

Skill Area and Skill Proficiency

(3) Consultant

Skill Area

Job category: Consultant

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Skill Area and Skill Proficiency

Skill Proficiency/Knowledge Items

Job category: Consultant

Specialty Field: Industry

Specialty Field:

Industry

Skill Proficiency/Knowledge Items of Consultant

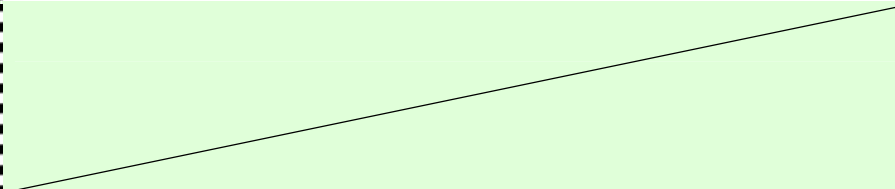
Skill Item and Knowledge Items	Skill Proficiency	
<p>[Job Career Common Skill Item]</p> <p>● Identification and Analysis of Business Problems (AS-IS Analysis)</p> <p>[Knowledge Items]</p> <ul style="list-style-type: none"> -Business Model Analysis -Collection of Customer, Market and Industry-related Information -Information Collection of Relevant Legal Regulation and External Constraint -Understanding of Positioning in Industry -Collection of Open Information -Management and Organizational Operating Structure -Information Collection of Management Index -Understanding Issues of Business Environment -Information Collection of Business Plan, Vision and Mission Statement -Summarizing Business Plan-related Information -Exchange views of Business Plan -Extraction of Problems from Top Management's Point of View -Structuring, Linking, and Range Setting of Problems 	Level 7	Able to provide the summary for the project report convincingly to customer management layer and customer project members, by carrying out the identification and analysis of management and business issues including issue awareness of customer management layer, and assessment and verification of analysis results, as a person responsible for the consulting project utilizing industry specialty with an annual sales value of 200 million yen or more, or 5 consultants or more. In addition, able to present the related subjects at academic societies, technical comities, and symposia.
	Level 6	Able to provide the summary for the project report convincingly to customer management layer and customer project members, by carrying out the identification and analysis of management and business issues including issue awareness of customer management layer, and assessment and verification of analysis results, as a person responsible for the consulting project utilizing industry specialty with an annual sales value of 100 million yen or more, or 3 consultants or more.
	Level 5	Able to provide the summary for the project report convincingly to customer management layer and customer project members, by carrying out the identification and analysis of management and business issues including issue awareness of customer management layer, and assessment and verification of analysis results, as a person responsible for the consulting project utilizing industry specialty with an annual sales value of 30 million yen or more, or one consultant or more.
	Level 4	Able to provide the summary of the project report convincingly to customer project members, by carrying out the identification and analysis of management and business issues including issue awareness of customer management layer, and assessment and verification of analysis results, as a team leader for the consulting project utilizing industry specialty with an annual sales value of 10 million yen or more, or one consultant or more.
	Level 3	

Specialty Field:

Industry

Skill Proficiency/Knowledge Items of Consultant

Skill Item and Knowledge Items	Skill Proficiency	
<p>[Job Career Common Skill Item]</p> <p>●Problem Discovery from Knowledge of Operational IT (Knowledge Utilization)</p> <p>[Knowledge Items]</p> <p>-Latest Trends of Solutions</p> <p>-IT Management Structure</p> <p>-IT Utilization Trends in Industry and Business</p> <p>-Survey of Information Technology Trends</p> <p>-Survey of Information Systems to Assist Operational Process</p>	Level 7	Able to provide the issue identification convincingly from the professional's point of view, to the customer management layer and customer project members by carrying out the survey and assessment of information systems, trends of IT utilization in target industry and operation, trends of related solutions, and IT management structure, as a person responsible for the consulting project utilizing industry specialty, with an annual sales value of 200 million yen or more, or 5 consultants or more. In addition, able to present the related subjects at academic societies, technical communities, and symposia.
	Level 6	Able to provide the issue identification convincingly from the professional's point of view, to the customer management layer and customer project members, by carrying out the survey and assessment of information systems, trends of IT utilization in target industry and operation, trends of related solutions, and IT management structure, as a person responsible for the consulting project utilizing industry specialty, with an annual sales value of 100 million yen or more, or 3 consultants or more.
	Level 5	Able to provide the issue identification convincingly from the professional's point of view, to the customer management layer and customer project members, by carrying out the survey and assessment of information systems, trends of IT utilization in target industry and operation, trends of related solutions, and IT management structure, as a person responsible for the consulting project utilizing industry specialty, with an annual sales value of 30 million yen or more, or one consultant or more.
	Level 4	Able to provide the issue identification convincingly from the professional's point of view, to the customer management layer and customer project members, by carrying out the survey and assessment of information systems, trends of IT utilization in target industry and operation, trends of related solutions, and IT management structure, as a person responsible for the consulting project utilizing industry specialty, with an annual sales value of 10 million yen or more, or one consultant or more.
	Level 3	

