## COMPETENCY-BASED OCCUPATIONAL FRAMEWORK FOR REGISTERED APPRENTICESHIP

### Accountant

**ONET Code: 43-3031.00** 

**RAPIDS Code: 1125CB** 

Created: September 2020

Updated:

This project has been funded, either wholly or in part, with Federal funds from the Department of Labor, Employment and Training Administration under Contract Number DOL-ETA-15-C-0087. The contents of this publication do not necessarily reflect the views or policies of the Department of Labor, nor does mention of trade names, commercial products, or organizations imply endorsement of the same by the US Government.

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The nonprofit Urban Institute is dedicated to elevating the debate on social and economic policy. For nearly five decades, Urban scholars have conducted research and offered evidence-based solutions that improve lives and strengthen communities across a rapidly urbanizing world. Their objective research helps expand opportunities for all, reduce hardship among the most vulnerable, and strengthen the effectiveness of the public sector.

#### Acknowledgments

We are grateful to the University of Baltimore's Merrick School of Business for his help with this document. We also thank the representatives of the accounting field who contributed to this effort, including the following professionals.

Mikhail Pevzner, professor of accounting, Ernst and Young chair of accounting University of Baltimore Merrick School of Business Baltimore, MD

Phillip J. Korb, chair, department of accounting, associate professor of accounting University of Baltimore Merrick School of Business Baltimore, MD

Kevin Do, accountant I Urban Institute Washington, DC

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ACKNOWLEDGMENTS

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## Competency-Based Occupational Frameworks

The Urban Institute, under contract with the US Department of Labor, has worked with employers, subject matter experts, labor unions, trade associations, credentialing organizations, and academics to develop Competency-Based Occupational Frameworks (CBOFs) for Registered Apprenticeship programs. These frameworks define the **purpose** of an occupation, the **job functions** that are carried out to fulfill that purpose, the **competencies** that enable the apprentice to execute those job functions well, and the **performance criteria** that define the specific knowledge, skills, and personal attributes associated with high performance in the workplace. This organizational hierarchy—job purpose, job functions, competencies, performance criteria—is designed to illustrate that performing work well requires more than just acquiring discrete knowledge elements or developing a series of manual skills. To perform a job well, the employee must be able to assimilate knowledge and skills learned in various settings, recall and apply that information to the present situation, and carry out work activities using sound professional judgment, demonstrating an appropriate attitude or disposition and achieving a level of speed and accuracy necessary to meet the employer's business need.

The table below compares the terminology of Functional Analysis with that of traditional Occupational Task Analysis to illustrate the important similarities and differences. While both identify the key technical elements of an occupation, functional analysis includes the identification of behaviors, attributes, and characteristics of workers necessary to meet an employer's expectations.

| Framework Terminology   | Traditional Task Analysis Terminology  |
|---|--|
| Job Function: the work activities that are carried out to fulfill the job purpose   | Job Duties: roles and responsibilities associated with an occupation         |
| Competency: the actions an individual takes and the attitudes he/she displays to complete those activities  | Task: a unit of work or set of activities needed to produce some result      |
| Performance Criteria: the specific knowledge, skills, dispositions, attributes, speed, and accuracy associated with meeting the employer's expectations | Subtask: the independent actions taken to perform a unit of work or activity |

Although designed for use in competency-based apprenticeship, these Competency-Based Occupational Frameworks also support time-based apprenticeship by defining more clearly and precisely what an apprentice is expected to learn and do during the allocated time period.

CBOFs are comprehensive to encompass the full range of jobs that may be performed by individuals in the same occupation. As employers or sponsors develop their individual apprenticeship programs, they can extract from or add to the framework to meet their unique organizational needs.

## Components of the Competency-Based Occupational Framework

**Occupational Overview:** This section of the framework provides a description of the occupation including its purpose, the setting in which the job is performed, and unique features of the occupation.

**Work Process Schedule:** This section includes the job functions and competencies that would likely be included in an apprenticeship sponsor's application for registration. These frameworks provide a point of reference that has already been vetted by industry leaders so sponsors can develop new programs knowing that they will meet or exceed the consensus expectations of peers. Sponsors maintain the ability to customize their programs to meet their unique needs, but omission of a significant number of job functions or competencies should raise questions about whether or not the program has correctly identified the occupation of interest.

