

Specification of Competency Standards
for the Banking Industry
Unit of Competency

Functional Area - 10. General Management
(Key Function – 10.1 Global Business Acumen)

Title	Determine approach in achieving the business strategies
Code	109534L6
Range	Establishment of development approach in achieving the major business strategies at a regional scale. This includes business plans such as merger and acquisition, entry or exit into a new market, development of new products, etc.
Level	6
Credit	4 (For Reference Only)
Competency	<p>Performance Requirements</p> <p>1. Knowledge in the Subject Area</p> <p>Be able to:</p> <ul style="list-style-type: none"> • Demonstrate capability in business strategies formulation by analysing critically the current corporate strategies and outlining critical success factors to achieve the targets; • Possess strategic thinking mindset and apply it to analyse the bank's capability and past business development to identify potential obstacles and suggest solutions to the impacts of regulatory guidelines. <p>2. Applications</p> <p>Be able to:</p> <ul style="list-style-type: none"> • Identify actions required to achieve business strategies after analysing the markets opportunities, competitors and bank's capabilities; • Define and set clear direction for action items identified based on accurate judgement of the corporate strategies. <p>3. Professional Behaviour and Attitude</p> <p>Be able to:</p> <ul style="list-style-type: none"> • Identify possible approaches and anticipate the possible implications of the different approaches might impose onto other business and operational areas by understanding the interrelationship of different units across the bank; • Anticipate the effectiveness and profitability of the approach with a view to enhance the reputation of the bank by using different scenario / sensitivity analysis, etc.
Assessment Criteria	<p>The integral outcome requirements of this UoC are:</p> <ul style="list-style-type: none"> • Structuring proposal on the approaches in achieving the business strategies of the bank which include an analysis of a comprehensive range of data and anticipation of their impacts.
Remark	