Specialty Field: Industry	Skill Proficiency/Knowledge Items of Consultant	
Skill Item and Knowledge Items		Skill Proficiency
<p>[Job Category Common Skill Item]</p> <p>●Suggestion for Solutions (TO-BE Suggestion)</p> <p>[Knowledge Items]</p> <ul style="list-style-type: none"> -Problem Analysis -Analysis of Affected Area -Proposal of Prioritization -Derivation for Directions of Solutions -Verification for Directions of Solutions -Estimation of Return on Investment -Strategy Deployment Planning 		<p>Level 7</p> <p>Able to formulate strategic development plan to realize, by carrying out the derivation and verification for directions of issue solutions, and estimation of return on investment, as a person responsible for the consulting project utilizing industry specialty, with an annual sales value of 200 million yen or more, or 5 consultants or more. Able to support the establishment of customer's feasible promotion structure, by carrying out consistency of the plan with customer's mid-long term management strategy, and convincing proposal to customer management layer and customer project members. In addition, able to present the related subjects at academic societies, technical communities, and symposia.</p>
		<p>Level 6</p> <p>Able to formulate strategic development plan to realize, by carrying out the derivation and verification for direction of issue solutions, and estimation of return on investment, as a person responsible for the consulting project, utilizing industry specialty with an annual sales value of 100 million yen or more, or 3 consultants or more. Able to support the establishment of customer's feasible promotion structure, by carrying out consistency of the plan with customer's mid-long term management strategy, and convincing proposal to customer management layer and customer project members.</p>
		<p>Level 5</p> <p>Able to formulate strategic development plan to realize, by carrying out the derivation and verification for direction of issue solutions and estimation of return on investment, as a person responsible for the consulting project, utilizing industry specialty with an annual sales value of 30 million yen or more, or one consultants or more. Able to provide proposal to customer management layer and customer project members, by carrying out consistency of the plan with customer's mid-long term management strategy.</p>
		<p>Level 4</p> <p>Able to formulate strategic development plan to realize, by carrying out the derivation and verification for direction of issue solutions and estimation of return on investment, as a person responsible for the consulting project, utilizing industry specialty with an annual sales value of 10 million yen or more, or one consultants or more. Able to provide proposal to customer management layer and customer project members, by carrying out consistency of the plan with customer's mid-long term management strategy.</p>
		<p>Level 3</p> 

Specialty Field: Industry	Skill Proficiency/Knowledge Items of Consultant	
Skill Item and Knowledge Items		Skill Proficiency
<p>[Job Category Common Skill Item]</p> <p>●Utilization of Consulting Methodology</p> <p>[Knowledge Items]</p> <p>-Selection and Utilization of Consulting Methodology</p> <p>-Understanding and Utilization of Analysis Tools and Models</p>	Level 7	Able to implement the consulting project successfully by carrying out selection and utilization of optimal consulting methodology, definition and practice of process, definition and creation of deliverables, and application of consulting techniques, as a person responsible for the consulting project utilizing special industry with an annual sales of 200 million yen or more, or 5 consultants or more. In addition, able to present the related subjects at academic societies, technical communities, and symposia.
	Level 6	Able to implement the consulting project successfully by carrying out selection and utilization of optimal consulting methodology, definition and practice of process, definition and creation of deliverables, and application of consulting techniques, as a person responsible for the consulting project utilizing special industry with an annual sales of 100 million yen or more, or 3 consultants or more.
	Level 5	Able to implement the consulting project successfully by carrying out selection and utilization of optimal consulting methodology, definition and practice of process, definition and creation of deliverables, and application of consulting techniques, as a person responsible for the consulting project utilizing special industry with an annual sales of 30 million yen or more, or one consultant or more.
	Level 4	Able to implement the consulting project by carrying out utilization of consulting methodology, as a consulting team leader of consulting project utilizing industry specialty with an annual sales of 10 million yen or more, or one consultant or more.
	Level 3	

