

Job Career	Skill category	Skill item		Knowledge item		Specialty Field																																							
						Marketing		Sales		Consultant		IT Architect		Project Management				IT Specialist				Application Specialist		Software Development		Customer Service		Operations		Education															
		Job career common skill	Specialty field specific skill	Knowledge item (middle item)	Knowledge item (small item)	Marketing management	Sales channel strategy	Market communication	Consulting by visiting customers	Product sales by visiting customers	Sales via media	B2B(business Transformation)	IT	Application of a package	Application architecture	Integration architecture	Infrastructure architecture	Systems development	IT outsourcing	Network service	Software product development	Platform	Systems management	Database	Network	Distributed computing	Security	Business application system	Business application package	Basic software	Middleware	Application software	Hardware	Software	Facility management	System operation	Network operation	Service desk	Planning the training	Instructions					
Common to all job families	Project Management	Project Integration Management		-Develop Project Charter	• Project selection methods • Project management methodology • PMIS(Project Management Information System) • Expert Judgment	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○			
Common to all job families	Project Management	Project Integration Management		-Develop Preliminary Project Scope Statement	• Project management methodology • PMIS(Project Management Information System) • Expert Judgment	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○		
Common to all job families	Project Management	Project Integration Management		-Develop Project Management Plan	• Project management methodology • PMIS(Project Management Information System) • Expert Judgment	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○		
Common to all job families	Project Management	Project Integration Management		-Direct and Manage Project Execution	• Project management methodology • PMIS(Project Management Information System)	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○		
Common to all job families	Project Management	Project Integration Management		-Monitor and Control Project Work	• Project management methodology • PMIS(Project Management Information System) • EVT(Earned Value Technique) • Expert Judgment	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○		
Common to all job families	Project Management	Project Integration Management		-Integrated Change Control	• Project management methodology • PMIS(Project Management Information System) • Expert Judgment	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○		
Common to all job families	Project Management	Project Integration Management		-Close Project	• Project management methodology • PMIS(Project Management Information System) • Expert Judgment	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○		
Common to all job families	Project Management	Project Scope Management		-Scope Planning	• Expert Judgment • Template, format, and standard	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	
Common to all job families	Project Management	Project Scope Management		-Scope Definition	• Alternative identification • Expert Judgment • Stakeholder analysis	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	
Common to all job families	Project Management	Project Scope Management		-WBS preparation	• Template for work breakdown structure • Decomposition	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	
Common to all job families	Project Management	Project Scope Management		-Scope Control	• Change Control System • Variance Analysis • Replanning • Configuration management system	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	
Common to all job families	Project Management	Project Scope Management		-Scope Verification	• Inspection	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	
Common to all job families	Project Management	Project Time Management		-Activity Definition	• Decomposition • Template • Rolling Wave Planning • Expert Judgment • Plan elements	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	
Common to all job families	Project Management	Project Time Management		-Activity Sequencing	• PDM(Precedence Diagramming Method) • ADM(Arrow Diagramming Method) • Schedule network template • Determination of dependency relationship • Application of leads and lags	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○		
Common to all job families	Project Management	Project Time Management		-Activity Resource Estimating	• Expert Judgment • Analysis of alternatives • Public estimation data • Project Management Software • Bottom-up Estimating	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	
Common to all job families	Project Management	Project Time Management		-Activity Duration Estimating	• Expert Judgment • Analogous Estimating • Parametric Estimating • Three-Point Estimate • Reserve Analysis	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	
Common to all job families	Project Management	Project Time Management		-Schedule Development	• Schedule Network Analysis • CPM(Critical Path Method) • Schedule Compression • What-If scenario analysis • Resource Leveling • Critical Chain Method • Project Management Software • Application of calendar • Adjustment between leads and lags • Schedule Model	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	
Common to all job families	Project Management	Project Time Management		-Schedule Control	• Progress report • Schedule change control system • Performance measurement • Project Management Software • Variance Analysis • Schedule comparison using bar chart	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	
Common to all job families	Project Management	Project Cost Management		-Cost Estimating	• Analogous Estimating • Resource unit price • Bottom-up Estimating • Parametric Estimating • Project Management Software • Analysis of bidding proposal from vendors • Reserve Analysis • COQ(Cost of Quality)	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	
Common to all job families	Project Management	Project Cost Management		-Cost Budgeting	• Cost aggregation • Reserve Analysis • Parametric Estimating • Fund adjustments based on limits	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	
Common to all job families	Project Management	Project Cost Management		-Cost Control	• Cost change management system of administration • Performance measurement analysis • Forecasts • Performance review of the project • Project Management Software • Variance management	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	
Common to all job families	Project Management	Project Quality Management		-Quality Planning	• Cost benefit analysis • Benchmark • Experimental design method • Cost of Quality(COQ) • Other quality planning tools	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	
Common to all job families	Project Management	Project Quality Management		-QA(Perform Quality Assurance)	• Quality planning tools and techniques • Quality audit • Process analysis • Quality management tools and techniques	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	
Common to all job families	Project Management	Project Quality Management		-QC(Perform Quality Control)	• Cause and effect diagram • Control Chart • Flowcharting • Histogram • Pareto Chart • Run chart • Scatter diagram • Statistical sampling • Inspection • Defect-repair review	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	
Common to all job families	Project Management	Project Human Resource Management		-Human Resource Planning	• Organization charts and position descriptions • Networking • Organizational theory	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○
Common to all job families	Project Management	Project Human Resource Management		-Acquire Project Team	• Pre-assignment • Negotiation • Procurement • Virtual Team	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○
Common to all job families	Project Management	Project Human Resource Management		-Develop Project Team	• General management skills • Training • Team building activities • Ground Rules • Co-location • Recognition and rewards	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○

Job Career	Skill category	Skill item		Knowledge item		Specialty Field																																			
						Marketing			Sales			Consultant		IT Architect			Project Management				IT Specialist				Applicatio n Specialist		Software Development		Customer Service		Operations		Education								
