## TSC Category
**General Management**

### TSC
**Business Planning**

### TSC Description
Develop business plans by reviewing existing resources to identify growth opportunities for achieving sustainable competitive advantage

<table>
<thead>
<tr>
<th>TSC Proficiency Description</th>
<th>Level 1</th>
<th>Level 2</th>
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<th>Level 5</th>
<th>Level 6</th>
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<tbody>
<tr>
<td>Knowledge</td>
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<td>Abilities</td>
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#### Knowledge
- Value of business opportunities to organisation
- Linkages between strategic needs of organisation and business planning
- Implications of changes in business environments
- Legal, regulatory, ethical and socio-cultural constraints
- One’s role in analysis of business opportunities
- Evaluation criteria for assessing the value-adding potential of business opportunities

#### Abilities
- Identify business opportunities in accordance with strategic needs of the organisation
- Analyse impact of business environments on business opportunities
- Analyse potential profitability and sustainability of business opportunities

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Drive the identification and assessment of business opportunities

Synergise the identification and evaluation of business opportunities locally and internationally to meet organisational objectives

- Business environments
- Considerations for business opportunities
- Principles of managing manufacturing facilities capability expansion
- Methods of mitigating organisational impacts of manufacturing facilities capability expansion
- Relevant stakeholders to engage when developing manufacturing facilities capabilities

- Identify and evaluate business opportunities locally and internationally to determine business viability
- Capitalise on business opportunities to support achievement of organisational goals and organisational strategies
- Review and refine business opportunities capitalisation efforts to

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<tr>
<th>consultation with relevant stakeholders</th>
<th>mitigate facilities expansion risks</th>
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<tr>
<td>Draft business plans based on analysis findings</td>
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