

Specification of Competency Standards for the Logistics Industry
Unit of Competency

1. Title	Establish and maintain relationship with business partners
2. Code	LOCUOM414A
3. Range	This unit of competency is applicable to sea freight, air freight and express operators. Practitioners should be capable to establish and maintain good relationship with business partners according to the operation policy and future development of the company so that both parties could share the benefit of synergy
4. Level	4
5. Credit	6 (for reference only)
6. Competency	<p style="text-align: center;"><u>Performance Requirements</u></p> <p>6.1 Different forms and types of corporation with business partners</p> <ul style="list-style-type: none"> ◆ Master the concept and application of games theory ◆ Understand different forms and types of cooperation with business partners ◆ Understand long- and short-term cooperation relationship with business partners ◆ Understand the role of business partners in the logistics and supply chain ◆ Understand the competitiveness of the business partner in the market ◆ Understand the importance of communicating and sharing information with business partners <p>6.2 Establish relationship with business partners</p> <ul style="list-style-type: none"> ◆ Make business agreement or contract with service and product suppliers in accordance with the operation policy and long-term development of the company ◆ Explain to the business partner the plans of the company or the market trend to maintain good cooperation relationship

	<ul style="list-style-type: none"> ◆ Assess the cooperation and synergy with the business partner and use them as factors of consideration when formulating bargaining strategies ◆ Assess the competitive edge of the potential business partner in the market of the trade and use it as a factor of consideration ◆ Establish good communication channel to share market/corporate information with business partners ◆ Participate in social functions held by business partners ◆ Design corporate souvenirs as gifts to business partners
7. Assessment Criteria	<p>The integrated outcome requirements of this unit of competency are:</p> <p>(i) Capable to analyze synergy of the business partner in logistics and supply chain and assess the cooperation relationship with the partner, and use them as factors of consideration in maintaining long-term cooperation; and</p> <p>(ii) Capable to assess the cooperation and synergy with the business partner and establish communication channel to share market/corporate information with the business partner.</p>
8. Remarks	