		Job career common skill	Specialty field specific skill	Knowledge item (middle item)	Knowledge item (small item)	Marketing management	Sales channel strategy	Market communication	Consulting by visiting customers	Product sales by visiting customers	Sales via media	B2B(business Transformation)	IT	Application of a package	Application architecture	Integration architecture	Infrastructure architecture	Systems development	IT outsourcing	Network service	Software product development	Platform	Systems management	Database	Network	Distributed computing	Security	Business application system	Business application package	Basic software	Middleware	Application software	Hardware	Software	Facility management	System operation	Network operation	Service desk	Planning the training	Instructions	
Marketing	Methodology	Evaluation and Selection of Market Opportunitie s		-Market analysis	• Analysis of macro environments • Analysis of customers • Analysis of competition • Analysis of internal environments (analysis of company's advantages and disadvantages) • Analysis of market opportunities • Research on market demands	○	○	○																																	
Marketing	Methodology	Evaluation and Selection of Market Opportunitie s		-Market breakdown (segmentation)	• Concepts • Application and practice of quantitative methodology • Understanding and setting up of markets and market segments • Market breakdown(geographical variances, demographic variance, behavioral variances, etc.) • Evaluation of market segments		○	○	○																																
Marketing	Methodology	Evaluation and Selection of Market Opportunitie s		-Selection of target market (targeting)	• Market scale • Analysis of company's advantages • Analysis of life cycle phase of products or service • Analysis of entry barriers • Analysis of competitive strategies • Analysis of environmental factors		○	○	○																																
Marketing	Methodology	Evaluation and Selection of Market Opportunitie		-Application of positioning	• Examination of differentiation • Analysis and setting up of positioning in companies • Analysis and setting up of positioning to customers		○	○	○																																
Marketing	Methodology	Evaluation and Selection of Market Opportunitie		-Product portfolio analysis	• Selection of areas of investment through the use of analysis tools and models • Selection of priorities		○	○	○																																
Marketing	Business/industry	Evaluation and Selection of Market Opportunitie		-Industry trends	• Understanding of industrial environments and relevant regulations • Understanding of current industries • Industry specific needs/grasp and utilization of wants		○	○	○																																
Marketing	Business/industry	Evaluation and Selection of Market Opportunitie		-Competitive situation	• Understanding of information on shareholders in the same industry • Understanding of new comers		○	○	○																																
Marketing	Methodology	Evaluation and Selection of Market Opportunitie		-Investigation and analysis of issues and needs	• Investigation and analysis of current problems • Understanding of users' needs • Analysis and prioritization of needs		○	○	○																																
Marketing	Methodology	Evaluation and Selection of Market Opportunitie		-Determination of demands	• Price sensitivity • Non-resilient demands • Resilient demands • Estimation of demand curves • Resiliency of demands		○	○	○																																
Marketing	Methodology	Evaluation and Selection of Market Opportunitie s		-Utilization of quantitative tools in marketing(analysis of customer's purchase behavior trends, discovery of potential customers, etc)	• Utilization of statistical tools (multiple regression, discriminant analysis, factor analysis, cluster analysis, conjoint analysis, multidimensional scaling method, etc.) • Model (queueing model, sales response model, etc.) • Optimization routine(differentiation, mathematical programming, statistical decision theory, theory of games, etc.)		○	○	○																																
Marketing	Methodology	Marketing Strategy		-Marketing concept and methodology	• Understanding and practice of marketing processes (analysis of marketing environments, finding market opportunities and threats, market segmentation and selection of target markets, positioning, and marketing mix) • Understanding marketing strategy development process • Drawing up and implementing plans for		○	○	○																																
Marketing	Methodology	Marketing Strategy		-Development of marketing strategy	• Understanding of corporate philosophy • Understanding of business strategies (management strategies, business strategies) • Design of business portfolios • Implementation of marketing management • Implementation of marketing processes • Understanding marketing strategy development process		○	○	○																																
Marketing	Methodology	Marketing Strategy		-Understanding and utilization of analysis tools and models	• Business life cycle models (introduction stages, growth stages, maturity stages, decline stages) • Product Portfolio Management (PPM model) • Experience curve • 3C analysis • SWOT analysis • 7S Models		○	○	○																																
Marketing	Methodology	Marketing Strategy		-B2B marketing strategy planning	• B2B marketing concepts • B2B marketing strategies and technique to plot out • Understanding and execution of B2B marketing process • Difference between corporate market and consumer market • Corporate purchase processes • Influence on decision-makers with purchasing authority		○	○	○																																
Marketing	Methodology	Marketing Strategy		-Development of marketing action plan	• Understanding of marketing strategies • Understanding of marketing plans • Examination of strategic options • Preparation of implementation plans for marketing • Review and reflection of tactics, action items, CSF (critical success factor), milestones, etc. • Setting up of evaluation criteria • Drawing up implementation plans for		○	○	○																																
Marketing	Methodology	Marketing Strategy		-Executing marketing activities	• Understanding of marketing strategies • Implementation of marketing plans		○	○	○																																
Marketing	Methodology	Marketing Strategy		-Development of brand strategy	• Development processes and technique for brand strategies • Acquisition of brand royalty • Brand equity • Determination of brand strategy (brand line expansion, brand expansion, Multi-brand, co-brand) • Brand systems (corporate brands, business brands, family brands, product or service brands, etc.) • Products or service lines and brands		○	○	○																																
Marketing	Methodology	Marketing Strategy		-Development of product strategy	• Market segmentation and selection of target markets • Product positioning • Development of new products • Decision-making on products • Product lifecycle • Decision on offering • Relationship with brand strategies • Technique for product market research		○	○	○																																

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		Job career common skill	Specialty field specific skill	Knowledge item (middle item)	Knowledge item (small item)	Marketing management	Sales channel strategy	Market communication	Consulting by visiting customers	Product sales by visiting customers	Sales via media	B2B(Business-Transformation)	IT	Application of a package	Application architecture	Integration architecture	Infrastructure architecture	Systems development	IT outsourcing	Network service	Software product development	Platform	Systems management	Database	Network	Distributed computing	Security	Business application system	Business application package	Basic software	Middleware	Application software	Hardware	Software	Facility management	System operation	Network operation	Service desk	Planning the training	Instructions		
Marketing	Methodology	Marketing Strategy		-Development of pricing strategy	• Price determination factors • Price determination technique (cost-oriented, demand-oriented, and competition-oriented) • Price setting of new products (skimming pricing, penetration pricing) • Product mix pricing	○	○	○																																		
Marketing	Methodology	Marketing Strategy		-Marketing strategy development for service businesses	• Technique for plotting out marketing strategies for service businesses • Study of service differentiation • Service quality management • Understanding of the difference between product businesses and service businesses • Vertical integration service • Grasp of customer's preference in IT service transaction forms	○	○	○																																		
Marketing	Methodology	Marketing Strategy		-Development of marketing measures	• Understanding of marketing strategies • Examination of strategic options • Possibilities • Examination of priorities • Drawing up marketing plans • Preparation of implementation plans for marketing	○	○	○																																		
