

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

TSC Category	Investment and Financial Management					
TSC	Market Liquidity and Counterparty Matching					
TSC Description	Determine price sensitivity of bid and offer quotes from market participants to negotiate and match the best available bid quotes with offer quotes between two counterparties using effective negotiation strategies in client conversations					
TSC Proficiency Description	Level 1	Level 2	Level 3	Level 4	Level 5	Level 6
			FSE-BIN-3134-1.1	FSE-BIN-4134-1.1		
			Analyse and match bid and offer quotes effectively between market counterparties	Drive negotiations for counterparty matching and oversee bid and offer quote process		
Knowledge			<ul style="list-style-type: none"> • Bid and offer quote process • Factors that drive liquidity and price movements in the markets • Client negotiation techniques 	<ul style="list-style-type: none"> • Client negotiation techniques • Market liquidity concepts • Bid and offer quote process • Factors that drive liquidity and price movements in markets 		
Abilities			<ul style="list-style-type: none"> • Obtain bids and offer quotes for financial market products by contacting market participants • Analyse obtained quotes to determine price sensitivity • Match the best available bid quotes with offer quotes between two counterparties • Negotiate between market participants across financial markets to obtain pricing of various financial market products 	<ul style="list-style-type: none"> • Utilise obtained quotes and concepts that drive liquidity to identify factors driving price movements in the markets • Review analysis of price sensitivity to drive improvements for the bid and offer quote process • Manage negotiation direction between counterparties to ensure appropriate matching • Ensure continuous matching is conducted to keep markets liquid 		