**Cross-Cutting Competencies:** These competencies are common among all workers and focus on the underlying knowledge, attitudes, personal attributes, and interpersonal skills that are important regardless of the occupation. That said, while these competencies are important to all occupations, the relative importance of some versus others may change from one occupation to the next. These relative differences are illustrated in this part of the CBOF and can be used to design pre-apprenticeship programs or design effective screening tools when recruiting apprentices to the program.

**Detailed Job Function Analysis:** This portion of the framework includes considerable detail and is designed to support curriculum designers and trainers in developing and administering the program. The detail in this section may be confusing to those seeking a more succinct, higher-level view of the program. For this reason, we recommend that the

Work Process Schedule be the focus of program planning activities, leaving the detailed job function analysis sections to instructional designers as they engage in their development work.

- a. Related Technical Instruction: Under each job function appears a list of foundational knowledge, skills, tools, and technologies that would likely be taught in the classroom to enable the apprentice's on-the-job training safety and success.
- b. Performance Criteria: Under each competency, we provide recommended performance criteria that could be used to differentiate between minimally, moderately, and highly competent apprentices. These performance criteria are generally skills based rather than knowledge based, but may also include dispositional and behavioral competencies.

# Using the Competency-Based Occupational Framework to Develop a Registered Apprenticeship Program

When developing a registered apprenticeship program, the Work Process Schedule included in this CBOF provides an overview of the job functions and competencies an expert peer group deemed to be important to this occupation. The Work Process Schedule in this document can be used directly, or modified and used to describe your program content and design as part of your registration application.

When designing the curriculum to support the apprenticeship program—including on-the-job training and related technical instruction—the information the Detailed Job Functions section could be helpful. These more detailed job function documents include recommendations for the key knowledge and skills that might be included in the classroom instruction designed to support a given job function, and the performance criteria provided under each competency could be helpful to trainers and mentors in evaluating apprentice performance and insuring inter-rater reliability when multiple mentors are involved.

# Accountant Occupational Overview

### Occupational Purpose and Context

An **accountant** analyzes financial information and prepares financial reports to determine or maintain records of assets, liabilities, profits, and losses, tax liability, or other financial activities within an organization. This competency-based occupational framework is aimed at an entry-level accountant position.

Accountants can work internally, within an organization, or as external collaborators. Accountants working internally may take on many roles within an organization, communicating with many other business units within the organization such as human resources and sales. Accountants may also provide specific services externally to a business, such as bookkeeping and payroll management.

Accountants may take on many roles within the general scope of accounting or specialize in a particular role. This difference may relate to the size of the firm where an accountant works. Smaller firms may have more generalized accountants who cover multiple areas of work including accounts receivable and payable, general bookkeeping, maintaining information systems, inventory management, and payroll. Accountants in larger firms may only dedicate their time to one of the aforementioned areas of work.

Some areas of work for accountants may require specific knowledge related to the regulatory environment and framework that determines firms' activities. Some may need specific knowledge related to the different benefits a firm may provide privately or public benefits provided by federal, state, and local entities. For instance, a payroll accountant may require specific knowledge on labor laws; payroll taxes specific to each state, and locality; and knowledge of public and private benefits available to employees such as paid leave benefits.

#### **Potential Job Titles**

Accountant, Accounting Assistant, Accountant I, Junior Accountant, Junior Business Analyst, Cost Accountant, Cost Accountant Assistant, General Accountant, Project Accountant, Staff Accountant, Accounts Receivable/Payable Assistant

#### Attitudes and Behaviors

Accountants manage, organize, analyze, and communicate the financial information of an organization. Their work thus requires the ability to communicate clearly, cooperation with others within a team and across business units within an organization, accuracy and attention to detail, adaptability and flexibility, integrity, and a willingness to learn.

Accountants must be able to communicate clearly to their peers and senior colleagues. They must communicate complex information in a clear and understandable way, providing the precise information others request. When communicating, they will exhibit appropriate deference to more experienced colleagues, while maintaining respectful communication overall with internal and external stakeholders.

Accountants will also work in concert with other business units and external customers and vendors. They must be able to work well in teams and manage their time and efforts accordingly. Adaptability is another important aspect, as accountants in smaller firms may have to assume more than one role and switch between multiple, mutually exclusive or related tasks and projects.

Finally, because accountants lead the financial reporting and provision of financial information to assess the health of a business, they must have a high degree of integrity. Maintaining honest accounts of expenditures and incomes, values of existing assets, and accounting costs is important for keeping the true state of a business transparent.

