

Specification of Competency Standards
for the Logistics Industry
Unit of Competency

Functional Area - Operations Management

Title	Use advanced English for business communications
Code	LOCUOM307B
Range	This unit of competency is applicable to logistics service providers. Practitioners should be capable of using advanced English to communicate with customers so as to understand clearly their needs and executing relevant duties effectively.
Level	3
Credit	6 (For Reference Only)
Competency	<p>Performance Requirements</p> <p>1. Understand advanced English communication skills</p> <ul style="list-style-type: none"> • Understand the company structure, functions and work flow of different departments, cooperation mode among departments and their scope of responsibility • Understand the business relationship between the company and customers and characteristics of each customer • Good interpersonal skills • Good sales techniques • Possess good communication skills and skills for welcoming customers • Understand fairly the operations of the logistics industry • Master common terms, the abbreviations and technical terms used in the logistics industry • Know about English terms and their correct pronunciations, which include common terms, the abbreviations and technical terms used in the logistics industry <p>2. Use advanced English for business communication with customers</p> <ul style="list-style-type: none"> • Use advanced English to communicate with customers so as to understand clearly their needs and execute relevant duties effectively • Respond to customers' requests for more detailed explanation of business according to personal ability, and report to senior levels and seek help at the right time • When there is any communication problem or complaint during the communication with customers, report immediately to senior levels and find out the best way to handle it • When there is any communication problem during the process of handling business with customers, report immediately to senior levels for handling
Assessment Criteria	<p>The integrated outcome requirements of this unit of competency are:</p> <ul style="list-style-type: none"> • Capable of using advanced English to communicate with customers so as to understand clearly their needs and execute relevant duties effectively; and • Capable of using frequently used words and terms in the logistics industry.
Remark	This UoC is adapted from the Logistics UoC LOCUSM313A