

## Skills Framework for Intellectual Property

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

### Patents Prosecution

**Job Role:**  
Patent Attorney Trainee/Patent Agent Trainee

Full Qualification Programme	Provider
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Technical Skills and Competencies (TSCs)			Modular Programmes	Providers		
Category	Title	Proficiency Level				
Business Development	Business Negotiation	4	Participate in Negotiations	Auston Institute of Management Pte Ltd		
			Negotiating Skills	Capelle Academy Pte Ltd		
			Effective Negotiation Skills	Everest Innovation Pte Ltd		
			Participate in Negotiations	Human Capital (Singapore) Pte Ltd		
			Essential Negotiation Skills	Marketing Institute of Singapore		
			Participate in Negotiations	Nanyang Polytechnic		
			Participate in Negotiations	Seraphcorp Institute Pte Ltd		
			WSQ Participate in Negotiations	SFIC Institute Pte Ltd		
	Market Research	3	3	Modular Certificate in Customer Relationship Management	Nanyang Polytechnic	
				Business Analytics	Ngee Ann Polytechnic	
				Business Planning and Administration	Ngee Ann Polytechnic	
				Principles of Marketing	Ngee Ann Polytechnic	
				Data Analytics for Managers	NUS Scale	
				Customer Relationship Management	Republic Polytechnic	
				Service Quality and Professional Etiquette	Republic Polytechnic	
				MKT202 Marketing Management	Singapore University of Social Sciences	
				MKT390 Marketing Research	Singapore University of Social Sciences	
		Multivariate Analysis	Singapore University of Social Sciences			
		4	4	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					
Networking	4	4	Strategic Stakeholder Engagement	Capelle Academy Pte Ltd		
			Manage Programmes and Activities to Enhance Stakeholder Relationships (Part of Business Management for Managers)	Kaplan Professional		
			Strategic Business Skills for Project Managers (SBSPM)	Ode Consulting Pte Ltd		
General Management	Budgeting	3	Prepare Budget for the Business Unit	Kaplan Professional		

	Business Data Analysis	3	Business Analytics	Ngee Ann Polytechnic
			Business Statistics	Ngee Ann Polytechnic
			Decision Support Applications	Ngee Ann Polytechnic
			Predictive Analytics	NUS Scale
			Customer Relationship Management	Republic Polytechnic
			Service Quality and Professional Etiquette	Republic Polytechnic
			MKT390 Marketing Research	Singapore University of Social Sciences
			Multivariate Analysis	Singapore University of Social Sciences
			Statistics	Singapore University of Social Sciences
			Data Analytics for Managers	SMU Academy
	Organisational Strategy and Policy Realisation	4	WSQ Provide Information for Management Decision Making	National University of Singapore
			Strategic Business Skills for Project Managers	Ode Consulting Pte Ltd
			Dynamic Planning and Execution for Managers	Singapore Institute of Management
			NICF-CRM Business Analytics for CIOs and Senior Managers	National University of Singapore
Intellectual Property Management	Intellectual Property Audit and Due Diligence	4	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
	Intellectual Property Management Processes	4	IP Asset Management	Singapore University of Social Sciences
			Managing IP Portfolio	Singapore University of Social Sciences
	Intellectual Property Portfolio Management	4	Commercialising Innovation	Singapore University of Social Sciences
			Managing IP portfolio	Singapore University of Social Sciences
	Patent Practice	4	Applying IP Fundamentals in Business (Patent)	IP Academy
People Management	People Change Management	4	Manage Change and Innovation	Capelle Academy Pte Ltd
			Innovation and Change Management (Version B)	Capelle Academy Pte Ltd
			Facilitate Innovation and Lead Team Leaders to Implement Change (LPM-CHG-401C-0)	Eagle Infotech Consultants Pte Ltd
			'WSQ LPM: Manage Innovation and Change'	Everest Innovation Pte Ltd
			NICF - IT Organisation Change Management	Lithan Academy Pte Ltd
			Manage Change	MENDAKI Social Enterprise Network Singapore Pte Ltd
			Facilitate Innovation and Lead Team Leaders to Implement Change	MENDAKI Social Enterprise Network Singapore Pte Ltd
			WSQ Manage Change	NTUC LearningHub Pte Ltd
			WSQ Facilitate Innovation and Lead Team Leaders to Implement Change powered by John Maxwell	NTUC LearningHub Pte Ltd
			Lean Six Sigma Advanced (Green Belt)	NUS Scale
			Facilitate Innovation and Lead Team Leaders to Implement Change	Organisational Development Concepts Pte Ltd
			Facilitate Innovation and Lead Team Leaders to Implement Change (Manage Change)	Raffles Skills Lab International Training Centre Pte Ltd
			Manage Change (v.2.0)	Seraphcorp Institute Pte Ltd
			LPM Manage Change	Seraphcorp Institute Pte Ltd
			Manage Change	Singapore Chinese Chamber Institute of Business
			Manage Change in Mandarin	Singapore Chinese Chamber Institute of Business
			Facilitate Innovation and Implement Change through Design Thinking	SSTC Institute Pte Ltd
			Facilitate Innovation and Lead Team Leaders to Implement Change	Training Masters Workforce Institute Pte Ltd
			Manage Change	Training Vision Institute Pte Ltd
		4	Performance Management and Appraisal	Capelle Academy Pte Ltd

<b>People and Performance Management</b>	Performance Management (Version B)	Capelle Academy Pte Ltd
	Performance Management (blended version).	Capelle Academy Pte Ltd
	Monitor and Reward Performance Across Teams to Manage Achievement of Results	CFC Institute Pte Ltd
	LPM Plan and Achieve Results	Everest Innovation Pte Ltd
	Monitor and Reward Performance Across Teams to Manage Achievement of Results	MDIS Corporation Pte Ltd
	Manage Achievement of Results.	MENDAKI Social Enterprise Network Singapore Pte Ltd
	WSQ Manage Achievement of Results	NTUC LearningHub Pte Ltd
	WSQ Monitor and Reward Performance Across Teams to Manage Achievement of Results powered by John Maxwell	NTUC LearningHub Pte Ltd
	WSQ LPM - Monitor and Reward Performance Across Teams to Manage Achievement of Results	Organisational Development Concepts Pte Ltd
	Monitor and Reward Performance Across Teams to Manage Achievement of Results	Raffles Skills Lab International Training Centre Pte Ltd
	LPM Manage Achievement of Results	Seraphcorp Institute Pte Ltd
	Manage Achievement of Results	Singapore Chinese Chamber Institute of Business
	Manage Achievement of Results in Mandarin	Singapore Chinese Chamber Institute of Business
	Adopt Design Thinking Approach to Achievement of Business Results	SSTC Institute Pte Ltd
	Monitor and Reward Performance Across Teams to Manage Achievement of Results	Training Masters Workforce Institute Pte Ltd
	Manage 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.