

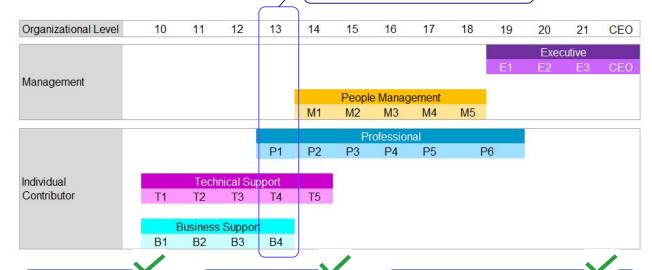
Global Career Framework

Leveling Criteria

Global Career Framework Overview

Organizational Level: This universal level applies across the organization.

- The Career Framework is made up of multiple components, starting with 2 Career Paths:
 - Management
 - Individual Contributor
- Within the 2 paths, there are
 5 Career Bands: Business
 Support, Technical Support,
 Professional, People
 Management and Executive.
- Within the 5 Career Bands, there are Career Levels that show the positioning of the job within each Band.



Career Paths:

The framework is divided into Management roles and Individual Contributor roles.

Career Bands:

The framework is made up of a number of career bands proving logical career progression tracks.

Career Levels:

Each career band is split into a number of career levels showing the 'positioning' of the job within the Band. Levels reflect increasing degrees of authority, responsibility and scope.

Leveling Criteria: There are 6 common leveling criteria that reflect knowledge and skills that are expected of a job across career paths and career bands.



Management Band Leveling Criteria (1/2)

	People Management Band						
	M1	M2	M3	M4	M5		
RequiresAccounts	 Work is primarily achieved through others, with direct accountability for setting direction, deploying resources, and managing people (including hire/ fire, pay, performance, and goal setting discussions) Requires management skill, business knowledge, and a strong technical foundation Accountable for business, functional or operational processes as well as for project and/or department budgets and the results of other people Typically directs a team of 3+ people 						
General Profile	Working team leader; spends a portion of time performing the work supervised Analyzes information to solve on-going problems and implements procedures and approaches to complete work Responsible for results of the team Provides direction to team using extensive knowledge of established precedents and practices	Supervises the daily activities of team members Sets priorities for the team to ensure task completion; coordinates work activities with other supervisors Problem solving is guided by policies and procedures; receives guidance and oversight from manager	Manages professional employees and/or Team Leads Has accountability for the performance and results of a team within own area of specialty Adapts departmental plans and priorities to address resource and operational challenges Decisions and problem solving are guided by policies, procedures and department plan; receives guidance from manager Provides technical guidance to employees, colleagues and/or customers	and or multiple teams of professionals - Is accountable for the performance and results of multiple related teams - Develops departmental plans, including business, production and/or organizational priorities - Decisions are guided by resource availability and organizational	 Provides leadership and direction through Directors, and Team Leads Is accountable for the performance and results of a large department major part of a function and/or multiple domains Develops and executes business plans/strategy to achieve key business objectives and contributes to the development of functional strategy Decisions are guided by functional or major operational segment strategy and priorities 		
Business Acumen	Uses insights into how the team integrates with other teams to coordinate efforts and resources to achieve shared and individual objectives	Applies operational business practices and coordinates with others closely related areas to improve efficiency	Applies understanding of the business and how own area integrates with others to achieve departmental objectives (direct team activity)	Applies knowledge of key business drivers and the factors that maximize department performance	 Applies broad industry knowledge and commercial awareness to develop strategic business plans and drive financial performance for a major segment of the organization 		



Management Band Leveling Criteria (2/2)

