Functional Area - Strategic Management

Title	Maintain the portfolio management with different stakeholders
Code	111203L6
Range	Maintain the portfolio management with different stakeholders in the context of relationship management in an organisation to achieve its business goals and objective.
Level	6
Credit	3 （For Reference Only）
Competency	Performance Requirements 1. Understand the interests of different stakeholders • identify the roles of different stakeholders (internal/external, upstream/downstream etc.) (Remark) • assess needs and interests of different stakeholders (such as customers, colleagues, vendors/suppliers, and industry peers) 2. Communicate effectively and efficiently with various types of stakeholders • identify the difficulties faced by different stakeholders and their bottom lines • know how to stimulate or motivate the stakeholders 3. Understand the emerging technologies associated with portfolio management • know the value of emerging technologies • aware the relevant regulations and risks related to the emerging technologies 4. Maintain a professional relationship with various stakeholders • plan engagement strategy and communication plan with various stakeholders • manage and maintain the portfolio and relationship with stakeholders in order to establish mutual respect and trust
Assessment Criteria	The integrated requirement of this UoC is the ability to manage and maintain the portfolio and relationship with stakeholders for an organisation so as to achieve the organisation's business goals and objectives while upholding mutual interests and establishing mutual respect and trust.
Remark	Stakeholders may include as customers, colleagues, vendors/suppliers, and industry peers etc.