Marketing	Methodology	Marketing Strategy		-Setting and assessing market communication evaluation criteria	• Determination on assessment criteria and methods • Implementation of assessment • Analysis of assessment results • Examination and implementation of proposals for improvement	○	○	○																																		
Marketing	Methodology	Marketing Strategy		-Development and implementation of business plan	• Setting up business missions • External environment analysis • Analysis of internal environments • Setting up business targets • Understanding and execution of strategy and action items development processes • Assessment and management	○	○	○																																		
Marketing	Methodology	Marketing Strategy		-Development of product strategy and service strategy	• Examination of differentiation • Plotting out positioning strategies • Analysis of company's advantages • Analysis of life cycle phase of products or service • Development of new products or new service	○	○	○																																		
Marketing	Methodology	Analysis of Marketing Environments		-Macro environment analysis	• Social conditions • Economic environments • Environments on population dynamics • Technical environments • Politics • Legal environments • Cultural environments	○	○	○																																		
Marketing	Methodology	Analysis of Marketing Environments		-Internal environment analysis (analysis of strengths and weaknesses)	• Advantages and disadvantages of marketing strategies • Analysis of advantages of products or service • Financial analysis • Organizational analysis	○	○	○																																		
Marketing	Methodology	Analysis of Marketing Environments		-Customer analysis	• Population of consumers • Demands of customers • Understanding of needs and wants • Understanding the factors influencing purchase activities (cultural factors, social factors, personal factors, psychological factors, etc.) • Understanding of buying behavior • Understanding of purchasing decision processes	○	○	○																																		
Marketing	Methodology		Integration of Management	-Marketing management	• Plotting out and practicing marketing strategies • Analysis of marketing environments and finding market opportunities • Market breakdown(geographical variances, demographic variance, behavioral variances, etc.) • Selection of target markets • Positioning • Marketing mix • Price strategies • Products or service strategies • Sales channel strategies • Market communication strategies	○																																				
Marketing	Methodology		Integration of Management	-Development of promotion strategy	• Drawing up promotion plans • Technique for utilizing promotion mix • Assessment of promotional effects	○																																				
Marketing	Methodology		Integration of Management	-Grasp of customer's purchase behavior	• Consumers' behavioral models • Understanding the factors influencing purchase activities (cultural factors, social factors, personal factors, psychological factors, etc.) • Understanding of purchasing decision processes • Understanding of each phase of purchasing decision processes	○																																				
Marketing	Methodology		Integration of Management	-Development of sales channel strategy	• Plotting out strategies for alliance with sales channels • Selecting and designing sales channels • Support for sales channels • Motivation • Understanding and management of sales channel conflicts	○																																				
Marketing	Methodology		Integration of Management	-Execution and assessment of marketing strategy	• Technique for application and practice of marketing processes • Technique for practice of marketing programs • Drawing up and implementing marketing plans (strategies, things to implement, milestones, etc.)	○																																				
Marketing	Methodology		Sales Channel Strategy	-Application of the readiness concept in sales channel		○																																				
Marketing	Methodology		Sales Channel Strategy	-Sales channel capacity analysis and establishment of support structure		○																																				
Marketing	Methodology		Sales Channel	-Creation of partner plan/joint plan		○																																				
Marketing	Methodology		Sales Channel Strategy	-Processing of contract with partners within the sales channel	• Drawing up contracts in accordance with traits of partner types • Setting trade conditions(total transaction value, price, stock, quantity, discounting, financial, etc)	○																																				
Marketing	Methodology		Sales Channel Strategy	-Design of sales channel	• Analysis of service levels • Setting up purposes • Determination and evaluation of sales channel nominees • Selection of sales channel members • Educating, motivating and evaluating channel members	○																																				
Marketing	Methodology		Sales Channel Strategy	-Role of sales channel	• Understanding of sales channel functions and flow and examination of optimal solutions • Understanding of the number of phases of	○																																				
Marketing	Methodology		Sales Channel Strategy	-Conflict in sales channel	• Understanding of types of conflict and competition • Understanding of causes of sales channel conflicts • Management of sales channel conflicts	○																																				

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		Job career common skill	Specialty field specific skill	Knowledge item (middle item)	Knowledge item (small item)	Marketing management	Sales channel strategy	Market communication	Consulting by visiting customers	Product sales by visiting customers	Sales via media	B2B(Business Transformation)	IT	Application of a package	Application architecture	Integration architecture	Infrastructure architecture	Systems development	IT outsourcing	Network service	Software product development	Platform	Systems management	Database	Network	Distributed computing	Security	Business application system	Business application package	Basic software	Middleware	Application software	Hardware	Software	Facility management	System operation	Network operation	Service desk	Planning the training	Instructions		
Marketing	Methodology		Sales Channel Strategy	-Legal and ethical problems relating to sales channels	・Exclusive transactions ・Exclusive territory ・Contracts for cross-buying		○																																			
Marketing	Methodology		Sales Channel Strategy	-Development of sales channel strategy	・Plotting out strategies for alliance with sales channels ・Selecting and designing sales channels ・Support for sales channels ・Motivation ・Understanding and management of sales channel conflicts		○																																			
Marketing	Methodology		Market communication strategy	-Development of marketing communication strategy	・Plotting out market communication strategies ・Characteristics of purchasers and psychology of buying ・Understanding and utilization of AIDA model (attention, interest, desire, and action) ・Push strategies and pull strategies ・Understanding and utilization of means of market communication ・Setting up targets for market communication and determination of budgets ・Decision on communication mix and advertising strategies ・Creative strategies ・Media strategies ・Sales promotion strategies			○																																		
Marketing	Methodology		Market communication strategy	-Development of market communication competitive strategy	・Plotting out market communication strategies ・Evaluation of market communication ・Planning and implementation of strategic advertising ・Implementation of promotion of competitive sales ・Implementation of promotion to ensure competitive superiority (differentiation by direct marketing campaigns, etc.)			○																																		
Marketing	Methodology		Market communication strategy	-Campaign management	・Utilization and practice of campaign management			○																																		
Marketing	Methodology		Market communication strategy	-Development of market communications	・Clarification of standard audience ・Image analysis ・Target setting ・Creation of messages ・Selection of market communication channels			○																																		
Marketing	Methodology		Market communication strategy	-Implementation of market communications	・Setting up targets ・Message planning ・Selection of media ・Direct marketing ・Planning events ・Performance with partners			○																																		
Sales	Business/industry	Analysis of Customers' Environments		-Industry knowledge	・Utilization of knowledge on industry common applications ・Utilization of knowledge on industry specific applications ・Current industry businesses ・Current technology ・Understanding of status of competition ・Industry terms ・Understanding and utilization of relevant regulations ・Understanding and utilization of business environments by industry ・Understanding and utilization of common practice of business by industry ・Understanding and utilization of industry specific operations				○	○	○																															
