

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

Job Role:
IP Commercialisation Associate/IP Commercialisation Analyst

Full Qualification Programme	Provider
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Technical Skills and Competencies (TSCs)			Modular Programmes	Providers
Category	Title	Proficiency Level		
Business Development	Business Environment Analysis	4	BHB1002 Principles of Marketing	Singapore Institute of Technology
	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		
	Business Opportunities Development	3	Customer Insights Begins with Me	NUS Scale
			Data-Driven Customer Experience	NUS Scale
	Market Research	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
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			
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
	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
	Project Risk Management	3	Enterprise Risk Management Programme Module 1: Begin with the Right Risk Strategy	SMU Academy
Intellectual Property Management	Contracts and Agreements	4	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
	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 Commercialisation and Exploitation	4	From Ideas to Assets: Industry 4.0 and Innovation	NUS Scale
			Strategic Intellectual Property Management for Business	Singapore Management University
			IP & Business Strategy	Singapore University of Social Sciences
			Commercialising Innovation	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 Licensing	4	Commercialising Innovation	Singapore University of Social Sciences
			Licensing IP	Singapore University of Social Sciences
	Intellectual Property Monetisation	4	Assessing Technology	Singapore University of Social Sciences
			Commercialising Innovation	Singapore University of Social Sciences
			Monetising Innovation: Taxation & Valuation	Singapore University of Social Sciences
			Monetising Innovation: IP Financing	Singapore University of Social Sciences
	Intellectual Property in Research and Development	4	From Ideas to Assets: Industry 4.0 and Innovation	NUS Scale
	Technology Incubation	4	Assessing Technology	Singapore University of Social Sciences
			Commercialising Innovation	Singapore University of Social Sciences
	Technology Transfer	4	Assessing Technology	Singapore University of Social Sciences
			Commercialising Innovation	Singapore University of Social Sciences
IP in R&D and Innovation			Singapore University of Social Sciences	
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
		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
	People and Performance Management	4	

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.