

**SKILLS FRAMEWORK FOR FINANCIAL SERVICES
TECHNICAL SKILLS AND COMPETENCIES (TSC) REFERENCE DOCUMENT**

TSC Category	Investment and Financial Management					
TSC	Block Trading					
TSC Description	Structure block trades, perform due diligence, bid on block trades, and finalise transactions					
TSC Proficiency Description	Level 1	Level 2	Level 3	Level 4	Level 5	Level 6
				FSE-FIN-4020-1.1	FSE-FIN-5020-1.1	
				Structure block trades to minimise any negative impact on market volume, liquidity, price discovery and customer protection	Finalise block trade transactions by reviewing purchase agreements	
Knowledge				<ul style="list-style-type: none"> • Hedge funds • Debt and equities markets • Block trade transactions • Block trade structuring • Negotiation techniques • Stakeholder management techniques 	<ul style="list-style-type: none"> • Hedge funds • Debt and equities markets • Block trade transactions • Negotiation techniques • Stakeholder management techniques • Market dynamics • Industry specific rules and regulations 	
Abilities				<ul style="list-style-type: none"> • Structure block trades between bought deals, non-risk deals and back-stopped deals • Determine the timing for execution of transactions • Collect bids and/or participate in bidding • Perform due diligence on block trades 	<ul style="list-style-type: none"> • Establish good relationships with customers • Participate in bidding based on knowledge of the market dynamics of the industry or of the relevant stock • Review purchase agreements • Make announcements on finalised transactions before markets re-open 	