

CONSUMER ELECTRONICS PROCESS CLASSIFICATION FRAMEWORK®

Version 7.2.1

CONSUMER ELECTRONICS PCF OVERVIEW

Based on the renowned Process Classification Framework® (PCF), The Consumer Electronics PCF® is customized to define processes used within organizations around the world. Version 7.2.1 of the The Consumer Electronics PCF® includes changes to make it compliant with the most recent information in Cross Industry PCF® v7.2.1. This version of the PCF was developed in conjunction with Wipro and contains feedback from a variety of individuals within the industry. APQC provided much of the subject matter expertise to create this industry specific process classification framework.

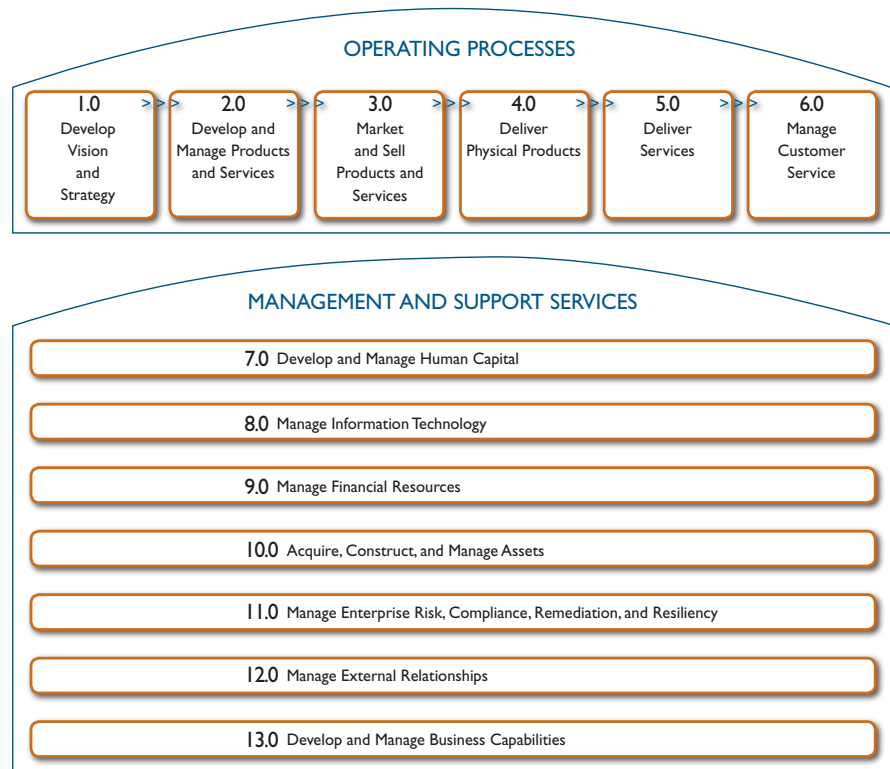
THE FRAMEWORK FOR PROCESS IMPROVEMENT

Experience shows that the potential of benchmarking to drive dramatic improvement lies squarely in making out-of-the-box comparisons and searching for insights not typically found within intra-industry paradigms. To enable this beneficial benchmarking, the APQC Process Classification Framework (PCF)® serves as a high-level, industry-neutral enterprise process model that allows organizations to see their business processes from a cross-industry viewpoint. The cross-industry framework has experienced more than 20 years of creative use by thousands of organizations worldwide. The PCF provides the foundation for APQC's Open Standards Benchmarking® (OSB) database and the work of its advisory council of global industry leaders. Each version of the PCF will continue to be enhanced as the OSB database further develops definitions, processes, and measures. The PCF and associated measures and benchmarking surveys are available for download from the Open Standards Benchmarking web site at www.apqc.org/osb.

HISTORY

The cross-industry Process Classification Framework® was originally envisioned as a taxonomy of business processes and a common language through which APQC member organizations could benchmark their processes. The initial design involved APQC and more than 80 organizations with a strong interest in advancing the use of benchmarking in the United States and worldwide. Since its inception in 1992, the PCF has seen updates to most of its content. These updates keep the framework current with the ways that organizations do business around the world. In 2014, APQC worked to enhance the cross-industry PCF and updated a number of industry-specific process classification frameworks.

The PCF is written in United States English language format.



LOOKING FORWARD

The cross-industry and industry Process Classification Frameworks are evolving models, which APQC will continue to enhance and improve regularly. Thus, APQC encourages comments, suggestions, and more importantly, the sharing of insights from having applied the PCF within your organization. Share your suggestions and experiences with the PCF by e-mailing pcf_feedback@apqc.org.

ABOUT APQC

An internationally recognized resource for process and performance improvement, APQC helps organizations adapt to rapidly changing environments, build new and better ways to

work, and succeed in a competitive marketplace. With a focus on productivity, knowledge management, benchmarking, and quality improvement initiatives, APQC works with its member organizations to identify best practices; discover effective methods of improvement; broadly disseminate findings; and connect individuals with one another and the knowledge, training, and tools they need to succeed. Founded in 1977, APQC is a member-based non profit serving organizations around the world in all sectors of business, education, and government. APQC is also a proud winner of the 2003, 2004, 2008, 2012, and 2013 North American Most Admired Knowledge Enterprises (MAKE) awards. This award is based on a study by Teleos, a European-based research firm, and the KNOW network.

PROCESS CLASSIFICATION FRAMEWORK®

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PCF LEVELS EXPLAINED

Level 1 - Category	10.0 Manage Enterprise Risk, Compliance, Remediation and Resiliency (16437)
Represents the highest level of process in the enterprise, such as Manage customer service, Supply chain, Financial organization, and Human resources.	
Level 2 - Process Group	10.1 Manage enterprise risk (17060)
Indicates the next level of processes and represents a group of processes. Perform after sales repairs, Procurement, Accounts payable, Recruit/source, and Develop sales strategy are examples of process groups.	
Level 3 - Process	10.1.4 Manage business unit and function risk (17061)
A process is the next level of decomposition after a process group. The process may include elements related to variants and rework in addition to the core elements needed to accomplish the process.	
Level 4 - Activity	10.1.4.3 Develop mitigation plans for risks (16458)
Indicates key events performed when executing a process. Examples of activities include Receive customer requests, Resolve customer complaints, and Negotiate purchasing contracts.	
Level 5 - Task	10.1.4.3.1 Assess adequacy of insurance cover (18129)
Tasks represent the next level of hierarchical decomposition after activities. Tasks are generally much more fine grained and may vary widely across industries. Examples include: Create business case and obtain funding and Design recognition and reward approaches.	

PROCESS ELEMENT NUMBERING SCHEME

The PCF identifies each process element using a unique 5-digit reference number following the name of the process element.[i.e., **(16437)**, **(17060)**, **(17061)** **(16458)**, **(18129)**, shown in the above graphic]. This number will always refer to the conceptual definition of the process element. The actual process elements and actual definition may change, but conceptually the decomposition will remain consistent considering the entire scope of the PCF. A new 5-digit number will be assigned to a process element if its definition substantially changes.

I.0 Develop Vision and Strategy (I0002)

1.1 Define the business concept and long-term vision (17040)

- 1.1.1 Assess the external environment (10017)
 - 1.1.1.1 Identify competitors (19945)
 - 1.1.1.2 Analyze and evaluate competition (10021)
 - 1.1.1.3 Identify economic trends (10022)
 - 1.1.1.4 Identify political and regulatory issues (10023)
 - 1.1.1.5 Assess new technology innovations (10024)
 - 1.1.1.6 Analyze demographics (10025)
 - 1.1.1.7 Identify social and cultural changes (10026)
 - 1.1.1.8 Identify ecological concerns (10027)
 - 1.1.1.9 Identify intellectual property concerns (16790)
 - 1.1.1.10 Evaluate IP acquisition options (16791)
- 1.1.2 Survey market and determine customer needs and wants (10018)
 - 1.1.2.1 Conduct qualitative/quantitative research and assessments (10028)
 - 1.1.2.2 Capture customer needs and wants (19946)
 - 1.1.2.3 Assess customer needs and wants (19947)
- 1.1.3 Assess the internal environment (10019)
 - 1.1.3.1 Analyze organizational characteristics (10030)
 - 1.1.3.2 Analyze internal operations (19948)
 - 1.1.3.3 Create baselines for current processes (10031)
 - 1.1.3.4 Analyze systems and technology (10032)
 - 1.1.3.5 Analyze financial health (10033)
 - 1.1.3.6 Identify core competencies (10034)
- 1.1.4 Establish strategic vision (10020)
 - 1.1.4.1 Define the strategic vision (19949)
 - 1.1.4.2 Align stakeholders around strategic vision (10035)
 - 1.1.4.3 Communicate strategic vision to stakeholders (10036)
- 1.1.5 Conduct organization restructuring opportunities (16792)
 - 1.1.5.1 Identify restructuring opportunities (16793)
 - 1.1.5.2 Perform due-diligence (16794)
 - 1.1.5.3 Analyze deal options (16795)
 - 1.1.5.3.1 Evaluate acquisition options (16796)
 - 1.1.5.3.2 Evaluate merger options (16797)
 - 1.1.5.3.3 Evaluate de-merger options (16798)
 - 1.1.5.3.4 Evaluate divesture options (16799)

1.2 Develop business strategy (10015)

- 1.2.1 Develop overall mission statement (10037)
 - 1.2.1.1 Define current business (10044)
 - 1.2.1.2 Formulate mission (10045)
 - 1.2.1.3 Communicate mission (10046)
- 1.2.2 Define and evaluate strategic options to achieve the objectives (10038)
 - 1.2.2.1 Define strategic options (10047)

- 1.2.2.1.1 Select partnerships and relationships to support the extended enterprise (18083)
- 1.2.2.2 Assess and analyze impact of each option (10048)
 - 1.2.2.2.1 Identify implications for key operating model business elements that require change (13289)
 - 1.2.2.2.2 Identify implications for key technology aspects (13290)
- 1.2.2.3 Develop B2B strategy (16800)
 - 1.2.2.3.1 Develop service as a product strategy (16801)
- 1.2.2.4 Develop B2C strategy (16802)
- 1.2.2.5 Develop partner/alliance strategy (16803)
- 1.2.2.6 Develop crowd sourcing strategy (16804)
- 1.2.2.7 Develop merger/demerger/acquisition/exit strategy (16805)
- 1.2.2.8 Develop innovation strategy (16806)
- 1.2.2.9 Develop sustainability strategy (14189)
- 1.2.2.10 Develop global support strategy (19950)
- 1.2.2.11 Develop shared services strategy (19951)
- 1.2.2.12 Develop lean/continuous improvement strategy (14197)
- 1.2.2.13 Develop innovation strategy and framework (19952)
- 1.2.3 Select long-term business strategy (10039)
- 1.2.4 Coordinate and align functional and process strategies (10040)
- 1.2.5 Create organizational design (10041)
 - 1.2.5.1 Evaluate breadth and depth of organizational structure (10049)
 - 1.2.5.2 Perform job-specific roles mapping and value-added analyses (10050)
 - 1.2.5.3 Develop role activity diagrams to assess hand-off activity (10051)
 - 1.2.5.4 Perform organization redesign workshops (10052)
 - 1.2.5.5 Design the relationships between organizational units (10053)
 - 1.2.5.6 Develop role analysis and activity diagrams for key processes (10054)
 - 1.2.5.7 Assess organizational implication of feasible alternatives (10055)
 - 1.2.5.8 Migrate to new organization (10056)
- 1.2.6 Develop and set organizational goals (10042)
 - 1.2.6.1 Identify organizational goals (19953)
 - 1.2.6.2 Establish baseline metrics (19954)
 - 1.2.6.3 Monitor performance against goals (19955)
- 1.2.7 Formulate business unit strategies (10043)

1.2.7.1	Analyze business unit strategies (19956)	1.3.1.1	Identify strategic priorities (19975)
1.2.7.2	Identify core competency for each business unit (19957)	1.3.1.2	Develop strategic initiatives based on business/customer value (19976)
1.2.7.3	Refine business unit strategies in support of company strategy (19958)	1.3.1.3	Review with stakeholders (19977)
1.2.8	Develop customer experience strategy (19959)	1.3.2	Evaluate strategic initiatives (10058)
1.2.8.1	Assess customer experience (19960)	1.3.2.1	Determine business value for each strategic priority (19978)
1.2.8.1.1	Identify and review customer touchpoints (19961)	1.3.2.2	Determine the customer value for each strategic priority (19979)
1.2.8.1.2	Assess customer experience across touchpoints (19962)	1.3.3	Select strategic initiatives (10059)
1.2.8.1.3	Perform root cause analysis of problematic customer experiences (19963)	1.3.3.1	Prioritize strategic initiatives (19980)
1.2.8.2	Design customer experience (19964)	1.3.3.2	Communicate strategic initiatives to business units and stakeholders (19981)
1.2.8.2.1	Define and manage personas (16612)	1.3.4	Establish high-level measures (10060)
1.2.8.2.2	Create customer journey maps (19965)	1.3.4.1	Identify business value drivers (19982)
1.2.8.2.3	Define single view of the customer for the organization (19966)	1.3.4.2	Establish baselines for business value drivers (19983)
1.2.8.2.4	Define a vision for the customer experience (19967)	1.3.4.3	Monitor performance against baselines (19984)
1.2.8.2.5	Validate with customers (19968)	1.3.5	Execute strategic initiatives (19507)
1.2.8.2.6	Align experience with brand values and business strategies (19969)	1.4	Develop and maintain business models (20944)
1.2.8.2.7	Develop content strategy (19970)	1.4.1	Develop business models (20945)
1.2.8.3	Design customer experience support structure (19971)	1.4.1.1	Assemble business model information (20946)
1.2.8.3.1	Identify required capabilities (19972)	1.4.1.2	Secure appropriate approvals (20947)
1.2.8.3.2	Identify impact on functional processes (19973)	1.4.1.3	Identify integration points with existing models (20948)
1.2.8.4	Develop customer experience roadmap to develop and implement defined capabilities (19974)	1.4.1.4	Adopt the business model (20949)
1.2.9	Communicate strategies internally and externally (18916)	1.4.2	Maintain business models (20950)
1.3	Execute and measure strategic initiatives (10016)	1.4.2.1	Establish business model maintenance parameters (20951)
1.3.1	Develop strategic initiatives (10057)	1.4.2.2	Accept business model feedback parameters (20952)
		1.4.2.3	Prioritize and manage incoming feedback (20953)
		1.4.2.4	Update existing models (20954)
		1.4.3	Establish business model governance (20955)

2.0 Develop and Manage Products and Services (10003)

2.1 Govern and manage product/service development program (19696)

- 2.1.1 Manage product and service portfolio (10061)
- 2.1.2 Evaluate performance of existing products/services against market opportunities (10063)
 - 2.1.2.1 Evaluate new product/service ideas against existing product, new product development portfolio and past products (11332)
- 2.1.3 Confirm alignment of product/service concepts with business strategy (10066)
 - 2.1.3.1 Plan and develop cost and quality targets (10073)
 - 2.1.3.2 Prioritize and select new product/service concepts (10074)
 - 2.1.3.3 Specify development timing targets (10075)
 - 2.1.3.4 Plan for product/service offering modifications (10076)
- 2.1.4 Manage product and service life cycle (10067)
 - 2.1.4.1 Develop plan for new product/service development and introduction/launch (16824)
 - 2.1.4.2 Introduce new products/services (10077)
 - 2.1.4.3 Retire outdated products/services (10078)
 - 2.1.4.4 Identify and refine performance indicators (10079)
 - 2.1.4.5 Conduct post launch review (11423)
 - 2.1.4.5.1 Carry out post launch analytics to test the acceptability in the market (19646)
 - 2.1.4.5.2 Review market performance (11424)
 - 2.1.4.5.3 Review effectiveness of supply chain and distribution network (11425)
 - 2.1.4.5.4 Apply data and analytics to review supply chain methodologies (19647)
 - 2.1.4.5.5 Review quality and performance of the product/service (11426)
 - 2.1.4.5.6 Conduct financial review (11427)
 - 2.1.4.5.7 Conduct new product development process assessment (11428)
- 2.1.5 Manage and control design of products and services (16825)
- 2.1.6 Manage patents, copyrights, and regulatory requirements (19985)
 - 2.1.6.1 Conduct mandatory and elective reviews (19941)
 - 2.1.6.2 Review infringement of patents and copyrights (16826)
 - 2.1.6.3 Determine patent and copyright needs (16827)
 - 2.1.6.4 Define product technical documentation management requirements (19697)
 - 2.1.6.5 Manage regulatory requirements (12771)
 - 2.1.6.5.1 Train employees on appropriate regulatory requirements (12772)
 - 2.1.6.5.2 Maintain records for regulatory agencies (12773)

- 2.1.6.5.3 Manage regulatory submission life cycle (12776)

