

COMPETENCY CATEGORY/Skill(s)

SUPPORTING EVIDENCE

<p>FEASIBILITY OF INTERNATIONAL TRADE</p> <ol style="list-style-type: none"> 1) Conduct Situational Analysis 2) Conduct Cost Analysis 3) Analyze Risk 	<ul style="list-style-type: none"> • Understanding companies' needs; working on specific markets, preparing sectoral SWOT analysis, entry level agenda, business plan, exploring targeted opportunities, operational plans, implementation and strategic review for mitigation. • Conducted more than 30 industries/market studies which includes techno economic studies on attractive international ventures; secondary data mining collated through sources.
<p>MARKET EXPANSION PLANNING</p> <ol style="list-style-type: none"> 4) Mitigate Risk 5) Develop Plans 	
<p>MARKET ENTRY STRATEGIES</p> <ol style="list-style-type: none"> 6) Manage Direct Exports 7) Manage Indirect Exports 8) Develop Strategic Alliances 	
<p>FINANCE</p> <ol style="list-style-type: none"> 9) Conduct Trade Transaction 10) Manage Cash Flow 11) Manage Payment Defaults 	
<p>BUSINESS DISPUTES</p> <ol style="list-style-type: none"> 12) Resolve Business Disputes 	
<p>PROCUREMENT</p> <ol style="list-style-type: none"> 13) Purchase Goods 14) Purchase Services 	
<p>PRODUCT/SERVICE PRODUCTION</p> <ol style="list-style-type: none"> 15) Manufacture Product 16) Develop Services 	
<p>INVENTORY MANAGEMENT</p> <ol style="list-style-type: none"> 17) Manage Inventory 	
<p>DISTRIBUTION</p> <ol style="list-style-type: none"> 18) Transport Goods 19) Deliver Services 	
<p>DOCUMENT MANAGEMENT</p> <ol style="list-style-type: none"> 20) Manage Control Documents 	
<p>SALES AND MARKETING</p> <ol style="list-style-type: none"> 21) Market Products and Services 22) Sell Products and Services 23) Develop e-Commerce Operations 	
<p>INTERCULTURAL COMPETENCE</p> <ol style="list-style-type: none"> 24) Build Relationship with Other Cultures 	
<p>LAWS AND ETHICS</p> <ol style="list-style-type: none"> 25) Comply with Legal Requirements 26) Exhibit Business Ethics 	