Specialty Field: Industry	Skill Proficiency/Knowledge Items of Consultant	
Skill Item and Knowledge Items	Skill Proficiency	
<p>[Job Category Common Skill Items]</p> <p>●Knowledge Management and Utilization</p> <p>[Knowledge Items]</p> <p>-Management and Utilization of Knowledge (Case examples, Analysis and suggestion template)</p>	Level 7	Able to implement the consulting project effectively and with high quality by carrying out properly the database creation of intellectual property, its utilization, maintenance and management in the whole process of the project, preparation, from start to completion, and post completion, as a person responsible for the consulting project utilizing industry specialty with an annual sales value of 200 million yen or more, or 5 consultants or more. In addition, able to present the related subjects at academic societies, technical committees, and symposia.
	Level 6	Able to implement the consulting project effectively and with high quality by carrying out properly the database creation of intellectual property, its utilization, maintenance and management in the whole process of the project, preparation, from start to completion, and post completion, as a person responsible for the consulting project utilizing industry specialty with an annual sales value of 100 million yen or more, or 3 consultants or more.
	Level 5	Able to implement the consulting project effectively and with high quality by carrying out properly the database creation of intellectual property, its utilization, maintenance and management in the whole process of the project, preparation, from start to completion, and post completion, as a person responsible for the consulting project utilizing industry specialty with an annual sales value of 30 million yen or more, or one consultant or more.
	Level 4	Able to implement the consulting project effectively and with high quality by carrying out properly the database creation of intellectual property, its utilization, maintenance and management in the whole process of the project, preparation, from start to completion, and post completion, as a team leader of the consulting project utilizing industry specialty with an annual sales value of 10 million yen or more, or one consultant or more..
	Level 3	

Specialty Field: Industry	Skill Proficiency/Knowledge Items of Consultant	
Skill Item and Knowledge Items	Skill Proficiency	
<p>[Job Category Common Skill Item]</p> <p>●Project Management</p> <p>[Knowledge Items]</p> <ul style="list-style-type: none"> -Project Integration Management -Project Scope Management -Project Time Management -Project Cost Management -Project Quality Management -Project Human Resource Management -Project Communications Management -Project Risk Management -Project Procurement Management 	Level 7	Able to implement the consulting project successfully by carrying out properly project plan formulation, plan implementation, scope management, and quality management, as a person responsible for the consulting project utilizing industry specialty with an annual sales of 200 million yen or more, or 5 consultants or more.
	Level 6	Able to implement the consulting project successfully by carrying out properly project plan formulation, plan implementation, scope management, and quality management, as a person responsible for the consulting project utilizing industry specialty with an annual sales of 100 million yen or more, or 3 consultants or more.
	Level 5	Able to implement the consulting project successfully by carrying out properly project plan formulation, plan implementation, scope management, and quality management, as a person responsible for the consulting project utilizing industry specialty with an annual sales of 30 million yen or more, or one consultant or more.
	Level 4	Able to implement the consulting project by carrying out properly project plan formulation, plan implementation, scope management, and quality management, as a team leader of for the consulting project utilizing industry specialty with an annual sales of 10 million yen or more, or one consultant or more.
	Level 3	

Specialty Field:

Industry

Skill Proficiency/Knowledge Items of Consultant

Skill Item and Knowledge Items	Skill Proficiency	
[Job Category Common Skill Item] ●Leadership [Knowledge Items] -Leadership	Level 7	Able to carry out the consulting project by issuing instructions or orders to the consulting team, as a person responsible for the consulting project utilizing industry specialty with an annual sales value of 200 million yen or more, or 5 consultants or more.
	Level 6	Able to carry out the consulting project by issuing instructions and orders to the consulting team, as a person responsible for the consulting project utilizing industry specialty with an annual sales value of 100 million yen or more, or 3 consultants or more.
	Level 5	Able to carry out the consulting project by issuing instructions and orders to the consulting team, as a person responsible for the consulting project utilizing industry specialty with an annual sales value of 30 million yen or more, or 1 consultant or more.
	Level 4	Able to carry out the consulting project by issuing instructions and orders to the consulting team, as a team leader of the consulting project utilizing industry specialty with an annual sales value of 10 million yen or more, 1 consultant or more.
	Level 3	

