

**SKILLS FRAMEWORK FOR WHOLESALE TRADE  
TECHNICAL SKILLS & COMPETENCIES (TSC) REFERENCE**

<b>TSC Category</b>	Stakeholder and Customer Management					
<b>TSC</b>	Contract Development and Management					
<b>TSC Description</b>	Manage contract creation, evaluation, negotiation, tendering to maximise operation and financial performance of an organisation					
<b>TSC Proficiency</b>	<b>Level 1</b>	<b>Level 2</b>	<b>Level 3</b>	<b>Level 4</b>	<b>Level 5</b>	<b>Level 6</b>
				<b>WST-CFC-4005-1.1</b>	<b>WST-CFC-5005-1.1</b>	
				Review contracts and tender documents to ensure alignment to business requirements and negotiated terms	Negotiate and confirm service levels with service providers	
<b>Knowledge</b>				<ul style="list-style-type: none"> <li>• Factors vitiating contracts, contract terminations and breach of contract</li> <li>• Differentiation between ownership, risk, delivery and acceptance of goods or services</li> <li>• Sales of Goods Act</li> <li>• Tender requirement management</li> <li>• Supplier assessments</li> </ul>	<ul style="list-style-type: none"> <li>• Contract management</li> <li>• Tender risk management</li> <li>• Negotiation strategies and techniques</li> <li>• Financial management</li> <li>• Supplier selection techniques</li> <li>• Suppliers management approaches</li> <li>• Purchasing ethics and scope</li> <li>• Pricing strategies</li> </ul>	
<b>Abilities</b>				<ul style="list-style-type: none"> <li>• Review business contracts according to negotiated service levels, vitiating factors and purchasing ethics</li> <li>• Drive contract creation timelines and milestones</li> <li>• Facilitate tender development and submissions</li> <li>• Review supplier efficiency and effectiveness</li> </ul>	<ul style="list-style-type: none"> <li>• Drive business negotiations with vendors to ensure business profitability</li> <li>• Determine needs of organisation and construct specifications for purchases</li> <li>• Formulate strategies to obtain optimum mix of reliability, costs and services from service providers</li> <li>• Oversee management of contract creation, evaluation, negotiation and tendering</li> <li>• Evaluate tendering risks</li> <li>• Formulate metrics for supplier assessment</li> </ul>	