#### **Apprenticeship Prerequisites**

N/A

#### Occupational Pathways

Professional accountants usually require a bachelor's degree, although this is not always the case. Once an apprentice has completed an accountant apprenticeship program, they may seek to gain work experience and/or further their credentials by obtaining a bachelor's degree. Once the degree is obtained, an accountant may certify as a Certified Public Accountant, or any of the other professional certifications listed in the following section.

## Certifications, Licensure, and Other Credential Requirements

| Credential                                     | Offered by  | Before, During, or After<br>Apprenticeship |
|--|---|--|
| Certified Public Accountant                    | American Institute of<br>Certified Public Accountants | After apprenticeship                       |
| Certified Management<br>Accountant             | The Institute of<br>Management Accountants            | After apprenticeship                       |
| Certified in Strategy and Competitive Analysis | The Institute of<br>Management Accountants            | After apprenticeship                       |
| Enrolled Agent                                 | National Association of<br>Enrolled Agents            | During apprenticeship                      |
| Certified Fraud Examiner                       | Association of Certified<br>Fraud Examiners           | After apprenticeship                       |

### **Job Functions**

| Job | Functions                            | Core or<br>Optional |
|-----|--------------------------------------|---------------------|
| 1.  | Manage cash and bank accounts        | Core                |
| 2.  | Manage data and recordkeeping        | Core                |
| 3.  | Manage payroll                       | Core                |
| 4.  | Manage accounts receivable/payable   | Core                |
| 5.  | Report on company finances and taxes | Core                |

## Work Process Schedule

| WORK PROCESS SCHEDU                                      | LE  | ONET Code: 43-<br>3031.00 |  |
|--|---|---------------------------|--|
| Accountant   |   | RAPIDS Code:<br>1125CB    |  |
| Job Title: Accountant                                    |   |                           |  |
| Level: Entry Level, Junior Accountant                    | Specialization: Nor                       | ne                        |  |
| Stackable Program:Yes _X_No                              |   |                           |  |
| Base Occupation Name: Accountant                         |   |                           |  |
| Company Contact:   |   |                           |  |
| Address:   | Phone:                                    | Email:                    |  |
| Apprenticeship Type: _X_Competency BasedTime BasedHybrid | <b>Prerequisites:</b> High school diploma |                           |  |

| Job Function 1: Manage cash and bank accounts  |                     |     |     |
|--|---------------------|-----|-----|
| Competencies   | Core or<br>Optional | RTI | ОЈТ |
| A. Collect cash from points of sale, record and store cash, and check receipts   | d Core              |     |     |
| B. Reconcile cash and check receipts/expenditures with accounts receivable/payable   | Core                |     |     |
| C. Complete cash and check deposits/transfers at the bank (either electronically or in person)                               | Core                |     |     |
| <ul> <li>D. Manage bank checking/spending accounts<br/>credit card account activities, and monthly<br/>statements</li> </ul> |                     |     |     |

| Job Function 2: Manage data and recordkeeping                        |                     |     |     |
|--|---------------------|-----|-----|
| Competencies   | Core or<br>Optional | RTI | OJT |
| A. Input data from sales, purchases, and other receipts/expenditures | Core                |     |     |
| B. Maintain employee records including                               | Core                |     |     |

| information on new hires, terminations, and changes to employee conditions and benefits; and reconcile discrepancies |      |  |
|--|------|--|
| C. Maintain customer and vendor profile data on customer relationship management (CRM) platform (if it exists)       | Core |  |
| D. Analyze sales and purchasing data, providing relevant indicators to supervisors and other stakeholders            | Core |  |

| Job Function 3: Manage payroll                    |                     |     |     |
|---|---------------------|-----|-----|
| Competencies                                      | Core or<br>Optional | RTI | OJT |
| A. Prepare and distribute payroll checks          | Core                |     |     |
| B. Manage company-provided and/or public benefits | Core                |     |     |
| C. Collect and distribute payroll taxes           | Core                |     |     |

| Job Function 4: Manage accounts receivable and payable     |                     |     |     |
|--|---------------------|-----|-----|
| Competencies   | Core or<br>Optional | RTI | OJT |
| A. Prepare, receive, and process vendor invoices           | Core                |     |     |
| B. Prepare, receive, and process customer invoices         | Core                |     |     |
| C. Maintain customer and vendor invoice information system | Core                |     |     |

| Job Function 5: Report on company finances and taxes   |                     |     |     |
|--|---------------------|-----|-----|
| Competencies   | Core or<br>Optional | RTI | ОЈТ |
| A. Generate expense, profit, and other financial reports, including building accounting and financial indicators | Core                |     |     |
| B. Assist with and support the month-end and year-end closing process  | Core                |     |     |
| C. Prepare, file, and audit tax forms  | Core                |     |     |