Specialty Field:

Industry

Skill Proficiency/Knowledge Items of Consultant

Skill Item and Knowledge Items	Skill Proficiency	
<p>[Job Category Common Skill Item]</p> <p>●Communication</p> <p>[Knowledge Items]</p> <p>-2-Way communication -Transmission of information -Organization, analysis, and retrieval of information</p>	Level 7	Able to carry out communication, by exchanging opinions on project with the person in charge of customer side, as a person responsible for the consulting project utilizing industry specialty, with an annual sales value of 200 million yen or more, or 5 consultants or more.
	Level 6	Able to carry out communication, by exchanging opinions on project with the person in charge of customer side, as a person responsible for the consulting project utilizing industry specialty, with an annual sales value of 100 million yen or more, or 3 consultants or more.
	Level 5	Able to carry out communication, by exchanging opinions on project with the person in charge of customer side, as a person responsible for the consulting project utilizing industry specialty, with an annual sales value of 30 million yen or more, or one consultant or more.
	Level 4	Able to carry out communication, by exchanging opinions on project with the consulting team members, as a team leader of the consulting project utilizing industry specialty, with an annual sales value of 10 million yen or more, or one consultant or more.
	Level 3	

Specialty Field:

Industry

Skill Proficiency/Knowledge Items of Consultant

Skill Item and Knowledge Items	Skill Proficiency	
[Job Category Common Skill Item] ●Negotiation [Knowledge Items] -Negotiation	Level 7	Able to lead complicated negotiations on the project with the person in charge of customer side, as a person responsible for the consulting project utilizing specialty of industry with an annual sales value of 200 million yen or more, or 5 consultants or more.
	Level 6	Able to make an agreement by carrying out negotiations on the project with the person in charge of customer side, as a person responsible for the consulting project utilizing specialty of industry with an annual sales value of 100 million yen or more, or 3 consultants or more.
	Level 5	Able to carry out negotiations on the project with the person in charge of customer side, as a person responsible for the consulting project with an annual sales value of 30 million yen or more, or one consultant or more.
	Level 4	Able to carry out negotiations on the project, keeping good communication with consulting team members, as a team leader of the consulting project with an annual sales value of 10 million yen or more, or one consultant or more.
	Level 3	

Specialty Field:

Industry

Skill Proficiency/Knowledge Items of Consultant

Skill Item and Knowledge Items	Skill Proficiency	
<p>[Specialty Field Specific Skill Item]</p> <p>●Industrial knowledge Utilization</p> <p>[Knowledge Items]</p> <p>-Professional Knowledge of Industry (for example, industry, finance, public) Specific Specialties (Whole idea, Customer management, Supply chain management, Industry classified specific service/ business/ institution)</p>	Level 7	Able to support the establishment of customer's feasible promotion structure, by utilizing industry (industry, finance, public) specific specialties (whole idea, customer management, supply chain management, Industry classified specific service/ business/ institution), and providing report of present data analysis and suggestion of strategic development plan convincingly to customer management layer and customer project members, as a person responsible for the consulting project utilizing industry specialty, with an annual sales value of 200 million yen or more, or 5 consultants or more. In addition, able to present the related subjects at academic societies, technical communities, and symposia.
	Level 6	Able to support the establishment of customer's feasible promotion structure, by utilizing industry (industry, finance, public) specific specialties (whole idea, customer management, supply chain management, Industry classified specific service/ business/ institution), and providing report of present data analysis and suggestion of strategic development plan convincingly to customer management layer and customer project members, as a person responsible for the consulting project utilizing industry specialty, with an annual sales value of 100 million yen or more, or 3 consultants or more.
	Level 5	Able to provide report of present data analysis and suggestion of strategic development plan convincingly to customer management layer and customer project members, by utilizing industry (industry, finance, public) specific specialties (whole idea, customer management, supply chain management, Industry classified specific service/ business/ institution), as a person responsible for the consulting project utilizing industry specialty, with an annual sales value of 30 million yen or more, or one consultant or more.
	Level 4	Able to provide report of present data analysis and suggestion of strategic development plan convincingly to customer management layer and customer project members, by utilizing industry (industry, finance, public) specific specialties (whole idea, customer management, supply chain management, Industry classified specific service/ business/ institution), as a person responsible for the consulting project utilizing industry specialty, with an annual sales value of 10 million yen or more, or one consultant or more.
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Skill Proficiency/Knowledge Items

