

## Skills Framework for Intellectual Property

Programmes that broaden or deepen specific skills and knowledge  
for the various occupations in the sector

### IP Strategy – IP Commercialisation

<b>Job Role:</b> Senior IP Consultant/Senior IP Commercialisation Manager IP Consultant/IP Commercialisation Manager	
<b>Full Qualification Programme</b>	<b>Provider</b>
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Technical Skills and Competencies (TSCs)			Modular Programmes	Providers
Category	Title	Proficiency Level		
Business Development	Business Opportunities Development	4	Customer Insights Begins with Me	NUS Scale
			Data-Driven Customer Experience	NUS Scale
			Digital and Agile Transformation	NUS Scale
			Marketing Analytics	NUS Scale
	Business Presentation Delivery	5	The Strategic Communicator (TSC): Boosting SME Growth	ODE Consulting Pte Ltd
	Market Research	4	Business Planning and Administration	Ngee Ann Polytechnic
			Principles of Marketing	Ngee Ann Polytechnic
			Digital Marketing - Search Engine Marketing	Singapore Management University
			Harnessing Data for Quality Service Delivery, Value Enhancement and Outcomes	Singapore Management University
			MKT202 Marketing Management	Singapore University of Social Sciences
MKT390 Marketing Research			Singapore University of Social Sciences	
Multivariate Analysis			Singapore University of Social Sciences	
Statistics	Singapore University of Social Sciences			
Market Research	5	Marketing Analytics	NUS Scale	
General Management	Budgeting	4	Manage Budgeting and Forecasting Processes for the Business Unit (Part of Business Management for Managers)	Kaplan Professional
			Financial Management Skills for Non-Accountants	Nanyang Polytechnic
			Manage Budgeting and Forecasting Processes for the Business Unit	Singapore National Employers' Federation
	Business Data Analysis	4	Accounting and Finance	Ngee Ann Polytechnic
			Business Analytics	Ngee Ann Polytechnic
			Business Innovation and Strategy	Ngee Ann Polytechnic
			Business Statistics	Ngee Ann Polytechnic
			Decision Support Applications	Ngee Ann Polytechnic
			Basic Data Analytics @ Work	Singapore Management University
			Building Business Intelligence and Analytics Function	Singapore Management University
			Business Analytics in Practice	Singapore Management University
			Business Essentials: Strategies for Growth	Singapore Management University
			Certified Analytical Professional	Singapore Management University
			Data Analytics - Communication Insights	Singapore Management University
			Data Analytics for Business Analysts	Singapore Management University
			Data Analytics for Managers	Singapore Management University

		Data Visualisation	Singapore Management University	
		Extracting Business Value through Business Analytics	Singapore Management University	
		Lean Six Sigma Black Belt Certification	Singapore Management University	
		Lean Six Sigma Green Belt Certification	Singapore Management University	
		SMU-Deloitte Data Driven Design: Harnessing the Power of Predictive Analytics	Singapore Management University	
		MKT390 Marketing Research	Singapore University of Social Sciences	
		Multivariate Analysis	Singapore University of Social Sciences	
		Statistics	Singapore University of Social Sciences	
<b>Change Management</b>	5	Lean Six Sigma Advanced to Expert (Black Belt) Accelerated	NUS Scale	
		Lean Six Sigma Expert (Black Belt)	NUS Scale	
		Managing Change in the Digital Age	Singapore Management University	
		Leading Organisational Change	Singapore Institute of Management	
<b>Innovation Management</b>	5	Patent Information and Search	Singapore University Of Social Sciences	
		IP in R&D and Innovation	Singapore University Of Social Sciences	
		Commercialising Innovation	Singapore University Of Social Sciences	
		Assessing Technology	Singapore University Of Social Sciences	
		Monetising Innovation: Taxation and Valuation	Singapore University Of Social Sciences	
<b>Organisational Strategy and Policy Realisation</b>	5	Organisational Culture Change Begins with Me	NUS Scale	
		Leadership for Strategic Impact	Singapore Management University	
		Leading Strategy into Action	Ode Consulting Pte Ltd	
<b>Project Management</b>	5	Project Management	NUS Scale	
<b>Project Risk Management</b>	4	Enterprise Risk Management Programme: Establish Governance Structure and Processes for Organisational Resiliency	SMU Academy	
<b>Intellectual Property Management</b>	5	Commercialising Innovation	Singapore University of Social Sciences	
		IP in R&D and Innovation	Singapore University of Social Sciences	
		Licensing IP	Singapore University of Social Sciences	
	<b>Intellectual Property Audit and Due Diligence</b>	5	IP Asset Management	Singapore University of Social Sciences
			Managing IP Portfolio	Singapore University of Social Sciences
			Monetising Innovation: Taxation & Valuation	Singapore University of Social Sciences
	<b>Intellectual Property Commercialisation and Exploitation</b>	5	From Ideas to Assets: Industry 4.0 and Innovation	NUS Scale
			Commercialising Innovation	Singapore University of Social Sciences
	<b>Intellectual Property Intelligence</b>	5	IP Intelligence	Singapore University of Social Sciences
			Patent Information & Search	Singapore University of Social Sciences
	<b>Intellectual Property Licensing</b>	5	Commercialising Innovation	Singapore University of Social Sciences
			IP Asset Management	Singapore University of Social Sciences
			Managing IP Portfolio	Singapore University of Social Sciences
			Licensing IP	Singapore University of Social Sciences
<b>Intellectual Property Monetisation</b>	5	Valuation: A Corporate Perspective	Singapore Management University	
		Monetising Innovation: Taxation & Valuation	Singapore University of Social Sciences	
		Monetising Innovation: IP Financing	Singapore University of Social Sciences	
<b>Intellectual Property in Research and Development</b>	5	From Ideas to Assets: Industry 4.0 and Innovation	NUS Scale	
<b>Technology Assessment</b>	5	Assessing Technology	Singapore University of Social Sciences	
<b>Technology Incubation</b>	5	Assessing Technology	Singapore University of Social Sciences	

			Commercialising Innovation	Singapore University of Social Sciences
	Technology Transfer	5	Digital Assets and Intellectual Property Disputes	Singapore Management University
			Assessing Technology	Singapore University of Social Sciences
			Commercialising Innovation	Singapore University of Social Sciences
People Management	People Change Management	5	Leading Change (20 hrs) - Version B	Capelle Academy Pte Ltd
			Leading Change (Version B)	Capelle Academy Pte Ltd
			Facilitate Change	Human Capital (Singapore) Pte Ltd
			Lean Six Sigma Advanced to Expert (Black Belt) Accelerated	NUS Scale
			Lean Six Sigma Expert (Black Belt)	NUS Scale
			Facilitate Change and Achievement of Results	Seraphcorp Institute Pte Ltd
			Facilitate Change and Achievement of Results (Blended)	Seraphcorp Institute Pte Ltd
			Facilitate Change	Training Vision Institute Pte Ltd
	People and Performance Management	5	Monitor Divisional Performance and Develop Reward Strategies to Facilitate Achievement of Results	MDIS Corporation Pte Ltd
			Facilitate Change and Achievement of Results	Seraphcorp Institute Pte Ltd
			Facilitate Change and Achievement of Results (Blended)	Seraphcorp Institute Pte Ltd
			Driving Performance Excellence	Singapore Management University
			Facilitate Achievement of Results	Training Vision Institute Pte Ltd

For Generic Skills and Competencies (GSCs) programme listing, please refer to *Section (v) (c) - View the Training Programmes for Generic Skills and Competencies (GSCs)*. Click this [link](#) to access the section.