

Overview of Technical Skills and Competencies

Technical Skills and Competencies (TSCs)

TSC Category	TSC Title	TSC Description	Proficiency Levels					
			1	2	3	4	5	6
Business Development	Business Environment Analysis	Analyse data pertaining to the business landscape and environment, including competitor-analysis			●	●	●	●
	Business Negotiation	Conduct negotiations to establish win-win outcomes for the organisation			●	●	●	●
	Business Opportunities Development	Identification of new business opportunities, this could be new markets, new partnerships, new ways to reach existing markets, or new product or service offerings to better meet the needs of existing markets and to ensure that these work in an integrated fashion and bring benefits to the organisation	●		●	●	●	
	Business Presentation Delivery	Perform required tasks to prepare and present information in various business settings involving preparation, understanding of audience, delivery and tailoring of messages to be conveyed			●	●	●	
	Market Entry Strategy Formulation	Develop strategic plans to enter identified markets based on assessed costs, benefits and risks involved				●	●	●
	Market Research	Formulate market research frameworks, as well as develop market research study objectives, market research plans and methodologies to analyse market trends and developments to forecast emerging market needs	●		●	●	●	
	Networking	Identify and establish industry stakeholder relationships at all levels of business operations to further the organisation's strategies and objectives			●	●	●	●
General Management	Budgeting	Prepare organisational budgets to support short- and long-term business plans through forecasting, allocation and financial policy setting			●	●	●	
	Business Data Analysis	Implement data analytics within the organisation to generate business insights and intelligence through the use of statistical and computational techniques and tools, algorithms, predictive data modelling and data visualisation	●		●	●	●	
	Business Risk Management	Forecast and assess existing and potential risks which impact the operation and/or profitability to the business as well as develop and roll out company-wide strategies and processes to mitigate risks, minimise their impact or effectively manage such business risks			●	●	●	●
	Change Management	Drive and facilitate change management processes within the organisation which includes innovation and continuous improvement			●	●	●	●
	Data Visualisation	Implement contemporary techniques, dynamic visual displays with illustrative and interactive graphics to present patterns, trends, analytical insights from data or new concepts in a strategic manner for the intended audience			●	●	●	
	Innovation Management	Integrate creativity and innovation into the design and development of products and processes while ensuring compliance and non-infringement of existing Intellectual Property (IP) regulations and patents rights				●	●	●
	Organisational Strategy and Policy Realisation	Make management decisions to establish, review and refine strategic organisational objectives and policies through collation and analysis of relevant organisational and business information			●	●	●	●

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General Management	Project Management	Execute projects by managing stakeholder engagement, resources, budgets and resolving problems			●	●	●	●
	Project Risk Management	Manage risks relating to specific projects as precaution against internal and external vulnerabilities			●	●	●	
	Vendor Management	Manage vendor relationships by ensuring performance as per contracts, operations within standards established by the organisation such as adherence to safety, security, and compliance standards			●	●	●	
Intellectual Property Management	Contracts and Agreements	Analyse and manage intellectual property contracts and agreements				●	●	
	Copyright Protection	Apply knowledge of copyright law to support the organisation					●	●
	Intellectual Property Audit and Due Diligence	Apply and evaluate due diligence in intellectual property asset transactions				●	●	●
	Intellectual Property in Business	Evaluate business significance of intellectual property			●	●	●	
	Intellectual Property Commercialisation and Exploitation	Develop and execute intellectual property marketing and/or exploitation strategies				●	●	●
	Intellectual Property Enforcement	Manage and evaluate effectiveness of enforcement procedures				●	●	
	Intellectual Property Intelligence	Analyse prior art searches to evaluate intellectual property intelligence				●	●	
	Intellectual Property Licensing	Execute and manage intellectual property licensing strategies			●	●	●	
	Intellectual Property Management Processes	Monitor and maintain intellectual property processes and establish intellectual property policies and tactics			●	●	●	●
	Intellectual Property Monetisation	Analyse intellectual property-related taxation and valuation reports, and determine financing structure for intellectual property				●	●	●
	Intellectual Property Portfolio Management	Maintain, manage and develop the organisation's intellectual property portfolio			●	●	●	●
	Intellectual Property in Research and Development	Apply intellectual property practices in research and development				●	●	
	Intellectual Property Strategy	Define and evaluate the organisation's intellectual property-related strategies and portfolios					●	●
	Patent Claim and Specification Drafting	Interpret the anatomy of a patent document, define the inventive concept, draft claims and determine the patentability of inventive concepts			●	●	●	●
	Patent Office Action and Infringements	Handle patent written opinions and/or office actions, and infringements and invalidity					●	●
	Patent Practice	Handle patent practices and manage patent-related issues to support the organisation				●	●	●
	Registered Design Application	Prepare and review registered design applications			●	●	●	●
	Technology Assessment	Evaluate patentability and commercial value of technical disclosures					●	●

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Intellectual Property Management	Technology Incubation	Analyse technology and innovation incubation opportunities, and manage technology incubation				●	●	
	Technology Transfer	Monitor, support and evaluate the organisation's technology transfer activities				●	●	
	Trade Mark Application	Prepare and review trade mark applications			●	●	●	●
People Management	Learning and Development	Manage employees' learning and development activities to maximise employee' potential and capabilities to contribute to the organisation				●	●	●
	Manpower Forecasting	Estimate and fulfil manpower requirements to achieve business goals and targets			●	●	●	
	People Change Management	Drive and facilitate change management processes within the organisation which includes innovation and continuous improvement			●	●	●	●
	People and Performance Management	Establish and implement performance management and remuneration strategies in the organisation to drive business results			●	●	●	●