

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

TSC Category	Networking Building					
TSC	Business Networking					
TSC Description	Establish mutually beneficial relationship with other business stakeholders and potential clients and/or customers					
TSC Proficiency Description	Level 1	Level 2	Level 3	Level 4	Level 5	Level 6
					ELE-CFC-5001-1.1	ELE-CFC-6001-1.1
TSC Proficiency Description					Establish strategic business partner relationships and develop action plans to enhance relationships	Strategise programmes to enhance stakeholder relationships, as well as establishing and maintaining 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 environment 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 to achieving organisational strategies and objectives to determine action plans to enhance business relationships Develop action plans to enhance relationships with strategic business partner 	<ul style="list-style-type: none"> Evaluate 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 organisation's relationships with stakeholder groups to determine how to enhance relationships