

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

TSC Category	Trade-Related Finance Management					
TSC	Credit Assessment					
TSC Description	Assess buyers' and sellers' credit worthiness based on internal credit guidelines					
TSC Proficiency	Level 1	Level 2	Level 3	Level 4	Level 5	Level 6
			WST-FIN-3013-1.1	WST-FIN-4013-1.1	WST-FIN-5013-1.1	
			Assess credit worthiness of buyers and sellers	Determine credit risks of buyers and sellers	Lead organisation's credit framework for assessment of credit worthiness and risks	
Knowledge			<ul style="list-style-type: none"> • Credit risks framework • Stress testing • Credit risks analysis techniques • Financial statements analysis 	<ul style="list-style-type: none"> • Industry analysis • Financial risks evaluation • Country analysis and cross border risks 	<ul style="list-style-type: none"> • Business environment • Credit review methodologies 	
Abilities			<ul style="list-style-type: none"> • Distinguish differences between internal and external credit ratings • Apply credit risk analysis techniques to monitor on-going credit worthiness of buyers and sellers • Assess impact of unfavourable factors on buyers' and sellers' credit worthiness • Extract information in financial statements that are applicable to assessment of credit worthiness • Apply internal credit ratings to determine buyers' and sellers' credit standings 	<ul style="list-style-type: none"> • Approve credit risk ratings • Facilitate understanding of Wholesale Trade industry to determine impact on buyers' and sellers' credit worthiness • Review credit worthiness assessment performed by staff • Review organisation's credit risk policies and procedures • Verify compliance of credit renewals 	<ul style="list-style-type: none"> • Evaluate on-going credit worthiness of buyers and suppliers • Provide strategic direction in aligning credit assessments to policies • Formulate overall risks of buyers' and suppliers' portfolios • Reassign and/or approve credit risks ratings • Determine various modes of corrective actions to mitigate/safeguard at-risk credit 	