

# **Skill Area and Skill Proficiency**

## **(3) Consultant**

*English edition Draft 1.0    December.2006*

# Skill Area

Job career: Consultant

# Skill Area of Consultant

	Specialty Field	Skill Item
Career common skill item	All Specialty Field	<ul style="list-style-type: none"> <li>●<b>Utilization of Consulting Methodology</b> Selection and adaptation of consulting techniques, Understanding and utilization of analytical tools and models</li> <li>●<b>Knowledge Management and Utilization</b> Management and utilization of intellectual properties</li> <li>●<b>Implementation of Consulting</b> Utilization of consulting technologies, Customer relations, Business process analytical, Design techniques, utilization of intellectual property, Utilization of professional knowledge</li> <li>●<b>Evaluation of Information Systems</b> Evaluation of IT system, Evaluation of business management</li> <li>●<b>Proposal of IT Solution</b> Latest technology trends, Latest application trends, Acquire team, Utilization of consulting technologies, Selection of proposal solutions, Proposal of solutions, Decision processes, Information on competing products</li> <li>●<b>Project Management</b> 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</li> <li>●<b>Leadership</b> Leadership</li> <li>●<b>Communication</b> 2-Way communication, Distribution of information, Organization and analytical and retrieval of information</li> <li>●<b>Negotiation</b> Negotiation</li> </ul>
	BT (Business Transformation)	<ul style="list-style-type: none"> <li>●<b>Formulation of Business Transformation Plans</b> Analytical of business environment, Grasp and analytical of business trends, Analytical of needs and wants, Review and construction of business models, Grasp of business management strategies and business strategies, Selection and utilization of BT consulting methodology, Customer relations, Utilization of consulting technologies, Understanding and utilization of analytical tools and models, Utilization of intellectual property, Utilization of professional knowledge (Business Transformation)</li> </ul>
	IT	<ul style="list-style-type: none"> <li>●<b>Formulation of IT strategies</b> Analytical of business environment, Latest IT markets trends, Analytical of needs and wants, Formulation of information system concepts, Selection and utilization of IT consulting methodology, Customer relations, Utilization of consulting technologies, Understanding and utilization of analytical tools and models, Utilization of intellectual property, Utilization of professional knowledge (formulation of IT strategies), Formulation of IT strategies, TCP/IP network technologies</li> </ul>
	Package application	<ul style="list-style-type: none"> <li>●<b>Fitness Evaluation and Application of Package</b> Analytical of business environment, Latest business application packages trends, Analytical of needs and wants, Fitness evaluation of package (Fit and Gap analytical) and selection of package, Understanding and practice of package installation methodology, Understanding and practice of package installation methodology, Selection and utilization of package specific consulting methodology, Customer relations, Utilization of consulting technologies, Understanding and utilization of analytical tools and models, Utilization of intellectual property, Utilization of professional knowledge (package)</li> </ul>

## Skill Proficiency/Knowledge Items

Job career: Consultant

Specialty Field: BT (Business Transformation)

Specialty Field:

BT (Business Transformation)

## Skill Proficiency/Knowledge Items of Consultant

Skill Item and Knowledge Items	Skill Proficiency	
<p>[Career common skill item]</p> <p>●Utilization of Consulting Methodology</p> <p>[Knowledge Items]</p> <p>-Selection and adaptation of consulting techniques</p> <p>-Understanding and utilization of analytical tools and models</p>	Level 7	Able to carry out the consulting project successfully, by carrying out application of consulting technologies, definition and practice of processes, definition and creation of product, and application and selection of suitable consulting methodology, as a responsible person of Business Transformation consulting project, with an annual sales value of 200 million yen or more and 5 consultants or more participating in the project. In addition, able to present the related subjects at academic societies, technical comities, and symposia.
	Level 6	Able to carry out the consulting project successfully, by carrying out application of consulting technologies, definition and practice of processes, definition and creation of product, and application and selection of suitable consulting methodology, as a responsible person of Business Transformation consulting project, with an annual sales value of 100 million yen or more and 3 consultants or more participating in the project.
	Level 5	Able to carry out the consulting project successfully, by carrying out application of consulting technologies, definition and practice of processes, definition and creation of product, and application and selection of suitable consulting methodology, as a responsible person of Business Transformation consulting project, with an annual sales value of 30 million yen by working independently or with 2 consultants or more participating in the project.
	Level 4	Able to carry out the consulting project by carrying out application of consulting methodology, as a responsible person of Business Transformation consulting project, with an annual sales value of 30 million yen by working independently or with 2 consultants or more participating in the project.
	Level 3	

