

Specification of Competency Standards for the Logistics Industry

Unit of Competency

1. Title	Formulate local operation strategies
2. Code	LOCUOM501A
3. Range	This unit of competency is applicable to companies of sea freight, air freight, express and relevant operators. Practitioners should be capable to analyze thoroughly the local factors to formulate local operation strategies.
4. Level	5
5. Credit	9 (for reference only)
6. Competency	<p style="text-align: center;"><u>Performance Requirements</u></p> <p>6.1 Knowledge of local operation strategies</p> <ul style="list-style-type: none">◆ Understand operation strategies◆ Understand the economic scale and characteristics of the services in the district◆ Understand the economic development and cargo handling needs of the district◆ Understand the politics and social culture of the local district◆ Understand the local government's policies on logistics, infrastructure and investment◆ Understand goods sources, types and values of products in local district◆ Understand the business environment and restrictions of the district on market participation◆ Master the transportation, wharf warehousing, distribution, IT infrastructure and manpower training of the local district

	<p>6.2 Formulate district operation strategies</p>	<ul style="list-style-type: none"> ◆ Master the company’s connection with partners, agents and operators in the local district ◆ Master the calculations of time, space and cost in the local district ◆ Understand the locations, connecting routes and methods of logistics service points, warehouses, and production sites/ sales points in the local district ◆ Understand the services provided by regional competitors and their market share ◆ Master the use of analytical tools such as statistical methods and operations analysis ◆ Understand the relationship between logistics solutions and operation policy ◆ Collect data and information on external business environment ◆ Collect data and information on internal business environment ◆ Analyze data and information ◆ Analyze and understand the company’s strengths, weaknesses, opportunities and threats ◆ Analyze and understand the direction of the short-, mid-, and long-term development of the company ◆ Understand governmental restrictions on operation, such as licensing, fees and environmental protection, in the local district ◆ Recommend different strategic operation directions
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	<ul style="list-style-type: none"> ◆ Analyze and assess the advantages of different operation strategies and the resources thus required ◆ Formulate appropriate business management policy according to the company and market conditions ◆ Assess whether the existing services can cope with the business management policy ◆ Recommend new services or modify the existing ones to cope with the business management direction ◆ Examine the business direction of customers and make use of the operation strategies to meet their needs ◆ Make use of the district operation strategies to meet the needs of customers if the company has global or regional operation strategies in place ◆ Recommend operation modes and strategies ◆ Compile reports to illustrate district operation strategies
7. Assessment Criteria	<p>The integrated outcome requirements of this unit of competency are:</p> <p>(i) Capable to analyze thoroughly the factors for formulating local operation strategies and corporate business policy, and recommend appropriate operation strategies; and</p> <p>(ii) Capable to compile reports to illustrate local operation strategies.</p>
8. Remarks	