#### Related Technical Instruction Plan

| COURSE NAME: Principles of Financial Accounting | Course Number: |
|---|----------------|
|   | ACC 101        |
|   | Hours:         |
|   | 3 Credit hours |
|   | 2 Lab hours    |
|   |                |

#### **LEARNING OBJECTIVES**

Introduction to decisionmaking with accounting information systems, focusing on analyzing, summarizing, reporting, and interpreting financial information. This course combines in-class instruction to understand the basic theory of financial accounting with practical experience in working with financial accounting data and the basics of reporting.

Upon completion, students should be able to prepare basic financial statements, comprehend the intersection of financial information and decisionmaking, and address ethical considerations related to reporting and other issues related to financial data.

| COURSE NAME: Principles of Managerial Accounting | Course Number:<br>ACC 102         |
|--|-----------------------------------|
|  | Hours: 3 Credit hours 2 Lab hours |

#### **LEARNING OBJECTIVES**

Introduction to managerial and cost accounting skills. This course focuses on managerial accounting concepts for analysis and reporting, from a perspective of costing and decisionmaking.

Upon completion, students should be able to analyze and interpret cost information and translate this into useful information for decisionmaking.

| COURSE NAME: Intermediate Accounting, I | Course Number:<br>ACC 201         |
|---|-----------------------------------|
|   | Hours: 3 Credit hours 2 Lab hours |

#### **LEARNING OBJECTIVES**

This course furthers the concepts studied in the ACC 101/2 courses, applying accounting principles with in-depth coverage of theoretical concepts and financial statements. This course covers general accounting principles and an in-depth review of the different standard financial, accounting reporting practices, construction and interpretation of basic ratios, and an introduction to present value analysis.

Upon completion, students should be able to demonstrate competence in financial accounting, including building and interpreting key reporting ratios, and evaluate projects based on their net present value.

ACC 101, ACC 102, and MAT 101 are prerequisites.

| COURSE NAME: Intermediate Accounting, II | Course Number:<br>ACC 202         |
|--|-----------------------------------|
|  | Hours: 3 Credit hours 2 Lab hours |

#### **LEARNING OBJECTIVES**

This course furthers the concepts studied in ACC 201 by introducing intermediate cost accounting principles and their relevance to planning and control. Topics covered in this course include costing materials, labor, factory overhead, inventory management, and an overview of standard cost systems.

Upon completion, students should be able to demonstrate competence in analyzing and reporting cost data, interpreting cost information, and constructing key cost indicators for reporting.

ACC 101, ACC 102, ACC 201, and MAT 101 are prerequisites.

| COURSE NAME: Accounting Software | Course Number: |
|----------------------------------|----------------|
|                                  | ACC 203        |
|                                  | Hours:         |
|                                  | 3 Credit hours |
|                                  | 2 Lab hours    |
|                                  |                |

#### **LEARNING OBJECTIVES**

This course introduces commonly used, industry relevant accounting software and related electronic accounting systems. This includes maintaining and updating, leveraging, and complementing reporting with data collected and processed through accounting software.

Upon completion, students should be able to demonstrate competence in using accounting software systems.

ACC 101, ACC 102, ACC 201, and MAT 101 are prerequisites.

| COURSE NAME: Mathematics for Accountants | Course Number: |
|--|----------------|
|  | MAT 101        |
|  | Hours:         |
|  | 3 Credit hours |
|  | 2 Lab hours    |

#### **LEARNING OBJECTIVES**

This course provides the basic mathematical tools, including basic arithmetic, quantitative relationships and measures, proportions and percentages, growth rates, and ratios.

Upon completion, students should be comfortable using mathematical tools and integrate this level of analysis in their accounting experience.

| COURSE NAME: Statistics for Accountants | Course Number: |
|---|----------------|
|   | STA 101        |
|   | Hours:         |
|   | 3 Credit hours |
|   | 2 Lab hours    |
|   |                |

#### **LEARNING OBJECTIVES**

This course provides the basic statistical tools, including estimates of the mean and other statistical moments, describe and interpret basic descriptive statistics, and understand basic tenants of statistical inference.

Upon completion, students should be comfortable using statistical tools and integrate this level of analysis to their accounting experience.