Specialty Field:

BT (Business Transformation)

## Skill Proficiency/Knowledge Items of Consultant

Skill Item and Knowledge Items	Skill Proficiency	
<p>[Career common skill item]</p> <p>●Knowledge Management and Utilization</p> <p>[Knowledge Items]</p> <p>-Management and utilization of intellectual properties</p>	Level 7	Able to carry out the consulting project effectively and with high quality, by carrying out creation of database from intellectual property, and its utilization, maintenance, and management, in the whole process from project preparation, start to completion, and post completion, as a responsible person of Business Transformation consulting project, with an annual sales value of 200 million yen or more and 5 consultants or more participating in the project In addition, able to present the related subjects at academic societies, technical comities, and symposia.
	Level 6	Able to carry out the consulting project effectively and with high quality, by carrying out creation of database from intellectual property, and its utilization, maintenance, and management, in the whole process from project preparation, start to completion, and post completion, as a responsible person of Business Transformation consulting project, with an annual sales value of 100 million yen or more and 3 consultants or more participating in the project.
	Level 5	Able to carry out the consulting project effectively and with high quality, by carrying out creation of database from intellectual property, and its utilization, maintenance, and management, in the whole process from project preparation, start to completion, and post completion, as a responsible person of Business Transformation consulting project, with an annual sales value of 30 million yen by working independently or with 2 consultants or more participating in the project.
	Level 4	Able to carry out the consulting project effectively and with high quality, by carrying out creation database from intellectual property, and its utilization, maintenance, and management, as a responsible person of Business Transformation consulting project, with an annual sales value of 30 million yen by working independently or with 2 consultants or more participating in the project.
	Level 3	

Specialty Field: BT (Business Transformation)	Skill Proficiency/Knowledge Items of Consultant	
Skill Item and Knowledge Items		Skill Proficiency
<p>[Career common skill item]</p> <p>●Implementation of Consulting</p> <p>[Knowledge Items]</p> <p>-Utilization of consulting technologies</p> <p>-Customer relations</p> <p>-Analytical of business processes, designing techniques</p> <p>-Utilization of intellectual property</p> <p>-Utilization of professional knowledge</p>	Level 7	Able to carry out the consulting project successfully, by using of consulting technologies, models, and consulting methodology, as a responsible person of Business Transformation consulting project, with an annual sales value of 200 million yen or more and 5 consultants or more participating in the project. In addition, able to present the related subjects at academic societies, technical committees, and symposia.
	Level 6	Able to carry out the consulting project successfully, by using of consulting technologies, models, and consulting methodology, as a responsible person of Business Transformation consulting project, with an annual sales value of 100 million yen or more and 3 consultants or more participating in the project.
	Level 5	Able to carry out the consulting project successfully, by using of consulting technologies, models, and consulting methodology, as a responsible person of Business Transformation consulting project, with an annual sales value of 30 million yen by working independently or with 2 consultants or more participating in the project.
	Level 4	Able to carry out the consulting project successfully, by using of consulting technologies, models, and consulting methodology, as a responsible person of Business Transformation consulting project, with an annual sales value of 30 million yen by working independently or with 2 consultants or more participating in the project.
	Level 3	