- 2.1.7 Manage product and service master data (11740)
 - 2.1.7.1 Manage materials master lists (11741)
 - 2.1.7.2 Manage bills of material (11742)
 - 2.1.7.3 Manage routings (11743)
 - 2.1.7.4 Manage specifications (11744)
 - 2.1.7.5 Manage drawings (11745)
 - 2.1.7.6 Manage product/material classification (11746)
 - 2.1.7.7 Develop and maintain quality/inspection documents (11747)
 - 2.1.7.8 Maintain process specification data (11748)
 - 2.1.7.9 Manage traceability data (11749)
 - 2.1.7.10 Review and approve data access requests (11750)

2.2 Generate and define new product/service ideas (19698)

- 2.2.1 Perform discovery research (10065)
 - 2.2.1.1 Identify new technologies (10070)
 - 2.2.1.2 Develop new technologies (10071)
 - 2.2.1.3 Assess feasibility of integrating new leading technologies into product/service concepts (10072)
 - 2.2.1.4 Identify and refine stability indicators (16816)
- 2.2.2 Generate new product/service concepts (19669)
 - 2.2.2.1 Gather new product/service ideas and requirements (19986)
 - 2.2.2.2 Analyze new product/service ideas and requirements (19987)
 - 2.2.2.3 Evaluate new product/service inputs and requirements (19988)
 - 2.2.2.4 Formulate new product/service concepts (19989)
 - 2.2.2.5 Identify potential improvements to existing products and services (10068)
 - 2.2.2.5.1 Derive requirements from social media and tools (16807)
- 2.2.3 Define product/service development requirements (19990)
 - 2.2.3.1 Define product/service requirements (11331)
 - 2.2.3.1.1 Define basic functional requirements (19991)
 - 2.2.3.1.2 Derive interoperability requirements for products and services (16808)
 - 2.2.3.1.3 Derive safety requirements for products and services (16809)
 - 2.2.3.1.4 Derive security requirements for products and services (16810)
 - 2.2.3.1.5 Derive regulatory compliance requirements (16811)
 - 2.2.3.1.6 Derive requirements from industry standards (16812)
 - 2.2.3.1.7 Develop user experience requirements (19992)

- 2.2.3.1.8 Derive 'services-as-a-product' offering (16814)
- 2.2.3.2 Define post launch support model (16815)
- 2.2.3.3 Identify product/service bundling opportunities (17389)

2.3 Develop products and services (10062)

- 2.3.1 Design and prototype products and services (19993)
 - 2.3.1.1 Assign resources to product/service project (10083)
 - 2.3.1.1.1 Identify requirements for product/service design/development partners (19994)
 - 2.3.1.2 Prepare high-level business case and technical assessment (10084)
 - 2.3.1.3 Develop product/service design specifications (10085)
 - 2.3.1.3.1 Develop user experience design specifications (16813)
 - 2.3.1.4 Provide warranty-related recommendations (16817)
 - 2.3.1.5 Document design specifications (10086)
 - 2.3.1.6 Conduct mandatory and elective external reviews (10087)
 - 2.3.1.7 Design products/services (19995)
 - 2.3.1.7.1 Design for manufacturing (16819)
 - 2.3.1.7.2 Design for product servicing (16820)
 - 2.3.1.7.3 Design for re-manufacturing (16821)
 - 2.3.1.7.4 Review product troubleshooting methodology (16822)
 - 2.3.1.7.5 Design and manage product data, design, and bill of materials (16818)
 - 2.3.1.7.6 Design for product upgrades (16823)
 - 2.3.1.8 Build prototypes/proof of concepts (10088)
 - 2.3.1.9 Develop product hardware and software (16828)
 - 2.3.1.10 Develop services (16829)
 - 2.3.1.11 Evaluate design based on critical to quality parameters (16831)
 - 2.3.1.12 Analyze design specifications for improvements (16832)
 - 2.3.1.13 Develop and test prototype production and/or service delivery process (10098)
 - 2.3.1.14 Eliminate quality and reliability problems (10089)
 - 2.3.1.15 Conduct in-house product/service testing and evaluate feasibility (10090)
 - 2.3.1.16 Identify design/development performance indicators (10091)
 - 2.3.1.17 Collaborate on design with suppliers and external partners (10092)
- 2.3.2 Test market for new or revised products and services (19996)
 - 2.3.2.1 Prepare detailed market study (10093)
 - 2.3.2.2 Conduct customer tests and interviews (10094)
 - 2.3.2.3 Finalize product/service characteristics and business cases (10095)
- 2.3.2.4 Finalize technical requirements (10096)
- 2.3.3 Evaluate products and services (18611)
 - 2.3.3.1 Conduct product pre-certification (16834)
 - 2.3.3.2 Validate product conformance to qualify for industry specific product certification (16835)
 - 2.3.3.3 Validate product conformance to qualify for country specific product certification (16836)
- 2.3.4 Prepare for production/service delivery (19997)
 - 2.3.4.1 Establish manufacturing process (16837)
 - 2.3.4.2 Identify and develop new tools, fixtures and equipment (16838)
 - 2.3.4.3 Establish production part approval process (16839)
 - 2.3.4.4 Prepare gating criteria for product development milestones and targets (16833)
 - 2.3.4.5 Design and obtain necessary capabilities/materials and equipment (10099)
 - 2.3.4.6 Identify requirements for changes to manufacturing/delivery processes (10097)
 - 2.3.4.7 Request engineering/process change (11418)
 - 2.3.4.8 Install and validate production/service delivery process (10100)
 - 2.3.4.8.1 Monitor initial production runs (11417)
 - 2.3.4.9 Optimize manufacturing process and resources (16840)
 - 2.3.4.10 Conduct quality control process (16841)
 - 2.3.4.11 Build final distribution and production plans (11411)
 - 2.3.4.12 Develop final product and manufacturing costs (11404)
 - 2.3.4.13 Validate launch procedures (19998)
- 2.3.5 Launch products/services (11408)
 - 2.3.5.1 Develop packaging (11402)
 - 2.3.5.2 Order Packaging and ingredients (11412)
 - 2.3.5.3 Design to reduce transit failures and damages (16842)
 - 2.3.5.4 Design for efficient handling of reverse logistics (16843)
 - 2.3.5.5 Manufacture and release finished product (11414)
 - 2.3.5.6 Distribute Product (11415)
- 2.3.6 Support and implement changes to product manufacturing and service delivery process (11416)
 - 2.3.6.1 Manage engineering change orders (11419)
 - 2.3.6.2 Identify product/service design and configuration changes (11420)
 - 2.3.6.3 Capture feedback to refine existing products and services process (11421)

3.0 Market and Sell Products and Services (10004)

3.1 Understand markets, customers, and capabilities (10101)

- 3.1.1 Perform customer and market intelligence analysis (10106)
 - 3.1.1.1 Conduct customer and market research (10108)
 - 3.1.1.1.1 Understand consumer needs and predict customer purchasing behavior (10114)
 - 3.1.1.2 Identify market segments (10109)
 - 3.1.1.2.1 Determine market share gain/loss (10115)
 - 3.1.1.3 Analyze market and industry trends (10110)
 - 3.1.1.4 Analyze competing organizations, competitive/substitute products/services (10111)
 - 3.1.1.5 Evaluate existing products/services (10112)
 - 3.1.1.6 Assess internal and external business environment (10113)
- 3.1.2 Evaluate and prioritize market opportunities (10107)
 - 3.1.2.1 Quantify market opportunities (10116)
 - 3.1.2.2 Determine target segments (10117)
 - 3.1.2.2.1 Identify under-served and saturated market segments (18941)
 - 3.1.2.3 Prioritize opportunities consistent with capabilities and overall business strategy (10118)
 - 3.1.2.4 Validate opportunities (10119)
 - 3.1.2.4.1 Test with customers/consumers (10120)
 - 3.1.2.4.2 Confirm internal capabilities (10121)

3.2 Develop marketing strategy (10102)

- 3.2.1 Define offering and customer value proposition (11168)
 - 3.2.1.1 Define offering and positioning (11169)
 - 3.2.1.2 Develop value proposition including brand positioning for target segments (11170)
 - 3.2.1.3 Validate value proposition with target segments (11171)
 - 3.2.1.4 Develop new branding (11172)
- 3.2.2 Define pricing strategy (10123)
 - 3.2.2.1 Conduct pricing analysis (13169)
 - 3.2.2.2 Establish guidelines for applying pricing and discounting of products/services (10124)
 - 3.2.2.3 Establish pricing targets (19999)
 - 3.2.2.4 Approve pricing strategies/policies and targets (10125)
- 3.2.3 Define and manage channel strategy (20000)
 - 3.2.3.1 Determine channels to be supported (20001)
 - 3.2.3.2 Establish channel objectives (20002)
 - 3.2.3.3 Determine channel role and fit with target segments (10127)
 - 3.2.3.4 Select channels for target segments (10128)
 - 3.2.3.5 Identify required channel capabilities (20003)
 - 3.2.3.6 Evaluate channel attributes and potential partners (10126)

- 3.2.3.7 Orchestrate seamless customer experience across supported channels (20004)
 - 3.2.3.7.1 Define omni-channel strategy (16590)
 - 3.2.3.7.2 Define omni-channel requirements (16591)
 - 3.2.3.7.3 Develop omni-channel policies and procedures (16592)
- 3.2.3.8 Develop and manage execution roadmap (20005)
- 3.2.4 Analyze and manage channel performance (20006)
 - 3.2.4.1 Establish channel-specific metrics and targets (16573)
 - 3.2.4.2 Monitor and report performance (16574)
 - 3.2.4.3 Monitor and report events influencing factors (16575)
 - 3.2.4.4 Analyze performance (16500)
 - 3.2.4.5 Develop plan for improvements (16501)
- 3.2.5 Develop and manage brands (16844)
 - 3.2.5.1 Develop marketing strategy for new and existing brands (16845)
 - 3.2.5.2 Define brand equity position (16846)
 - 3.2.5.3 Access brand performance management (16847)
- 3.2.6 Develop marketing communication strategy (16848)
 - 3.2.6.1 Develop customer communication calendar (16849)
 - 3.2.6.2 Define public relations (PR) strategy (16850)
 - 3.2.6.3 Define direct marketing strategy (16851)
 - 3.2.6.4 Define internal marketing communication strategy (16852)
 - 3.2.6.5 Identify new media for marketing communication (16853)
 - 3.2.6.6 Define new media communication strategy (16854)
 - 3.2.6.7 Define point of sale (POS) communication strategy (16855)
 - 3.2.6.8 Define communication guidelines and mechanisms (16827)
- 3.2.7 Design and manage customer loyalty program (18924)
 - 3.2.7.1 Define customer loyalty program (20007)
 - 3.2.7.2 Acquire members to customer loyalty program (18925)
 - 3.2.7.3 Build engagement and relationship with members (18926)
 - 3.2.7.4 Monitor customer loyalty program benefits to the enterprise and the customer (16633)
 - 3.2.7.5 Optimize loyalty program value to both the enterprise and the customer (18927)
- 3.2.8 Define customer experience strategy (16856)
 - 3.2.8.1 Define customer segment based experience (16857)
 - 3.2.8.2 Define customer lifecycle/value based strategy (16859)

- 3.2.8.3 Define tailored product and services experience (16860)
- 3.2.8.4 Define customer acquisition strategy (16861)
- 3.2.8.5 Define customer retention strategy (16862)
- 3.2.8.6 Deliver multichannel consumer experience (16863)
- 3.2.8.7 Define marketing channel innovation strategy (16864)
- 3.2.8.8 Define marketing channel innovation framework (16865)
- 3.2.8.9 Develop engagement plan for new media channel (16866)

3.3 Develop and manage marketing plans (20008)

- 3.3.1 Establish goals, objectives, and metrics for products/ services by channel/segment (10148)
- 3.3.2 Establish marketing budgets (10149)
 - 3.3.2.1 Confirm marketing alignment to business strategy (10155)
 - 3.3.2.2 Determine costs of marketing (10156)
 - 3.3.2.3 Create marketing budget (10157)
 - 3.3.2.4 Determine projected ROI for marketing investment (17683)
- 3.3.3 Develop and manage pricing (20593)
 - 3.3.3.1 Understand resource requirements for each product/service and delivery channel/method (20009)
 - 3.3.3.2 Determine corporate incentives (18948)
 - 3.3.3.3 Determine pricing based on volume/unit forecast (10163)
 - 3.3.3.4 Execute pricing plan (10164)
 - 3.3.3.5 Evaluate pricing performance (10165)
 - 3.3.3.6 Refine pricing as needed (10166)
 - 3.3.3.7 Implement promotional pricing programs (11495)
 - 3.3.3.8 Implement other retail pricing programs (11496)
 - 3.3.3.9 Communicate and implement price changes (11497)
 - 3.3.3.10 Achieve regulatory approval for pricing (17684)
- 3.3.4 Develop and manage promotional activities (20010)
 - 3.3.4.1 Define promotional concepts and objectives (10167)
 - 3.3.4.2 Develop marketing messages (10159)
 - 3.3.4.3 Define target audience (10160)
 - 3.3.4.4 Plan and test promotional activities (10168)
 - 3.3.4.5 Execute promotional activities (10169)
 - 3.3.4.6 Evaluate promotional performance metrics (10170)
 - 3.3.4.7 Refine promotional performance metrics (10171)
 - 3.3.4.8 Incorporate learning into future/planned consumer promotions (10172)
- 3.3.5 Manage marketing assets (16869)
 - 3.3.5.1 Manage digital marketing assets (16870)
 - 3.3.5.2 Manage physical marketing assets (16871)
 - 3.3.5.3 Manage product and services marketing content (16872)

- 3.3.5.4 Deploy digital asset management repository (16873)
- 3.3.5.5 Plan physical assets management activities (16874)
- 3.3.6 Track customer management measures (10153)
 - 3.3.6.1 Determine customer lifetime value (10173)
 - 3.3.6.2 Analyze customer revenue trend (10174)
 - 3.3.6.3 Analyze customer attrition and retention rates (10175)
 - 3.3.6.4 Analyze customer metrics (10176)
 - 3.3.6.5 Revise customer strategies, objectives, and plans based on metrics (10177)
- 3.3.7 Analyze and respond to customer insight (16613)
 - 3.3.7.1 Monitor and respond to social media activity (16627)
 - 3.3.7.2 Analyze customer website activity (16614)
 - 3.3.7.3 Analyze customer purchase patterns (16615)
 - 3.3.7.4 Develop business rules to provide personalized offers (16616)
 - 3.3.7.5 Monitor effectiveness of personalized offers and adjust offers accordingly (16617)
- 3.3.8 Develop and manage packaging strategy (10154)
 - 3.3.8.1 Plan packaging strategy (10178)
 - 3.3.8.2 Test packaging options (10179)
 - 3.3.8.3 Execute packaging strategy (10180)
 - 3.3.8.4 Refine packaging (10181)
- 3.3.9 Manage product marketing content (16629)
 - 3.3.9.1 Manage product images (16630)
 - 3.3.9.2 Manage product copy (18130)
- 3.3.10 Manage marketing operations (16875)
 - 3.3.10.1 Manage data quality from multi-geographic operations (16876)
 - 3.3.10.2 Develop and use standardized reporting and marketing matrices (16877)

3.4 Develop sales strategy (10103)

- 3.4.1 Develop sales forecast (10129)
 - 3.4.1.1 Gather current and historic order information (10134)
 - 3.4.1.2 Analyze sales trends and patterns (10135)
 - 3.4.1.3 Generate sales forecast (10136)
 - 3.4.1.4 Analyze historical and planned promotions and events (10137)
- 3.4.2 Develop sales partner/alliance relationships (10130)
 - 3.4.2.1 Identify alliance opportunities (10138)
 - 3.4.2.2 Design alliance programs and methods for selecting and managing relationships (10139)
 - 3.4.2.3 Select alliances (10140)
 - 3.4.2.4 Develop customer trade strategy and customer objectives/targets (11465)
 - 3.4.2.5 Define trade programs and funding options (11521)
 - 3.4.2.6 Conduct planning activities for major trade customers (11466)

