

Specification of Competency Standards for the Logistics Industry

Unit of Competency

1. Title	Formulate regional operation strategies
2. Code	LOCUOM502A
3. Range	This unit of competency is applicable to sea freight, air freight, express and relevant operators. Practitioners should be capable to analyze thoroughly the regional factors to formulate regional 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 regional operation strategies</p> <ul style="list-style-type: none">◆ Understand operation strategies◆ Understand the economic scale and characteristics of the services in the region◆ Understand the economic development and cargo handling needs of the region◆ Understand the geopolitics and social culture of the region◆ Understand the regional government's policies on logistics, infrastructure and investment◆ Understand goods sources, types and values of products in the region◆ Understand the business environment and restrictions of the region on market participation◆ Master the transportation, wharf warehousing, distribution, IT infrastructure and manpower training of the region

6.2 Formulate regional operation strategies

- ◆ Master the company's connection with partners, agents and operators in the region
- ◆ Master the calculations of time, space and cost in the region
- ◆ Understand the locations, connecting routes and methods of logistics service points, warehouses, and production sites/sales points in the region
- ◆ Master the use of analytical tools such as statistical methods and operations analysis
- ◆ Understand the relationship between regional 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 restrictions on operation, such as licensing, fees and environmental protection, of different governments in the region
- ◆ Recommend different strategic operation directions
- ◆ Analyze and assess the advantages of different operation strategies and the resources thus required

	<ul style="list-style-type: none"> ◆ 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 global and regional 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 regional 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 regional operation strategies and corporate business policy, and recommend appropriate operation strategies; and</p> <p>(ii) Capable to compile reports to illustrate regional operation strategies.</p>
8. Remarks	