

**SKILLS FRAMEWORK FOR LANDSCAPE
TECHNICAL SKILLS AND COMPETENCIES (TSC) REFERENCE**

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