

**SKILLS FRAMEWORK FOR SEA TRANSPORT
TECHNICAL SKILLS AND COMPETENCIES (TSC) REFERENCE DOCUMENT**

TSC Category	Business Development					
TSC	Macroeconomic Analysis					
TSC Description	Evaluate impact of external factors on the organisation					
TSC Proficiency Description	Level 1	Level 2	Level 3	Level 4	Level 5	Level 6
				STP-BIN-4004-1.1	STP-BIN-5004-1.1	
				Analyse immediate threats or opportunities on organisation's wider environment	Evaluate the influences and impact of the rapidly changing business environment on organisation's performance	
Knowledge				<ul style="list-style-type: none"> • Organisation's business • Business environment and its impact • Geographical and national policies and regulations • Tax treaties • Business and economic treaties • Impact of current, available and future technologies for businesses 	<ul style="list-style-type: none"> • Organisation's business • Business environment and its impact • Geographical and national policies and regulations • Tax treaties • Business and economic treaties • Impact of current, available and future technologies for businesses • Relevant economic analytical models and tools 	
Abilities				<ul style="list-style-type: none"> • Extract relevant and accurate data from existing systems to perform business analysis • Scan the organisation's environment for business, economic, tax, technology and legislative changes that may impact the organisation • Identify factors of an organisation's environment that are strategically important 	<ul style="list-style-type: none"> • Extract relevant and accurate data from existing systems to perform business analysis • Interpret and analyse impact of business, economic and tax treaties on the organisation accurately • Anticipate possible impacts from government legislation • Communicate effectively on the analysis of the 	

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				<ul style="list-style-type: none"> Conduct industry analysis to understand environmental forces that impact the organisation 	impact of technology on the organisation and its environment	
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