

Unit of Competency**Functional Area: Sales and Merchandising**

Title	Select export facilities and services
Code	105259L4
Range	This unit of competency is applicable to practitioners in the import and export industry. It involves the evaluation and selection of appropriate export facilities and services in export trade.
Level	4
Credit	3 (for reference only)
Competency	<p>Performance Requirement</p> <ol style="list-style-type: none"> 1. Possess knowledge of export facilities and services <ul style="list-style-type: none"> • Identify export facilities and services, e.g., overdraft facilities, negotiation of export bills under documentary credit, negotiation under documentary collection bills advance, and factoring • Estimate the usefulness of export facilities and services in international trade 2. Select export facilities and services <ul style="list-style-type: none"> • Identify changes in business operating environment and customers' needs in export trade • Evaluate pros and cons of current export facilities and services • Collect relevant data from customers and financial institutions related to export facilities and services • Conduct data analysis and present results • Select appropriate export facilities and services 3. Use export facilities and services efficiently <ul style="list-style-type: none"> • Compare the consumption of resources (e.g., money, manpower, and time) with benefits from using the selected export facilities/services • Evaluate the efficiency of using the selected export facilities/services • Provide recommendation on selecting and handling export facilities/services • Establish procedures to handle export facilities and services
Assessment Criteria	<p>The integrated outcome requirements of this unit of competency are:</p> <ul style="list-style-type: none"> • Capable of evaluating export facilities and service for export trade • Capable of analysing data for selecting appropriate export facilities and services
Remark	