- 3.4.2.7 Develop partner and alliance management strategies (10141)
- 3.4.2.8 Establish partner and alliance management goals (10142)
- 3.4.2.9 Establish partner and alliance agreements (18629)
- 3.4.2.10 Develop promotional and category management calendars (trade marketing calendars) (11522)
- 3.4.2.11 Create strategic and tactical sales plans by customer (11523)
- 3.4.2.12 Communicate planning information to customer teams (11468)
- 3.4.3 Establish overall sales budgets (10131)
 - 3.4.3.1 Calculate product market share (17682)
 - 3.4.3.2 Calculate product revenue (10143)
 - 3.4.3.3 Determine variable costs (10144)
 - 3.4.3.4 Determine overhead and fixed costs (10145)
 - 3.4.3.5 Calculate net profit (10146)
 - 3.4.3.6 Create budget (10147)
- 3.4.4 Establish sales goals and measures (10132)
 - 3.4.4.1 Define sales goals for external sales channels (16867)
 - 3.4.4.2 Define sales goal for internal sales channels (16868)
- 3.4.5 Establish customer management measures (10133)
- 3.5 Develop and manage sales plans (10105)**
 - 3.5.1 Manage leads/opportunities (10182)
 - 3.5.1.1 Produce and manage sales collateral (16878)
 - 3.5.1.2 Identify potential customers (10188)
 - 3.5.1.3 Identify/receive leads/opportunities (10189)
 - 3.5.1.4 Validate and qualify leads/opportunities (18115)
 - 3.5.1.5 Match opportunities to business strategy (11773)
 - 3.5.1.6 Develop opportunity win plans (18116)
 - 3.5.1.7 Manage opportunity pipeline (20011)
 - 3.5.1.8 Determine sales resource allocation (10209)
 - 3.5.1.9 Manage customer sales calls (10184)
 - 3.5.1.9.1 Perform sales calls (10190)
 - 3.5.1.9.2 Perform pre-sales activities (10191)
 - 3.5.1.9.3 Manage customer meetings/workshops (20012)
 - 3.5.1.9.4 Close the sale (10192)
 - 3.5.1.9.5 Record outcome of sales process (10193)
 - 3.5.2 Manage customers and accounts (10183)
 - 3.5.2.1 Select key customers/accounts (20013)
 - 3.5.2.2 Develop sales/key account plan (11173)
 - 3.5.2.3 Manage sales/key account plan (20014)
 - 3.5.2.4 Manage customer relationships (11174)
 - 3.5.2.5 Manage customer master data (14208)
 - 3.5.2.5.1 Collect and merge internal and third-party customer information (16598)
 - 3.5.2.5.2 De-duplicate customer data (16599)
- 3.5.3 Develop and manage sales proposals, bids, and quotes (11779)
 - 3.5.3.1 Receive Request For Proposal (RFP)/Request For Quote (RFQ) (11781)
 - 3.5.3.2 Refine customer requirements (11780)
 - 3.5.3.3 Review RFP/RFQ request (11782)
 - 3.5.3.4 Perform competitive analysis (11783)
 - 3.5.3.5 Validate with strategy/business plans (11784)
 - 3.5.3.6 Understand customer business and requirements (11785)
 - 3.5.3.7 Develop solution and delivery approach (20015)
 - 3.5.3.8 Identify staffing requirements (11787)
 - 3.5.3.9 Develop pricing and scheduling estimates (11788)
 - 3.5.3.10 Conduct profitability analysis (11789)
 - 3.5.3.11 Manage internal reviews (20016)
 - 3.5.3.12 Manage internal approvals (20017)
 - 3.5.3.13 Submit/present bid/proposal/quote to customer (11790)
 - 3.5.3.14 Revise bid/proposal/quote (20018)
 - 3.5.3.15 Manage notification outcome (11793)
- 3.5.4 Manage sales orders (10185)
 - 3.5.4.1 Accept and validate sales orders (10194)
 - 3.5.4.2 Collect and maintain account information (10195)
 - 3.5.4.2.1 Administer key account details (10201)
 - 3.5.4.2.2 Retrieve full customer details (10202)
 - 3.5.4.2.3 Modify involved party details (10203)
 - 3.5.4.2.4 Record address details (10204)
 - 3.5.4.2.5 Record contact details (10205)
 - 3.5.4.2.6 Record key customer communication profile details (10206)
 - 3.5.4.2.7 Review involved party information (10207)
 - 3.5.4.2.8 Terminate involved party information (10208)
 - 3.5.4.3 Determine availability (10196)
 - 3.5.4.4 Determine fulfillment process (10197)
 - 3.5.4.5 Enter orders into system (10198)
 - 3.5.4.6 Identify/perform cross-sell/up-sell activity (17404)
 - 3.5.4.7 Process back orders and updates (10199)
 - 3.5.4.8 Handle sales order inquiries including post-order fulfillment transactions (10200)
- 3.5.5 Manage sales partners and alliances (10187)
 - 3.5.5.1 Provide sales and product/service training to sales partners/alliances (10211)
 - 3.5.5.1.1 Provide certification enablement training (20019)
 - 3.5.5.1.2 Manage certifications and skills (20020)
 - 3.5.5.1.3 Provide support to partners/alliances (20021)
 - 3.5.5.2 Provide marketing materials to sales partners/alliances (18641)

	3.5.5.3	Evaluate partner/alliance results (10214)	3.5.6.3	Capture shopper insights from retailer's loyalty program (16882)
	3.5.5.4	Manage sales partner/alliance master data (14209)	3.5.6.4	Define merchandising activities (16883)
3.5.6		Co-ordinate with multi brand retail store in operations (16879)	3.5.6.5	Collect and analyze retailer's POS data (16884)
	3.5.6.1	Perform inventory management of own brand products (16880)	3.5.6.6	Manage in-store point of purchase displays (16885)
	3.5.6.2	Review product placement inside store/ designated area (16881)	3.5.6.7	Optimize on-shelf availability (16886)

4.0 Deliver Physical Products (20022)

4.1 Plan for and align supply chain resources (10215)

- 4.1.1 Develop production and materials strategies (10221)
 - 4.1.1.1 Define manufacturing goals (10229)
 - 4.1.1.2 Define labor and materials policies (10230)
 - 4.1.1.3 Define contract manufacturing strategy/outsourcing policies (10231)
 - 4.1.1.4 Define capital expense policies (10232)
 - 4.1.1.5 Define capacities (10233)
 - 4.1.1.6 Define production network and supply constraints (10234)
 - 4.1.1.7 Define production process (14193)
 - 4.1.1.8 Define standard operating procedures (19551)
 - 4.1.1.9 Define production workplace layout and infrastructure (14194)
- 4.1.2 Manage demand for products (10222)
 - 4.1.2.1 Develop baseline demand forecasts (10235)
 - 4.1.2.2 Collaborate demand with customers (10236)
 - 4.1.2.3 Develop demand consensus forecast (10237)
 - 4.1.2.4 Determine available to promise (10238)
 - 4.1.2.5 Monitor activity against demand forecast and revise forecast (10239)
 - 4.1.2.6 Evaluate and revise demand forecasting approach (10240)
 - 4.1.2.7 Measure demand forecast accuracy (10241)
- 4.1.3 Create materials plan (10223)
 - 4.1.3.1 Create unconstrained plan (10242)
 - 4.1.3.2 Collaborate with supplier and contract manufacturers (10243)
 - 4.1.3.3 Identify critical materials and supplier capacity (10244)
 - 4.1.3.4 Monitor material specifications (10245)
 - 4.1.3.5 Generate constrained plan (10246)
 - 4.1.3.6 Define production balance and control (14196)
- 4.1.4 Create and manage master production schedule (10224)
 - 4.1.4.1 Model production network to enable simulation and optimization (20023)
 - 4.1.4.2 Create master production schedule (20024)
 - 4.1.4.3 Maintain master production schedule (17041)
- 4.1.5 Plan distribution requirements (17042)
 - 4.1.5.1 Maintain master data (10252)
 - 4.1.5.2 Determine finished goods inventory requirements at destination (10253)
 - 4.1.5.3 Determine product storage facility requirements (19555)
 - 4.1.5.4 Calculate requirements at destination (10254)
 - 4.1.5.5 Calculate consolidation at source (10255)
 - 4.1.5.6 Manage collaborative replenishment planning (10256)

- 4.1.5.7 Calculate and optimize destination dispatch plan (10258)
- 4.1.5.8 Manage dispatch plan attainment (10259)
- 4.1.5.9 Calculate and optimize destination load plans (10260)
- 4.1.5.10 Manage partner load plan (10261)
- 4.1.5.11 Manage cost of supply (10262)
- 4.1.5.12 Manage capacity utilization (10263)
- 4.1.6 Establish distribution planning constraints (10226)
 - 4.1.6.1 Establish distribution center layout constraints (10267)
 - 4.1.6.2 Establish inventory management constraints (10268)
 - 4.1.6.3 Establish transportation management constraints (10269)
 - 4.1.6.4 Establish storage management constraints (19558)
- 4.1.7 Review distribution planning policies (10227)
 - 4.1.7.1 Review distribution network (10264)
 - 4.1.7.2 Establish sourcing relationships (10265)
 - 4.1.7.3 Establish dynamic deployment policies (10266)
- 4.1.8 Develop quality standards and procedures (10368)
 - 4.1.8.1 Establish quality targets (10371)
 - 4.1.8.2 Develop standard testing procedures (10372)
 - 4.1.8.3 Communicate quality specifications (10373)

4.2 Procure materials and services (10216)

- 4.2.1 Provide sourcing governance and perform category management (10277)
 - 4.2.1.1 Develop procurement plan (10281)
 - 4.2.1.2 Clarify purchasing requirements (10282)
 - 4.2.1.3 Establish materials management contingency plans (10283)
 - 4.2.1.4 Match needs to supply capabilities (10284)
 - 4.2.1.5 Analyze organization's spend profile (10285)
 - 4.2.1.6 Seek opportunities to improve efficiency and value (10286)
 - 4.2.1.7 Collaborate with suppliers to identify sourcing opportunities (10287)
- 4.2.2 Develop sourcing and category management strategies (20973)
- 4.2.3 Select suppliers and develop/maintain contracts (10278)
 - 4.2.3.1 Select suppliers (10288)
 - 4.2.3.2 Certify and validate suppliers (10289)
 - 4.2.3.3 Negotiate and establish contracts (10290)
 - 4.2.3.4 Manage contracts (10291)
- 4.2.4 Order materials and services (10279)
 - 4.2.4.1 Process/Review requisitions (10292)
 - 4.2.4.2 Approve requisitions (10293)
 - 4.2.4.3 Solicit/Track vendor quotes (10294)

4.2.4.4	Create/Distribute purchase orders (10295)	4.4.1.1	Translate customer service requirements into logistics requirements (10343)
4.2.4.5	Expedite orders and satisfy inquiries (10296)	4.4.1.2	Design logistics network (10344)
4.2.4.6	Reconcile purchase orders (10297)	4.4.1.3	Communicate outsourcing needs (10345)
4.2.4.7	Research/Resolve order exceptions (10298)	4.4.1.4	Develop and maintain delivery service policy (10346)
4.2.5	Manage suppliers (10280)	4.4.1.5	Optimize transportation schedules and costs (10347)
4.2.5.1	Monitor/Manage supplier information (10299)	4.4.1.6	Define key performance measures (10348)
4.2.5.2	Prepare/Analyze procurement and vendor performance (10300)	4.4.1.7	Define reverse logistics strategy (16905)
4.2.5.3	Support inventory and production processes (10301)	4.4.2	Plan and manage inbound material flow (20936)
4.2.5.4	Monitor quality of product delivered (10302)	4.4.2.1	Plan inbound material receipts (10349)
4.2.5.5	Manage and monitor component/peripheral delivery timelines (16887)	4.4.2.2	Manage inbound material flow (10350)
4.3 Produce/Assemble/Test product (10217)		4.4.2.3	Monitor inbound delivery performance (10351)
4.3.1	Schedule production (10303)	4.4.2.4	Manage flow of returned products (10352)
4.3.1.1	Model and simulate plant (19563)	4.4.2.5	Control quality of returned parts (12708)
4.3.1.2	Generate line level plan (10306)	4.4.2.6	Salvage or repair returned products (20109)
4.3.1.3	Generate detailed schedule (10307)	4.4.2.6.1	Perform salvage activities (10366)
4.3.1.4	Schedule production orders and create lots (10308)	4.4.2.6.2	Manage repair/refurbishment and return to customer/stock (14195)
4.3.1.5	Schedule preventive (planned) maintenance (preventive maintenance orders) (10315)	4.4.3	Operate warehousing (10340)
4.3.1.6	Schedule requested (unplanned) maintenance (work order cycle) (10316)	4.4.3.1	Track inventory deployment (10353)
4.3.1.7	Release production orders and create lots (10309)	4.4.3.2	Receive, inspect, and store inbound deliveries (10354)
4.3.2	Produce/Assemble product (10304)	4.4.3.3	Track product availability (10355)
4.3.2.1	Manage raw material inventory (10310)	4.4.3.4	Pick, pack, and ship product for delivery (10356)
4.3.2.2	Execute detailed line schedule (10311)	4.4.3.5	Track inventory accuracy (10357)
4.3.2.3	Report maintenance issues (10319)	4.4.3.6	Track third-party logistics storage and shipping performance (10358)
4.3.2.4	Rerun defective items (10313)	4.4.3.7	Manage physical finished goods inventory (10359)
4.3.2.5	Monitor and optimize production process (19566)	4.4.3.8	Manage warehouse transfers (20957)
4.3.2.5.1	Automate and control plant (19567)	4.4.4	Operate outbound transportation (10341)
4.3.2.5.2	Perform advanced process control (19568)	4.4.4.1	Plan, transport, and deliver outbound product (10360)
4.3.2.5.3	Perform real-time optimization (19569)	4.4.4.2	Track carrier delivery performance (10361)
4.3.2.5.4	Manage plant alarms and alerts (19570)	4.4.4.3	Manage transportation fleet (10362)
4.3.2.6	Assess production performance (10314)	4.4.4.4	Process and audit carrier invoices and documents (10363)
4.3.3	Perform quality testing (10369)	4.4.5	Manage spare parts (16906)
4.3.3.1	Calibrate test equipment (10318)	4.4.5.1	Manage information flow between repair stations (16907)
4.3.3.2	Perform testing using the standard testing procedure (10374)	4.4.5.2	Capture spare part warranty information from suppliers (16908)
4.3.3.3	Manage quality samples (20956)	4.4.5.3	Manage spare parts demand planning exercises (16909)
4.3.3.4	Record test results (10375)	4.4.5.4	Develop spare part pricing mechanism (16910)
4.3.3.5	Track and analyze non-conformance trends (12045)	4.4.5.5	Define spare parts delivery terms and condition with suppliers (16911)
4.3.3.6	Perform root cause analysis (12046)	4.4.5.6	Establish single point of contact at service call centers (16912)
4.3.4	Maintain production records and manage lot traceability (10370)	4.4.5.7	Establish reverse logistics to reclaim parts are under warranty from suppliers (16913)
4.3.4.1	Determine lot numbering system (10376)		
4.3.4.2	Determine lot use (10377)		
4.4 Manage logistics and warehousing (10219)			
4.4.1	Provide logistics governance (10338)		

4.4.5.8	Process parts purchase order (12703)	4.4.5.14	Process outbound parts (12710)
4.4.5.9	Process inbound parts and confirm receipt (12704)	4.4.5.15	Execute parts transportation (12711)
4.4.5.10	Manage warehousing and storage (12705)	4.4.5.16	Perform billing (12712)
4.4.5.11	Maintain physical inventory (12706)	4.4.5.17	Process complaints (12713)
4.4.5.12	Perform parts cross-docking (12707)	4.4.5.18	Process product service letter (12714)
4.4.5.13	Process sales order (12709)	4.4.5.19	Monitor and control supply chain (12715)

5.0 Deliver Services (20025)

5.1 Establish service delivery governance and strategies (20026)

- 5.1.1 Establish service delivery governance (20027)
 - 5.1.1.1 Set up and maintain service delivery governance and management system (20028)
 - 5.1.1.2 Manage service delivery performance (20029)
 - 5.1.1.3 Manage service delivery development and direction (20030)
 - 5.1.1.4 Solicit feedback from customer on service delivery satisfaction (20031)
- 5.1.2 Develop service delivery strategies (20032)
 - 5.1.2.1 Define service delivery goals (20033)
 - 5.1.2.2 Define labor policies (20034)
 - 5.1.2.3 Evaluate resource availability (20035)
 - 5.1.2.4 Define service delivery network and supply constraints (20036)
 - 5.1.2.5 Define service delivery process (20037)
 - 5.1.2.6 Review and validate service delivery procedures (20038)
 - 5.1.2.7 Define service delivery workplace layout and infrastructure (20039)

5.2 Manage service delivery resources (20040)

- 5.2.1 Manage service delivery resource demand (20041)
 - 5.2.1.1 Monitor pipeline (20042)
 - 5.2.1.2 Develop baseline forecasts (20043)
 - 5.2.1.3 Collaborate with customers (20044)
 - 5.2.1.4 Develop consensus forecast (20045)
 - 5.2.1.5 Determine availability of skills to deliver on current and forecast customer orders (20046)
 - 5.2.1.6 Monitor activity against forecast and revise forecast (20047)
 - 5.2.1.7 Evaluate and revise forecasting approach (20048)
 - 5.2.1.8 Measure forecast accuracy (20049)
- 5.2.2 Create and manage resource plan (20050)
 - 5.2.2.1 Define and manage skills taxonomy (20051)
 - 5.2.2.2 Create resource plan (20052)
 - 5.2.2.3 Match resource demand with capacity, skills, and capabilities (20053)
 - 5.2.2.4 Collaborate with suppliers and partners to supplement skills and capabilities (20054)
 - 5.2.2.5 Identify critical resources and supplier capacity (20055)