Sales	Methodology	Analysis of Customers' Environment		-Competitive situation in the industry	・Understanding of information on shareholders in the same industry				○	○	○																															
Sales	Methodology	Analysis of Customers' Environments		-Customer's business content	・History of business management ・Understanding of customer's businesses ・Understanding of customer's major markets ・Understanding of separate business contents ・Corporate governance ・Organizational strategies				○	○	○																															
Sales	Methodology	Analysis of Customers' Environment		-Customer's management policy	・Understanding of customers' business policies ・Grasp of customer's IT strategy				○	○	○																															
Sales	Methodology	Analysis of Customers' Environments		-Financial analysis	・Utilization of knowledge about financial statements ・Analysis and understanding of management indices ・Comprehension and utilization of financial analysis technique ・Analysis and understanding of financial standing				○	○	○																															
Sales	Methodology	Analysis of Customers' Environment		-IT environment	・Understanding and analysis of customers' IT environments				○	○	○																															
Sales	Methodology	Analysis of Customers' Environment		-Decision process	・Understanding of organization structure ・Understanding of decision processes ・Confirmation of evaluation by decision				○	○																																
Sales	Methodology	Analysis of Customers' Environments		-Industry trends	・Understanding of industrial environments and relevant regulations ・Understanding of current industries ・Industry specific needs/grasp and utilization of wants				○	○	○																															
Sales	Technology	Proposal of IT solution		-Latest technology trends	・Understanding of the latest hardware technology ・Understanding of current technology on middleware ・Understanding of current technology on platforms ・Understanding of current technology on networks ・Understanding of current technology on databases ・Understanding of current technology on security ・Understanding of current technology on system management				○	○	○																															
Sales	Business/industry	Proposal of IT solution		-Latest application trends	・Understanding of the latest industry applications ・Understanding of the latest application				○	○	○																															
Sales	Methodology	Proposal of IT solution		-Team formation	・Organization of sales team ・Planning of activities				○	○	○																															
Sales	Methodology	Proposal of IT solution		-Utilization of consulting technology	・Setup of hypotheses ・Data collection ・Carrying out interview ・Operation of sessions ・Data analysis ・Verification ・Implementation of communication and negotiation ・Preparation of reports				○	○	○																															
Sales	Methodology	Proposal of IT solution		-Selection of solutions	・Evaluation of solutions ・Clarification of customers' purchase of solutions and evaluation criteria ・Selection of proposal solutions				○	○	○																															

Job Career	Skill category	Skill item		Knowledge item		Specialty Field																															
						Marketing		Sales		Consultant		IT Architect		Project Management			IT Specialist				Application Specialist		Software Development		Customer Service		Operations		Education								
		Job career common skill	Specialty field specific skill	Knowledge item (middle item)	Knowledge item (small item)	Marketing management	Sales channel strategy	Market communication	Product sales by visiting customers	Sales via media	B/B(Business Transformation) IT	Application of a package	Application architecture	Integration architecture	Infrastructure architecture	Systems development	IT outsourcing	Network service	Solve are product development platform	Systems management	Database	Network	Distributed computing	Security	Business application system	Business application package	Basic software	Middleware	Application software	Hardware	Software	Facility management	System operation	Network operation	Service desk	Planning the training	Instructor
Sales	Methodology	Proposal of IT solution		-Proposal of solution	Study of proposed content Study of proposed content Solution design Creation of proposals Evaluation of conformity Confirmation of willingness to purchase Definition of follow-on activities																																
Sales	Methodology	Proposal of IT solution		-Contending products information	Understanding of information on shareholders in the same industry Understanding of new comers																																
Sales	Methodology	Management of Customer Satisfaction		-Customer satisfaction management	Understanding of concept of customer satisfaction Survey of customer satisfaction Analysis and evaluation of survey results Drawing up and practice of planning customers' satisfaction improvement in accordance with assessment results																																
Sales	Methodology	Sales Office Work Management		-Contract Administration	Understanding of contractual operations Confirmation of contract conditions and agreement Conclusion of contracts Exceptions handling Understanding of outsourcing and OEM contract affairs Understanding of and compliance with relevant regulations																																
Sales	Methodology	Sales Office Work Management		-Order management	Understanding and utilization of knowledge on order acceptance operation Confirmation of conditions of delivery dates and agreement Arrangement of order acceptance operation Physical distribution arrangement																																
Sales	Methodology	Sales Office Work Management		-Payments management, collection management	Understanding and utilization of knowledge on payment service and collection practices Practice of collection business																																
Sales	Methodology	Sales Office Work Management		-Profit and loss management	Understanding of sales, understanding of costs, understanding of profits and losses Practice of profit and loss management																																
Sales	Methodology	Sales Office Work Management		-Contract negotiation	Understanding of customer environment Service specifications and service levels Confirmation and negotiation related to contract articles Preparation of unique contract documents Negotiation with customers' contracting departments Coordination with relevant in-company departments Consensus building on contractual coverage																																
Sales	Methodology	Sales Office Work Management		-Legal business for sales	Credit inquiry Understanding and observance of relevant laws and regulations (related to contracts, payments, collection, mail order law, personal information protection law, patent																																
Sales	Methodology	Sales Office Work Management		-Corporate ethics	Compliance with corporate ethics codes																																
Sales	Methodology	Sales Office Work Management		-Sales management	Target management Market and customer information management Budget management																																
Sales	Methodology	Business strategy		-Grasp of customer's business strategy	Understanding of management strategies Understanding of business strategies																																
Sales	Methodology	Business strategy		-Investigation and analysis of issues and needs	Investigation and analysis of current problems Understanding of users' needs																																
Sales	Methodology	Business strategy		-Analysis of disincentives	Analysis of disincentives to business solutions																																
Sales	Methodology	Business strategy		-Customer's IT strategy	Understanding of customers' IT strategies Understanding of status of budget for IT																																
Sales	Methodology	Business strategy		-Sales strategy	Search for business opportunities Clarification of business opportunities Prioritization of business opportunities Plotting out strategies for business opportunities Drawing up of implementation plans																																
Sales	Methodology	Business strategy		-Development of marketing strategy	Understanding of corporate philosophy Understanding of business strategies (management strategies, business strategies) Design of business portfolios Implementation of marketing management Implementation of marketing processes Plotting out marketing strategies																																
Sales	Methodology		Construction of Relationship s with Customers	-Grasp of customer's preference in IT service transaction forms	Grasp of customer's preference in IT service transaction forms																																
