

**Specification of Competency Standards**  
**for the Logistics Industry**  
**Unit of Competency**

Functional Area - Operations Management

Title	Formulate local/regional operation strategies for special cargoes handling
Code	LOSAOM503B
Range	This unit of competency is applicable to logistics service providers. Practitioners should be capable of analysing and formulating local/regional operation strategies for handling special cargoes by evaluating any potential factors and direct impact on the transportation efficiency of the covered area (local and/or regional). Special goods include halal logistics, frozen food, oversized goods, wine, and dutiable goods.
Level	5
Credit	9 (For Reference Only)
Competency	<p>Performance Requirements</p> <p>1. Understand local/regional operation strategies and the characteristics of special cargo</p> <ul style="list-style-type: none"> <li>• Understand operation strategies and interrelationships between each region</li> <li>• Understand regional and regional economic scale and service characteristics and their relationship</li> <li>• Understand regional and regional economic development and special cargo handling needs and their relationships</li> <li>• Understand local and regional politics and social culture and their interrelationships</li> <li>• Understand local and regional laws, regulations and policies related to logistics, infrastructure and investment</li> <li>• Understand the source, type and value of special cargoes in the coverage area</li> <li>• Understand business environment and restricted scope of market participation</li> <li>• Understand the availability of transportation, warehouse facilities, distribution centre, IT infrastructure and related resources in the area covered</li> <li>• Understand the relationship between the companies and its partners, agents and their capabilities and knowledge, as well as handling special cargoes in the coverage area</li> <li>• Understand the location, connection routes and different ways of logistics service points, warehouses and production sites/points of sale within the coverage area</li> <li>• Understand the market competition, market share and their pros and cons in handling special cargoes coverage areas</li> <li>• Understand the usage of different analysis tools to assess the coverage area</li> <li>• Understand the company's local and regional policies and their mutual relations in handling special cargoes</li> </ul> <p>2. Formulate the local and region operation strategies of special cargoes</p> <ul style="list-style-type: none"> <li>• Integrate and analyse data and information collected from internal and external business environments</li> <li>• Assess the strengths, weaknesses, opportunities and threats of the company's ability and availability to handle special cargoes on a local and regional basis</li> <li>• Recognise the company's short, medium and long-term development direction</li> <li>• Understand the government's restrictions on the development and operation of special goods, policy formulation and direction, such as local and regional licenses, fees and environmental protection</li> <li>• Develop and propose different strategic operating directions and plans based on short-term, medium- and long-term strategies</li> <li>• Assess the potential risks and constraints of different operating strategies and resources for handling special cargoes</li> <li>• Formulate and propose changes or new business management policies based on the current situation and market conditions</li> </ul>

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	<ul style="list-style-type: none"> <li>• Assess existing service capabilities and availability to cope with business development plans</li> <li>• Propose new and different service models and/or modify existing service models to meet new business management and market directions</li> </ul> <p>3. Review the local and regional business strategies of special cargo handling</p> <ul style="list-style-type: none"> <li>• Evaluate the business direction of special cargo customers and use existing operation strategies to meet their requirements</li> <li>• Obtain local and regional operating strategies to meet the needs of this group of customers in a local and regional manner</li> <li>• Propose the most effective and efficient operation model and strategy</li> <li>• Compile report on the progress of existing customers and new targets to evaluate the effectiveness of current local and regional special cargo business strategies</li> </ul>
Assessment Criteria	<p>The integrated outcome requirements of this unit of competency are:</p> <ul style="list-style-type: none"> <li>• Capable of analysing all relevant factors in formulating local and regional special cargo operation strategies and company commercial policies;</li> <li>• Capable of recommending appropriate local and regional special cargo business strategies;</li> <li>• Capable of evaluating current local and regional operating strategies to achieve company goals; and</li> <li>• Capable of compiling reports to evaluate local and regional operating strategies.</li> </ul>
Remark	This UoC is adapted from the Logistics UoC LOCUOM501A