

**SKILLS FRAMEWORK FOR BIOPHARMACEUTICALS MANUFACTURING
TECHNICAL SKILLS & COMPETENCIES (TSC) REFERENCE DOCUMENT**

TSC Category	General Management					
TSC	Business Networking					
TSC Description	Establish mutually beneficial relationships with business stakeholders, potential clients and customers					
TSC Proficiency Description	Level 1	Level 2	Level 3	Level 4	Level 5	Level 6
					BPM-GMT-5003-1.1	BPM-GMT-6003-1.1
					Establish strategic business partner relationships and develop action plans to enhance relationships	Strategise programmes to enhance stakeholder relationships as well as establish and maintain networks and relationships
Knowledge					<ul style="list-style-type: none"> Strategic business partners and their issues of interest Ways that organisation's strategic business partners may contribute to its strategic objectives Contributions made by strategic business partners Agreements between organisation and strategic business partners Legal, regulatory, ethical and socio-cultural considerations related to maintaining strategic business partner relationships 	<ul style="list-style-type: none"> Business environments Types of networks Opportunities to build networks Legal, regulatory, ethical and socio-cultural constraints that may apply to stakeholder relationships
Abilities					<ul style="list-style-type: none"> Identify strategic business partners who may contribute to organisational strategies and objectives to establish and maintain business relationships Evaluate strategic business partners' contributions and objectives to achieve organisational strategies 	<ul style="list-style-type: none"> Anticipate interests and needs of stakeholder groups to understand the existing and potential relationships with the organisation Guide interactions and programmes with stakeholder groups to support organisational strategies and objectives Evaluate factors impacting the

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					<ul style="list-style-type: none">• Develop action plans to enhance relationships with strategic business partners	organisation's relationships with stakeholder groups to determine how to enhance relationships
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