Sales	Technology		Specific Products, Service Technology	-Selection of solutions	Evaluation of solutions Clarification of the criteria for customers' purchase of solutions and evaluation Selection of proposal solutions																																
Sales	Technology		Specific Products, Service Technology	-Demonstration	Creation of demonstration scenario for specific product or service Demonstration for specific product or service																																
Sales	Technology		Specific Products, Service Technology	-Product service technology	Description of service technology for specific products																																
Sales	Methodology		Utilization of Sales Media	-Sales media	Utilization and practice of customer databases Utilization and practice of CRM tools Utilization and practice of telephone calling for sales																																
Sales	Methodology		Utilization of Sales Media	-Campaign management	Utilization and practice of campaign management																																
Consultant	Methodology	Utilization of Consulting Methodology		-Selection and utilization of consulting methodology	Comparison, analysis, selection, and application of consulting methodologies Definition and practice of processes Definition and production of deliverables																																
Consultant	Methodology	Utilization of Consulting Methodology		-Understanding and utilization of analysis tools and models	Business life cycle models (introduction stages, growth stages, maturity stages, decline stages) Product Portfolio Management (PPM model) Experience curve Three C analysis SWOT analysis 7S Models																																
Consultant	Business/industry	Knowledge Management and Utilization		-Management and utilization of knowledge	Creation of databases from intellectual property (added value, structuring, sharing) Utilization of intellectual property Maintenance and management of intellectual property Understanding of advantages and implementation of improvement Business model patents																																
Consultant	Methodology	Implementation of Consulting		-Utilization of consulting technology	Setup of hypotheses Data collection Carrying out interview Operation of sessions Data analysis Verification Implementation of communication and negotiation Preparation of reports																																

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Job Career	Skill category	Skill item		Knowledge item		Specialty Field																																		
						Marketing		Sales		Consultant		IT Architect		Project Management		IT Specialist				Applicatio n Specialist	Software Development		Customer Service		Operations		Education													
		Job career common skill	Specialty field specific skill	Knowledge item (middle item)	Knowledge item (small item)	Marketing management	Sales channel strategy	Market communication	Consulting by visiting customers	Product sales by visiting customers	Sales via media	BT(Business Transformation)	IT	Application of a package	Application architecture	Integration architecture	Infrastructure architecture	Systems development	IT outsourcing	Network service	Software product development	platform	Systems management	Database	Network	Distributed computing	Security	Business application system	Business application package	Basic software	Middleware	Application software	Hardware	Software	Facility management	System operation	Network operation	Service desk	Planning the training	Instructions
Consultant	Technology		Formulation of IT strategies	-System management system								○																												
Consultant	Technology		Formulation of IT strategies	-Security and privacy								○																												
Consultant	Technology		Formulation of IT strategies	-Security review								○																												
Consultant	Technology		Formulation of IT strategies	-Security technology trends								○																												
Consultant	Technology		Formulation of IT strategies	-Security design								○																												
Consultant	Technology		Formulation of IT strategies	-Operation and maintenance of network systems								○																												
Consultant	Technology		Formulation of IT strategies	-Network systems technology trends								○																												
Consultant	Technology		Formulation of IT strategies	-Building and testing of network systems								○																												
Consultant	Technology		Formulation of IT strategies	-Definition of the network system requirements								○																												
Consultant	Technology		Formulation of IT strategies	-Audit								○																												
Consultant	Technology		Formulation of IT strategies	-Threat to corporate systems								○																												
Consultant	Technology		Formulation of IT strategies	-Anti-failure methods								○																												
Consultant	Technology		Formulation of IT strategies	-Development of basic plan for information system								○																												
Consultant	Technology		Formulation of IT strategies	-Product knowledge (platform)								○																												
Consultant	Technology		Formulation of IT strategies	-Problem management								○																												
Consultant	Methodology		Formulation of Business Transformation Plans	-Analysis of business environment							○																													
Consultant	Methodology		Formulation of Business Transformation Plans	-Accurate understanding and analysis of business trends							○																													
Consultant	Technology		Formulation of Business Transformation Plans	-Needs and wants analysis							○																													
Consultant	Methodology		Formulation of Business Transformation Plans	-Study and building of business models							○																													
Consultant	Business/industry		Formulation of Business Transformation Plans	-Grasp of management strategy and business strategy							○																													
Consultant	Methodology		Formulation of Business Transformation Plans	-Selection and utilization of BT consulting methodologies							○																													
Consultant	Methodology		Formulation of Business Transformation Plans	-Customer relation							○																													
Consultant	Methodology		Formulation of Business Transformation Plans	-Utilization of consulting technology							○																													
Consultant	Methodology		Formulation of Business Transformation Plans	-Understanding and utilization of analysis tools and models							○																													
Consultant	Business/industry		Formulation of Business Transformation Plans	-Utilization of knowledge							○																													
Consultant	Business/industry		Formulation of Business Transformation Plans	-Utilization of expertise (business transformation)							○																													
Consultant	Methodology		Fitness Evaluation and Application of Package	-Analysis of business environment								○																												
Consultant	Technology		Fitness Evaluation and Application of Package	-Leading-edge trend in business operation packages								○																												
Consultant	Technology		Fitness Evaluation and Application of Package	-Needs and wants analysis								○																												
Consultant	Methodology		Fitness Evaluation and Application of Package	-Fitness assessment (Fit & Gap analysis) and package selection								○																												
Consultant	Methodology		Fitness Evaluation and Application of Package	-Understanding and practice of package installation methodology								○																												
Consultant	Methodology		Fitness Evaluation and Application of Package	-Selection and utilization of package specific consulting methodology								○																												
Consultant	Methodology		Fitness Evaluation and Application of Package	-Customer relation								○																												
Consultant	Methodology		Fitness Evaluation and Application of Package	-Utilization of consulting technology								○																												
Consultant	Methodology		Fitness Evaluation and Application of Package	-Understanding and utilization of analysis tools and models								○																												

Job Career	Skill category	Skill item		Knowledge item		Specialty Field																																			
						Marketing		Sales		Consultant		IT Architect		Project Management		IT Specialist				Applicatio n Specialist	Software Development		Customer Service		Operations		Education														