Job category: Consultant

Specialty Field: Business Function

Specialty Field: Business Function	Skill Proficiency/Knowledge Items of Consultant	
Skill Item and Knowledge Items		Skill Proficiency
<p>[Job Category Common Skill Item]</p> <p>● Identification and Analysis of Business Problems (AS-IS Analysis)</p> <p>[Knowledge Items]</p> <ul style="list-style-type: none"> -Business Model Analysis -Collection of Customer, Market and Industry-related Information -Information Collection of Relevant Legal Regulation and External Constraint -Understanding of Positioning in Industry -Collection of Open Information -Management and Organizational Operating Structure -Information Collection of Management Index -Understanding Issues of Business Environment -Information Collection of Business Plan, Vision and Mission Statement -Summarizing Business Plan-related Information -Exchange views of Business Plan -Extraction of Problems from Top Management's Point of View -Structuring, Linking, and Range Setting of Problems 	Level 7	Able to provide the summary for the project report convincingly to customer management layer and customer project members, by carrying out the identification and analysis of management and business issues, and assessment and verification of analysis results, as a person responsible for the consulting project utilizing specialty common to all industries, with an annual sales value of 200 million yen or more, or 5 consultants or more. In addition, able to present the related subjects at academic societies, technical comities, and symposia.
	Level 6	Able to provide the summary for the project report convincingly to customer management layer and customer project members, by carrying out the identification and analysis of management and business issues, and assessment and verification of analysis results, as a person responsible for the consulting project utilizing specialty common to all industries, with an annual sales value of 100 million yen or more, or 3 consultants or more.
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	Level 4	Able to provide the summary of the project report convincingly to customer project members, by carrying out the identification and analysis of management and business issues, and assessment and verification of analysis results, as a team leader for the consulting project utilizing specialty common to all industries, with an annual sales value of 10 million yen or more, or one consultant or more.
	Level 3	

Specialty Field:
Business Function

Skill Proficiency/Knowledge Items of Consultant

Skill Item and Knowledge Items	Skill Proficiency	
<p>[Job Category Common Skill Item]</p> <p>●Problem Discovery from Knowledge of Operational IT (Knowledge Utilization)</p> <p>[Knowledge Items]</p> <p>-Latest Trends of Solutions -IT Management Structure -IT Utilization Trends in Industry and Business -Survey of Information Technology Trends -Survey of Information Systems to Assist Operational Process</p>	Level 7	Able to provide the issue identification convincingly from the professional's point of view, to the customer management layer and customer project members by carrying out the survey and assessment of information systems, trends of IT utilization in target industry and operation, trends of related solutions, and IT management structure, as a person responsible for the consulting project utilizing specialty common to all industries, with an annual sales value of 200 million yen or more, or 5 consultants or more. In addition, able to present the related subjects at academic societies, technical communities, and symposia.
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	Level 3	

Specialty Field: Business Function	Skill Proficiency/Knowledge Items of Consultant	
Skill Item and Knowledge Items		Skill Proficiency
<p>[Job Category Common Skill Item]</p> <p>●Suggestion for Solutions (TO-BE Suggestion)</p> <p>[Knowledge Items]</p> <ul style="list-style-type: none"> -Problem Analysis -Analysis of Affected Area -Proposal of Prioritization -Derivation for Directions of Solutions -Verification for Directions of Solutions -Estimation of Return on Investment -Strategy Deployment Planning 	Level 7	Able to formulate strategic development plan to realize, by carrying out the derivation and verification for directions of issue solutions, and estimation of return on investment, as a person responsible for the consulting project utilizing specialty common to all industries, with an annual sales value of 200 million yen or more, or 5 consultants or more. Able to provide proposal to customer management layer and customer project members, by carrying out consistency of the plan with customer's mid-long term management strategy. In addition, able to present the related subjects at academic societies, technical communities, and symposia.
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	Level 4	Able to formulate strategic development plan to realize, by carrying out the derivation and verification for direction of issue solutions and estimation of return on investment, as a team leader of the consulting project utilizing specialty common to all industries with an annual sales value of 10 million yen or more, or one consultants or more. Able to provide proposal to customer project members, by carrying out consistency of the plan with customer's mid-long term management strategy.
	Level 3	

