

**SKILLS FRAMEWORK FOR INTELLECTUAL PROPERTY  
TECHNICAL SKILLS AND COMPETENCIES (TSC) REFERENCE DOCUMENT**

<b>TSC Category</b>	Intellectual Property Management					
<b>TSC Title</b>	Intellectual Property in Business					
<b>TSC Description</b>	Evaluate business significance of intellectual property					
<b>TSC Proficiency Description</b>	<b>Level 1</b>	<b>Level 2</b>	<b>Level 3</b>	<b>Level 4</b>	<b>Level 5</b>	<b>Level 6</b>
			<b>INP-IPR-3003-1.1</b>	<b>INP-IPR-4003-1.1</b>	<b>INP-IPR-5003-1.1</b>	
			Define categories for evaluating the organisation's existing intellectual property (IP) and understanding the business significance to the organisation	Determine business applications of intellectual property (IP), evaluate its business significance and analyse how IP management aligns with organisational strategies	Review and assess business applications, prospects and significance of intellectual property (IP)	
<b>Knowledge</b>			<ul style="list-style-type: none"> <li>• Definition of IP</li> <li>• Types of IP</li> <li>• Importance of IP to the organisation</li> <li>• Factors to determine business significance of IP</li> <li>• Sources from which information about IP may be obtained</li> </ul>	<ul style="list-style-type: none"> <li>• Types of IP and its business significance to the organisation</li> <li>• Importance of IP to the organisation</li> <li>• Role of IP in supporting organisational strategies and objectives</li> <li>• IP portfolio management</li> <li>• Knowledge of IP landscapes</li> <li>• Stages in the IP lifecycle</li> <li>• Sources of information for latest IP developments and trends</li> <li>• Business applications of IP</li> </ul>	<ul style="list-style-type: none"> <li>• Business environment and trends related to IP</li> <li>• Importance of IP and its role in building value within the organisation</li> <li>• Objectives and purposes of IP management</li> <li>• Organisation's IP needs</li> <li>• Sources of information for latest IP developments and trends</li> <li>• Stages in the IP lifecycle</li> <li>• IP-related legislation and guidelines</li> <li>• Business applications of IP</li> </ul>	
<b>Abilities</b>			<ul style="list-style-type: none"> <li>• Define categories for existing IP to allow ease of access to necessary information</li> <li>• Review and re-evaluate the organisation's IP in accordance with organisational procedures</li> </ul>	<ul style="list-style-type: none"> <li>• Review and assess the IP landscape to analyse how IP can contribute to the business</li> <li>• Prepare IP landscape reports</li> <li>• Conduct cost-benefit analysis of IP acquisition, usage and development</li> </ul>	<ul style="list-style-type: none"> <li>• Review potential business applications of IP to support organisational IP strategies and objectives</li> <li>• Ascertain if IP and/or products and/or services is registered in a different location using existing registered IP</li> </ul>	

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			<ul style="list-style-type: none"> <li>• Identify the organisation's products and/or services and/or processes to determine the types of IP</li> <li>• Check on IP rights and registrations to determine validity</li> <li>• Check on new IP and IP registrations that may impact existing IP</li> <li>• Identify and determine the potential value of IP and its business significance</li> <li>• Determine eligibility of IP for registration</li> </ul>	<ul style="list-style-type: none"> <li>• Analyse how IP acquisition, usage and development can be aligned to business strategy</li> <li>• Prepare business cases and proposed courses of action on IP strategy to management</li> </ul>	<ul style="list-style-type: none"> <li>• Determine costs of IP usage and development</li> <li>• Assess the commercial needs and value of IP with regard to similar products and/or services</li> <li>• Quantify the commercial value of IP</li> <li>• Determine if, when and where IP registration should take place in accordance with organisational procedures</li> </ul>	
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