- 5.2.2.6 Monitor and manage resource capacity and availability (20056)

- 5.2.3 Enable service delivery resources (12127)
 - 5.2.3.1 Develop service delivery training plan (12128)
 - 5.2.3.2 Develop training materials (12129)
 - 5.2.3.3 Manage training schedule (12131)
 - 5.2.3.4 Deliver operations training (12132)
 - 5.2.3.5 Deliver technical training (12133)
 - 5.2.3.6 Perform skill and capability testing (20057)
 - 5.2.3.7 Evaluate training effectiveness (12135)

5.3 Deliver service to customer (20058)

- 5.3.1 Initiate service delivery (20059)
 - 5.3.1.1 Review contract and agreed terms (20060)
 - 5.3.1.2 Understand customer requirements and define refine approach (20061)
 - 5.3.1.3 Modify/revise and approve project plan (20062)
 - 5.3.1.4 Review customer business objectives (20063)
 - 5.3.1.5 Confirm environmental readiness (20064)
 - 5.3.1.6 Identify, select, and assign resources (20065)
 - 5.3.1.6.1 Establish people objectives (20066)
 - 5.3.1.6.2 Establish engagement rules (20067)
 - 5.3.1.7 Plan for service delivery (20068)
- 5.3.2 Execute service delivery (20069)
 - 5.3.2.1 Analyze environment and customer needs (20070)
 - 5.3.2.2 Define solution (20071)
 - 5.3.2.3 Validate solution (20072)
 - 5.3.2.4 Identify changes (20073)
 - 5.3.2.5 Obtain approval to proceed (20074)
 - 5.3.2.6 Make build/buy solution (20075)
 - 5.3.2.7 Deploy solution (20076)
- 5.3.3 Complete service delivery (20077)
 - 5.3.3.1 Conduct service delivery/project review and evaluate success (20078)
 - 5.3.3.2 Complete/finalize financial management activities (20079)
 - 5.3.3.3 Confirm delivery according to contract terms (20080)
 - 5.3.3.4 Release resources (20081)
 - 5.3.3.5 Manage service delivery completion (20082)
 - 5.3.3.6 Harvest knowledge (20083)
 - 5.3.3.7 Archive records and update systems (20084)

6.0 Manage Customer Service (20085)

6.1 Develop customer care/customer service strategy (10378)

- 6.1.1 Define customer service requirements across the enterprise (20086)
- 6.1.2 Define customer service experience (20087)
- 6.1.3 Define and manage customer service channel strategy (20088)
 - 6.1.3.1 Define services delivery strategy (16916)
 - 6.1.3.2 Define location/service delivery site (16917)
- 6.1.4 Define customer service policies and procedures (10382)
- 6.1.5 Establish target service level for each customer segment (10383)
- 6.1.6 Align customer service KPI's with overall corporate vision/strategy (16914)
- 6.1.7 Define customer service indirect channel strategy (16918)
 - 6.1.7.1 Define social channels (16919)
 - 6.1.7.2 Define social media listening tools/channels (16920)
- 6.1.8 Define warranty offering (20089)
 - 6.1.8.1 Determine and document warranty policies (16893)
 - 6.1.8.2 Create and manage warranty rules/claim codes for products (16890)
 - 6.1.8.3 Agree on warranty responsibilities with suppliers (20090)
 - 6.1.8.4 Define warranty related offerings for customers (20091)
 - 6.1.8.5 Communicate warranty policies and offerings (12673)
 - 6.1.8.6 Define, manage and fulfill warranty services (16889)
 - 6.1.8.6.1 Identify preferred warranty fulfillment vendor(s) (16891)
 - 6.1.8.6.2 Provide services as per the terms (16892)
 - 6.1.8.6.3 Define warranty contracts (16894)
 - 6.1.8.6.4 Define claim transaction functionalities and steps involved (16895)
 - 6.1.8.6.5 Set up claims administration process (16896)
 - 6.1.8.6.6 Detail out claim approvals, checks and balances (16897)
 - 6.1.8.6.7 Perform warranty analytics and experience check (16898)
- 6.1.9 Develop recall strategy (20092)

6.2 Plan and manage customer service contacts (10379)

- 6.2.1 Plan and manage customer service work force (10387)
 - 6.2.1.1 Forecast volume of customer service contacts (10390)
 - 6.2.1.2 Schedule customer service work force (10391)

- 6.2.1.3 Track work force utilization (10392)
- 6.2.1.4 Monitor and evaluate quality of customer interactions with customer service representatives (10393)
- 6.2.2 Manage customer service problems, requests, and inquiries (10388)
 - 6.2.2.1 Receive customer problems, requests, and inquiries (10394)
 - 6.2.2.2 Analyze problems, requests, and inquiries (13482)
 - 6.2.2.3 Resolve customer problems, requests, and inquiries (10395)
 - 6.2.2.4 Respond to customer problems, requests, and inquiries (10396)
 - 6.2.2.5 Identify and capture upsell/cross-sell opportunities (16928)
 - 6.2.2.6 Deliver opportunity to sales team (16937)
 - 6.2.2.7 Schedule repair appointments (16922)
- 6.2.3 Manage customer service knowledge (16923)
- 6.2.4 Manage customer complaints (10389)
 - 6.2.4.1 Receive customer complaints (10397)
 - 6.2.4.2 Route customer complaints (10398)
 - 6.2.4.3 Resolve customer complaints (10399)
 - 6.2.4.4 Respond to customer complaints (10400)
 - 6.2.4.5 Analyze customer complaints and response/redressal (19072)
- 6.2.5 Process returns (20094)
 - 6.2.5.1 Authorize return (10364)
 - 6.2.5.2 Process return and record reason (20095)
- 6.2.6 Report incidents and risks to regulatory bodies (12840)

6.3 Service products after sales (12658)

- 6.3.1 Register products (20605)
- 6.3.2 Process warranty claims (12669)
 - 6.3.2.1 Receive warranty claim (20096)
 - 6.3.2.2 Check warranty eligibility (16921)
 - 6.3.2.3 Validate warranty claim (12671)
 - 6.3.2.4 Investigate warranty issues (20097)
 - 6.3.2.4.1 Define issue (20098)
 - 6.3.2.4.2 Schedule field service (12677)
 - 6.3.2.4.3 Request and receive defective part (12678)
 - 6.3.2.4.4 Investigate issue/perform root cause analysis (20099)
 - 6.3.2.4.5 Receive investigation result/recommendation for corrective action (20100)
 - 6.3.2.5 Determine responsible party (20101)
 - 6.3.2.6 Manage pre-authorizations (20102)
 - 6.3.2.7 Approve or reject warranty claim (12668)
 - 6.3.2.8 Notify originator of approve/reject decision (20103)

- 6.3.2.9 Authorize payment (20104)
- 6.3.2.10 Close claim (20105)
- 6.3.2.11 Reconcile warranty transaction disposition (12667)
- 6.3.3 Manage supplier recovery (20106)
 - 6.3.3.1 Create supplier recovery claims (20107)
 - 6.3.3.2 Negotiate recoveries with suppliers (20108)
- 6.3.4 Service products (10218)
 - 6.3.4.1 Confirm specific service requirements for individual customer (10320)
 - 6.3.4.1.1 Process customer request (10324)
 - 6.3.4.1.2 Create customer profile (10325)
 - 6.3.4.1.3 Generate service order (10326)
 - 6.3.4.2 Identify and schedule resources to meet service requirements (10321)
 - 6.3.4.2.1 Create resourcing plan and schedule (10327)
 - 6.3.4.2.2 Create service order fulfillment schedule (10328)
 - 6.3.4.3 Provide service to specific customers (10322)
 - 6.3.4.3.1 Organize daily service order fulfillment schedule (10330)
 - 6.3.4.3.2 Execute product repair (10331)
 - 6.3.4.3.3 Manage service order fulfillment (10332)
 - 6.3.4.3.4 Establish remote service offering (16888)
 - 6.3.4.4 Ensure quality of service (10323)
 - 6.3.4.4.1 Identify completed service orders for feedback (10334)
 - 6.3.4.4.2 Identify incomplete service orders and service failures (10335)
 - 6.3.4.4.3 Solicit customer feedback on services delivered (10336)
 - 6.3.4.4.4 Process customer feedback on services delivered (10337)
 - 6.3.4.5 Manage software as a service (SAAS) (16899)
 - 6.3.4.5.1 Identify SAAS-related products and services (16900)
 - 6.3.4.5.2 Identify and activate SAAS licensing terminals (16901)
 - 6.3.4.5.3 Capture customer SAAS usage data (16902)
 - 6.3.4.5.4 Identify SAAS services and upgrades (16903)
 - 6.3.4.5.5 Identify SAAS warranty support needs (16904)

6.4 Manage product recalls and regulatory audits (20110)

- 6.4.1 Initiate recall (20111)
- 6.4.2 Assess the likelihood and consequences of occurrence of any hazards (20112)

- 6.4.3 Manage recall related communications (20113)
- 6.4.4 Submit regulatory reports (20114)
- 6.4.5 Monitor and audit recall effectiveness (20115)
- 6.4.6 Manage recall termination (20116)

6.5 Evaluate customer service operations and customer satisfaction (20595)

- 6.5.1 Measure customer satisfaction with customer problems, requests, and inquiries handling (10401)
 - 6.5.1.1 Solicit customer feedback on customer service experience (11687)
 - 6.5.1.2 Analyze customer service data and identify improvement opportunities (11688)
 - 6.5.1.3 Provide customer feedback to product management on customer service experience (18126)
- 6.5.2 Measure customer satisfaction with customer- complaint handling and resolution (10402)
 - 6.5.2.1 Solicit customer feedback on complaint handling and resolution (11236)
 - 6.5.2.2 Analyze customer complaint data and identify improvement opportunities (11237)
 - 6.5.2.3 Identify common customer complaints (11689)
- 6.5.3 Measure customer satisfaction with products and services (10403)
 - 6.5.3.1 Gather and solicit post-sale customer feedback on products and services (11238)
 - 6.5.3.2 Solicit post-sale customer feedback on ad effectiveness (11239)
 - 6.5.3.3 Solicit customer feedback on cross-channel experience (20117)
 - 6.5.3.4 Analyze product and service satisfaction data and identify improvement opportunities (11240)
 - 6.5.3.5 Provide feedback and insights to appropriate teams (product design/development, marketing, manufacturing) (11241)
- 6.5.4 Evaluate and manage warranty performance (12672)
 - 6.5.4.1 Measure customer satisfaction with warranty handling and resolution (20118)
 - 6.5.4.2 Monitor and report on warranty management metrics (12676)
 - 6.5.4.3 Identify improvement opportunities (20119)
 - 6.5.4.4 Identify opportunities to eliminate warranty waste (12674)
 - 6.5.4.5 Investigate fraudulent claims (20120)
- 6.5.5 Evaluate recall performance (20121)

7.0 Develop and Manage Human Capital (10007)

7.1 Develop and manage human resources planning, policies, and strategies (17043)

- 7.1.1 Develop human resources strategy (20958)
 - 7.1.1.1 Identify strategic HR needs (10418)
 - 7.1.1.2 Define HR and business function roles and accountability (10419)
 - 7.1.1.3 Determine HR costs (10420)
 - 7.1.1.4 Establish HR measures (10421)
 - 7.1.1.5 Communicate HR strategies (10422)
 - 7.1.1.6 Develop strategy for HR systems/technologies/tools (10432)
 - 7.1.1.7 Manage employer branding (20606)
- 7.1.2 Develop and implement workforce strategy and policies (17045)
 - 7.1.2.1 Gather skill requirements according to corporate strategy and market environment (10423)
 - 7.1.2.2 Plan employee resourcing requirements per business unit/organization (10424)
 - 7.1.2.3 Develop compensation plan (10425)
 - 7.1.2.3.1 Establish incentive plan (10210)
 - 7.1.2.4 Develop succession plan (10426)
 - 7.1.2.5 Develop high performers/leadership programs (16938)
 - 7.1.2.6 Develop employee diversity plan (10427)
 - 7.1.2.7 Develop training program (11622)
 - 7.1.2.8 Develop recruitment program (11623)
 - 7.1.2.9 Develop other HR programs (10428)
 - 7.1.2.10 Develop HR policies (10429)
 - 7.1.2.11 Administer HR policies (10430)
 - 7.1.2.12 Plan employee benefits (10431)
 - 7.1.2.13 Develop workforce strategy models (10433)
 - 7.1.2.14 Implement workforce strategy models (20122)
- 7.1.3 Monitor and update strategy, plans, and policies (10417)
 - 7.1.3.1 Measure realization of objectives (10434)
 - 7.1.3.2 Measure contribution to business strategy (10435)
 - 7.1.3.3 Communicate plans and provide updates to stakeholders (10436)
 - 7.1.3.4 Determine value added from HR function (10437)
 - 7.1.3.5 Review and revise HR plans (10438)
- 7.1.4 Develop competency management models (17046)

7.2 Recruit, source, and select employees (10410)

- 7.2.1 Manage employee requisitions (10439)
 - 7.2.1.1 Align staffing plan to work force plan and business unit strategies/resource needs (10445)
 - 7.2.1.2 Develop and maintain job descriptions (10447)
 - 7.2.1.3 Open job requisitions (10446)
 - 7.2.1.4 Post job requisitions (10448)
 - 7.2.1.5 Modify job requisitions (10450)

- 7.2.1.6 Notify hiring manager (10451)
- 7.2.1.7 Manage requisition dates (10452)

- 7.2.2 Recruit/Source candidates (10440)
 - 7.2.2.1 Determine recruitment methods and channels (10453)
 - 7.2.2.2 Perform recruiting activities/events (10454)
 - 7.2.2.3 Manage recruitment vendors (10455)
 - 7.2.2.4 Manage employee referral programs (17047)
 - 7.2.2.5 Manage recruitment channels (17048)
- 7.2.3 Screen and select candidates (20123)
 - 7.2.3.1 Identify and deploy candidate selection tools (10456)
 - 7.2.3.2 Interview candidates (10457)
 - 7.2.3.3 Test candidates (10458)
 - 7.2.3.4 Select and reject candidates (10459)
- 7.2.4 Manage new hire/re-hire (10443)
 - 7.2.4.1 Draw up and make offer (10463)
 - 7.2.4.2 Negotiate offer (10464)
 - 7.2.4.3 Hire candidate (10465)
- 7.2.5 Manage applicant information (10444)
 - 7.2.5.1 Obtain candidate background information (10460)
 - 7.2.5.2 Conduct pre-employment screening (10461)
 - 7.2.5.3 Recommend/not recommend candidate (10462)
 - 7.2.5.4 Create applicant record (10466)
 - 7.2.5.5 Manage/track applicant data (10467)
 - 7.2.5.5.1 Complete position classification and level of experience (20124)
 - 7.2.5.6 Archive and retain records of non-hires (10468)

7.3 Manage employee on-boarding, development, and training (20599)

- 7.3.1 Manage employee orientation and deployment (10469)
 - 7.3.1.1 Create/maintain employee on-boarding program (10474)
 - 7.3.1.1.1 Develop employee induction program (10477)
 - 7.3.1.1.2 Maintain/Update employee induction program (10478)
 - 7.3.1.2 Evaluate the effectiveness of the employee on-boarding program (11243)
 - 7.3.1.3 Execute on-boarding program (17050)
- 7.3.2 Manage employee performance (10470)
 - 7.3.2.1 Define employee performance objectives (10479)
 - 7.3.2.2 Review, appraise, and manage employee performance (10480)
 - 7.3.2.3 Evaluate and review performance program (10481)
- 7.3.3 Manage employee development (10472)
 - 7.3.3.1 Define employee development guidelines (10487)
 - 7.3.3.2 Develop employee career plans and career paths (10488)

