

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

Functional Area - Operations Management

Title	Formulate global operations strategies for special cargoes
Code	LOSAOM701B
Range	This unit of competency is applicable to logistics service providers. Practitioners should be capable of analysing all relevant factors to formulate a strategy for global operation of special cargo including halal logistics, remain logistics, frozen food, wine and dutiable cargo.
Level	7
Credit	9 (For Reference Only)
Competency	<p>Performance Requirements</p> <p>1. Possess the knowledge of formulating strategy for global operation</p> <ul style="list-style-type: none"> <li>• Understand global operation strategies</li> <li>• Understand the standard and characteristics of special cargoes operation</li> <li>• Understand the sources of global special cargoes</li> <li>• Understand the special cargo business of different region and macro-environment analysis</li> <li>• Understand the availability of transportation, warehouse facilities, distribution centres, 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</li> <li>• Understand the global delivery lead time and cost calculation, and the pros and cons of service coverage of special cargoes</li> <li>• Geographical location, different combinations of routes and methods, warehouses at major ports, airports, routes and transshipment hubs of global companies, and service capabilities and availability</li> <li>• Understand the global competitive climate and its market share</li> <li>• Understand different analysis tools (such as statistical methods and key performance indicator settings)</li> <li>• Understand the interrelationships between global and local business policies, company and market service ranges and models</li> </ul> <p>2. Formulate global special cargoes operations strategy</p> <ul style="list-style-type: none"> <li>• Collect and analyse data and information related to internal and external business environments</li> <li>• Able to analyse market competition and market strengths, weaknesses, opportunities and threats</li> <li>• Formulate the company's short-, medium-, and long-term special cargoes development trends and analyse market trends</li> <li>• Obtain all government restrictions related to special cargo operations, including permits/licenses, fees, road registration and global environmental protection, and transnational regulations</li> <li>• Develop and suggest different strategic operating directions to achieve company goals</li> <li>• Formulate the most effective business management policies based on current company and market conditions</li> <li>• Develop key performance indicators and related reports to measure and provide continuous improvement plans to improve the efficiency and results of global special cargo operations strategies</li> <li>• Assess current service capabilities and availability of handling company special cargo operations to respond to business management policies and plans</li> </ul>

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	<ul style="list-style-type: none"> <li>• Introduce new services and strengthen existing services to cope with the business management and development direction of the special freight market</li> <li>• Assess the current and target customers' global business direction and development trend of special cargo to ensure the most appropriate and appropriate operating strategy to meet their global needs</li> <li>• Establish and strengthen global special cargo operations strategies to meet customer needs</li> <li>• Provide continuous advice and strengthen special cargo operation models and strategies to achieve company goals</li> <li>• Develop key performance indicators and related reports to measure and provide continuous improvement plans to improve the efficiency and results of global special cargo operations 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 global factors and formulate global special cargo strategies to respond to company business policies;</li> <li>• Capable of recommending the most suitable and effective special cargo operation strategy according to the company's policy;</li> <li>• Capable of formulating and evaluate global special cargo operations strategies to ensure the continuous development and growth of the global business sector; and</li> <li>• Capable of formulating key performance indicators and different reports to measure the efficiency of global business strategies.</li> </ul>
Remark	