

Skills Framework for Sea Transport

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

Shipping and Maritime Services

Job Role:
Sales and Purchase Broker

Full Qualification Programmes	Providers
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Technical Skills and Competencies (TSC)			Modular Programmes	Providers
Category	Title	Proficiency Level		
Business Finance	Budgeting	4	Financial Management Skills for Non-Accountants	Nanyang Polytechnic
			Manage Budgeting and Forecasting Processes for the Business Unit	Singapore National Employers' Federation
	Cash Flow Reporting	4	Monitor Cash Flow Reports	Nanyang Polytechnic
	Financial Analysis	4	NICF- Agile Enterprise	Lithan Academy Pte Ltd
			Financial Management Skills for Non-Accountants	Nanyang Polytechnic
Conduct Financial Analysis of the Business Unit (SD)	Singapore Institute of Retail Studies			
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		
	Business Planning	4	Strategic Business Planning and Thinking	ODE Consulting Pte Ltd
	Market Research	4	WSQ Manage Market Research	Nanyang Polytechnic
Networking	4	Strategic Stakeholder Engagement	Capelle Academy Pte Ltd	
		Strategic Business Skills for Project Managers (SBSPM)	ODE Consulting Pte Ltd	
Enterprise Risk Management	Risk Control and Response Planning	4	Manage Risk in the Business Unit	William Angliss Institute Pte. Ltd.
Strategic Planning	Innovation	4	Champion and Facilitate Innovation	Capelle Academy Pte Ltd
			Innovation : Turning Ideas into Gold (Project)	Everest Innovation Pte Ltd
			WSQ Manage Innovation in the Business Function	Singapore Media Academy Pte Ltd
			Manage Innovation in the Business Function	Singapore National Employers Federation
	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			

For Generic Skills and Competencies (GSCs) programme listing, please refer to Section (v) (c) - View the Training Programmes for GSCs. Or click this [link](#) to view the GSCs Programme Listing.