

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

TSC Category	Ship Operations					
TSC	Shipping Network Operations Management					
TSC Description	Manage overall network utilisation to drive smooth operations, service integrity, cost efficiency, and optimal flow of cargo through the network.					
TSC Proficiency Description			Level 3	Level 4	Level 5	Level 6
			STP-OPR-2070-1.1	STP-OPR-3070-1.1	STP-OPR-4070-1.1	
			Monitor vessel allocations, connections, overall feasibility of schedules to support optimal cargo flow, and benchmark existing services and products	Manage vessel operations to optimise utilisation, manage scheduling and capacity issues, and improve existing services and products	Drive overall network utilisation, expansion of network coverage and formulate strategic plans to solve scheduling and capacity issues	
Knowledge			<ul style="list-style-type: none"> • Pros, cons and features of the organisation's products and services • Methods, processes and tools to establish requirements on products and services • Trends and developments in the maritime industry affecting network demands • Competitors product and services offerings • Cargo forecasts and vessel availability, and relevant costs for sizing of feeders • Forecasts from trade and commercial teams for sizing of vessels • Vessel types, connections, and routes • Processes of network schedule development • Types of voyage documentation required by port authorities 	<ul style="list-style-type: none"> • Key commercial and operational drivers for network demand • Methods, processes and tools to develop new products and services • Feasibility of new products and services • Processes for cost optimisation • Methods to solve scheduling and capacity issues 	<ul style="list-style-type: none"> • Products and services development strategies • Competitor analysis and competitiveness • Synergies between existing and new products and solutions • Cost optimisation and revenue improvement strategies • Strategies to mitigate scheduling and capacity issues in relation to network design • Revenue improvement strategies 	

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			<ul style="list-style-type: none"> • Price variations for different types of cargo flow 			
Abilities			<ul style="list-style-type: none"> • Analyse network to identify requirements on products and services • Identify appropriate solutions to meet network's requirements based on cargo forecasts and market trends • Size vessels and feeders based on relevant forecasts and to ensure optimisation • Analyse service networks of competitors • Conduct regular benchmarking of products against competitors • Conduct analyses to review yield against profit and loss • Draft network schedules and capacity plans 	<ul style="list-style-type: none"> • Identify network needs to meet network demands • Review proposed solutions against network services needs • Develop new products and services to meet network demands • Maximise the utilisation of vessels and feeders • Identify the relative standing of the organisation's network services against competitors' network services • Assess opportunities for expansion of network coverage • Resolve network scheduling and capacity issues 	<ul style="list-style-type: none"> • Forecast impact of maritime trends and corresponding changes in network requirements • Drive organisation-wide design and implementation of new products and services • Endorse proposals to develop new products and services • Evaluate products and services developed against business objectives, organisational governance and compliance guidelines • Oversee network utilisation to ensure optimisation of products and services • Implement strategies and contingency plans to ensure network operational effectiveness 	