7.3.3.3	Manage employee skill and competency development (17051)	7.5.2.2	Administer benefit enrollment (10505)
7.3.4	Develop and train employees (10473)	7.5.2.3	Process claims (10506)
7.3.4.1	Align employee with organization development needs (10490)	7.5.2.4	Perform benefit reconciliation (10507)
7.3.4.2	Define employee competencies (16940)	7.5.3	Manage employee assistance and retention (10496)
7.3.4.3	Align learning programs with competencies (10491)	7.5.3.1	Deliver programs to support work/life balance for employees (10508)
7.3.4.4	Establish training needs by analysis of required and available skills (10492)	7.5.3.2	Develop family support systems (10509)
7.3.4.5	Develop, conduct, and manage employee and/or management training programs (10493)	7.5.3.3	Review retention and motivation indicators (10510)
7.3.4.6	Manage examinations and certifications (20125)	7.5.3.4	Review compensation plan (10511)
7.3.4.6.1	Liaise with external certification authorities (20126)	7.5.4	Administer payroll (10497)
7.3.4.6.2	Administer certification tests (20127)	7.6 Redeploy and retire employees (10413)	
7.3.4.6.3	Appraise experience qualifications (20128)	7.6.1	Manage promotion and demotion process (10512)
7.3.4.6.4	Administer certificate issue and maintenance (20129)	7.6.2	Manage separation (10513)
7.4 Manage employee relations (17052)		7.6.3	Manage retirement (10514)
7.4.1	Manage labor relations (10483)	7.6.4	Manage leave of absence (10515)
7.4.2	Manage collective bargaining process (10484)	7.6.5	Develop and implement employee outplacement (10516)
7.4.3	Manage labor management partnerships (10485)	7.6.6	Manage workforce scheduling (20132)
7.4.4	Manage employee grievances (10531)	7.6.6.1	Receive required resources/skills and capabilities (20133)
7.5 Reward and retain employees (10412)		7.6.6.2	Manage resource deployment (10517)
7.5.1	Develop and manage reward, recognition, and motivation programs (10494)	7.6.7	Relocate employees and manage assignments (17055)
7.5.1.1	Develop salary/compensation structure and plan (10498)	7.6.7.1	Manage expatriates (10520)
7.5.1.2	Develop benefits and rewards plan (10499)	7.7 Manage employee information and analytics (17056)	
7.5.1.3	Perform competitive analysis of benefits and rewards (10500)	7.7.1	Manage reporting processes (10522)
7.5.1.4	Identify compensation requirements based on financial, benefits, and HR policies (10501)	7.7.2	Manage employee inquiry process (10523)
7.5.1.5	Administer compensation and rewards to employees (10502)	7.7.3	Manage and maintain employee data (10524)
7.5.1.6	Reward and motivate employees (10503)	7.7.3.1	Manage employee data for retained/separated employees (16943)
7.5.2	Manage and administer benefits (10495)	7.7.4	Manage human resource information systems HRIS (10525)
7.5.2.1	Deliver employee benefits program (10504)	7.7.5	Develop and manage employee metrics (10526)
		7.7.6	Develop and manage time and attendance systems (10527)
		7.7.7	Manage/Collect employee suggestions and perform employee research (10530)
		7.8 Manage employee communication (17057)	
		7.8.1	Develop employee communication plan (10529)
		7.8.2	Conduct employee engagement surveys (16944)
		7.9 Deliver employee communications (10532)	

8.0 Manage Information Technology (IT) (10008)

8.1 Develop and manage IT customer relationships (20608)

- 8.1.1 Understand IT customer needs (20609)
 - 8.1.1.1 Understand IT customer communities (20610)
 - 8.1.1.2 Assess IT customer operational capabilities (20611)
- 8.1.2 Identify IT customer transformation needs (20612)
 - 8.1.2.1 Understand business requirements for IT capabilities (20613)
 - 8.1.2.2 Understand IT landscape (20614)
 - 8.1.2.3 Develop IT visioning (20615)
 - 8.1.2.4 Outline IT service expectations (20616)
- 8.1.3 Plan and communicate IT services (20617)
 - 8.1.3.1 Manage IT customer expectations (20618)
 - 8.1.3.2 Define future IT services (20619)
 - 8.1.3.3 Determine IT performance indicators (20620)
 - 8.1.3.4 Create IT marketing messages (20621)
 - 8.1.3.5 Create IT service marketing plan (20622)
- 8.1.4 Provide IT transformation guidance (20623)
 - 8.1.4.1 Develop IT transformation plans (20624)
 - 8.1.4.2 Collect IT customer requirements (20625)
 - 8.1.4.3 Analyze IT customer requirements (20937)
 - 8.1.4.4 Identify and prioritize IT opportunities (20626)
 - 8.1.4.5 Facilitate solution design activities (20627)
 - 8.1.4.6 Prioritize IT outcomes (20628)
 - 8.1.4.7 Develop business cases (20629)
 - 8.1.4.8 Support business case (20630)
 - 8.1.4.9 Develop transformation roadmap (20631)
- 8.1.5 Develop and manage IT service levels (20632)
 - 8.1.5.1 Understand IT service requirements (20633)
 - 8.1.5.2 Forecast IT service demand (20634)
 - 8.1.5.3 Maintain IT services catalog (20635)
 - 8.1.5.4 Define service level agreement (20636)
 - 8.1.5.5 Maintain IT customer contracts (20637)
 - 8.1.5.6 Negotiate and establish service level agreements (20638)
 - 8.1.5.7 Develop and maintain improvement processes (20640)
- 8.1.6 Manage IT customer relationships (20641)
 - 8.1.6.1 Establish relationship management mechanisms (20642)
 - 8.1.6.2 Understand IT customer strategy (20643)
 - 8.1.6.3 Understand IT customer environment (20644)
 - 8.1.6.4 Communicate IT capabilities (20645)
 - 8.1.6.5 Manage IT requirements (20646)
- 8.1.7 Analyze service performance (20648)
 - 8.1.7.1 Assess SLA compliance (20649)
 - 8.1.7.2 Triage SLA compliance issues (20650)
 - 8.1.7.3 Collect feedback about IT products and services (20647)

- 8.1.7.4 Synthesize and distribute IT performance information (20938)

8.2 Develop and manage IT business strategy (20652)

- 8.2.1 Define business technology and governance strategy (20653)
 - 8.2.1.1 Build and maintain IT strategic intelligence (20654)
 - 8.2.1.2 Monitor and map current and emerging technologies (20655)
 - 8.2.1.3 Define and communicate digital transformation strategy (20656)
 - 8.2.1.4 Develop IT strategic alignment (20657)
 - 8.2.1.5 Articulate IT alignment principles (20658)
 - 8.2.1.6 Maintain IT strategic alignment (20659)
- 8.2.2 Manage IT portfolio strategy (20660)
 - 8.2.2.1 Establish and validate IT value criteria (20661)
 - 8.2.2.2 Determine IT portfolio investment balance (20662)
 - 8.2.2.3 Evaluate proposed IT investment projects (20663)
 - 8.2.2.4 Prioritize IT projects (20664)
 - 8.2.2.5 Align IT resources to strategic priorities (20665)
 - 8.2.2.6 Align IT portfolio to business objectives (20667)
- 8.2.3 Define and maintain enterprise architecture (20668)
 - 8.2.3.1 Create and publish enterprise architecture principles (20670)
 - 8.2.3.2 Establish and operate enterprise architecture governance (20671)
 - 8.2.3.3 Research technologies to innovate IT services and solutions (20672)
 - 8.2.3.4 Provide input to definition and prioritization of IT projects (20673)
- 8.2.4 Define IT service management strategy (20674)
 - 8.2.4.1 Establish IT service management strategy and goals (20675)
 - 8.2.4.2 Identify IT service operating and process requirements (20676)
 - 8.2.4.3 Define IT service catalog (20677)
 - 8.2.4.4 Establish IT service management framework (20678)
 - 8.2.4.5 Define and implement IT service management (20679)
 - 8.2.4.6 Define and deploy support service management process tools and methods (20680)
 - 8.2.4.7 Monitor and report IT performance (20681)
- 8.2.5 Control IT management system (20682)
 - 8.2.5.1 Determine IT performance measures (20683)
 - 8.2.5.2 Define IT control points and assurance procedures governance model (20684)
 - 8.2.5.3 Monitor and analyze overall IT performance (20685)
 - 8.2.5.4 Monitor and analyze IT financial performance (20686)

8.2.5.5	Monitor and analyze IT value and benefits (20687)	8.3.3.4	Create and maintain IT security policies, standards, and procedures (20942)
8.2.5.6	Optimize IT resource allocation (20688)	8.3.3.5	Develop and deploy risk management training (20725)
8.2.5.7	Manage IT projects and services interdependencies (20689)	8.3.3.6	Establish risk reporting capabilities and responsibilities (20726)
8.2.5.8	Report IT service and project performance (20690)	8.3.3.7	Establish communication standards (20727)
8.2.5.9	Select, deploy, and operate IT performance analytics tools (20692)	8.3.3.8	Conduct IT risk and threat assessments (20728)
8.2.6	Manage IT value portfolio (20693)	8.3.3.9	Monitor and manage IT activity risk (20729)
8.2.6.1	Assess performance against IT service and project value criteria (20694)	8.3.3.10	Identify, supervise and monitor IT risk mitigation measures (20730)
8.2.6.2	Quantify value of IT service and project portfolio investments (20695)	8.3.4	Plan and manage IT continuity (20731)
8.2.6.3	Communicate business technology value contribution (20696)	8.3.4.1	Evaluate IT continuity (20732)
8.2.6.4	Determine and implement IT portfolio adjustments (20697)	8.3.4.2	Identify IT continuity gaps (20733)
8.2.7	Define and manage technology innovation (20699)	8.3.4.3	Manage IT business continuity (20734)
8.2.7.1	Establish selection criteria for research initiatives (20700)	8.3.5	Develop and manage IT security, privacy, and data protection (20735)
8.2.7.2	Analyze emerging technology concepts (20701)	8.3.5.1	Assess IT regulatory and confidentiality requirements and policies (20736)
8.2.7.3	Identify technology concepts and capabilities (20702)	8.3.5.2	Create IT security, privacy, and data protection risk governance (20737)
8.2.7.4	Execute IT research projects (20703)	8.3.5.3	Define IT data security and privacy policies, standards, and procedures (20738)
8.2.7.5	Evaluate IT research project outcomes (20939)	8.3.5.4	Review and monitor physical and logical IT data security measures (20739)
8.2.7.6	Identify and promote viable concepts (20704)	8.3.5.5	Review and monitor application security controls (20740)
8.2.7.7	Develop and plan IT investment projects (20705)	8.3.5.6	Review and monitor IT physical environment security controls (20741)
8.3 Develop and manage IT resilience and risk (20706)			
8.3.1	Develop IT compliance, risk, and security strategy (20707)	8.3.5.7	Monitor/analyze network intrusion detection data and resolve threats (20742)
8.3.1.1	Determine and evaluate IT regulatory and audit requirements (20708)	8.3.6	Conduct and analyze IT compliance assessments (20743)
8.3.1.2	Understand business unit risk tolerance (20940)	8.3.6.1	Conduct projects to enhance IT compliance and remediate risk (20744)
8.3.1.3	Establish IT risk tolerance (20709)	8.3.6.2	Conduct IT compliance control auditing of internal and external services (20745)
8.3.1.4	Establish risk ownership (20710)	8.3.6.3	Perform IT compliance reporting (20746)
8.3.1.5	Establish and maintain risk management roles (20711)	8.3.6.4	Identify and escalate IT compliance issues and remediation requirements (20747)
8.3.1.6	Establish compliance objectives (20712)	8.3.6.5	Support external audits and reports (20748)
8.3.1.7	Identify systems to support compliance (20941)	8.3.7	Develop and execute IT resilience and continuity operations (20749)
8.3.1.8	Identify and evaluate IT risk (20713)	8.3.7.1	Conduct IT resilience improvement projects (20750)
8.3.1.9	Evaluate IT-related risks resiliency (20714)	8.3.7.2	Develop, document, and maintain IT business continuity planning (20751)
8.3.1.10	Create IT risk mitigation strategies and approaches (20715)	8.3.7.3	Implement and enforce change control procedures (20752)
8.3.2	Develop IT resilience strategy (20716)	8.3.7.4	Execute recurring IT service provider business continuity (20753)
8.3.2.1	Determine IT delivery resiliency (20717)	8.3.7.5	Provide IT resilience training (20754)
8.3.2.2	Determine critical IT risks (20718)	8.3.7.6	Execute recurring IT business operations continuity (20755)
8.3.2.3	Prioritize IT risks (20719)		
8.3.2.4	Establish mitigation approaches for IT risks (20720)		
8.3.3	Control IT risk, compliance, and security (20721)		
8.3.3.1	Evaluate enterprise regulatory and compliance obligations (20722)		
8.3.3.2	Analyze IT security threat impact (20723)		
8.3.3.3	Create and maintain IT compliance requirements (20724)		

- 8.3.8 Manage IT user identity and authorization (20756)
 - 8.3.8.1 Support integration of identity and authorization policies (20757)
 - 8.3.8.2 Manage IT user directory (20758)
 - 8.3.8.3 Manage IT user authorization (20759)
 - 8.3.8.4 Manage IT user authentication mechanisms (20760)
 - 8.3.8.5 Audit IT user identity and authorization systems (20761)
 - 8.3.8.6 Respond to IT information security and network breaches (20762)
 - 8.3.8.7 Conduct penetration testing (20763)
 - 8.3.8.8 Audit integration of user identity and authorization systems (20764)

8.4 Manage information (20765)

- 8.4.1 Define business information and analytics strategy (20766)
 - 8.4.1.1 Establish data, information, and analytic objectives (20767)
 - 8.4.1.2 Establish data, information, and analytic governance (20768)
 - 8.4.1.3 Access IT data/analytic capabilities (20769)
- 8.4.2 Define and maintain business information architecture (20770)
 - 8.4.2.1 Determine enterprise business information requirements (20771)
 - 8.4.2.2 Define enterprise data models (20772)
 - 8.4.2.3 Identify and understand external data sources (20773)
 - 8.4.2.4 Establish data ownership and stewardship responsibilities (20774)
 - 8.4.2.5 Maintain and evolve enterprise data and information architecture (20775)
- 8.4.3 Define and execute business information lifecycle planning and control (20776)
 - 8.4.3.1 Define and maintain enterprise information policies, standards, and procedures (20777)
 - 8.4.3.2 Implement and execute data administration responsibilities (20778)
- 8.4.4 Manage business information content (20779)
 - 8.4.4.1 Monitor and control business information (20780)
 - 8.4.4.2 Maintain business information feeds and repositories (20781)
 - 8.4.4.3 Perform internal usage audits (20782)
 - 8.4.4.4 Implement and administer business information access (20783)

8.5 Develop and manage services/solutions (20784)

- 8.5.1 Develop service/solution and integration strategy (20785)
 - 8.5.1.1 Determine IT service/solution development (20786)
 - 8.5.1.2 Define IT service/solution development processes/standards (20787)
 - 8.5.1.3 Identify, deploy, and support development methodologies and tools (20788)
- 8.5.1.4 Establish service component criteria (20789)
- 8.5.1.5 Understand and select reusable service components (20790)
- 8.5.1.6 Maintain service component portfolio (20791)
- 8.5.1.7 Establish development standards exception governance (20792)
- 8.5.2 Manage service/solution lifecycle planning (20793)
 - 8.5.2.1 Monitor and track emerging technology capabilities (20794)
 - 8.5.2.2 Identify IT services/solutions (20795)
 - 8.5.2.3 Determine IT service/solution approach (20796)
 - 8.5.2.4 Define IT solution lifecycle (20797)
 - 8.5.2.5 Develop IT service/solution "sunset" plans (20798)
- 8.5.3 Develop and manage service/solution architecture (20799)
 - 8.5.3.1 Assess IT application and infrastructure architecture constraints (20800)
 - 8.5.3.2 Assess business constraints on IT service/solution (20801)
 - 8.5.3.3 Determine IT component integration requirements (20802)
 - 8.5.3.4 Identify opportunities for IT component reuse (20803)
 - 8.5.3.5 Promote adoption of existing service/solution architecture (20804)
 - 8.5.3.6 Develop and maintain service/solution architectures (20805)
 - 8.5.3.7 Assess IT service/solution architecture conformance (20806)
 - 8.5.3.8 Manage architectural exceptions (20807)
- 8.5.4 Execute IT service/solution creation and testing (20808)
 - 8.5.4.1 Execute IT service/solution development lifecycle (20809)
 - 8.5.4.1.1 Assess and validate IT service/solution requirements (20810)
 - 8.5.4.1.2 Create service/solution design (20811)
 - 8.5.4.1.3 Build and test IT service/solution components (20812)
 - 8.5.4.1.4 Integrate IT components and services (20813)
 - 8.5.4.1.5 Execute IT service/solution validation (20814)
 - 8.5.4.1.6 Bundle service/solution deployment packaging (20815)
 - 8.5.4.1.7 Manage service/solution process exceptions (20816)
- 8.5.5 Perform service/solution maintenance and testing (20817)
 - 8.5.5.1 Execute IT service/solution maintenance lifecycle (20818)
 - 8.5.5.1.1 Assess IT remediation (20819)
 - 8.5.5.1.2 Modify service/solution design (20820)
 - 8.5.5.1.3 Perform IT service/solution remediation (20821)

- 8.5.5.1.4 Manage service/solution operations (20822)
- 8.5.5.1.5 Prepare fixed/enhanced service/solution packaging (20823)

- 8.6.5.5 Provide rollout support (20863)
- 8.6.5.6 Manage rollout support capabilities (20864)
- 8.6.5.7 Monitor and record rollout issues (20865)

