

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

TSC Category	General Management					
TSC	Business Planning					
TSC Description	Develop business plans by reviewing existing resources to identify growth opportunities for achieving sustainable competitive advantage					
TSC Proficiency Description	Level 1	Level 2	Level 3	Level 4	Level 5	Level 6
					BPM-GMT-5005-1.1	BPM-GMT-6005-1.1
					Drive the identification and assessment of business opportunities	Synergise the identification and evaluation of business opportunities locally and internationally to meet organisational objectives
Knowledge					<ul style="list-style-type: none"> Value of business opportunities to organisation Linkages between strategic needs of organisation and business planning Implications of changes in business environments Legal, regulatory, ethical and socio-cultural constraints One's role in analysis of business opportunities Evaluation criteria for assessing the value-adding potential of business opportunities 	<ul style="list-style-type: none"> Business environments Considerations for business opportunities Principles of managing manufacturing facilities capability expansion Methods of mitigating organisational impacts of manufacturing facilities capability expansion Relevant stakeholders to engage when developing manufacturing facilities capabilities
Abilities					<ul style="list-style-type: none"> Identify business opportunities in accordance with strategic needs of the organisation Analyse impact of business environments on business opportunities Analyse potential profitability and sustainability of business opportunities in 	<ul style="list-style-type: none"> Identify and evaluate business opportunities locally and internationally to determine business viability Capitalise on business opportunities to support achievement of organisational goals and organisational strategies Review and refine business opportunities capitalisation efforts to

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					consultation with relevant stakeholders • Draft business plans based on analysis findings	mitigate facilities expansion risks
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