Specialty Field: BT (Business Transformation)	Skill Proficiency/Knowledge Items of Consultant	
Skill Item and Knowledge Items		Skill Proficiency
<p>[Career common skill item]</p> <p>●Evaluation of Information Systems</p> <p>[Knowledge Items]</p> <p>-Evaluation of IT system</p> <p>-Evaluation of business management</p>	Level 7	Able to evaluate business management such as evaluation of investment and effects etc, by carrying out evaluation of IT system, as a responsible person of Business Transformation consulting project, with an annual sales value of 200 million yen or more and 5 consultants or more participating in the project. In addition, able to present the related subjects at academic societies, technical committees, and symposia.
	Level 6	Able to evaluate business management such as evaluation of investment and effects etc, by carrying out evaluation of IT system, as a responsible person of Business Transformation consulting project, with an annual sales value of 100 million yen or more and 3 consultants or more participating in the project.
	Level 5	Able to evaluate business management such as evaluation of investment and effects etc, by carrying out evaluation of IT system, as a responsible person of Business Transformation consulting project, with an annual sales value of 30 million yen by working independently or with 2 consultants or more participating in the project.
	Level 4	Able to evaluate business management such as evaluation of investment and effects etc, by carrying out evaluation of IT system, as a responsible person of Business Transformation consulting project, with an annual sales value of 30 million yen by working independently or with 2 consultants or more participating in the project.
	Level 3	



Specialty Field:

BT (Business Transformation)

## Skill Proficiency/Knowledge Items of Consultant

Skill Item and Knowledge Items	Skill Proficiency	
<p>[Career common skill item]</p> <p>●Proposal of IT Solution</p> <p>[Knowledge Items]</p> <p>-Latest technology trends -Latest application trends -Acquire team -Utilization of consulting technologies -Selection of solutions -Proposal of solutions -Decision processes -Information on competing products</p>	Level 7	Able to propose on advanced and strategic IT solutions that lead specific industry business, and create new markets based on long term perspective on industry and technical trends, as a responsible person of Business Transformation consulting project, with an annual sales value of 200 million yen or more and 5 consultants or more participating in the project. In addition, able to present the related subjects at academic societies, technical committees, and symposia.
	Level 6	Able to propose on advanced and strategic IT solutions that lead specific industry business, and create new markets, based on long term perspective on industry and technical trends, as a responsible person of Business Transformation consulting project, with an annual sales value of 100 million yen or more and 3 consultants or more participating in the project.
	Level 5	Able to propose IT solutions that satisfies customer needs, based on mid to long term business strategy, as a responsible person of Business Transformation consulting project, with an annual sales value of 30 million yen by working independently or with 2 consultants or more participating in the project.
	Level 4	Able to propose IT solutions that satisfies customer needs, based on short to mid term business strategy, as a responsible person of Business Transformation consulting project, with an annual sales value of 30 million yen by working independently or with 2 consultants or more participating in the project.
	Level 3	

Specialty Field: BT (Business Transformation)	Skill Proficiency/Knowledge Items of Consultant	
Skill Item and Knowledge Items		Skill Proficiency
<p>[Career common skill item]</p> <p>●Project Management</p> <p>[Knowledge Items]</p> <p>-Project Integration Management</p> <p>-Project Scope Management</p> <p>-Project Time Management</p> <p>-Project Cost Management</p> <p>-Project Quality Management</p> <p>-Project Human Resource Management</p> <p>-Project Communications Management</p> <p>-Project Risk Management</p> <p>-Project Procurement Management</p>	Level 7	Able to carry out the consulting project successfully, by carrying out plan formulation of project, implementation of plan, scope management, and Perform Quality Control, as a responsible person of Business Transformation consulting project, with an annual sales value of 200 million yen or more and 5 consultants or more participating in the project.
	Level 6	Able to carry out the consulting project successfully, by carrying out plan formulation of project, implementation of plan, scope management, and Perform Quality Control, as a responsible person of Business Transformation consulting project, with an annual sales value of 100 million yen or more and 3 consultants or more participating in the project.
	Level 5	Able to carry out the consulting project successfully, by carrying out plan formulation of project, implementation of plan, scope management, and Perform Quality Control, as a responsible person of Business Transformation consulting project, with an annual sales value of 30 million yen by working independently or with 2 consultants or more participating in the project.
	Level 4	Able to carry out the consulting project successfully, by carrying out plan formulation of project, implementation of plan, scope management, and Perform Quality Control, as a responsible person of Business Transformation consulting project, with an annual sales value of 30 million yen by working independently or with 2 consultants or more participating in the project.
	Level 3	

Specialty Field:

BT (Business Transformation)