## **Cross-Cutting Competencies**

| COMPETENCY** |                                     | 0 | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 |
|--------------|-------------------------------------|---|---|---|---|---|---|---|---|---|
|              | Interpersonal Skills                |   |   |   |   |   |   |   |   |   |
|              | Integrity                           |   |   |   |   |   |   |   |   |   |
| a            | Professionalism                     |   |   |   |   |   |   |   |   |   |
| Personal     | Initiative                          |   |   |   |   |   |   |   |   |   |
| Per          | Dependability and Reliability       |   |   |   |   |   |   |   |   |   |
|              | Adaptability and Flexibility        |   |   |   |   |   |   |   |   |   |
|              | Lifelong Learning                   |   |   |   |   |   |   |   |   |   |
|              | Reading                             |   |   |   |   |   |   |   |   |   |
|              | Writing                             |   |   |   |   |   |   |   |   |   |
| nic          | Mathematics                         |   |   |   |   |   |   |   |   |   |
| den          | Science and Technology              |   |   |   |   |   |   |   |   |   |
| Academic     | Communication                       |   |   |   |   |   |   |   |   |   |
|              | Critical and Analytical Thinking    |   |   |   |   |   |   |   |   |   |
|              | Basic Computer Skills               |   |   |   |   |   |   |   |   |   |
|              | Teamwork                            |   |   |   |   |   |   |   |   |   |
|              | Customer Focus                      |   |   |   |   |   |   |   |   |   |
|              | Planning and Organization           |   |   |   |   |   |   |   |   |   |
| ā            | Creative Thinking                   |   |   |   |   |   |   |   |   |   |
| olac         | Problem Solving and Decision Making |   |   |   |   |   |   |   |   |   |
| Workplace    | Working with Tools and Technology   |   |   |   |   |   |   |   |   |   |
| Š            | Checking, Examining, and Recording  |   |   |   |   |   |   |   |   |   |
|              | Business Fundamentals               |   |   |   |   |   |   |   |   |   |
|              | Sustainable                         |   |   |   |   |   |   |   |   |   |
|              | Health and Safety                   |   |   |   |   |   |   |   |   |   |
|              |                                     |   |   |   |   |   |   |   |   |   |

<sup>\*\*</sup> The names of the cross-cutting competencies come from the US Department of Labor's Competency Model Clearinghouse, and definitions for each can be viewed at "Building Blocks Model," Competency Model Clearinghouse, accessed June 19, 2020, https://www.careeronestop.org/CompetencyModel/competency-models/building-blocks-model.aspx.

Cross-cutting competencies identify transferable skills—sometimes called "soft skills" or "employability skills"—that are important for workplace success, regardless of a person's occupation. Still, the relative importance of specific cross-cutting competencies differs from occupation to occupation. The cross-cutting competencies table, above, provides information about which of these competencies is most important to be successful in a particular occupation. This information can be useful to employers or intermediaries in screening and selecting candidates for apprenticeship programs, or to pre-apprenticeship providers who seek to prepare individuals for successful entry into an apprenticeship program.

The scoring system utilized to evaluate competency levels required in each cross-cutting skill aligns with the recommendations of the Lumina Foundation's Connecting Credentials Framework. The framework can be found at "Connecting Credentials: A Beta Credentials Framework," Lumina Foundation, April 29, 2015, http://connectingcredentials.org/wp-content/uploads/2015/05/ConnectingCredentials-4-29-30.pdf

## **Detailed Job Functions**

### Job Function 1: Manage cash and bank accounts

| Related Technical I  | nstruction  |   |
|--|---|---|
| KNOWLEDGE  | SKILLS  | TOOLS & TECHNOLOGIES  |
| <ul> <li>Basic math including adding, subtracting, multiplying</li> <li>How to compare accounts and identify discrepancies</li> <li>Understand procedures for recording cash inflows and outflows</li> </ul> | <ul> <li>Ability to count money efficiently and effectively</li> <li>Organize documents</li> <li>Attention to detail and organizational skills when managing valuables</li> </ul> | <ul> <li>Calculator</li> <li>Ledger books</li> <li>Cash registers and points of sale, including software</li> <li>Microsoft Excel and Word</li> <li>Customer relationship management (CRM) software</li> <li>Journal or other type of notebook</li> </ul> |