8.6 Deploy services/solutions (20824)

- 8.6.1 Develop and manage service/solution deployment strategy (20825)
 - 8.6.1.1 Assess IT deployment business impact (20826)
 - 8.6.1.2 Establish IT deployment policies (20827)
 - 8.6.1.3 Define and create deployment procedure workflow (20828)
 - 8.6.1.4 Define IT change/release standards (20829)
 - 8.6.1.5 Assign deployment approval responsibilities (20830)
 - 8.6.1.6 Analyze deployments outcomes (20831)
- 8.6.2 Plan service and solution implementation (20832)
 - 8.6.2.1 Assess IT deployment risk (20833)
 - 8.6.2.2 Define implementation schedule and roll-out sequence (20834)
 - 8.6.2.3 Determine implementation requirements (20835)
 - 8.6.2.4 Plan and align user testing and resources (20836)
 - 8.6.2.5 Develop IT training (20837)
 - 8.6.2.6 Create implementation communications (20838)
 - 8.6.2.7 Manage IT roll-back procedures (20839)
- 8.6.3 Manage change deployment control (20840)
 - 8.6.3.1 Assess IT change/release impact (20841)
 - 8.6.3.2 Confirm change/release compliance (20842)
 - 8.6.3.3 Assess IT change/release risk (20843)
 - 8.6.3.4 Consolidate IT change (20844)
 - 8.6.3.5 Create and communicate deployment schedule (20845)
 - 8.6.3.6 Approve change/release deployment (20846)
 - 8.6.3.7 Document IT change/release outcome (20847)
- 8.6.4 Implement technology solutions (20848)
 - 8.6.4.1 Confirm hardware/software operational status (20849)
 - 8.6.4.2 Confirm operational availability (20850)
 - 8.6.4.3 Execute internal IT implementation plan (20851)
 - 8.6.4.4 Confirm implementation completion (20852)
 - 8.6.4.5 Implement software change/release (20853)
 - 8.6.4.6 Perform post-installation testing (20854)
 - 8.6.4.7 Distribute software components network-wide (20855)
 - 8.6.4.8 Verify change/release implementation success (20856)
 - 8.6.4.9 Execute roll-back plan (20857)
- 8.6.5 Perform service and solution rollout (20858)
 - 8.6.5.1 Conduct IT training (20859)
 - 8.6.5.2 Prepare and distribute service/solution communications (20860)
 - 8.6.5.3 Support organizational changes (20861)
 - 8.6.5.4 Execute rollout plans (20862)

8.7 Create and manage support services/solutions (20866)

- 8.7.1 Define and establish service delivery strategy (20867)
 - 8.7.1.1 Assess business objectives and IT service delivery (20868)
 - 8.7.1.2 Define IT service delivery portfolio (20869)
 - 8.7.1.3 Create and maintain IT service delivery model (20870)
 - 8.7.1.4 Determine IT service delivery locations and activities (20871)
 - 8.7.1.5 Define IT service delivery sourcing strategy (20872)
- 8.7.2 Define and develop service support strategy (20873)
 - 8.7.2.1 Assess business objectives and IT service support delivery (20874)
 - 8.7.2.2 Define IT service support portfolio (20875)
 - 8.7.2.3 Create and maintain IT support model (20876)
 - 8.7.2.4 Develop IT support service sourcing strategy (20877)
 - 8.7.2.5 Establish support service framework (20878)
 - 8.7.2.6 Provide service support tools and technology (20879)
- 8.7.3 Plan and manage service delivery control (20880)
 - 8.7.3.1 Plan operational activities for IT service delivery (20881)
 - 8.7.3.1.1 Schedule service delivery resources (20882)
 - 8.7.3.1.2 Maintain/optimize batch job schedule (20883)
 - 8.7.3.1.3 Schedule change/release windows (20884)
 - 8.7.3.1.4 Schedule/optimize backup and archive activities (20885)
 - 8.7.3.1.5 Balance operational workloads across available infrastructure components (20886)
 - 8.7.3.1.6 Determine specific problem support procedures (20887)
- 8.7.4 Develop and manage infrastructure resource planning (20888)
 - 8.7.4.1 Develop IT service delivery strategy (20889)
 - 8.7.4.2 Assess IT infrastructure business objectives (20890)
 - 8.7.4.3 Determine ongoing IT infrastructure capabilities (20891)
 - 8.7.4.4 Plan IT infrastructure change (20892)
 - 8.7.4.5 Plan and budget IT license usage volumes (20893)
- 8.7.5 Define service support planning (20895)
 - 8.7.5.1 Understand IT support demand patterns (20896)
 - 8.7.5.2 Determine required support resource levels, responsibilities, and capabilities (20897)

8.7.5.3	Maintain service support knowledge repository (20898)	8.7.6.8	Manage IT infrastructure/data recovery (20913)
8.7.5.4	Maintain service support learning (20943)	8.7.7	Manage infrastructure resource administration (20914)
8.7.5.5	Communicate service support needs (20899)	8.7.7.1	Manage infrastructure configuration (20915)
8.7.5.6	Define IT escalation mechanisms (20900)	8.7.7.2	Perform infrastructure component maintenance (20916)
8.7.5.7	Manage IT service support resources (20901)	8.7.7.3	Install/configure/upgrade infrastructure components (20917)
8.7.5.8	Coordinate with external support providers (20902)	8.7.7.4	Maintain IT asset records (20918)
8.7.5.9	Triage IT service delivery incidents (20903)	8.7.7.5	Administer IT licenses/user agreements (20919)
8.7.5.10	Monitor IT service support performance (20904)	8.7.7.6	Provide IT infrastructure service and capabilities (20920)
8.7.6	Develop and manage service delivery operations (20905)	8.7.8	Operate IT user support (20921)
8.7.6.1	Operate and monitor online systems (20906)	8.7.8.1	Triage IT issues/requests (20922)
8.7.6.2	Run and monitor batch job schedule (20907)	8.7.8.2	Provide IT resolution capabilities (20923)
8.7.6.3	Manage service delivery workloads (20908)	8.7.8.3	Manage IT user requests (20925)
8.7.6.4	Manage infrastructure performance and capacity (20909)	8.7.8.4	Escalate IT requests (20926)
8.7.6.5	Respond to unplanned operational issues (20910)	8.7.8.5	Resolve IT issues/requests (20927)
8.7.6.6	Produce and distribute output media (20911)	8.7.8.6	Execute IT continuity and recovery action (20928)
8.7.6.7	Monitor IT infrastructure security (20912)		

9.0 Manage Financial Resources (17058)

9.1 Perform planning and management accounting (10728)

- 9.1.1 Perform planning/budgeting/forecasting (10738)
 - 9.1.1.1 Develop and maintain budget policies and procedures (10771)
 - 9.1.1.2 Prepare periodic budgets and plans (10772)
 - 9.1.1.3 Operationalize and implement plans to achieve budget (20135)
 - 9.1.1.4 Prepare periodic financial forecasts (10773)
 - 9.1.1.5 Perform variance analysis against forecasts and budgets (20136)
- 9.1.2 Perform cost accounting and control (10739)
 - 9.1.2.1 Perform inventory accounting (10774)
 - 9.1.2.2 Perform profit center accounting (14057)
 - 9.1.2.3 Perform cost of sales analysis (10775)
 - 9.1.2.4 Perform product costing (10776)
 - 9.1.2.5 Perform variance analysis (10777)
 - 9.1.2.6 Report on profitability (11175)
- 9.1.3 Perform cost management (10740)
 - 9.1.3.1 Determine key cost drivers (10778)
 - 9.1.3.2 Measure cost drivers (10779)
 - 9.1.3.3 Determine critical activities (10780)
 - 9.1.3.4 Manage asset resource deployment and utilization (10781)
- 9.1.4 Evaluate and manage financial performance (10741)
 - 9.1.4.1 Assess customer and product profitability (10782)
 - 9.1.4.2 Evaluate new products (10783)
 - 9.1.4.3 Perform life cycle costing (10784)
 - 9.1.4.4 Optimize customer and product mix (10785)
 - 9.1.4.5 Track performance of new-customer and product strategies (10786)
 - 9.1.4.6 Prepare activity-based performance measures (10787)
 - 9.1.4.7 Manage continuous cost improvement (10788)

9.2 Perform revenue accounting (10729)

- 9.2.1 Process customer credit (10742)
 - 9.2.1.1 Establish credit policies (10789)
 - 9.2.1.2 Analyze/Approve new account applications (10790)
 - 9.2.1.3 Analyze credit scoring history (14187)
 - 9.2.1.4 Forecast credit scoring requirement (14188)
 - 9.2.1.5 Review existing accounts (10791)
 - 9.2.1.6 Produce credit/collection reports (10792)
 - 9.2.1.7 Reinstate or suspend accounts based on credit policies (10793)
- 9.2.2 Invoice customer (10743)
 - 9.2.2.1 Maintain customer/product master files (10794)
 - 9.2.2.2 Generate customer billing data (10795)
 - 9.2.2.3 Transmit billing data to customers (10796)

- 9.2.2.4 Post receivable entries (10797)
- 9.2.2.5 Resolve customer billing inquiries (10798)
- 9.2.3 Process accounts receivable (AR) (10744)
 - 9.2.3.1 Establish AR policies (10799)
 - 9.2.3.2 Receive/Deposit customer payments (10800)
 - 9.2.3.3 Apply cash remittances (10801)
 - 9.2.3.4 Prepare AR reports (10802)
 - 9.2.3.5 Post AR activity to the general ledger (10803)
- 9.2.4 Manage and process collections (10745)
 - 9.2.4.1 Establish policies for delinquent accounts (10804)
 - 9.2.4.2 Analyze delinquent account balances (10805)
 - 9.2.4.3 Correspond/Negotiate with delinquent accounts (10806)
 - 9.2.4.4 Discuss account resolution with internal parties (10807)
 - 9.2.4.5 Process adjustments/write off balances (10808)
 - 9.2.4.6 Perform recovery workout (14007)
 - 9.2.4.7 Manage default accounts (14008)
- 9.2.5 Manage and process adjustments/deductions (10746)
 - 9.2.5.1 Establish policies/procedures for adjustments (10809)
 - 9.2.5.2 Analyze adjustments (10810)
 - 9.2.5.3 Correspond/Negotiate with customer (10811)
 - 9.2.5.4 Discuss resolution with internal parties (10812)
 - 9.2.5.5 Prepare chargeback invoices (10813)
 - 9.2.5.6 Process related entries (10814)

9.3 Perform general accounting and reporting (10730)

- 9.3.1 Manage policies and procedures (10747)
 - 9.3.1.1 Negotiate service-level agreements (10815)
 - 9.3.1.2 Establish accounting policies (10816)
 - 9.3.1.3 Publish accounting policies (20604)
 - 9.3.1.4 Set and enforce approval limits (10817)
 - 9.3.1.5 Establish common financial systems (10818)
- 9.3.2 Perform general accounting (10748)
 - 9.3.2.1 Maintain chart of accounts (10819)
 - 9.3.2.2 Process journal entries (10820)
 - 9.3.2.3 Process allocations (10821)
 - 9.3.2.4 Process period end adjustments (10822)
 - 9.3.2.5 Post and reconcile intercompany transactions (10823)
 - 9.3.2.6 Reconcile general ledger accounts (10824)
 - 9.3.2.7 Perform consolidations and process eliminations (10825)
 - 9.3.2.8 Prepare trial balance (10826)
 - 9.3.2.9 Prepare and post management adjustments (10827)
- 9.3.3 Perform fixed-asset accounting (10749)
 - 9.3.3.1 Establish fixed-asset policies and procedures (10828)

9.3.3.2	Maintain fixed-asset master data files (10829)	9.5.1.4	Monitor regular, overtime, and other hours (10856)
9.3.3.3	Process and record fixed-asset additions and retires (10830)	9.5.1.5	Analyze and report employee utilization (10857)
9.3.3.4	Process and record fixed-asset adjustments, enhancements, revaluations, and transfers (10831)	9.5.2	Manage pay (10754)
9.3.3.5	Process and record fixed-asset maintenance and repair expenses (10832)	9.5.2.1	Enter employee time worked into payroll system (10858)
9.3.3.6	Calculate and record depreciation expense (10833)	9.5.2.2	Maintain and administer employee earnings information (10859)
9.3.3.7	Reconcile fixed-asset ledger (10834)	9.5.2.3	Maintain and administer applicable deductions (10860)
9.3.3.8	Track fixed-assets including physical inventory (10835)	9.5.2.4	Monitor changes in tax status of employees (10861)
9.3.3.9	Provide fixed-asset data to support tax, statutory, and regulatory reporting (10836)	9.5.2.5	Process and distribute payments (10862)
9.3.4	Perform financial reporting (10750)	9.5.2.6	Process and distribute manual checks (10863)
9.3.4.1	Prepare business unit financial statements (10837)	9.5.2.7	Process period-end adjustments (10864)
9.3.4.2	Prepare consolidated financial statements (10838)	9.5.2.8	Respond to employee payroll inquiries (10865)
9.3.4.3	Perform business unit reporting/review management reports (10839)	9.5.3	Manage and process payroll taxes (10755)
9.3.4.4	Perform consolidated reporting/review of cost management reports (10840)	9.5.3.1	Develop tax plan (14075)
9.3.4.5	Prepare statements for board review (10841)	9.5.3.2	Manage tax plan (14076)
9.3.4.6	Produce quarterly/annual filings and shareholder reports (10842)	9.5.3.3	Calculate and pay applicable payroll taxes (10866)
9.3.4.7	Produce regulatory reports (10843)	9.5.3.4	Produce and distribute employee annual tax statements (10867)
9.3.4.8	Perform legal and management consolidation (14074)	9.5.3.5	File regulatory payroll tax forms (10868)
9.4	Manage fixed-asset project accounting (10731)	9.6	Process accounts payable and expense reimbursements (10733)
9.4.1	Perform capital planning and project approval (10751)	9.6.1	Process accounts payable (AP) (10756)
9.4.1.1	Develop capital investment policies and procedures (10844)	9.6.1.1	Verify AP pay file with purchase order vendor master file (10869)
9.4.1.2	Develop and approve capital expenditure plans and budgets (10845)	9.6.1.2	Maintain/Manage electronic commerce (10870)
9.4.1.3	Review and approve capital projects and fixed-asset acquisitions (10846)	9.6.1.3	Audit invoices and key data in AP system (10871)
9.4.1.4	Conduct financial justification for project approval (10847)	9.6.1.4	Approve payments (10872)
9.4.2	Perform capital project accounting (10752)	9.6.1.5	Process financial accruals and reversals (10873)
9.4.2.1	Create project account codes (10848)	9.6.1.6	Process payables taxes (10874)
9.4.2.2	Record project-related transactions (10849)	9.6.1.7	Research/Resolve payable exceptions (10875)
9.4.2.3	Monitor and track capital projects and budget spending (10850)	9.6.1.8	Process payments (10876)
9.4.2.4	Close/capitalize projects (10851)	9.6.1.9	Respond to AP inquiries (10877)
9.4.2.5	Measure financial returns on completed capital projects (10852)	9.6.1.10	Retain records (10878)
9.5	Process payroll (10732)	9.6.1.11	Adjust accounting records (10879)
9.5.1	Report time (10753)	9.6.2	Process expense reimbursements (10757)
9.5.1.1	Establish policies and procedures (10853)	9.6.2.1	Establish and communicate expense reimbursement policies and approval limits (10880)
9.5.1.2	Collect and record employee time worked (10854)	9.6.2.2	Capture and report relevant tax data (10881)
9.5.1.3	Analyze and report paid and unpaid leave (10855)	9.6.2.3	Approve reimbursements and advances (10882)
		9.6.2.4	Process reimbursements and advances (10883)
		9.6.2.5	Manage personnel accounts (10884)
		9.6.3	Manage corporate credit cards (20929)
		9.6.3.1	Establish corporate credit card policies and approval limits (20930)
		9.6.3.2	Process corporate credit card requests (20931)
		9.6.3.3	Order corporate credit cards (20932)
		9.6.3.4	Manage corporate credit card accounts (20933)

- 9.6.3.5 Approve/Change credit limits (20934)
- 9.6.3.6 Cancel/Deactivate credit card (20935)

