

Business Management and Strategy > Global Business Acumen

Title	Develop business plan and action items for the identified business strategies
Code	106837L5
Range	Develop implementation details of a specific business plan. This applies to business plan of different kinds of business strategies.
Level	5
Credit	4 (for reference only)
Competency	<p>Performance Requirements</p> <ol style="list-style-type: none"> <li>1. Analyze business strategies and identify factors that may affect the implementation Be able to: <ul style="list-style-type: none"> <li>• Analyze the business strategies and the goals to be achieved in order to develop the business plan</li> </ul> </li> <li>2. Establish clear objectives for the business plan Be able to: <ul style="list-style-type: none"> <li>• Establish clear, long term business goals and set targets for the global Enterprise Banking business of the bank</li> <li>• Establish objectives for target client, target market, target market share, financial goal, etc.</li> <li>• 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.</li> </ul> </li> <li>3. Develop detailed action plan Be able to: <ul style="list-style-type: none"> <li>• Develop an effective and comprehensive business plan for respective global business initiatives</li> <li>• Make business decisions and devise detailed business plan with facts, figures or predictions with solid ground</li> <li>• Structure detailed implementation schedules, accountabilities, resources, technology and procedure planning to support the business development plan</li> <li>• Obtain key stakeholder's buy-in and budget approval</li> <li>• Set milestones and measurement parameters for progress tracking</li> </ul> </li> </ol>
Assessment Criteria	<p>The integral outcome requirements of this UoC are:</p> <ul style="list-style-type: none"> <li>• 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.</li> </ul>
Remark	