	People Management Band							
	M1	M2	M3	M4	M5			
Leadership	 Provides day-to-day supervision to a team including coaching on performance, coordinating activities, checking on quality and work progress 	 Has formal supervisory responsibilities; coordinates resources and sets daily priorities to meet operational objectives 		 Manages and coaches multiple related teams, sets departmental priorities and allocates resources to align with business objectives and annual plan 	 Leads a major area within a function through subordinate managers; contributes to the development of functional/operational long-term strategy and develops and executes strategy for area of responsibility 			
Problem Solving	Resolves problems, identifies the most appropriate solution and may establish new techniques to ensure the team is able to meet its objectives	 Uses judgment to identify, troubleshoot and resolve day-to-day technical and operational problems 	Identifies and solves technical and operational problems; understands and recognizes broader impact across the department	 Identifies and solves complex (leads the resolution of), operational and organizational problems leveraging the appropriate resources within or outside the department 	 Evaluates key business challenges; directs the resolution of highly complex or unusual business problems looking beyond existing methodologies applying advanced critical thinking 			
Impact	Has direct impact, on the quality of the tasks performed or services provided by the team	 Guided by policies and procedures, impacts the quality, efficiency and effectiveness of own team and its contribution to the department 	Guided by policies and departmental plan, impacts the team's ability to achieve service, quality and timeliness of objectives	 Guided by organization functional business plans, impacts the department results by supporting and funding of projects, products, services and/or technologies 	 Guided by organization functional strategy (business plans), has broad impact on the functional, divisional or regional results (by supporting and allocating resources for projects, products and/or technologies in consideration of future business needs) 			
Inter- personal Skills	Requires tact and diplomacy to exchange ideas and information in a concise and logical way	Explains information, conveys performance expectations and handles sensitive issues	- Guides and influences others either internally or externally to adopt a different point of view	take action and/or negotiates with external partners, vendors, and	 Negotiates with and influences senior leaders across the business to deliver on matters of significance to the function May serve as an advisor to key stakeholders by influencing internal policies/programs that impact the business 			



Professional Band Leveling Criteria (1/2)

	Professional Band							
	P1	P2	P3	P4	P5	P6		
 Requires the a Roles at the m 	 Applies a theoretical knowledge-base to work to achieve goals through own work Requires the application of theoretical knowledge, typically gained through formal education, or equivalent work experience that provides knowledge of and exposure to fundamental theories, principles and concepts of a defined profession Roles at the most senior levels of this career band set disciplinary strategy within their areas of expertise May provide leadership and quidance to others as a project/program manager using technical expertise 							
General Profile	Requires conceptual knowledge of theories, practices, and procedures within a job discipline Performs routine assignments using existing procedures Receives instruction, guidance and direction from more senior level roles Entry level to a professional career progression	Requires working knowledge and experience in own job discipline and broadens capabilities Continues to build knowledge of the company, processes and customers Performs a range of assignments related to job discipline Uses prescribed guidelines or policies in analysing situations Receives a moderate level of guidance and direction	Requires in-depth conceptual and practical knowledge in own job discipline and basic knowledge of related job disciplines Solves complex problems Works independently, receives minimal guidance May lead projects or project steps within a broader project or may have accountability for on-going activities or objectives Acts as a resource for colleagues with less experience Level at which career may stabilize for many years or until retirement	Requires specialized depth and/or breadth of expertise in own job discipline or field Leads others to solve complex problems Works independently, with guidance in only the most complex situations May lead functional teams or projects	Recognized as an expert within the company and requires indepth and/or breadth of expertise in own job discipline and broad knowledge of other job disciplines within the organization function Solves unique problems that have a broad impact on the business Contributes to the development of organization functional strategy Progression to this level is typically restricted on the basis of business requirements	Recognized as an external thought leader within a strategic organization function or job discipline and requires broad and comprehensive expertise in leading-edge theories, techniques and/or technologies within own field Proactively identifies and solves problems that impact the management and direction of the business May participate in the development of the product or business strategy Progression to this level is typically restricted on the basis of individual capabilities and business requirements		
Job Functional Knowledge	 Requires conceptual knowledge of theories, practices and procedures within a job discipline 	 Requires expanded conceptual knowledge in own job discipline and broadens capabilities 	 Requires in-depth conceptual and practical knowledge in own job discipline and basic knowledge of related job disciplines 	 Requires specialized depth and/or breadth of expertise in own job discipline or field 	Regarded as the technical expert in their job discipline within the organization Requires in-depth and/or breadth of expertise in own job discipline and broad knowledge of other job disciplines within the organization function	Recognized as "guru" or external expert in a job discipline Requires broad and comprehensive expertise in leading-edge theories, techniques and/or technologies within own field		



Professional Band Leveling Criteria (1/2)