Specialty Field:
Business Function

Skill Proficiency/Knowledge Items of Consultant

Skill Item and Knowledge Items	Skill Proficiency	
<p>[Job Category Common skill item]</p> <p>●Utilization of Consulting Methodology</p> <p>[Knowledge Items]</p> <p>-Selection and Utilization of Consulting Methodology</p> <p>-Understanding and Utilization of Analysis Tools and Models</p>	Level 7	Able to implement the consulting project successfully by carrying out selection and utilization of optimal consulting methodology, definition and practice of process, definition and creation of deliverables, and application of consulting techniques, as a person responsible for the consulting project utilizing specialty common to all industries with an annual sales of 200 million yen or more, or 5 consultants or more. In addition, able to present the related subjects at academic societies, technical communities, and symposia.
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	Level 4	Able to implement the consulting project by carrying out utilization of consulting methodology, as a team leader of consulting project utilizing specialty common to all industries with an annual sales of 10 million yen or more, or one consultant or more.
	Level 3	

Specialty Field:
Business Function

Skill Proficiency/Knowledge Items of Consultant

Skill Item and Knowledge Items	Skill Proficiency	
<p>[Job Category Common Skill Item]</p> <p>●Knowledge Management and Utilization</p> <p>[Knowledge Items]</p> <p>—Management and Utilization of Knowledge (Case examples, Analysis and suggestion template)</p>	Level 7	Able to implement the consulting project effectively and with high quality by carrying out properly the database creation of intellectual property, its utilization, maintenance and management in the whole process of the project, preparation, from start to completion, and post completion, as a person responsible for the consulting project, utilizing specialty common to all industries, with an annual sales value of 200 million yen or more, or 5 consultants or more. In addition, able to present the related subjects at academic societies, technical committees, and symposia.
	Level 6	Able to implement the consulting project effectively and with high quality by carrying out properly the database creation of intellectual property, its utilization, maintenance and management in the whole process of the project, preparation, from start to completion, and post completion, as a person responsible for the consulting project, utilizing specialty common to all industries, with an annual sales value of 100 million yen or more, or 3 consultants or more.
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	Level 3	

Specialty Field:
Business Function

Skill Proficiency/Knowledge Items of Consultant

Skill Item and Knowledge Items	Skill Proficiency	
<p>[Job Category Common Skill Item]</p> <p>●Project Management</p> <p>[Knowledge Items]</p> <ul style="list-style-type: none"> -Project Integration Management -Project Scope Management -Project Time Management -Project Cost Management -Project Quality Management -Project Human Resource Management -Project Communications Management -Project Risk Management -Project Procurement Management 	Level 7	Able to implement the consulting project successfully by carrying out properly project plan formulation, plan implementation, scope management, and quality management, as a person responsible for the consulting project utilizing specialty common to all industries with an annual sales of 200 million yen or more, or 5 consultants or more.
	Level 6	Able to implement the consulting project successfully by carrying out properly project plan formulation, plan implementation, scope management, and quality management, as a person responsible for the consulting project utilizing specialty common to all industries with an annual sales of 100 million yen or more, or 3 consultants or more.
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	Level 4	Able to implement the consulting project by carrying out properly project plan formulation, plan implementation, scope management, and quality management, as a team leader of for the consulting project utilizing specialty common to all industries with an annual sales of 10 million yen or more, or one consultant or more.
	Level 3	

Specialty Field:
Business Function

Skill Proficiency/Knowledge Items of Consultant

Skill Item and Knowledge Items	Skill Proficiency	
<p>[Job Category Common Skill Item]</p> <p>●Leadership</p> <p>[Knowledge Items]</p> <p>-Leadership</p>	Level 7	Able to carry out the consulting project by issuing instructions or orders to the consulting team, as a person responsible for the consulting project utilizing specialty common to all industries with an annual sales value of 200 million yen or more, or 5 consultants or more.
	Level 6	Able to carry out the consulting project by issuing instructions and orders to the consulting team, as a person responsible for the consulting project utilizing specialty common to all industries with an annual sales value of 100 million yen or more, or 3 consultants or more.
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	Level 4	Able to carry out the consulting project by issuing instructions and orders to the consulting team, as a team leader of the consulting project utilizing specialty common to all industries with an annual sales value of 10 million yen or more, 1 consultant or more.
	Level 3	

