## SKILLS FRAMEWORK FOR ACCOUNTANCY

**TECHNICAL SKILLS AND COMPETENCIES (TSC) REFERENCE DOCUMENT**

### TSC Category
Strategic Business Management

### TSC Description
Develop and implement plans to enhance organisation's business performance and growth

<table>
<thead>
<tr>
<th>TSC Proficiency Description</th>
<th>Level 1</th>
<th>Level 2</th>
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<th>Level 6</th>
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<td>ACC-SBM-3001-1.1</td>
<td>ACC-SBM-4001-1.1</td>
<td>ACC-SBM-5001-1.1</td>
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<td>Demonstrate understanding of client's organisation</td>
<td>Identify effective engagement response to achieve engagement profitability</td>
<td>Review strategic plan for existing and potential service opportunities</td>
<td>Develop effective procurement plans and pricing of products and services</td>
<td>Lead new ways to transform and grow business</td>
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### Knowledge
- Client's business model
- Client's business processes and systems
- Business environment and its impact
- Government policies and regulations
- Various applicable pricing methods and strategies
- Current, available and up-to-date technologies for logistics and procurement processes
- Organisation's financial health, interests and objectives
- Government policies and regulations
- Current, available and up-to-date technologies for businesses
- Various applicable pricing methods and strategies
- Current, available and up-to-date technologies for logistics and procurement processes
- Organisation's financial health, interests and objectives

### Abilities
- Document and produce reports and analyses on client's organisation
- Communicate effectively information and analyses prepared on the client's organisation
- Identify key cost drivers and revenue drivers
- Prepare analyses and reports that enable businesses to manage costs, improve profitability and make informed decisions
- Communicate effectively information and analyses on profitability and costs
- Review reports and developments that may have impact on organisation's business strategies
- Identify and communicate key findings
- Review reports on technologies and make recommendations accordingly
- Identify key cost drivers and revenue drivers
- Apply and communicate technologies that can drive successful procurements and pricing strategies
- Communicate effectively pricing and cost analysis
- Identify and recognise existing, growing and new markets
- Interpret and translate financial information to drive strategic and successful business decisions for growth
- Interpret and translate the economic environment information to drive strategic and successful business decisions for growth
- Anticipate and interpret effectively government legislation and business policies and their impact on the organisation