

## Skills Framework for Wholesale Trade

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

### Marketing, Business Development and Analysis

Job Role:  
Business Development Manager

Full Qualification Programmes	Providers
Minor in International Trade Management	Singapore University of Social Sciences

Technical Skills and Competencies (TSC)			Modular Programmes	Providers
Category	Title	Proficiency Level		
Business Development	Networking	4	Strategic Stakeholder Engagement	Capalle 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
Business Finance	Budgeting	4	Financial Management Skills for Non-Accountants	Nanyang Polytechnic
			Manage Budgeting and Forecasting Processes for the Business Unit (Part of Business Management for Managers)	Kaplan Professional
			Manage Budgeting and Forecasting Processes for the Business Unit	Singapore National Employers' Federation
Research and Data Analytics	Capital Expenditure and Investment Evaluation	3	Modular Certificate in Financial Management	Modular Certificate in Financial Management
			Professional Chartered Accountancy - ICAEW ACA	Professional Chartered Accountancy - ICAEW ACA
	Market Profiling	4	BHB3302 Hospitality Data Analytics	Singapore Institute of Technology

Generic Skills and Competencies (GSC)		Modular Programmes	Providers
Title	Proficiency Level		
Decision Making	Intermediate	Develop Self	Bootstrap Pte Ltd
		Leading through People	Capelle Academy Pte Ltd
		Develop Self	Kaplan Professional
		Develop Self	Mendaki Social Enterprise Network Singapore Pte Ltd
		Develop Self powered by John Maxwell	NTUC LearningHub Pte Ltd
		Develop Self	SeraphCorp Institute Pte Ltd
		Develop Self	Singapore Chinese Chamber Institute of Business
		Developing Self Effectiveness for Business Performance	Singapore Institute of Management
		Creative Leadership and Self Development Skills	Singapore National Employers Federation
Interpersonal Skills	Advanced	Foster Business Relationship	Kaplan Professional
		Strategic Leadership	SeraphCorp Institute Pte Ltd
		Role of Effective Managers – Connecting the Dots!	SMU-Centre for Professional Studies
Creative Thinking	Advanced	WSQ Innovate The Customer Experience	At-Sunrice Globalchef Academy Pte Ltd
		WSQ Leading Service Innovation	Institute of Systems Science, National University of Singapore
		Innovate the Customer Experience	Service Quality Centre Pte Ltd
		Innovate the Customer Experience (24 HRS)	Training Vision Institute Pte Ltd