

Skills Framework for Wholesale Trade

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

Trading and Sales

Job Role:
Head of Sales

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 Finance	Budgeting	5	NICF-Finance for IT Managers	National University of Singapore
			BM-FIN-503E-1 Develop and Establish Financial Budget and Plans	Kaplan Professional
General Management	Change Management	5	Leading Organisational Change	Singapore University of Social Sciences
	Innovation Management	5	NICF-Business Driven Enterprise Architecture: Integrated Approach from Business Strategy to Implementation	NUS School of Computing
Research and Data Analytics	Market Profiling	5	Innovating for Organisational Success	Singapore National Employers Federation
			BHB1002 Principles of Marketing	Singapore Institute of Technology

Generic Skills and Competencies (GSC)		Modular Programmes	Providers
Title	Proficiency Level		
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
Problem Solving	Advanced	IMPACT: Advanced Problem Solving & Decision Making Workshop	Capelle Academy Pte Ltd
		Apply Systems Thinking in Problem Solving and Decision Making	Service Quality Centre Pte Ltd
		Apply Systems Thinking in Problem Solving & Decision Making	Singapore National Employers Federation
		Apply Systems Thinking in Problem Solving and Decision Making	SSA Consulting Group Pte Ltd