

## Specification of Competency Standards for the Retail Banking

### Unit of Competency

#### **Credit Management > 3.1 Credit Strategy, Policy and Procedure Development**

Title	Analyse economic environment and the implications on credit management
Code	107363L5
Range	Conduct analysis on the aspects of economic environment which have effects on credit management , such as market trends, banking industry trends, customer needs, corporate governance and regulatory requirements etc.
Level	5
Credit	4
Competency	<p>Performance Requirements</p> <ol style="list-style-type: none"> <li>Assess the current situations in credit market Be able to: <ul style="list-style-type: none"> <li>Analyse market and banking industry intelligence through consulting appropriate parties to estimate the future economics and business climate so as to estimate credit risks</li> <li>Analyse changes of relevant laws and regulations and identify their implications on credit policies</li> <li>Perform analysis to understand characteristics and risks of collaterals according to current financial conditions</li> </ul> </li> <li>Identify needs for credit in different sectors, include both business and individuals Be able to: <ul style="list-style-type: none"> <li>Analyse and identify customers' needs and preferences in credit products from different sources of information such as income, buying behaviors and enquiries recorded in the bank etc.</li> <li>Review trend in credit applications in the market and examine the implications and anticipate the future trends</li> <li>Identify customer needs and / or credit risks for suggesting credit related solutions based on analysis on the market environment, the bank's credit policy, relevant laws and regulations</li> </ul> </li> <li>Exhibit professionalism in assessing credit needs of different sectors Be able to: <ul style="list-style-type: none"> <li>Take steps to ensure all data and information collected for analysis is accurate and impacts on customers are well considered before any credit related solutions is proposed</li> </ul> </li> </ol>
Assessment Criteria	<p>The integral outcome requirements of this UoC are:</p> <ul style="list-style-type: none"> <li>Identification of customer's needs in credit-based solutions (in terms of amount and specific features) based on analysis of future economics, credit risks, business development and the impacts on the behaviors of companies and individuals</li> <li>Ensure the credit-based solutions are in conformity with bank's corporate governance and regulatory requirements etc.</li> </ul>
Remark	