9.7 Manage treasury operations (10734)

- 9.7.1 Manage treasury policies and procedures (10758)
 - 9.7.1.1 Establish scope and governance of treasury operations (10885)
 - 9.7.1.2 Establish and publish treasury policies (10886)
 - 9.7.1.3 Develop treasury procedures (10887)
 - 9.7.1.4 Monitor treasury procedures (10888)
 - 9.7.1.5 Audit treasury procedures (10889)
 - 9.7.1.6 Revise treasury procedures (10890)
 - 9.7.1.7 Develop and confirm internal controls for treasury (10891)
 - 9.7.1.8 Define system security requirements (10892)
- 9.7.2 Manage cash (10759)
 - 9.7.2.1 Manage and reconcile cash positions (10893)
 - 9.7.2.2 Manage cash equivalents (10894)
 - 9.7.2.3 Process and oversee electronic fund transfers (EFTs) (10895)
 - 9.7.2.4 Develop cash flow forecasts (10896)
 - 9.7.2.5 Manage cash flows (10897)
 - 9.7.2.6 Produce cash management accounting transactions and reports (10898)
 - 9.7.2.7 Manage and oversee banking relationships (10899)
 - 9.7.2.8 Analyze, negotiate, resolve, and confirm bank fees (10900)
- 9.7.3 Manage in-house bank accounts (10760)
 - 9.7.3.1 Manage in-house bank accounts for subsidiaries (10901)
 - 9.7.3.2 Manage and facilitate inter-company borrowing transactions (10902)
 - 9.7.3.3 Manage centralized outgoing payments on behalf of subsidiaries (10903)
 - 9.7.3.4 Manage central incoming payments on behalf of subsidiaries (10904)
 - 9.7.3.5 Manage internal payments and netting transactions (10905)
 - 9.7.3.6 Calculate interest and fees for in-house bank accounts (10906)
 - 9.7.3.7 Provide account statements for in-house bank accounts (10907)
- 9.7.4 Manage debt and investment (10761)
 - 9.7.4.1 Establish investment policy (14079)
 - 9.7.4.2 Manage financial intermediary relationships (10908)
 - 9.7.4.3 Manage liquidity (10909)
 - 9.7.4.4 Manage issuer exposure (10910)
 - 9.7.4.5 Process and oversee debt and investment transactions (10911)
 - 9.7.4.6 Process and oversee foreign currency transactions (10912)
- 9.7.4.7 Produce debt and investment accounting transaction reports (10913)
- 9.7.4.8 Process and oversee interest rate transactions (14210)
- 9.7.5 Monitor and execute risk and hedging transactions (11208)
 - 9.7.5.1 Develop risk management/hedging strategy (12974)
 - 9.7.5.2 Manage interest rate risk (11209)
 - 9.7.5.2.1 Manage interest rate market data (19575)
 - 9.7.5.2.2 Determine interest rate exposure for all markets (19576)
 - 9.7.5.2.3 Determine interest rate hedge requirements in accordance with risk policy (19577)
 - 9.7.5.2.4 Execute interest rate trades (19578)
 - 9.7.5.3 Manage foreign exchange risk (11210)
 - 9.7.5.3.1 Manage foreign exchange market data (19579)
 - 9.7.5.3.2 Determine foreign exchange exposure for all currencies (19580)
 - 9.7.5.3.3 Determine foreign exchange hedge requirements in accordance with risk policy (19581)
 - 9.7.5.3.4 Execute foreign exchange trades (19582)
 - 9.7.5.3.5 Manage foreign exchange balance sheet risk (19583)
 - 9.7.5.4 Manage exposure risk (11211)
 - 9.7.5.4.1 Determine current customer exposures and limit exceptions (19584)
 - 9.7.5.4.2 Resolve customer exposure limit violations (19585)
 - 9.7.5.4.3 Manage customer collateral (19586)
 - 9.7.5.4.4 Perform annual customer credit reviews (19587)
 - 9.7.5.5 Execute hedging transactions (20137)
 - 9.7.5.5.1 Measure physical positions (19588)
 - 9.7.5.5.2 Establish hedges (19589)
 - 9.7.5.5.3 Unwind hedges (19590)
 - 9.7.5.5.4 Evaluate and refine hedging positions (11213)
 - 9.7.5.5.5 Monitor credit (11215)
- 9.7.5.6 Produce hedge accounting transactions and reports (11214)
- 9.7.6 Manage financial fraud/dispute cases (16958)
 - 9.7.6.1 Manage disputes due to damaged goods (16959)
 - 9.7.6.2 Manage frauds in sales/service orders (16960)

9.8 Manage internal controls (10735)

- 9.8.1 Establish internal controls, policies, and procedures (10762)
 - 9.8.1.1 Establish board of directors and audit committee (10914)
 - 9.8.1.2 Define and communicate code of ethics (10915)

- 9.8.1.3 Assign roles and responsibility for internal controls (10916)
- 9.8.1.4 Define business process objectives and risks (11250)
- 9.8.1.5 Define entity/unit risk tolerances (11251)
- 9.8.2 Operate controls and monitor compliance with internal controls policies and procedures (10763)
 - 9.8.2.1 Design and implement control activities (10917)
 - 9.8.2.2 Monitor control effectiveness (10918)
 - 9.8.2.3 Remediate control deficiencies (10919)
 - 9.8.2.4 Create compliance function (10920)
 - 9.8.2.5 Operate compliance function (10921)
 - 9.8.2.6 Implement and maintain controls-related enabling technologies and tools (10922)
- 9.8.3 Report on internal controls compliance (10764)
 - 9.8.3.1 Report to external auditors (10923)
 - 9.8.3.2 Report to regulators, share-/debt-holders, securities exchanges, etc. (10924)
 - 9.8.3.3 Report to third parties (10925)
 - 9.8.3.4 Report to internal management (10926)

9.9 Manage taxes (10736)

- 9.9.1 Develop tax strategy and plan (10765)
 - 9.9.1.1 Develop foreign, national, state, and local tax strategy (10927)
 - 9.9.1.2 Consolidate and optimize total tax plan (10928)
 - 9.9.1.3 Maintain tax master data (10929)

- 9.9.2 Process taxes (10766)
 - 9.9.2.1 Perform tax planning/strategy (10930)
 - 9.9.2.2 Prepare tax returns (10931)
 - 9.9.2.3 Prepare foreign taxes (10932)
 - 9.9.2.4 Calculate deferred taxes (10933)
 - 9.9.2.5 Account for taxes (10934)
 - 9.9.2.6 Monitor tax compliance (10935)
 - 9.9.2.7 Address tax inquiries (10936)

9.10 Manage international funds/consolidation (10737)

- 9.10.1 Monitor international rates (10767)
- 9.10.2 Manage transactions (10768)
- 9.10.3 Monitor currency exposure/hedge currency (10769)
- 9.10.4 Report results (10770)

9.11 Perform global trade services (17059)

- 9.11.1 Screen sanctioned party list (14090)
- 9.11.2 Control exports and imports (14091)
- 9.11.3 Classify products (14092)
- 9.11.4 Perform currency conversion (19593)
- 9.11.5 Calculate duty (14093)
- 9.11.6 Communicate with customs (14094)
- 9.11.7 Document trade (14095)
- 9.11.8 Process trade preferences (14096)
- 9.11.9 Handle restitution (14097)
- 9.11.10 Prepare letter of credit (14098)

10.0 Acquire, Construct, and Manage Assets (19207)

10.1 Plan and acquire assets (10937)

- 10.1.1 Develop property strategy and long term vision (10941)
 - 10.1.1.1 Confirm alignment of property requirements with business strategy (10955)
 - 10.1.1.2 Appraise the external environment (10956)
 - 10.1.1.3 Determine build or buy decision (10957)
- 10.1.2 Plan facility (10943)
 - 10.1.2.1 Design facility (10958)
 - 10.1.2.2 Analyze budget (10959)
 - 10.1.2.3 Select property (10960)
 - 10.1.2.4 Negotiate terms for facility (10961)
 - 10.1.2.5 Manage construction or modification to building (10962)
- 10.1.3 Provide workspace and facilities (10944)
 - 10.1.3.1 Acquire workspace and facilities (10963)
 - 10.1.3.2 Change fit/form/function of workspace and facilities (10964)
- 10.1.4 Manage facilities operations (10949)
 - 10.1.4.1 Relocate people (10965)
 - 10.1.4.2 Relocate material and tools (10966)

10.2 Design and construct productive assets (19208)

- 10.2.1 Manage capital program for productive assets (19209)
 - 10.2.1.1 Define capital investment plan (19210)
 - 10.2.1.2 Monitor capital program (19211)
 - 10.2.1.3 Secure construction financing (19212)
- 10.2.2 Design and plan asset construction (20139)
 - 10.2.2.1 Develop construction strategy (19220)
 - 10.2.2.2 Perform construction performance management (11276)
 - 10.2.2.3 Obtain construction permissions (19221)
 - 10.2.2.4 Design assets (19222)
 - 10.2.2.5 Plan construction resources (19223)
- 10.2.3 Schedule and perform construction work (19229)
 - 10.2.3.1 Schedule construction work (19230)
 - 10.2.3.2 Obtain resources (19231)
 - 10.2.3.3 Construct new assets (19232)
 - 10.2.3.4 Augment existing assets (19233)
 - 10.2.3.5 Renew/Replace assets (19234)
- 10.2.4 Manage asset construction (19224)
 - 10.2.4.1 Monitor work performance (19225)
 - 10.2.4.2 Undertake construction quality control (19226)
 - 10.2.4.3 Create work and asset records (19227)
 - 10.2.4.4 Manage safety, security, and access to sites (19228)

10.3 Obtain and install assets, equipment and tools (16961)

- 10.3.1 Obtain and install equipment (10951)
 - 10.3.1.1 Design engineering solution for the manufacturing process (10969)
 - 10.3.1.2 Install and commission equipment (10971)

10.4 Plan maintenance work (10938)

- 10.4.1 Develop ongoing maintenance policies for productive and non-productive asset (10950)
- 10.4.2 Perform preventive maintenance (16472)
 - 10.4.2.1 Perform time based preventive maintenance (16962)

- 10.4.2.2 Perform counter based preventive maintenance (16963)
- 10.4.2.3 Perform analytics on productive assets for fault and repair (16964)
- 10.4.3 Perform corrective maintenance (16473)
 - 10.4.3.1 Create manual/automatic notification (16965)
 - 10.4.3.2 Create and schedule order (16966)
 - 10.4.3.3 Enforce all safety measures before repair (16967)
 - 10.4.3.4 Settle and complete order (16968)
 - 10.4.3.5 Archive maintenance documents and perform evaluations (16969)
- 10.4.4 Overhaul equipment (16474)

10.5 Maintain productive assets (19238)

- 10.5.1 Plan asset maintenance (19239)
 - 10.5.1.1 Develop maintenance strategies (19240)
 - 10.5.1.2 Analyze assets and predict maintenance requirements (10967)
 - 10.5.1.3 Specify maintenance policies (19241)
 - 10.5.1.4 Integrate preventive maintenance into operations schedule (10968)
 - 10.5.1.5 Identify work management tasks & priorities (19242)
 - 10.5.1.6 Conduct resource planning (19243)
 - 10.5.1.7 Create work plans (19244)
- 10.5.2 Manage asset maintenance (19245)
 - 10.5.2.1 Schedule maintenance work (19246)
 - 10.5.2.2 Obtain required resources (19247)
 - 10.5.2.3 Undertake quality control (19248)
 - 10.5.2.4 Update work and asset records (19249)
 - 10.5.2.5 Manage maintenance work safety (19250)
 - 10.5.2.6 Define maintenance performance targets (19251)
 - 10.5.2.7 Monitor maintenance performance against targets/contracts (19252)
- 10.5.3 Perform asset maintenance (19253)
 - 10.5.3.1 Perform preventative asset maintenance (10947)
 - 10.5.3.2 Perform routine asset maintenance (19254)
 - 10.5.3.3 Perform corrective asset maintenance and repairs (19255)
 - 10.5.3.4 Identify unplanned maintenance requirements (19256)
 - 10.5.3.5 Perform unplanned maintenance and repairs (19257)

10.6 Dispose of assets (10940)

- 10.6.1 Develop exit strategy (10952)
- 10.6.2 Decommission productive assets (19258)
- 10.6.3 Perform sale or trade (10953)
- 10.6.4 Perform abandonment (10954)
- 10.6.5 Perform waste and hazardous goods management (16970)

11.0 Manage Enterprise Risk, Compliance, Remediation, and Resiliency (16437)

11.1 Manage enterprise risk (17060)

- 11.1.1 Establish the enterprise risk framework and policies (16439)
 - 11.1.1.1 Determine risk tolerance for organization (16440)
 - 11.1.1.2 Develop and maintain enterprise risk policies and procedures (16441)
 - 11.1.1.3 Identify and implement enterprise risk management tools (16442)
 - 11.1.1.4 Coordinate the sharing of risk knowledge across the organization (16443)
 - 11.1.1.5 Prepare and report enterprise risk to executive management and board (16444)
- 11.1.2 Oversee and coordinate enterprise risk management activities (16445)
 - 11.1.2.1 Identify enterprise level risks (16446)
 - 11.1.2.2 Assess risks to determine which to mitigate (16447)
 - 11.1.2.3 Develop risk mitigation and management strategy and integrate with existing performance management processes (16448)
 - 11.1.2.4 Verify business unit and functional risk mitigation plans are implemented (16449)
 - 11.1.2.5 Ensure risks and risk mitigation actions are monitored (16450)
 - 11.1.2.6 Report on enterprise risk activities (16451)
- 11.1.3 Coordinate business unit and functional risk management activities (16452)
 - 11.1.3.1 Ensure that each business unit/function follows the enterprise risk management process (16453)
 - 11.1.3.2 Ensure that each business unit/function follows the enterprise risk reporting process (16454)
- 11.1.4 Manage business unit and function risk (17462)
 - 11.1.4.1 Identify risks (16456)
 - 11.1.4.1.1 Ensure contract manufacturer's compliance of enterprise risk management and reporting process (16971)
 - 11.1.4.2 Assess risks using enterprise risk framework policies and procedures (16457)
 - 11.1.4.3 Develop mitigation plans for risks (16458)
 - 11.1.4.3.1 Assess adequacy of insurance coverage (18129)
 - 11.1.4.4 Implement mitigation plans for risks (16459)
 - 11.1.4.5 Monitor risks (16460)
 - 11.1.4.6 Analyze risk activities and update plans (16461)
 - 11.1.4.7 Report on risk activities (16462)
- 11.1.5 Manage Contract Manufacturer Risks (16972)
 - 11.1.5.1 Identify regulatory risks (16973)
 - 11.1.5.2 Identify State, federal, international labor practices risks (16974)
 - 11.1.5.3 Identify products' and services' environmental and health and safety-related risks (16975)
 - 11.1.5.4 Identify country, company, political, and stability risks (16976)
 - 11.1.5.5 Identify country/company natural disaster risks (16977)

11.2 Manage compliance (17467)

- 11.2.1 Establish compliance framework and policies (17468)
 - 11.2.1.1 Develop enterprise compliance policies and procedures (17469)
 - 11.2.1.2 Implement enterprise compliance activities (17470)
 - 11.2.1.3 Manage internal audits (14133)
 - 11.2.1.4 Maintain controls-related technologies and tools (14137)
- 11.2.2 Manage regulatory compliance (16463)
 - 11.2.2.1 Develop regulatory compliance procedures (16464)
 - 11.2.2.2 Identify applicable regulatory requirements (16465)
 - 11.2.2.3 Monitor the regulatory environment for changing or emerging regulations (16466)
 - 11.2.2.4 Assess current compliance position and identify weaknesses or shortfalls therein (16467)
 - 11.2.2.5 Implement missing or stronger regulatory compliance controls and policies (16468)
 - 11.2.2.6 Monitor and test regulatory compliance position and existing controls (16469)
 - 11.2.2.7 Compile and communicate compliance scorecard(s) (19595)
 - 11.2.2.8 Compile and communicate internal and regulatory compliance reports (19596)
 - 11.2.2.9 Maintain relationships with regulators as appropriate (16470)
 - 11.2.2.10 Communicate regulatory compliance controls and policies to contract manufacturers (16978)
- 11.2.3 Manage remediation efforts (11185)
 - 11.2.3.1 Create remediation plans (11201)
 - 11.2.3.2 Contact and confer with experts (11202)
 - 11.2.3.3 Identify/Dedicate resources (11203)
 - 11.2.3.4 Investigate legal aspects (11204)
 - 11.2.3.5 Investigate damage cause (11205)
 - 11.2.3.6 Amend or create policy (11206)

11.3 Manage business resiliency (11216)

- 11.3.1 Develop the business resilience strategy (11221)
- 11.3.2 Perform continuous business operations planning (11222)
- 11.3.3 Test continuous business operations (11223)
- 11.3.4 Maintain continuous business operations (11224)
- 11.3.5 Share knowledge of specific risks across other parts of the organization (16471)
 - 11.3.5.1 Review and approve remediation efforts of contract manufacturers (16981)
 - 11.3.5.2 Enable expertise for remediation efforts for contract manufacturers (16982)

12.0 Manage External Relationships (10012)

12.1 Build investor relationships (11010)

- 12.1.1 Plan, build, and manage lender relations (11035)
- 12.1.2 Plan, build, and manage analyst relations (11036)
- 12.1.3 Communicate with shareholders (11037)