Professional Band						
	P1	P2	P3	P4	P5	P6
Business Expertise	Applies general knowledge of business developed through education or past experience	Understands key business drivers; uses this understanding to accomplish own work	Has knowledge of best practices and how own area integrates with others; is aware of the competition and the factors that differentiate them in the market	Interprets internal/external business challenges and recommends best practices to improve products, processes or services	Anticipates business and regulatory issues; recommends product, process or service improvements	Influences internal/ external business and/or regulatory issues that have an impact on the business
Leadership	Accountable for own contributions	Provides informal guidance to new team members	 Acts as a resource for colleagues with less experience; may lead small projects with manageable risks and resource requirements 	 May lead functional teams or projects with moderate resource requirements, risk, and/or complexity 	Leads projects with notable risk and complexity; develops the strategy for project execution	Leads highly visible multidisciplinary project teams or initiatives; provides thought leadership
Problem Solving	Uses existing procedures to solve standard problems; analyzes information and standard practices to make judgments	Solves problems in straightforward situations; analyzes possible solutions using technical experience and judgment and precedents	Solves complex problems; takes a new perspective on existing solutions; exercises judgment based on the analysis of multiple sources of information	Leads others to solve complex problems; uses sophisticated analytical thought to exercise judgement and identify innovative solutions	Solves unique problems with broad impact on the business; requires conceptual and innovative thinking to develop solutions	Proactively identifies and solves the most complex problems; uses ground-breaking methods to think beyond existing solutions
Impact	Has limited impact on own work team; works within standardized procedures and practices to achieve objectives and meet deadlines	Impacts quality of own work and the work of others on the team; works within guidelines and policies	 Impacts a range of customer, operational, project or service activities within own team and other related teams; works within broad guidelines and policies 	Impacts the achievement of customer, operational, project or service objectives; work is guided by functional policies	Impacts the direction and resource allocation for program, project or services; works within general functional policies and industry guidelines	Impacts business direction through the development of innovative services or products
Inter- personal Skills	Exchanges straightforward information, asks questions and checks for understanding	Explains complex information to others in straightforward situations	Explains difficult or sensitive information; works to build consensus	Communicates difficult concepts and negotiates with others to adopt a different point of view	Communicates complex ideas, anticipates potential objections and persuades others, often at senior levels, to adopt a different point of view	Negotiates with senior management, customers, regulators or vendors to influence decisions



Operations & Technical Support Band Leveling Criteria (1/2)

	Operations and Technical Support Band						
	T1	T2	Т3	T4	T5		
Typically required highest levelsPerforms tas	Performs operational or technical work, often in support of professional roles Typically requires specific expertise and knowledge of standards, practices and procedures acquired through specialized training and/or work experience and/or formal technical education; at the highest levels, typically requires formal certification within the area of technical specialty Performs tasks according to established procedures						
Profile	 Requires skills developed through formal training or work experience Works within established procedures and guidelines with limited ability to modify approach Completes assigned tasks with a moderate degree of supervision 	analytical or scientific method or operational process - Works within clearly defined standard operating procedures and/or scientific methods and adheres to quality guidelines - Works with close supervision	 Requires working knowledge and skills to perform a defined set of analytical scientific or operational processes Applies experience and skills to complete assigned work within own area of expertise Works within standard operating procedures and/or scientific methods Works with a moderate degree of supervision 	considerable on-the-job experience - Completes a variety of atypical assignments - Works within defined technical processes and procedures or methodologies and may help determine	 Requires specialized expertise in technical processes or procedures Completes assignments and facilitates the work activities of others; may coordinate work beyond own area May act as a lead, providing subject matter guidance to team members but is not a supervisor Works autonomously within established procedures and practices; proposing improvements to processes and methods as needed 		
Job Functional Knowledge	Demonstrates proficiency in a range of processes or procedures	 Requires basic technical skills in analytical/scientific methods or operational processes to perform routine and straightforward activities 	 Requires broadened technical skills in analytical/scientific methods or operational processes to perform a defined array of activities 	Requires full proficiency in a range of technical processes and procedures through job-related training and considerable on-the-job experience to perform a range of work assignments	 Requires specialized technical expertise within an analytical/scientific method or operational process to perform a broad range of complex work assignments 		



Operations & Technical Support Band Leveling Criteria (2/2)