## Skill Proficiency/Knowledge Items of Consultant

Skill Item and Knowledge Items	Skill Proficiency	
<p>[Career 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 and orders, as a responsible person of Business Transformation consulting project, with an annual sales value of 200 million yen or more and 5 consultants or more participating in the project.
	Level 6	Able to carry out the consulting project by issuing instructions and orders, as a responsible person of Business Transformation consulting project, with an annual sales value of 100 million yen or more and 3 consultants or more participating in the project.
	Level 5	Able to carry out the consulting project by issuing instructions and orders, as a responsible person of Business Transformation consulting project, with an annual sales value of 30 million yen by working independently or with 2 consultants or more participating in the project.
	Level 4	Able to carry out the consulting project by issuing instructions and orders, as a responsible person of Business Transformation consulting project, with an annual sales value of 30 million yen by working independently or with 2 consultants or more participating in the project.
	Level 3	

Specialty Field:

BT (Business Transformation)

## Skill Proficiency/Knowledge Items of Consultant

Skill Item and Knowledge Items	Skill Proficiency	
<p>[Career common skill item]</p> <p>●Communication</p> <p>[Knowledge Items]</p> <p>-2-Way communication -Distribution of information -Organization, analytical, and retrieval of information</p>	Level 7	Able to carry out communication, by exchanging opinions on project with the person on customer side, as a responsible person of Business Transformation consulting project, with an annual sales value of 200 million yen or more and 5 consultants or more participating in the project.
	Level 6	Able to carry out communication, by exchanging opinions on project with the person on customer side, as a responsible person of Business Transformation consulting project, with an annual sales value of 100 million yen or more and 3 consultants or more participating in the project.
	Level 5	Able to carry out communication, by exchanging opinions on project with the person on customer side, as a responsible person of Business Transformation consulting project, with an annual sales value of 30 million yen by working independently or with 2 consultants or more participating in the project.
	Level 4	Able to carry out communication, by exchanging opinions on project with consulting team members, as a responsible person of Business Transformation consulting project, with an annual sales value of 30 million yen by working independently or with 2 consultants or more participating in the project.
	Level 3	

Specialty Field:

BT (Business Transformation)

## Skill Proficiency/Knowledge Items of Consultant

Skill Item and Knowledge Items	Skill Proficiency	
<p>[Career 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 responsible person on customer side, as a responsible person of Business Transformation consulting project, with an annual sales value of 200 million yen or more and 5 consultants or more participating in the project.
	Level 6	Able to make an agreement by carrying out negotiations on the project with the responsible person on customer side, as a responsible person of Business Transformation consulting project, with an annual sales value of 100 million yen or more and 3 consultants or more participating in the project.
	Level 5	Able to carry out negotiations on the project with the responsible person on customer side, as a responsible person of Business Transformation consulting project, with an annual sales value of 30 million yen by working independently or with 2 consultants or more participating in the project.
	Level 4	Able to carry out negotiations on the project, by keeping good communication with consulting team member, as a responsible person of Business Transformation consulting project, with an annual sales value of 10 million yen by working independently or with 2 consultants or more participating in the project.
	Level 3	

Specialty Field:

BT (Business Transformation)

## Skill Proficiency/Knowledge Items of Consultant

Skill Item and Knowledge Items	Skill Proficiency	
<p>[Specialty Field specific skill item]</p> <p>●Formulation of Business Transformation Plans</p> <p>[Knowledge Items]</p> <p>-Analytical of business environment            -Grasp and analytical of business trends            -Analytical of needs and wants            -Review and construction of business models            -Grasp of business management strategies and business strategies            -Selection and utilization of BT consulting methodology            -Customer relations            -Utilization of consulting technologies            -Understanding and utilization of analytical tools and models            -Utilization of intellectual property            -Utilization of professional knowledge (Business Transformation)</p>	Level 7	Able to carry out formulation of Business Transformation Plan that includes management strategies, and business strategies by using consulting methodology, and consulting technologies, as a responsible person of Business Transformation consulting project, with an annual sales value of 200 million yen or more and 5 consultants or more participating in the project. In addition, able to present the related subjects at academic societies, technical committees, and symposia.
	Level 6	Able to carry out formulation of Business Transformation Plan that includes management strategies, and business strategies by using consulting methodology, and consulting technologies, as a responsible person of Business Transformation consulting project, with an annual sales value of 100 million yen or more and 3 consultants or more participating in the project.
	Level 5	Able to carry out formulation of Business Transformation Plan that includes management strategies, and business strategies by using consulting methodology, and consulting technologies, as a responsible person of Business Transformation consulting project, with an annual sales value of 30 million yen by working independently or with 2 consultants or more participating in the project.
	Level 4	Able to carry out formulation of Business Transformation Plan that includes management strategies, and business strategies by using consulting methodology, and consulting technologies, as a responsible person of Business Transformation consulting project, with an annual sales value of 30 million yen by working independently or with 2 consultants or more participating in the project.
	Level 3	