		Job career common skill	Specialty field specific skill	Knowledge item (middle item)	Knowledge item (small item)	Marketing management	Sales channel strategy	Market communication	Consulting by visiting customers	Product sales by visiting customers	Sales via media	B2B(Business Transformation)	IT	Application of a package	Application architecture	Integration architecture	Infrastructure architecture	Systems development	IT outsourcing	Network service	Software product development	Platform	Systems management	Database	Network	Distributed computing	Security	Business application system	Business application package	Basic software	Middleware	Application software	Hardware	Software	Facility management	System operation	Network operation	Service desk	Planning the training	Instructions	
Consultant	Business/industry		Fitness Evaluation and Application of Package	-Utilization of expertise (package)									○																												
IT Architect	Methodology	Design of Architecture		-Analysis and definition of requirements										○	○	○																									
IT Architect	Methodology	Design of Architecture		-Definition of architecture design policy										○	○	○																									
IT Architect	Methodology	Design of Architecture		-Design of IT architecture										○	○	○																									
IT Architect	Methodology	Design of Architecture		-Feasibility assessment from the viewpoints of architecture and technology										○	○	○																									
IT Architect	Methodology	Design of Architecture		-Defining technological issue and analysis of alternatives										○	○	○																									
IT Architect	Methodology	Design of Architecture		-Assessment of platform and component technology										○	○	○																									
IT Architect	Methodology	Design Techniques		-Understanding of modeling techniques										○	○	○																									
IT Architect	Methodology	Design Techniques		-Understanding and application of data modeling techniques										○	○	○																									
IT Architect	Methodology	Design Techniques		-Understanding and application of process modeling skill										○	○	○																									
IT Architect	Methodology	Design Techniques		-Understanding and application of performance modeling techniques										○	○	○																									
IT Architect	Methodology	Design Techniques		-Understanding and application of application design techniques										○	○	○																									
IT Architect	Methodology	Design Techniques		-Understanding and application of infrastructure design techniques										○	○	○																									
IT Architect	Methodology	Standardization and		-Definition of development standards										○	○	○																									
IT Architect	Methodology	Standardization and Reuse		-Definition of IT standards based on basic principles										○	○	○																									
IT Architect	Methodology	Standardization and		-Reuse of existing assets										○	○	○																									
IT Architect	Methodology	Standardization and Reuse		-Understanding and application of reuse techniques										○	○	○																									
IT Architect	Methodology	Standardization and Reuse		-Development and application of assets for reuse										○	○	○																									
IT Architect	Methodology	Standardization and Reuse		-Understanding of reuse asset management process										○	○	○																									
IT Architect	Methodology	Utilization of Consulting techniques		-Selection and utilization of consulting techniques										○	○	○																									
IT Architect	Methodology	Utilization of Consulting techniques		-Understanding and utilization of analysis tools and models										○	○	○																									
IT Architect	Methodology	Knowledge Management and Utilization		-Management and utilization of knowledge										○	○	○																									
IT Architect	Technology	Technology		-Trends grasp in IT industry										○	○	○																									
IT Architect	Technology	Technology		-Grasp of trends in related technology (IT)										○	○	○																									
IT Architect	Technology	Technology		-Understanding and application of standards for related technology (IT)										○	○	○																									
IT Architect	Business/industry	industry (business)		-Grasp of related industry trends										○	○	○																									
IT Architect	Business/industry	industry (business)		-Grasp of applications in related industries										○	○	○																									
IT Architect	Business/industry	industry (business)		-Understanding and application of the standards of related industries (businesses)										○	○	○																									
IT Architect	Methodology		Application architecture design	-Definition of functional requirements										○																											
IT Architect	Methodology		Application architecture design	-Design of functional architecture										○																											
IT Architect	Methodology		Application architecture design	-Assessment of the feasibility of functional architecture										○																											
IT Architect	Methodology		Design of integration architecture	-Definition of integration requirements											○																										
IT Architect	Methodology		Design of integration architecture	-integration architecture design											○																										
IT Architect	Methodology		Design of integration architecture	-Assessment of feasibility of integrated architecture											○																										
IT Architect	Methodology		Design of infrastructure architecture	-Definition of requirements of infrastructure (mainly non-functional requirements)												○																									
IT Architect	Methodology		Design of infrastructure architecture	-Design of infrastructure architecture												○																									
IT Architect	Methodology		Design of infrastructure architecture	-Assessment of feasibility of infrastructure architecture												○																									
Project Management	Methodology	Analysis of Business Operations		-Business operation requirement analysis													○	○	○	○																					
Project Management	Methodology	Analysis of Business Operations		-Analysis of technological requirements													○	○	○	○																					
Project Management	Business/industry	Analysis of Business Operations		-Informatization and management													○	○	○	○																					
Project Management	Technology	Analysis of Business Operations		-Industry knowledge													○	○	○	○																					
Project Management	Technology	Analysis of Business Operations		-Content of general-purpose business													○	○	○	○																					
Project Management	Technology	Analysis of Business Operations		-Latest general-purpose business trends													○	○	○	○																					
Project Management	Methodology	Utilization of Consulting techniques		-Selection and utilization of consulting techniques													○	○	○	○																					

Job Career	Skill category	Skill item		Knowledge item		Specialty Field																																			
						Marketing			Sales			Consultant			IT Architect			Project Management			IT Specialist					Applicatio n Specialist	Software Development			Customer Service		Operations		Education							
		Job career common skill	Specialty field specific skill	Knowledge item (middle item)	Knowledge item (small item)	Marketing management	Sales channel strategy	Market communication	Consulting by visiting customers	Product sales by visiting customers	Sales via media	B2B(Business Transformation)	IT	Application of a package	Application architecture	Integration architecture	Infrastructure architecture	Systems development	IT outsourcing	Network service	Software product development	Platform	Systems management	Database	Network	Distributed computing	Security	Business application system	Business application package	Basic software	Middleware	Application software	Hardware	Software	Facility management	System operation	Network operation	Service desk	Planning the training	Instructions	
Project Management	Technology		Designing Communication Environment s and Management of Operation	-Network modeling techniques																○																					
Project Management	Technology		Designing Communication Environment s and Management of Operation	-Network standards																○																					
Project Management	Technology		Designing Communication Environment s and Management of Operation	-Methods for technological problem solving																○																					
Project Management	Technology		Designing Communication Environment s and Management of Operation	-Software engineering																○																					
Project Management	Technology		Development of New Software and Improvement of Existing Software	-Utilization and practice of software development techniques																○																					