| Competency A: Collect cash from points of sale, record and store cash, and check receipts | Core or<br>Optional |
|---|---------------------|
| PERFORMANCE CRITERIA  |                     |
| Accurately count bills and coins and keep track of totals                                 | Core                |
| Identify discrepancies in calculations and correct mistakes                               | Core                |
| 3. Record, accurately and in a timely manner, cash inflows/outflows                       | Core                |
| 4. Use a calculator   | Core                |
| 5. Manage a point of sale, clearing totals and producing reports                          | Core                |

| Competency B: Reconcile cash and check receipts/expenditures with accounts receivable/payable  PERFORMANCE CRITERIA   | Core or<br>Optional |
|---|---------------------|
|   |                     |
| 1. Identify the requirements of a check for deposit, including ensuring a check is well written and can be deposited  | Core                |
| Correctly enter cash receipt/expenditure into appropriate accounts/ledgers  | Core                |
| <ol> <li>Use Excel or other spreadsheet and/or data management software to<br/>track receipts/expenditures</li> </ol> | Core                |
| 4. Document discrepancies in receipts or other relevant information to cash management in a journal                   | Core                |

| Competency C: Complete cash and check deposits/transfers at the bank (either electronically or in person)  PERFORMANCE CRITERIA | Core or<br>Optional |
|---|---------------------|
| Fill out deposit slips for physical deposits  | Optional            |
| Complete physical or electronic bank transfers  | Core                |
| 3. Prepare checks for physical or online deposits   | Core                |
| 4. Document deposits/transfers  | Core                |
| <ol><li>Print/produce vendor, client, HR, and other checks and electronic transfers</li></ol>                                   | Core                |

| Competency D: Manage bank checking/spending accounts, credit card account activities, and monthly statements |      |
|--|------|
| PERFORMANCE CRITERIA   |      |
| <ol> <li>Document and recover bank account numbers, routing numbers, and account passwords</li> </ol>        | Core |
| Store and manage access to credit cards  | Core |
| 3. Collect and organize/catalog bank and credit account statements   | Core |
| Enter receipt/expenditure information from bank and credit account statements into information systems       | Core |

## Job Function 2: Manage data and recordkeeping

| Related Technical I   | nstruction  |   |
|---|---|---|
| KNOWLEDGE   | SKILLS  | TOOLS & TECHNOLOGIES  |
| <ul> <li>How to record data onto physical or electronic ledgers</li> <li>Excel formulas and basic mathematical and statistical operations on spreadsheets</li> <li>Basic recordkeeping</li> <li>Basic mathematics and statistical operations</li> </ul> | <ul> <li>Identify data discrepancies</li> <li>Ability to do quick calculations to verify accuracy of inputs</li> <li>Consolidate information, organizing ideas succinctly</li> <li>Write/communicate findings clearly</li> <li>Organize files and other physical and electronic documents</li> <li>Communicate with other team members, transfer information, etc.</li> </ul> | <ul> <li>Excel spreadsheets or similar software</li> <li>Calculator</li> <li>Ledger notebooks</li> <li>Word document</li> <li>QuickBooks or similar software</li> <li>CRM software such as Salesforce</li> <li>Journal or other type of notebook</li> </ul> |

| puro | petency A: Input data from sales, chases, and other receipts/expenditures   | Core or<br>Optional |
|------|---|---------------------|
| PERF | ORMANCE CRITERIA  |                     |
| 1.   | Identify relevant information from physical and electronic documents  | Core                |
| 2.   | Accurately input information into physical ledgers, Excel spreadsheets or similar software, or accounting software such as QuickBooks | Core                |
| 3.   | Identify discrepancies in the data  | Core                |
| 4.   | Communicate findings to supervisors and peers clearly and succinctly  | Core                |
| 5.   | Establish an efficient physical and electronic filing system to store and retrieve information  | Core                |

| Competency B: Maintain employee records including information on new hires, terminations, and changes to employee conditions and benefits; and reconcile discrepancies  PERFORMANCE CRITERIA | Core or<br>Optional |
|--|---------------------|
|  |                     |
| <ol> <li>Store and organize employee records, including CVs, tax forms,<br/>and employee benefits information in company information<br/>system</li> </ol>                                   | Core                |

| 2. | Communicate changes in benefits to employees  | Optional |
|----|---|----------|
| 3. | Identify discrepancies in employee records and reconcile them   | Core     |
|    | Coordinate efficiently with human resource department to transfer information from and to the accounting department | Core     |

