

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

TSC Category	Trade-Related Finance Management					
TSC	Treasury Management					
TSC Description	Balance and optimise the organisation's cash needs and cash balances and determine the optimal financing of working capital					
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	
			Analyse corporate treasury policies and financial instruments	Assess the impact of investment decisions on the organisation	Design risk-based mitigation based on treasury risks assessment	
Knowledge			<ul style="list-style-type: none"> • Corporate treasury policies • Types of financial instruments • Corporate funding solutions • Cash management • Interest rate risks • Local and foreign currencies 	<ul style="list-style-type: none"> • Corporate treasury policies • Corporate funding solutions • Economic benefits of investments 	<ul style="list-style-type: none"> • Financial market products • Foreign exchange, interest rates, futures and debentures • Foreign markets investment 	
Abilities			<ul style="list-style-type: none"> • Analyse and review corporate treasury policies • Implement standard corporate funding solutions • Execute standard cash management solutions (collecting, managing and investing) • Calculate the exposure of interest rate risk across different regions, clients and products • Calculate foreign exchange risk exposure 	<ul style="list-style-type: none"> • Implement and manage financial strategies and policies • Advise on businesses to invest in and arrange for appropriate funding • Evaluate the tangible and intangible economic benefits of the investments 	<ul style="list-style-type: none"> • Identify financial market products that may provide returns for investments • Identify financial market products that may mitigate potential risks to the organisation's finances • Support the capitalisation on both short-term and long-term market movements through financial instruments • Ensure compliance with treasury guidelines when establishing liquidity and / or capital structure as well as assessment of new entities' risk 	