12.2 Manage government and industry relationships (11011)

- 12.2.1 Manage government relations (11038)
 - 12.2.1.1 Assess relationships (12869)
 - 12.2.1.2 Appoint responsible executives (12870)
 - 12.2.1.3 Monitor relationships (12871)
 - 12.2.1.4 Receive input from internal advisors (12872)
 - 12.2.1.5 Receive input from external advisors (12873)
 - 12.2.1.6 Liaise with authorities (12874)
- 12.2.2 Manage relations with quasi-government bodies (11039)
 - 12.2.2.1 Establish relationships with agencies (12875)
 - 12.2.2.2 Respond to audit inquiries (12876)
 - 12.2.2.3 Maintain documentation of contacts (12877)
 - 12.2.2.4 Plan and manage meetings (12878)
- 12.2.3 Manage relations with trade or industry groups (11040)
 - 12.2.3.1 Evaluate the requirements for strategic relationships (12879)
 - 12.2.3.2 Monitor the success of the partnerships (12880)
 - 12.2.3.3 Extend or change the relationships (12881)
- 12.2.4 Manage lobby activities (11041)

12.3 Manage relations with board of directors (11012)

- 12.3.1 Report financial results (11042)
- 12.3.2 Report audit findings (11043)

12.4 Manage legal and ethical issues (11013)

- 12.4.1 Create ethics policies (11044)
- 12.4.2 Manage corporate governance policies (11045)
- 12.4.3 Develop and perform preventive law programs (11046)

12.4.4 Ensure compliance (11047)

- 12.4.4.1 Plan and initiate compliance program (11053)
- 12.4.4.2 Execute compliance program (11054)

12.4.5 Manage outside counsel (11048)

- 12.4.5.1 Assess problem and determine work requirements (11056)
- 12.4.5.2 Engage/Retain outside counsel if necessary (11057)
- 12.4.5.3 Receive strategy/budget (11058)
- 12.4.5.4 Receive work product and manage/monitor case and work performed (11059)
- 12.4.5.5 Process payment for legal services (11060)
- 12.4.5.6 Track legal activity/performance (11061)

12.4.6 Protect intellectual property (11049)

- 12.4.6.1 Manage copyrights, patents, and trademarks (11062)
- 12.4.6.2 Maintain intellectual property rights and restrictions (11063)
- 12.4.6.3 Administer licensing terms (11064)
- 12.4.6.4 Identify intellectual property violation by third parties (11065)
- 12.4.6.5 Administer options (11065)

12.4.7 Resolve disputes and litigations (11050)

12.4.8 Provide legal advice/counseling (11051)

12.4.9 Negotiate and document agreements/contracts (11052)

12.5 Manage public relations program (11014)

- 12.5.1 Manage community relations (11066)
- 12.5.2 Manage media relations (11067)
- 12.5.3 Promote political stability (11068)
- 12.5.4 Create press releases (11069)
- 12.5.5 Issue press releases (11070)

13.0 Develop and Manage Business Capabilities (10013)

13.1 Manage business processes (16378)

- 13.1.1 Establish and maintain process management governance (16379)
 - 13.1.1.1 Define and manage governance approach (16380)
 - 13.1.1.2 Establish and maintain process tools and templates (16381)
 - 13.1.1.3 Assign and support process ownership (16382)
 - 13.1.1.4 Identify process governance activities (16984)
 - 13.1.1.5 Perform process governance activities (16383)
- 13.1.2 Define and manage process frameworks (16384)
 - 13.1.2.1 Establish and maintain process framework (16385)
 - 13.1.2.2 Identify cross-functional processes (16386)
 - 13.1.2.3 Establish process innovation framework (16985)
- 13.1.3 Define processes (16387)
 - 13.1.3.1 Scope processes (16388)
 - 13.1.3.2 Analyze processes (16389)
 - 13.1.3.2.1 Identify published best practices (20140)
 - 13.1.3.3 Model and document processes (16390)
 - 13.1.3.4 Publish processes (16391)
- 13.1.4 Manage process performance (16392)
 - 13.1.4.1 Provide process training (16393)
 - 13.1.4.2 Support process execution (16394)
 - 13.1.4.3 Measure and report process performance (16395)
 - 13.1.4.3.1 Identify additional metrics as required (20141)
- 13.1.5 Improve processes (16396)
 - 13.1.5.1 Define organizational level process improvement programs (16986)
 - 13.1.5.2 Identify and select improvement opportunities (16397)
 - 13.1.5.3 Manage improvement projects (16398)
 - 13.1.5.4 Perform continuous improvement activities (16399)

13.2 Manage portfolio, program, and project (16400)

- 13.2.1 Manage portfolio (16401)
 - 13.2.1.1 Establish portfolio strategy (16402)
 - 13.2.1.2 Define portfolio governance (16403)
 - 13.2.1.3 Monitor and control portfolio (16404)
- 13.2.2 Manage programs (16405)
 - 13.2.2.1 Identify organizational need for program (16987)
 - 13.2.2.2 Establish program structure and approach (16406)
 - 13.2.2.3 Manage program stakeholders and partners (16407)
 - 13.2.2.4 Manage program execution (16408)
 - 13.2.2.5 Review and report program performance (16409)
- 13.2.3 Manage projects (16410)
 - 13.2.3.1 Establish project scope (16411)
 - 13.2.3.1.1 Identify project requirements and objectives (11117)

- 13.2.3.1.2 Identify project resource requirements (16412)
- 13.2.3.1.3 Assess culture and readiness for project management approach (11118)
- 13.2.3.1.4 Create business case and obtain funding (11120)
- 13.2.3.1.5 Develop project measures and indicators (11121)
- 13.2.3.2 Identify appropriate project management methodologies (11119)
- 13.2.3.3 Develop project plans (16413)
 - 13.2.3.3.1 Define roles and resources (11123)
 - 13.2.3.3.2 Acquire/secure project resources (20142)
 - 13.2.3.3.3 Identify specific IT requirements (11124)
 - 13.2.3.3.4 Create training and communication plans (11125)
 - 13.2.3.3.5 Design recognition and reward approaches (11127)
 - 13.2.3.3.6 Design and plan launch of project (11128)
 - 13.2.3.3.7 Deploy the project (11129)
- 13.2.3.4 Define project execution method (16988)
- 13.2.3.5 Execute projects (16414)
 - 13.2.3.5.1 Evaluate impact of project management (strategy and projects) on measures and outcomes (11131)
 - 13.2.3.5.2 Report the status of project (16415)
 - 13.2.3.5.3 Manage project scope (16416)
 - 13.2.3.5.4 Promote and sustain activity and involvement (11132)
 - 13.2.3.5.5 Realign and refresh project management strategy and approaches (11133)
- 13.2.3.6 Review and report project performance (16417)
 - 13.2.3.6.1 Define reporting tools/mechanism for project performance reviews (16989)
 - 13.2.3.6.2 Define key performance indicators for project success (16990)
- 13.2.3.7 Close projects (16418)
 - 13.2.3.7.1 Conduct after-action reviews and provide feedback to stakeholders (16991)
 - 13.2.3.7.2 Perform financial closure (16992)
 - 13.2.3.7.3 Terminate project processes (16993)

13.3 Manage enterprise quality (17471)

- 13.3.1 Establish quality requirements (17472)
 - 13.3.1.1 Define critical-to-quality characteristics (17473)
 - 13.3.1.2 Define preventive quality activities (17474)

- 13.3.1.3 Develop quality controls (17475)
 - 13.3.1.3.1 Define process steps for controls (or integration points) (17476)
 - 13.3.1.3.2 Define sampling plan (17477)
 - 13.3.1.3.3 Identify measurement methods (17478)
 - 13.3.1.3.4 Define required competencies (17479)
- 13.3.1.4 Prove capability to assess compliance with requirements (17480)
- 13.3.1.5 Finalize quality plan (17481)
- 13.3.2 Evaluate performance to requirements (17482)
 - 13.3.2.1 Test against quality plan (17483)
 - 13.3.2.1.1 Conduct test and collect data (17484)
 - 13.3.2.1.2 Record result(s) (17485)
 - 13.3.2.1.3 Determine disposition of result(s) (17486)
 - 13.3.2.2 Assess results of tests (17487)
 - 13.3.2.2.1 Assess sample significance (17488)
 - 13.3.2.2.2 Summarize result(s) (17489)
 - 13.3.2.2.3 Recommend actions (17490)
 - 13.3.2.2.4 Decide next steps (17491)
- 13.3.3 Manage non-conformance (17492)
 - 13.3.3.1 Assess potential impact (17493)
 - 13.3.3.2 Determine immediate action(s) (17494)
 - 13.3.3.3 Identify root cause(s) (17495)
 - 13.3.3.4 Take corrective or preventative action (17496)
 - 13.3.3.5 Close non-conformance (17497)
- 13.3.4 Implement and maintain the enterprise quality management system (EQMS) (17498)
 - 13.3.4.1 Define the quality strategy (17499)
 - 13.3.4.2 Plan and deploy the EQMS scope, targets, and goals (17500)
 - 13.3.4.3 Identify core EQMS processes, controls, and metrics (17501)
 - 13.3.4.4 Develop and document EQMS policies, procedures, standards, and measures (17502)
 - 13.3.4.5 Assess the EQMS performance (17503)
 - 13.3.4.6 Create environment and capability for EQMS improvement(s) (17504)
 - 13.3.4.6.1 Reward quality excellence (17505)
 - 13.3.4.6.2 Create and maintain quality partnerships (17506)
 - 13.3.4.6.3 Maintain talent capabilities and competencies (17507)
 - 13.3.4.6.4 Incorporate EQMS messaging into communication channels (17508)
 - 13.3.4.6.5 Assure independent EQMS management access to appropriate authority in the organization (17509)
 - 13.3.4.6.6 Transfer proven EQMS methods (17510)
- 13.4.1.1 Select process improvement methodology (11138)
- 13.4.1.2 Determine stakeholders (11140)
- 13.4.1.3 Assess readiness for change (11139)
- 13.4.1.4 Identify change champion(s) (11141)
- 13.4.1.5 Form design team (11142)
- 13.4.1.6 Define scope (11143)
- 13.4.1.7 Understand current state (11144)
- 13.4.1.8 Define future state (11145)
- 13.4.1.9 Conduct organizational risk analysis (11146)
- 13.4.1.10 Assess cultural issues (11147)
- 13.4.1.11 Identify impacted groups (20143)
- 13.4.1.12 Determine degree/extent of impact (20144)
- 13.4.1.13 Establish accountability for change management (11148)
- 13.4.1.14 Identify barriers to change (11149)
- 13.4.1.15 Determine change enablers (11150)
- 13.4.1.16 Identify resources and develop measures (11151)
- 13.4.2 Design the change (11135)
 - 13.4.2.1 Assess connection to other initiatives (11152)
 - 13.4.2.2 Develop change management plans (11153)
 - 13.4.2.3 Develop training plan (11154)
 - 13.4.2.4 Develop communication plan (11155)
 - 13.4.2.5 Assign change champion(s) (20145)
 - 13.4.2.6 Develop rewards/incentives plan (11156)
 - 13.4.2.7 Establish change adoption metrics (11157)
 - 13.4.2.8 Establish/Clarify new roles (11158)
 - 13.4.2.9 Identify budget/roles (11159)
- 13.4.3 Implement change (11136)
 - 13.4.3.1 Create commitment for improvement/change (11160)
 - 13.4.3.2 Reengineer business processes and systems (11161)
 - 13.4.3.3 Support transition to new roles or exit strategies for incumbents (11162)
 - 13.4.3.4 Monitor change (11163)
 - 13.4.3.5 Report on change (20146)
- 13.4.4 Sustain improvement (11137)
 - 13.4.4.1 Monitor improved process performance (11164)
 - 13.4.4.2 Capture and reuse lessons learned from change process (11165)
 - 13.4.4.3 Take corrective action as necessary (11166)

13.5 Develop and manage enterprise-wide knowledge management (KM) capability (11073)

- 13.5.1 Develop KM strategy (11095)
 - 13.5.1.1 Develop governance model with roles and accountability (11100)
 - 13.5.1.2 Define roles and accountability of core group versus operating units (11102)
 - 13.5.1.3 Develop funding models (11103)
 - 13.5.1.4 Identify links to key initiatives (11104)
 - 13.5.1.5 Develop core KM methodologies (11105)

13.4 Manage change (11074)

- 13.4.1 Plan for change (11134)

- 13.5.1.6 Assess IT needs and engage IT function (11106)
- 13.5.1.7 Develop training and communication plans (11107)
- 13.5.1.8 Develop change management approaches (11108)
- 13.5.1.9 Develop strategic measures and indicators (11109)
- 13.5.2 Assess KM capabilities (11096)
 - 13.5.2.1 Assess maturity of existing KM initiatives (11110)
 - 13.5.2.2 Evaluate existing KM approaches (11111)
 - 13.5.2.3 Identify gaps and needs (11112)
- 13.5.3 Design and implement KM capabilities (20965)
 - 13.5.3.1 Develop new KM approaches (11114)
 - 13.5.3.2 Design resource model for KM approaches (20966)
 - 13.5.3.3 Implement new KM approaches (11115)
 - 13.5.3.4 Leverage and enhance IT for KM approaches (20967)
 - 13.5.3.5 Develop measures (20968)
- 13.5.4 Evolve and sustain KM capabilities (20969)
 - 13.5.4.1 Enhance/Modify existing KM approaches (11113)
 - 13.5.4.2 Sustain awareness and engagement (20970)
 - 13.5.4.3 Expand KM infrastructure to meet demand (20971)

13.6 Measure and benchmark (16436)

- 13.6.1 Create and manage organizational performance strategy (11071)
 - 13.6.1.1 Create enterprise measurement systems model (11075)
 - 13.6.1.2 Measure process efficiency (11076)
 - 13.6.1.3 Measure cost effectiveness (11077)
 - 13.6.1.4 Measure staff productivity (11078)
 - 13.6.1.5 Measure cycle time (11079)
- 13.6.2 Benchmark performance (11072)
 - 13.6.2.1 Conduct performance assessments (11083)
 - 13.6.2.2 Develop benchmarking capabilities (11084)
 - 13.6.2.3 Conduct internal process and external competitive benchmarking (11085)
 - 13.6.2.4 Conduct gap analysis (11087)
 - 13.6.2.5 Establish need for change (11088)
- 13.6.3 Evaluate process performance (20147)
 - 13.6.3.1 Establish appropriate performance indicators (metrics) (10270)
 - 13.6.3.2 Establish monitoring frequency (10271)
 - 13.6.3.3 Collect performance data (20148)
 - 13.6.3.4 Calculate performance measures (10272)
 - 13.6.3.5 Identify performance trends (10273)
 - 13.6.3.6 Analyze performance against benchmark data (10274)

- 13.6.3.7 Prepare reports (10275)
- 13.6.3.8 Develop performance improvement plan (10276)

13.7 Manage strategic process innovation (17007)

- 13.7.1 Define process innovation lifecycle (17008)
 - 13.7.1.1 Create and capture new processes (17009)
 - 13.7.1.2 Analyze feasibility and select (17010)
 - 13.7.1.2.1 Define process selection criteria (17011)
 - 13.7.1.3 Create proof-of-concept (17012)
 - 13.7.1.4 Evaluate proof-of-concept (17013)
 - 13.7.1.5 Build business case (17014)
- 13.7.2 Involve IT for the tools and technologies to support strategic process innovation (17015)
- 13.7.3 Define measures and metrics (17016)
- 13.7.4 Collect data and benchmark (17017)

13.8 Manage environmental health and safety (EHS) (11179)

- 13.8.1 Determine environmental health and safety impacts (11180)
 - 13.8.1.1 Evaluate environmental impact of products, services, and operations (11186)
 - 13.8.1.2 Conduct health and safety and environmental audits (11187)
- 13.8.2 Develop and execute functional EHS program (11181)
 - 13.8.2.1 Identify regulatory and stakeholder requirements (11188)
 - 13.8.2.2 Assess future risks and opportunities (11189)
 - 13.8.2.3 Create EHS policy (11190)
 - 13.8.2.4 Record and manage EHS events (11191)
- 13.8.3 Train and educate functional employees (11182)
 - 13.8.3.1 Communicate EHS issues to stakeholders and provide support (11192)
- 13.8.4 Monitor and manage functional EHS management program (11183)
 - 13.8.4.1 Manage EHS costs and benefits (11193)
 - 13.8.4.2 Measure and report EHS performance (11194)
 - 13.8.4.3 Implement emergency response program (11196)
 - 13.8.4.4 Implement pollution prevention program (11197)
 - 13.8.4.5 Provide employees with EHS support (11195)

13.9 Develop, Manage, and Deliver Analytics (20959)

- 13.9.1 Develop and manage hypotheses (20960)
- 13.9.2 Collect data (20961)
- 13.9.3 Analyze data (20962)
- 13.9.4 Report on data (20963)
- 13.9.5 Identify remedial actions (20964)



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