

TSC Category	Business Development					
TSC	Business Relationship Building					
TSC Description	Formulate business partnership strategies and establish relevant networks of strategic partners that provide value to the organisation					
TSC Proficiency Description	Level 1	Level 2	Level 3	Level 4	Level 5	Level 6
			HAS-CFC-3031-1.1	HAS-CFC-4031-1.1	HAS-CFC-5031-1.1	HAS-CFC-6031-1.1-1
			Build day-to-day working relationships with partners to foster collaboration and mutual benefit	Establish working relationships with business partners to support organisational priorities	Formulate partnership strategies and networks to provide strategic value to the organisation	Establish relations with potential business partners with strategic value to the organisation
Knowledge			<ul style="list-style-type: none"> Definition of strategic partners Methods to build professional rapport with business partners Factors to consider when assessing strategic partner relationships Communication techniques Importance of trust in establishing strategic partner relationships 	<ul style="list-style-type: none"> Factors to consider when assessing strategic partner relationships Methods of building trust and addressing gaps within professional business relationships Legal, regulatory, ethical and socio-cultural considerations related to maintaining strategic business partner relationships 	<ul style="list-style-type: none"> Criteria for grouping strategic partners Types of contributions from strategic business partners Types of agreements between organisation and strategic business partners Legal, regulatory, ethical and socio-cultural considerations related to maintaining strategic business partner relationships 	<ul style="list-style-type: none"> Methods to identify strategic partners Types of strategic business partners' and their issues of interest Types of strategic value potential business partners may offer to the organisation Types of agreements between organisation and strategic business partners Legal, regulatory, ethical and socio-cultural considerations related to maintaining strategic business partner relationships Global market trends and opportunities Factors for successful business partnerships Reasons for failures in business partnerships
Abilities			<ul style="list-style-type: none"> Negotiate to resolve operational issues relating to day-to-day business collaborations Pursue collaborative opportunities that will support mutually-beneficial outcomes 	<ul style="list-style-type: none"> Establish specific points of contact in partner organisations to facilitate collaborative efforts Assess the relationships between own organisation and different strategic 	<ul style="list-style-type: none"> Evaluate strategic business partners' contributions to achieving organisational strategies and objectives Identify synergies in contributions by different partners 	<ul style="list-style-type: none"> Identify strategic business partners who may contribute to organisational strategies and objectives Identify appropriate contact persons in partner organisations for

			<ul style="list-style-type: none"> Identify new networking and collaboration needs and opportunities 	<p>partners to support and enhance collaborative efforts</p> <ul style="list-style-type: none"> Facilitate alignment of goals between strategic partners and own organisation through collaboration and negotiation Facilitate information exchange with strategic partners to support organisational priorities 	<ul style="list-style-type: none"> Develop action plans to enhance relationships with, and networks among, strategic business partners Review quality of professional relationships with strategic business partners to identify areas for improvement Identify new networking and collaboration opportunities to the benefit of both parties 	<p>furtherance of relationship building and strategic negotiation</p> <ul style="list-style-type: none"> Evaluate interests and needs of strategic partners to understand the dynamics of their existing and potential relationships with the organisation Evaluate factors within the organisation with impact on enhancing relationships with strategic partners Establish and maintain networks and relationships with strategic partners to support organisational strategies and objectives
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