

Skills Framework for Intellectual Property

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

IP Strategy – IP Management

Job Role:
Senior IP Paralegal/IP Management Associate

| 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 |
| | Networking | 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 |
| | | | Data Analytics for Managers | NUS Scale |
| | | | Predictive Analytics | NUS Scale |
| | | | Customer Relationship Management | Republic Polytechnic |
| | | | Service Quality and Professional Etiquette | Republic Polytechnic |
| | | | Data Analytics for Managers | Singapore Management University |
| | | | MKT390 Marketing Research | Singapore University of Social Sciences |
| | | | Multivariate Analysis | Singapore University of Social Sciences |
| | Statistics | Singapore University of Social Sciences | | |
| | Data Visualisation | 4 | Data Visualisation | NUS Scale |
| | 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 | |
| Project Management | 4 | Principles of Project Management | Singapore University of Social Sciences | |
| Intellectual Property Management | Contracts and Agreements | 4 | Commercialising Innovation | Singapore University of Social Sciences |

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| | | | IP in R&D and Innovation | Singapore University of Social Sciences |
| | | | Licensing IP | Singapore University of Social Sciences |
| | 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 in Business | 4 | Commercialising Innovation | Singapore University of Social Sciences |
| | | | IP Asset Management | Singapore University of Social Sciences |
| | | | IP & Business Strategy | Singapore University of Social Sciences |
| | | | IP Intelligence | Singapore University of Social Sciences |
| | | | IP in R&D and Innovation | Singapore University of Social Sciences |
| | | | Licensing IP | Singapore University of Social Sciences |
| | | | Managing IP Portfolio | Singapore University of Social Sciences |
| | | | Monetising Innovation: IP Financing | Singapore University of Social Sciences |
| | | | Monetising Innovation: Taxation & Valuation | Singapore University of Social Sciences |
| | Intellectual Property Enforcement | 4 | Licensing IP | Singapore University of Social Sciences |
| | | | Managing IP Portfolio | Singapore University of Social Sciences |
| | Intellectual Property Intelligence | 4 | Assessing Technology | Singapore University of Social Sciences |
| | | | IP Intelligence | Singapore University of Social Sciences |
| | | | Patent Information & Search | 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 |
| | Intellectual Property in Research and Development | 4 | IP in R&D and Innovation | 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 (Black 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 |

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| | | Facilitate Innovation and Lead Team Leaders to Implement Change | Training Masters Workforce Institute Pte Ltd |
| | | Manage Change | Training Vision Institute Pte Ltd |
| People and Performance Management | 4 | Performance Management and Appraisal | Capelle Academy Pte Ltd |
| | | 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.