Project Management	Technology		Development of New Software and Improvement of Existing Software	-Management of customer environment																○																					
Project Management	Methodology		Development of New Software and Improvement of Existing Software	-Utilization and practice of software products and package software related knowledge																○																					
Project Management	Technology		Development of New Software and Improvement of Existing Software	-Software engineering																○																					
Project Management	Technology		Development of New Software and Improvement of Existing Software	-Requirement definition techniques																○																					
Project Management	Technology		Development of New Software and Improvement of Existing Software	-Management and utilization of knowledge																○																					
Project Management	Technology		Development of New Software and Improvement of Existing Software	-Methods for technological problem solving																○																					
Project Management	Project Management	Project Integration Management		-Develop Project Charter													○	○	○	○																					
Project Management	Project Management	Project Integration Management		-Develop Preliminary Project Scope Statement														○	○	○	○																				
Project Management	Project Management	Project Integration Management		-Develop Project Management Plan														○	○	○	○																				
Project Management	Project Management	Project Integration Management		-Direct and Manage Project Execution														○	○	○	○																				
Project Management	Project Management	Project Integration Management		-Monitor and Control Project Work														○	○	○	○																				
Project Management	Project Management	Project Integration Management		-Integrated Change Control														○	○	○	○																				
Project Management	Project Management	Project Integration Management		-Close Project														○	○	○	○																				
Project Management	Project Management	Project Scope		-Scope Planning														○	○	○	○																				
Project Management	Project Management	Project Scope		-Scope Definition														○	○	○	○																				
Project Management	Project Management	Project Scope		-WBS preparation														○	○	○	○																				
Project Management	Project Management	Project Scope		-Scope Control														○	○	○	○																				
Project Management	Project Management	Project Scope		-Scope Verification														○	○	○	○																				
Project Management	Project Management	Project Time Management		-Activity Definition														○	○	○	○																				
Project Management	Project Management	Project Time Management		-Activity Sequencing														○	○	○	○																				
Project Management	Project Management	Project Time Management		-Activity Resource Estimating														○	○	○	○																				
Project Management	Project Management	Project Time Management		-Activity Duration Estimating														○	○	○	○																				
Project Management	Project Management	Project Time Management		-Schedule Development														○	○	○	○																				
Project Management	Project Management	Project Time Management		-Schedule Control														○	○	○	○																				
Project Management	Project Management	Project Cost Management		-Cost Estimating														○	○	○	○																				
Project Management	Project Management	Project Cost Management		-Cost Budgeting														○	○	○	○																				
Project Management	Project Management	Project Cost Management		-Cost Control														○	○	○	○																				
Project Management	Project Management	Project Quality Management		-Quality Planning														○	○	○	○																				
Project Management	Project Management	Project Quality Management		-QA(Perform Quality Assurance)														○	○	○	○																				
Project Management	Project Management	Project Quality Management		-QC(Perform Quality Control)														○	○	○	○																				
Project Management	Project Management	Project Human Resource Management		-Human Resource Planning														○	○	○	○																				
Project Management	Project Management	Project Human Resource Management		-Acquire Project Team														○	○	○	○																				

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Job Career	Skill category	Skill item		Knowledge item		Specialty Field																															
						Marketing		Sales		Consultant		IT Architect		Project Management				IT Specialist				Application Specialist	Software Development		Customer Service		Operations		Education								
		Job career common skill	Specialty field specific skill	Knowledge item (middle item)	Knowledge item (small item)	Marketing management	Sales channel strategy	Market communication	Product sales by visiting customers	Sales via media	B2B(Business Transformation)	IT	Application of a package	Integration architecture	Infrastructure architecture	Systems development	IT outsourcing	Network service	Software product development	Platform	Systems management	Database	Network	Distributed computing	Security	Business application system	Business application package	Basic software	Middleware	Application software	Hardware	Software	Facility management	System operation	Network operation	Service desk	Planning the training
IT Specialist	Technology		Construction of Functions for System Operation Management	-Development of new system and system migration																	○																
IT Specialist	Technology		Construction of Functions for System Operation Management	-Performance management																	○																
IT Specialist	Technology		Construction of Functions for System Operation Management	-Testing techniques																	○																
IT Specialist	Technology		Construction of Functions for System Operation Management	-Installation and migration plan																	○																
IT Specialist	Technology		Database construction	-Method of designing data structure																		○															
IT Specialist	Technology		Database construction	-Capacity management																		○															
IT Specialist	Technology		Database construction	-Storage management plan																		○															
IT Specialist	Technology		Database construction	-Database building																		○															
IT Specialist	Technology		Database construction	-SQL																		○															
IT Specialist	Technology		Database construction	-Management of database system operations																		○															
IT Specialist	Technology		Database construction	-Peripheral technology of database																		○															
IT Specialist	Technology		Database construction	-Master plan for database																		○															
IT Specialist	Technology		Database construction	-Definition of database requirements																		○															
IT Specialist	Technology		Database construction	-Selection of database management system (DBMS)																		○															
IT Specialist	Technology		Database construction	-Installation of database management system (DBMS)																		○															
IT Specialist	Technology		Database construction	-Implementation and testing of database management system (DSMS)																		○															
IT Specialist	Technology		Database construction	-Important technologies in																		○															
IT Specialist	Technology		Database construction	-Database-related technology trends																		○															
IT Specialist	Technology		Database construction	-Preparation of database design																		○															
IT Specialist	Technology		Database construction	-Basic structure of relational database management systems																		○															
IT Specialist	Technology		Database construction	-Relational model																		○															
IT Specialist	Technology		Database construction	-Physical database design																		○															
IT Specialist	Technology		Database construction	-Creation of logical data model																		○															
IT Specialist	Technology		Database construction	-Testing techniques																		○															
IT Specialist	Technology		Database construction	-Installation and migration plan																		○															
IT Specialist	Technology		Network construction	-Network modeling techniques																		○															
IT Specialist	Technology		Network construction	-Network technology trends																		○															
IT Specialist	Technology		Network construction	-Knowledge of network products																		○															
IT Specialist	Technology		Network construction	-Network standards																		○															
