

Specification of Competency Standards for the Retail Banking

Unit of Competency

Strategic Business Development and General Management > 9.1 Global Business Acumen

Title	Develop business plan and action items for the identified business strategies
Code	107552L5
Range	Develop implementation details of a specific business plan. This applies to business plan of different kinds of business strategies
Level	5
Credit	4
Competency	<p>Performance Requirements</p> <ol style="list-style-type: none"> 1. Analyse business strategies and identify factors that may affect the implementation Be able to: <ul style="list-style-type: none"> • Analyse the business strategies and the goals to be achieved in order to develop the business plan 2. Establish clear objectives for the business plan Be able to: <ul style="list-style-type: none"> • Establish clear, long term business goals and set targets for the global Retail Banking business of the bank • Provide information about the resources needed in short term and long term; estimated return on investment; product sales forecast, progress milestones or market conditions; etc. 3. Develop detailed action plan Be able to: <ul style="list-style-type: none"> • Develop an effective and comprehensive business plan for respective global business initiatives • Make business decisions and devise detailed business plan with facts, figures or predictions with solid ground • Structure detailed implementation schedules, accountabilities and resources planning to support the business development plan • Set milestones and measurement parameters for progress tracking • Take steps to ensure action plans are conforming to the bank's standards and meeting regulatory requirements
Assessment Criteria	<p>The integral outcome requirements of this UoC are:</p> <ul style="list-style-type: none"> • An implementation plan on business initiatives. The plan should clearly outline the objectives, resources required, actions to be taken, responsible parties and time schedule etc. The plan should be based on analysis on the strategies and other relevant information, etc.
Remark	