1. Title Formulate business model 2. Code ITCSSG603A 3. Range This UoC concerns formulating business models to fit the mission and vision of a telecommunication operating/service company. 4. Level 6 5. Credit 4 6. Competency 6.1 Possess the knowledge in the subject area 6.1 Possess the knowledge in the subject area 6.2 Formulate business model 6.3 Formulate business model 6.4 Formulate business model 6.5 Formulate business model 6.6 Formulate business model 6.7 Formulate business model 6.8 Formulate business model 6.9 Formulate business model 6.1 Posses the knowledge of the organisation business strategies between the subject area business models in an electromagnication business strengths and weaknesses between the organisation business strengths and technologies and trends business models in an elecommunication operator or services company 6.2 Formulate business model business model business date to business model business model business finance, communication, people, change, negotiation and business operations as management of business finance, communication, people, change, negotiation and business operations Be able to: 6.2 Formulate business model business finance, communication, people, change, negotiation and business operations Be able to: 6.3 Formulate business model business finance, communication, people, change, negotiation and business operations Be able to: 6. Steer a team to identify the information needed for formulation of business model. This may be statistics, reports, policies, procedures, discussions with business stakeholders, etc. 6. Define required core capabilities (or weaknesses), capacities, and competencies of the organisation in relation to the business strategy
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 6.1 Possess the knowledge in the subject area Exhibit extensive knowledge of the organisation's core values, mission, vision and objectives Comprehend the organisation business strategies Extensively experienced in analysing an organisation business strengths and weaknesses Posses extensive knowledge of network and telecommunication technologies and trends Critically understand the importance of adopting good business models in an telecommunication operator or services company Extensively experienced in applying competitive analymethodologies and techniques in formulation of busines models Experienced with commercial & management skills sure as management of business finance, communication, people, change, negotiation and business operations Experienced with commercial & management skills sure as management of business finance, communication, people, change, negotiation and business operations Steer a team to identify the information needed for formulation of business model. This may be statistics, reports, policies, procedures, discussions with business stakeholders, etc. Define required core capabilities (or weaknesses), capacities, and competencies of the organisation in relation to the business strategy
 Define activities required to implement the business strategy Manage the formulation of business model plans based on the WHO, WHAT and HOW framework. WHO's your customer? WHAT are you offering your customer? HOW are you doing this? Manage the presentation of the business model plans to stakeholders with supporting data for implementation a deployment. Stakeholder includes senior managers, board, customers, investors, etc. 6.3 Exhibit professionalism Always take into consideration and strike a proper balar among all related technological, political, social, environmental and legal factors Always strike a proper balance of interest among all
7. Assessment Criteria The integrated outcome requirements of this UoC are the ability to: i. identify business strategy and core competencies of the organisation ii. formulate the business model based on WHO, WHAT and HOW framework iii. effectively present the business model and seek approval from stakeholders
Remark for deployment