Modular Programmes	Providers
Category	Title	Proficiency Level		
Business Development	Business Negotiation	4	Participate in Negotiations	Auston Institute of Management Pte Ltd
			Negotiation Skills	Capelle Academy Pte Ltd
			"Effective Negotiation Skills"	Everest Innovation Pte Ltd
			Participate in negotiations	Human Capital (Singapore) Pte Ltd
			Essential Negotiation Skills	Marketing Institute of Singapore
			Participate in negotiations	Nanyang Polytechnic
			Participate In Negotiations	Seraphcorp Institute Pte Ltd
	WSQ Participate In Negotiations	SFIC Institute Pte Ltd		
	Opportunity Development	3	Research and Analyse Business Opportunities (Course No Longer Valid)	Tourism Management Institute of Singapore Pte Ltd
			Research and Analyze Business Opportunities	Capelle Academy Pte Ltd
The Sales Strategist			ODE Consulting Pte Ltd	
Business Finance	Financial Budgeting	3	Prepare Budget For The Business Unit	William Angliss Institute Pte Ltd
General Management	Crisis Management	3	CM-360 Implementing a Crisis Management Plan	BCMI Pte Ltd
	Service Excellence	3	Establish Relationships for Customer Confidence	Capelle Academy Pte Ltd
			Establish Relationships for Customer Confidence (Version B)	
			UP! Your Service : Increasing Customer Loyalty	
			UP! Your Service: Increasing Customer Loyalty (Version B)	
			Establish Relationships for Customer Confidence	Center for Competency-Based Learning and Development Pte Ltd
			Establish Relationships for Customer Confidence	Civil Service College
			Establish Relationships for Customer Confidence	DSI Academy Pte Ltd
			WSQ Establish Relationships for Customer Confidence	Eagle Infotech Consultants Pte Ltd
			Building Rapport to Create Selling Opportunities	Impact Management Seminars Pte Ltd
			Effective Customer Service Skills (Building Rapport Module)	
			Establish Relationships for Customer Confidence	Integrated Training Consultants Pte Ltd
			Establish Relationship for Customer Confidence (Chinese)	Loyal Reliance Pte Ltd
			Establish Relationships for Customer Confidence	Mendaki Social Enterprise Network Singapore Pte Ltd
			WSQ Establish Relationships for Customer Confidence	NTUC LearningHub Pte Ltd
			WSQ Establish Relationships for Customer Confidence powered by Disney Institute	
			Establish Relationships for Customer Confidence	Rohei Corporation Pte Ltd
			Establish Relationships for Customer Confidence	Service Quality Centre Pte Ltd
			Role Modelling to Establish Customer Relationship	Singapore Chinese Chamber Institute of Business
			Role Modelling to Establish Customer Relationship (In Chinese)	
			Establish Relationships for Customer Confidence	Singapore Institute of Retail Studies
	WSQ SE: Establish Relationships for Customer Confidence	Singapore National Employers Federation		
	Establish Relationship for Customer Confidence	Training Masters Workforce Institute Pte Ltd		
Establish Relationships for Customer Confidence	Training Vision Institute Pte Ltd			
Establish Relationships for Customer Confidence	William Angliss Institute Pte Ltd			
Project Management	Project Feasibility Assessment	4	Advanced Manufacturing Systems and Management (ME_SBMCs)	Ngee Ann Polytechnic

For Generic Skills and Competencies (GSCs) programme listing, please refer to *Section (v) (c) - View the Training Programmes for GSCs*. Or click this [link](#) to view the GSCs Programme Listing.