	Operations and Technical Support Band					
	T1	T2	T3	T4	T5	
Business Expertise	Understands how assigned duties relate to others in the team	 Understands how the assigned duties relate to others in the team and how the team integrates with others 	Understands how the team integrates with others to accomplish the team objectives	Understands how own and related teams coordinate their efforts and resources to achieve objectives	 Understands how own and related teams efforts impact broader organizational objectives 	
Leadership	Has no supervisory responsibilities	Has no supervisory responsibilities	 Has no supervisory responsibilities; manages own workload 	May act as an informal resource for team members with less experience	 May act as a team lead, providing subject matter guidance to more junior team members – but is not a supervisor 	
Problem Solving	 Recognizes and solves typical problems that can occur in own work area without supervisory approval; evaluates and selects solutions from established options 	 Addresses defined and straightforward problems using existing standard operating procedures or analytical/scientific methods 	 Recognizes and solves typical problems that can occur in own work area by evaluating and selecting solutions from established operating procedures and/or analytical/scientific methods 	Provides solutions to problems in situations that are atypical or occur infrequently based on existing precedents or procedures	 Gathers and analyzes data to identify and solve complex problems that arise with little or no precedent 	
Impact	Impacts the efficiency and accuracy of own work	- Impacts the quality of own work	Impacts the quality of own work and team	 Impacts the team's results through the quality and effectiveness of own work 	 Impacts the effectiveness of own team and closely related teams 	
Interpersonal Skills	Exchanges straightforward information in routine situations	Communicates basic technical information with team members	Communicates moderately complex technical information within the team	Explains complex technical information including interdependencies within the team and others	 Exchanges advanced technical information and ideas effectively; uses tact and diplomacy when dealing with own and other teams 	



Business Support Band Leveling Criteria (1/2)

Business Support Band								
	U1: Entry	U2: Intermed	U3: Senior	U4: Lead				
Typically uses adminisJobs often have an acc	Jobs often have an acquired knowledge about processes or tasks either through specialized education, vocational study and/or training (on-the-job training)							
General Profile	Acquires basic skills to perform routine tasks Work is prescribed and completed with little autonomy Works with either close supervision or under clearly defined procedures Entry level to a business support career progression	Requires working knowledge and skills developed through formal training or work experience Identifies the problems and all relevant issues in straightforward situations, assesses each using standard procedures, and makes sound decisions Works within established procedures with a moderate degree of supervision	Requires full proficiency gained through job-related training and considerable onthe-job experience to perform a range of tasks Takes a broad perspective to problems and spots new, less obvious solutions Identifies key issues and patterns from partial/conflicting data Completes work with a limited degree of supervision Likely to act as an informal resource for colleague with less experience	Requires advanced skills and expertise in a variety of work processes or activities Generates new and innovative solutions to complex problems May act as a team lead, coordinating the work of others, but not a supervisor Works autonomously within established procedures and practices Anticipates patterns and links; looks beyond the immediate problem to the wider implications				
Job Functional Knowledge	Develops skills to perform basic activities in own job	Requires established skills to perform a range of routine activities	Requires a broad understanding of the job and applies skills and knowledge in a range of processes, procedures and systems or requires deep skills in a single area	Requires advanced skills and expertise in a range of processes, procedures and systems				
Business Expertise	Understands how the assigned duties integrate with others in the team	Understands how the assigned duties relate to others in the team and how the team integrates with other related teams	Understands how the team integrates with others to accomplish team objectives	Understands how related teams coordinate their efforts and resources to achieve objectives				



Business Support Band Leveling Criteria (2/2)

Business Support Band							
	U1: Entry	U2: Intermed	U3: Senior	U4: Lead			
Leadership	Has no supervisory responsibilities	Has no supervisory responsibilities; manages own workload	May act as an informal resource for team members with less experience	As a specialist or lead for the team, may provide subject matter guidance to team members with less experience			
Problem Solving	Uses existing procedures to solve straightforward problems; has limited opportunity to exercise discretion	 Recognizes and solves typical problems that can occur in own work area without supervisory approval; evaluates and selects solutions from established options 	Provides solutions to problems in situations that are atypical or infrequently occurring based on practice and existing precedents or procedures	Gathers and analyzes data to identify and solve complex problems that arise with little or no precedent			
Impact	Impacts the accuracy of own work; receives close supervision; duties are clearly defined, and methods and tasks are described in detail	Impacts own team through the quality of the services or information provided; follows standardized procedures and practices and receives regular but moderate supervision and guidance	Impacts the quality, timeliness and effectiveness of the team; uses discretion to modify work practices and processes to achieve results or improve efficiency	Impacts own team and other teams whose work activities are closely related; suggests improvements to existing processes and solutions to improve the efficiency of the team			
Inter- personal Skills	Uses communication skills and common courtesy (to exchange basic process information and provide services)	Uses communication skills to exchange straightforward information	Explains detailed and/or complicated information within the team	Evaluates and communicates unusual and/or complex content in a clear manner			