| Competency C: Maintain customer and vendor profile data on customer relationship management (CRM) platform (if it exists) |          |
|---|----------|
| PERFORMANCE CRITERIA  |          |
| Maintain updated records and recognize when updates in vendor/customer profiles are needed                                | Core     |
| Accurately input information into customer resource management software   | Core     |
| 3. Troubleshoot CRM software  | Optional |
| 4. Identify, in a timely manner, discrepancies in the CRM system  | Core     |

| Competency D: Analyze sales and purchasing data, providing relevant indicators to supervisors and other stakeholders |  | Core or<br>Optional |
|--|--|---------------------|
| PERF   | DRMANCE CRITERIA   |                     |
| 1.   | Clean and organize data for analysis   | Core                |
| 2.   | Identify discrepancies in the data   | Core                |
| 3.   | Apply mathematical and statistical knowledge to reproduce or create new metrics for analysis | Core                |
| 4.   | Interpret relevant indicators and communicate findings to peers and supervisors              | Core                |

## Job Function 3: Manage payroll

| Related Technical I   | nstruction   |   |
|---|--|---|
| <ul> <li>Federal, state, and local laws governing employer/employee relationships</li> <li>How to balance checking and bank accounts and transfer money</li> <li>Payroll tax regulations and other federal, state, and local tax regulations</li> <li>How to write payroll checks</li> <li>Company-provided and public benefits available to employees</li> </ul> | Accurately write checks and log expenditures     Input values into spreadsheet or other accounting software     Understand complex regulations and laws relating to payroll taxes and labor laws     Understand company-provided and public employee benefits and supports     Communicate complex information to employees and employer | QuickBooks, ADP, or other related software     Calculator     Journal or other type of notebook |

| Competency A: Prepare and distribute pays checks   | Core or Optional |
|--|------------------|
| PERFORMANCE CRITERIA   |                  |
| Accurately write checks for employees  | Core             |
| <ol><li>Document, store, and organize payroll check copies and other<br/>related documents</li></ol> | er Core          |
| <ol> <li>Execute direct deposits, allocating needed funds to appropria accounts</li> </ol>           | ate Core         |
| 4. Distribute physical checks to employees when needed   | Core             |
| <ol><li>Accurately address employee and employer questions and concerns in a timely manner</li></ol> | Core             |

| Competency B: Manage company-provided and/or public benefits   | Core or<br>Optional |
|--|---------------------|
| PERFORMANCE CRITERIA   |                     |
| <ol> <li>Understand and accurately interpret regulations related to payroll<br/>and public-provided employee benefits</li> </ol> | Core                |
| <ol><li>Effectively communicate updates to company-provided and public<br/>benefits to employees and employer</li></ol>          | Core                |
| 3. Document changes to payroll regulations and internal policies   | Core                |

| Competency C: Collect and distribute payroll taxes                                    | Core or<br>Optional |
|---|---------------------|
| PERFORMANCE CRITERIA  |                     |
| Accurately allocate payroll taxes collected from employees to the appropriate account | Core                |
| Log allocations into the appropriate account logs/ledgers                             | Core                |
| Produce journal entries to document discrepancies and other issues                    | Core                |

## Job Function 4: Manage accounts receivable and payable

| Related Technical  | Instruction  |  |
|--|--|--|
| KNOWLEDGE  | SKILLS   | TOOLS & TECHNOLOGIES   |
| Elements of an invoice     How to input information into accounting information system | <ul> <li>Read invoices and identify relevant information</li> <li>Keep physical and electronic documents organized</li> <li>Communicate with customers and vendors, shippers, and other internal and external stakeholders</li> <li>Journal and record daily activities in appropriate journals and ledgers</li> </ul> | <ul> <li>QuickBooks or related accounting software</li> <li>Calculator</li> <li>Journal or other type of notebook</li> <li>Experian or other credit information systems</li> </ul> |

|      | petency A: Prepare, receive, and process dor invoices  | Core or<br>Optional |
|------|--|---------------------|
| PERF | ORMANCE CRITERIA   |                     |
| 1.   | Receive, document, store, and organize invoices received from vendors  | Core                |
| 2.   | Cross-check vendor invoices with shipping documents including bill of lading, packing lists, and so on for products received | Core                |
| 3.   | Log discrepancies between vendor invoices and shipping documents   | Core                |
| 4.   | Accurately pay vendors and log payments onto appropriate ledger  | Core                |
| 5.   | Communicate with internal team members and external stakeholders through phone, email, and so on                             | Core                |