# Skill Proficiency/Knowledge Items

Job career: Consultant

Specialty Field: IT

Specialty Field:

IT

## Skill Proficiency/Knowledge Items of Consultant

Skill Item and Knowledge Items	Skill Proficiency	
<p>[Career common skill item]</p> <p>●Utilization of Consulting Methodology</p> <p>[Knowledge Items]</p> <p>-Selection and adaptation of consulting techniques</p> <p>-Understanding and utilization of analytical tools and models</p>	Level 7	Able to carry out the consulting project successfully, by carrying out application of consulting technologies, definition and practice of processes, definition and creation of product, and application and selection of suitable consulting methodology, as a responsible person of Business Transformation consulting project, with an annual sales value of 200 million yen or more and 5 consultants or more participating in the project. In addition, able to present the related subjects at academic societies, technical comities, and symposia.
	Level 6	Able to carry out the consulting project successfully, by carrying out application of consulting technologies, definition and practice of processes, definition and creation of product, and application and selection of suitable consulting methodology, as a responsible person of IT consulting project, with an annual sales value of 100 million yen or more and 3 consultants or more participating in the project.
	Level 5	Able to carry out the consulting project successfully, by carrying out application of consulting technologies, definition and practice of processes, definition and creation of product, and application and selection of suitable consulting methodology, as a responsible person of IT consulting project, with an annual sales value of 30 million yen by working independently or with 2 consultants or more participating in the project.
	Level 4	Able to carry out the consulting project by carrying out application of consulting methodology, as a responsible person of IT consulting project, with an annual sales value of 10 million yen by working independently or with 2 consultants or more participating in the project.
	Level 3	



Specialty Field:

IT

## Skill Proficiency/Knowledge Items of Consultant

Skill Item and Knowledge Items	Skill Proficiency	
<p>[Career common skill item]</p> <p>●Knowledge Management and Utilization</p> <p>[Knowledge Items]</p> <p>-Management and utilization of intellectual properties</p>	Level 7	Able to carry out the consulting project effectively and with high quality, by carrying out creation of database from intellectual property, and its utilization, maintenance, and management, in the whole process from project preparation, start to completion, and post completion, as a responsible person of Business Transformation consulting project, with an annual sales value of 200 million yen or more and 5 consultants or more participating in the project. In addition, able to present the related subjects at academic societies, technical comities, and symposia.
	Level 6	Able to carry out the consulting project effectively and with high quality, by carrying out creation of database from intellectual property, and its utilization, maintenance, and management, in the whole process from project preparation, start to completion, and post completion, as a responsible person of IT consulting project, with an annual sales value of 100 million yen or more and 3 consultants or more participating in the project.
	Level 5	Able to carry out the consulting project effectively and with high quality, by carrying out creation of database from intellectual property, and its utilization, maintenance, and management, in the whole process from project preparation, start to completion, and post completion, as a responsible person of IT consulting project, with an annual sales value of 30 million yen by working independently or with 2 consultants or more participating in the project.
	Level 4	Able to carry out the consulting project effectively and with high quality, by carrying out creation database from intellectual property, and its utilization, maintenance, and management, as a responsible person of IT consulting project, with an annual sales value of 10 million yen by working independently or with 2 consultants or more participating in the project.
	Level 3	

