

## Specification of Competency Standards for the Logistics Industry

### Unit of Competency

1. Title	Formulate regional operations strategies
2. Code	LOCUOM519A
3. Range	This unit of competency is applicable to logistics service providers. Practitioners should be capable of analysing thoroughly the regional factors to formulate regional operations strategies.
4. Level	5
5. Credit	6 (for reference only)
6. Competency	<p style="text-align: center;"><u>Performance Requirements:</u></p> <p>6.1 Knowledge of regional operations strategies</p> <ul style="list-style-type: none"> <li>• Understand operations strategies</li> <li>• Understand the economic scale and characteristics of the services in the region</li> <li>• Understand the economic development and cargo handling needs of the region</li> <li>• Understand the geopolitics and social culture of the region</li> <li>• Understand the regional government’s policies on logistics, infrastructure and investment</li> <li>• Understand goods sources, types and values of products in the region</li> <li>• Understand the business environment and restrictions of the region on market participation</li> <li>• Master the transportation, wharf warehousing, distribution, IT infrastructure and manpower training of the region</li> <li>• Master the company’s connection with partners, agents and operators in the region</li> <li>• Master the calculations of time, space and cost in the region</li> <li>• Understand the locations, connecting routes and methods of logistics service points, warehouses, and production sites/sales points in the region</li> <li>• Master the use of analytical tools such as statistical methods and operations analysis</li> <li>• Understand the relationship between regional logistics solutions and operating policies</li> </ul> <p>6.2 Formulate regional operations strategies</p> <ul style="list-style-type: none"> <li>• Collect data and information on external business environment</li> <li>• Collect data and information on internal business environment</li> <li>• Analyse data and information</li> <li>• Analyse and understand the company’s strengths, weaknesses, opportunities and threats</li> <li>• Analyse and understand the direction of the short-, mid-, and long-term development of the company</li> <li>• Understand restrictions on operation, such as licensing, fees and environmental protection, of different governments in the region</li> <li>• Recommend different strategic operations directions</li> <li>• Analyse and assess the advantages of different operations strategies and the resources thus required</li> <li>• Formulate appropriate business management policy with reference to the company and market conditions</li> </ul> <p>6.3 Review regional operations strategies</p> <ul style="list-style-type: none"> <li>• Assess whether the existing services can cope with the business management policy</li> <li>• Recommend new services or modify the existing ones to cope with the business management direction</li> <li>• Examine the business direction of customers and make use of the operations strategies to meet their needs</li> <li>• Make use of the global and regional operations strategies to meet the needs of customers if the company has global or regional operations strategies in place</li> <li>• Recommend effective operations modes and strategies</li> <li>• Compile reports to illustrate regional operations strategies</li> </ul>

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7. Assessment Criteria	The integrated outcome requirements of this unit of competency are: <ul style="list-style-type: none"><li>• Capable of analysing thoroughly the factors for formulating regional operations strategies and corporate business policy, and recommending appropriate operations strategies</li><li>• Capable of reviewing regional operations strategies</li><li>• Capable of compiling reports to illustrate regional operations strategies</li></ul>
8. Remarks	This UoC is adapted from the Logistics UoC LOCUM502A