Specialty Field:
Business Function

Skill Proficiency/Knowledge Items of Consultant

Skill Item and Knowledge Items	Skill Proficiency	
<p>[Job Category Common Skill Item]</p> <p>●Communication</p> <p>[Knowledge Items]</p> <p>-2-Way communication -Transmission of information -Organization, analysis, and retrieval of information</p>	Level 7	Able to carry out communication, by exchanging opinions on project with the person in charge of customer side, as a person responsible for the consulting project utilizing specialty common to all industries with an annual sales value of 200 million yen or more, or 5 consultants or more.
	Level 6	Able to carry out communication, by exchanging opinions on project with the person in charge of customer side, as a person responsible for the consulting project utilizing specialty common to all industries with an annual sales value of 100 million yen or more, or 3 consultants or more.
	Level 5	Able to carry out communication, by exchanging opinions on project with the person in charge of customer side, as a person responsible for the consulting project utilizing specialty common to all industries with an annual sales value of 30 million yen or more, or one consultant or more.
	Level 4	Able to carry out communication, by exchanging opinions on project with the consulting team members, as a team leader of the consulting project utilizing specialty common to all industries with an annual sales value of 10 million yen or more, or one consultant or more.
	Level 3	

Specialty Field:
Business Function

Skill Proficiency/Knowledge Items of Consultant

Skill Item and Knowledge Items	Skill Proficiency	
<p>[Job Category Common Skill Item]</p> <p>●Negotiation</p> <p>[Knowledge Items]</p> <p>-Negotiation</p>	Level 7	Able to lead complicated negotiations on the project with the person in charge of customer side, as a person responsible for the consulting project utilizing specialty common to all industries with an annual sales value of 200 million yen or more, or 5 consultants or more.
	Level 6	Able to make an agreement by carrying out negotiations on the project with the person in charge of customer side, as a person responsible for the consulting project utilizing specialty common to all industries with an annual sales value of 100 million yen or more, or 3 consultants or more.
	Level 5	Able to carry out negotiations on the project with the person in charge of customer side, as a person responsible for the consulting project utilizing specialty common to all industries with an annual sales value of 30 million yen or more, or one consultant or more.
	Level 4	Able to carry out negotiations on the project, keeping good communication with consulting team members, as a team leader of the consulting project utilizing specialty common to all industries with an annual sales value of 10 million yen or more, or one consultant or more.
	Level 3	

Specialty Field:
Business Function

Skill Proficiency/Knowledge Items of Consultant

Skill Item and Knowledge Items	Skill Proficiency	
<p>[Specialty Field Specific Skill Item]</p> <p>●Knowledge Utilization of Business Function</p> <p>[Knowledge Items]</p> <p>-Professional Knowledge of Industry common work (for example, Accounting, Personnel, Equipment Management, IT Governance)</p>	Level 7	Able to support the establishment of customers' feasible promotion structure, by utilizing specialties (accounting, personnel matters, equipment management, IT governance) common to all industries, and providing report of present data analysis and suggestion of strategic development plan convincingly to customer management layer and customer project members, as a person responsible for the consulting project utilizing specialty common to all industries, with an annual sales value of 200 million yen or more, or 5 consultants or more. In addition, able to present the related subjects at academic societies, technical communities, and symposia.
	Level 6	Able to support the establishment of customer's feasible promotion structure, by utilizing specialties (accounting, personnel matters, equipment management, IT governance) common to all industries, and providing report of present data analysis and suggestion of strategic development plan convincingly to customer management layer and customer project members, as a person responsible for the consulting project utilizing industry specialty common to all industries, with an annual sales value of 100 million yen or more, or 3 consultants or more.
	Level 5	Able to provide report of present data analysis and suggestion of strategic development plan convincingly to customer management layer and customer project members, by utilizing specialties (accounting, personnel matters, equipment management, IT governance), as a person responsible for the consulting project utilizing industry specialty common to all industries, with an annual sales value of 30 million yen or more, or one consultant or more.
	Level 4	Able to provide report of present data analysis and suggestion of strategic development plan convincingly to customer management layer and customer project members, by utilizing specialties (accounting, personnel matters, equipment management, IT governance), as a team leader of the consulting project utilizing industry specialty common to all industries, with an annual sales value of 10 million yen or more, or one consultant or more.
	Level 3	