Specialty Field: IT	Skill Proficiency/Knowledge Items of Consultant	
Skill Item and Knowledge Items		Skill Proficiency
<p>[Career common skill item]</p> <p>●Implementation of Consulting</p> <p>[Knowledge Items]</p> <p>-Utilization of consulting technologies</p> <p>-Customer relations</p> <p>-Analytical of business processes, designing techniques</p> <p>-Utilization of intellectual property</p> <p>-Utilization of professional knowledge</p>	Level 7	Able to carry out the consulting project successfully, by using of consulting technologies, models, and consulting methodology, as a responsible person of Business Transformation consulting project, with an annual sales value of 200 million yen or more and 5 consultants or more participating in the project. In addition, able to present the related subjects at academic societies, technical committees, and symposia.
	Level 6	Able to carry out the consulting project successfully, by using of consulting technologies, models, and consulting methodology, as a responsible person of IT consulting project, with an annual sales value of 100 million yen or more and 3 consultants or more participating in the project.
	Level 5	Able to carry out the consulting project successfully, by using of consulting technologies, models, and consulting methodology, as a responsible person of IT consulting project, with an annual sales value of 30 million yen by working independently or with 2 consultants or more participating in the project.
	Level 4	Able to carry out the consulting project successfully, by using of consulting technologies, models, and consulting methodology, as a responsible person of IT consulting project, with an annual sales value of 10 million yen by working independently or with 2 consultants or more participating in the project.
	Level 3	

Specialty Field:

IT

## Skill Proficiency/Knowledge Items of Consultant

Skill Item and Knowledge Items	Skill Proficiency	
<p>[Career common skill item]</p> <p>●Evaluation of Information Systems</p> <p>[Knowledge Items]</p> <p>-Evaluation of IT system</p> <p>-Evaluation of business management</p>	Level 7	Able to evaluate business management such as evaluation of investment and effects etc, by carrying out evaluation of IT system, as a responsible person of Business Transformation consulting project, with an annual sales value of 200 million yen or more and 5 consultants or more participating in the project. In addition, able to present the related subjects at academic societies, technical committees, and symposia.
	Level 6	Able to evaluate business management such as evaluation of investment and effects etc, by carrying out evaluation of IT system, as a responsible person of IT consulting project, with an annual sales value of 100 million yen or more and 3 consultants or more participating in the project.
	Level 5	Able to evaluate business management such as evaluation of investment and effects etc, by carrying out evaluation of IT system, as a responsible person of IT consulting project, with an annual sales value of 30 million yen by working independently or with 2 consultants or more participating in the project.
	Level 4	Able to evaluate business management such as evaluation of investment and effects etc, by carrying out evaluation of IT system, as a responsible person of IT consulting project, with an annual sales value of 10 million yen by working independently or with 2 consultants or more participating in the project.
	Level 3	

Specialty Field:

IT

## Skill Proficiency/Knowledge Items of Consultant

Skill Item and Knowledge Items	Skill Proficiency	
<p>[Career common skill item]</p> <p>●Proposal of IT Solution</p> <p>[Knowledge Items]</p> <p>-Latest technology trends -Latest application trends -Acquire team -Utilization of consulting technologies -Selection of solutions -Proposal of solutions -Decision processes -Information on competing products</p>	Level 7	Able to propose on advanced and strategic IT solutions that lead specific industry business, and create new markets based on long term perspective on industry and technical trends, as a responsible person of Business Transformation consulting project, with an annual sales value of 200 million yen or more and 5 consultants or more participating in the project. In addition, able to present the related subjects at academic societies, technical committees, and symposia.
	Level 6	Able to propose on advanced and strategic IT solutions that lead specific industry business, and create new markets, based on long term perspective on industry and technical trends, as a responsible person of IT consulting project, with an annual sales value of 100 million yen or more and 3 consultants or more participating in the project.
	Level 5	Able to propose IT solutions that satisfies customer needs, based on mid to long term business strategy, as a responsible person of IT consulting project, with an annual sales value of 30 million yen by working independently or with 2 consultants or more participating in the project.
	Level 4	Able to propose IT solutions that satisfies customer needs, based on short to mid term business strategy, as a responsible person of IT consulting project, with an annual sales value of 10 million yen by working independently or with 2 consultants or more participating in the project.
	Level 3	