| Competency B: Prepare, receive, and process customer invoices  | Core or<br>Optional |
|--|---------------------|
| PERFORMANCE CRITERIA   |                     |
| Cross-reference sales information to produce sales invoices  | Core                |
| 2. Receive, document, store, and organize customer invoices  | Core                |
| 3. Cross-check customer invoices with shipping documents including bill of lading, packing lists, and so on for products shipped | Core                |
| <ol> <li>Log discrepancies between customer invoices and shipping documents</li> </ol>   | Core                |
| 5. Accurately apply customer payments onto appropriate ledger  | Core                |

| 6. D | ocument any discrepancies or issues with customer invoices                                     | Core |
|------|--|------|
| st   | ommunicate with internal team members and external takeholders through phone, email, and so on | Core |
|      | repare documents needed to collect past-due invoices from ustomers on credit                   | Core |
| 9. U | nderstand the terms of credit  | Core |

| Competency C: Maintain customer and vendor invoice information system  | Core or<br>Optional |
|--|---------------------|
| PERFORMANCE CRITERIA   |                     |
| <ol> <li>Update customer and vendor profiles in information management<br/>system such as QuickBooks</li> </ol>                | Core                |
| Update physical and electronic invoices and related files  | Core                |
| 3. Identify different types of customer and vendor documents, such as invoices, bills of laden, purchase orders, and so on     | Core                |
| 4. Communicate with other team members and stakeholders  | Core                |
| <ol><li>Identify and correct discrepancies in the system resulting from<br/>errors in invoices and in inputting data</li></ol> | Core                |
| 6. Update customer credit records and inquire about new customers  | Core                |

## Job Function 5: Report on company finances and taxes

| Related Technical I   | nstruction   |   |
|---|--|---|
| KNOWLEDGE   | SKILLS   | TOOLS & TECHNOLOGIES  |
| <ul> <li>International, federal, state, and local tax regulations and laws, including accounting reporting standards</li> <li>Relevant information for each type of report</li> <li>Basic accounting indicators to feed into financial reports</li> </ul> | <ul> <li>Ability to work with sensitive documents</li> <li>Attention to detail and ability to identify discrepancies in a timely manner</li> <li>Edit texts and identify clear and concise ways of conveying information</li> <li>Communicate with peers and supervisors throughout the document preparation process, including receiving and implementing feedback from others</li> </ul> | <ul> <li>Excel or other types spreadsheet software</li> <li>Microsoft Word or other word processing software</li> <li>Calculator</li> </ul> |

| Competency A: Generate expense, profit, and other financial reports, including building accounting and financial indicators                           | Core or<br>Optional |
|---|---------------------|
| PERFORMANCE CRITERIA  |                     |
| <ol> <li>Understand the reporting requirements of expense, profit, income<br/>financial, and other internal and external financial reports</li> </ol> | Core                |
| Collect the information needed to prepare reports   | Core                |
| <ol> <li>Build financial indicators or collect financial indicators from new or<br/>existing data sources</li> </ol>                                  | Core                |
| 4. Ensure data is accurate and up to date   | Core                |
| <ol><li>Write up draft reports and connect with peers and supervisors to<br/>edit</li></ol>   | Core                |

| Competency B: Assist with and support the month-end and year-end closing process   | Core or<br>Optional |
|--|---------------------|
| PERFORMANCE CRITERIA   |                     |
| Communicate with other team members regarding the closing process, coordinating transfer of information and verifying accuracy of data | Core                |
| 2. Understand the basic monthly and year-end closeout procedures   | Core                |
| Accurately input and collect the needed data for the closeout  | Core                |

process

| Competency C: Prepare, file, and audit tax forms   | Core or<br>Optional |
|--|---------------------|
| PERFORMANCE CRITERIA   |                     |
| <ol> <li>Understand the needed regulations to navigate federal, state, ar<br/>local sales and value-added taxes</li> </ol>   | nd Core             |
| Accurately record tax collections and retrieve tax information when relevant   | Core                |
| <ol><li>Fluently use the different tax forms and identify the information<br/>needed for each form</li></ol>   | Core                |
| 4. Communicate clearly to internal and external stakeholders   | Core                |
| <ol><li>Identify relevant information in accounting systems needed for to<br/>filing</li></ol>   | ax Core             |
| <ol> <li>Identify discrepancies before and during auditing process and<br/>communicate discrepancies to both supervisors and internal and<br/>external auditors</li> </ol> | Core                |

#### STATEMENT OF INDEPENDENCE

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