IT Specialist	Technology		Network construction	-Building a network																		○															
IT Specialist	Technology		Network construction	-Operation, maintenance, and management of network systems																		○															
IT Specialist	Technology		Network construction	-Network systems technology trends																		○															
IT Specialist	Technology		Network construction	-Installation and migration of network systems																		○															
IT Specialist	Technology		Network construction	-Understanding and utilization of network technology																		○															
IT Specialist	Technology		Network construction	-Assessment of network systems																		○															
IT Specialist	Technology		Network construction	-Definition of the network system requirements																		○															
IT Specialist	Technology		Network construction	-Testing techniques																		○															
IT Specialist	Technology		Network construction	-Installation and migration plan																		○															
IT Specialist	Technology		Construction of Distributed Computing Systems	-Middleware technology																		○															
IT Specialist	Technology		Construction of Distributed Computing Systems	-Data placement method																		○															
IT Specialist	Technology		Construction of Distributed Computing Systems	-Application execution method																		○															
IT Specialist	Technology		Construction of Distributed Computing Systems	-Server technology																		○															
IT Specialist	Technology		Construction of Distributed Computing Systems	-Server placement																		○															
IT Specialist	Technology		Construction of Distributed Computing Systems	-Security systems implementation and inspection																		○															
IT Specialist	Technology		Construction of Distributed Computing Systems	-Security technology trends																		○															

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Job Career	Skill category	Skill item		Knowledge item		Specialty Field																																	
						Marketing		Sales		Consultant		IT Architect		Project Management		IT Specialist				Application Specialist		Software Development		Customer Service		Operations		Education											
		Job career common skill	Specialty field specific skill	Knowledge item (middle item)	Knowledge item (small item)	Marketing management	Sales channel strategy	Market communication	Product sales by visiting customers	Sales via media	B2B(Business Transformation)	IT	Application of a package	Integration architecture	Infrastructure architecture	Systems development	IT outsourcing	Network service	Software product development	Platform	Systems management	Database	Network	Distributed computing	Security	Business application system	Business application package	Basic software	Middleware	Application software	Hardware	Software	Facility management	System operation	Network operation	Service desk	Planning the training	Instructions	
Software Development	Methodology	Software Engineering		-External design																								o	o	o									
Software Development	Methodology	Software Engineering		-Internal design																									o	o	o								
Software Development	Methodology	Software Engineering		-Object oriented development																									o	o	o								
Software Development	Methodology	Software Engineering		-Debugging techniques																									o	o	o								
Software Development	Methodology	Software Engineering		-Utilization and practice of technology verification methods																									o	o	o								
Software Development	Methodology	Software Engineering		-Security and privacy																									o	o	o								
Software Development	Methodology	Software Engineering		-Information Development																									o	o	o								
Software Development	Methodology	Software Engineering		-Methods for technological problem solving																									o	o	o								
Software Development	Methodology	Software Engineering		-System audit																									o	o	o								
Software Development	Methodology	Software Engineering		-Standardization																									o	o	o								
Software Development	Technology	Technology		-Latest technology trends																									o	o	o								
Software Development	Technology	Technology		-Internet application fundamental																									o	o	o								
Software Development	Technology	Technology		-Database design																									o	o	o								
Software Development	Technology	Technology		-Computer science																									o	o	o								
Software Development	Technology	Technology		-Computer system																									o	o	o								
Software Development	Technology	Technology		-System development environment																									o	o	o								
Software Development	Technology	Technology		-Database technology																									o	o	o								
Software Development	Technology	Technology		-Basic structure of relational database management systems																									o	o	o								
Software Development	Technology	Technology		-Data modeling																									o	o	o								
Software Development	Technology	Technology		-Design of database operations																									o	o	o								

Job Career	Skill category	Skill item		Knowledge item		Specialty Field																																		
						Marketing	Sales	Consultant	IT Architect	Project Management	IT Specialist					Application Specialist	Software Development		Customer Service		Operations		Education																	
		Job career common skill	Specialty field specific skill	Knowledge item (middle item)	Knowledge item (small item)	Marketing management	Sales channel strategy	Market communication	Consulting by visiting customers	Product sales by visiting customers	Sales via media	B2B(business Transformation)	IT	Application of a package	Application architecture	Integration architecture	Infrastructure architecture	Systems development	IT outsourcing	Network service	Software product development	Platform	Systems management	Database	Network	Distributed computing	Security	Business application system	Business application package	Basic software	Middleware	Application software	Hardware	Software	Facility management	System operation	Network operation	Service desk	Planning the training	Instructions
Software Development	Methodology		Platform-Independent Design	-Application hardware, related operating system, and understanding and utilization of architecture of related middleware																																				
Software Development	Methodology		Business operation design	-Grasp and utilization of application software knowledge																																				
Customer Service	Methodology	System maintenance management		-Remote maintenance																																				
Customer Service	Methodology	System maintenance management		-Social engineering																																				
Customer Service	Technology	Technology		-Latest trends in IT market trends																																				
Customer Service	Technology	Technology		-Latest technology trends																																				
Customer Service	Technology	Technology		-Internet technology																																				
Customer Service	Technology	Technology		-Computer system																																				
Customer Service	Technology	Technology		-Computer science																																				
Customer Service	Technology	Technology		-System development environment																																				
Customer Service	Technology	Technology		-System platform technology																																				
Customer Service	Technology	Technology		-Security and privacy																																				
Customer Service	Technology	Technology		-Database technology																																				
Customer Service	Technology	Technology		-Understanding and utilization of network technology																																				
Customer Service	Technology	Technology		-Platform technology																																				
Customer Service	Technology	Technology		-Programming language/markup language																																				
Customer Service	Technology		Hardware technology	-IT architecture(Hardware)																																				
Customer Service	Technology		Hardware technology	-Hardware basic technology																																				
Customer Service	Technology		Hardware technology	-Installation of hardware products																																				
Customer Service	Technology		Hardware technology	-Maintenance of hardware products																																				
Customer Service	Technology		Hardware technology																																					

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