Specialty Field:

IT

## Skill Proficiency/Knowledge Items of Consultant

Skill Item and Knowledge Items	Skill Proficiency	
<p>[Career common skill item]</p> <p>●Project Management</p> <p>[Knowledge Items]</p> <p>-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</p>	Level 7	Able to carry out the consulting project successfully, by carrying out plan formulation of project, implementation of plan, scope management, and Perform Quality Control, as a responsible person of Business Transformation consulting project, with an annual sales value of 200 million yen or more and 5 consultants or more participating in the project.
	Level 6	Able to carry out the consulting project successfully, by carrying out plan formulation of project, implementation of plan, scope management, and Perform Quality Control, as a responsible person of IT consulting project, with an annual sales value of 100 million yen or more and 3 consultants or more participating in the project.
	Level 5	Able to carry out the consulting project successfully, by carrying out plan formulation of project, implementation of plan, scope management, and Perform Quality Control, as a responsible person of IT consulting project, with an annual sales value of 30 million yen by working independently or with 2 consultants or more participating in the project.
	Level 4	Able to carry out the consulting project successfully, by carrying out plan formulation of project, implementation of plan, scope management, and Perform Quality Control, as a responsible person of IT consulting project, with an annual sales value of 10 million yen by working independently or with 2 consultants or more participating in the project.
	Level 3	

Specialty Field:

IT

## Skill Proficiency/Knowledge Items of Consultant

Skill Item and Knowledge Items	Skill Proficiency	
<p>[Career 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 and orders, as a responsible person of Business Transformation consulting project, with an annual sales value of 200 million yen or more and 5 consultants or more participating in the project.
	Level 6	Able to carry out the consulting project by issuing instructions and orders, as a responsible person of IT consulting project, with an annual sales value of 100 million yen or more and 3 consultants or more participating in the project.
	Level 5	Able to carry out the consulting project by issuing instructions and orders, as a responsible person of IT consulting project, with an annual sales value of 30 million yen by working independently or with 2 consultants or more participating in the project.
	Level 4	Able to carry out the consulting project by issuing instructions and orders, as a responsible person of IT consulting project, with an annual sales value of 10 million yen by working independently or with 2 consultants or more participating in the project.
	Level 3	

Specialty Field:

IT

## Skill Proficiency/Knowledge Items of Consultant

Skill Item and Knowledge Items	Skill Proficiency	
<p>[Career common skill item]</p> <p>●Communication</p> <p>[Knowledge Items]</p> <p>-2-Way communication -Distribution of information -Organization, analytical, and retrieval of information</p>	Level 7	Able to carry out communication, by exchanging opinions on project with the person on customer side, as a responsible person of Business Transformation consulting project, with an annual sales value of 200 million yen or more and 5 consultants or more participating in the project.
	Level 6	Able to carry out communication, by exchanging opinions on project with the person on customer side, as a responsible person of IT consulting project, with an annual sales value of 100 million yen or more and 3 consultants or more participating in the project.
	Level 5	Able to carry out communication, by exchanging opinions on project with the person on customer side, as a responsible person of IT consulting project, with an annual sales value of 30 million yen by working independently or with 2 consultants or more participating in the project.
	Level 4	Able to carry out communication, by exchanging opinions on project with consulting team members, as a responsible person of IT consulting project, with an annual sales value of 10 million yen by working independently or with 2 consultants or more participating in the project.
	Level 3	

Specialty Field:

IT

## Skill Proficiency/Knowledge Items of Consultant

Skill Item and Knowledge Items	Skill Proficiency	
<p>[Career 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 responsible person on customer side, as a responsible person of Business Transformation consulting project, with an annual sales value of 200 million yen or more and 5 consultants or more participating in the project.
	Level 6	Able to make an agreement by carrying out negotiations on the project with the responsible person on customer side, as a responsible person of IT consulting project, with an annual sales value of 100 million yen or more and 3 consultants or more participating in the project.
	Level 5	Able to carry out negotiations on the project with the responsible person on customer side, as a responsible person of IT consulting project, with an annual sales value of 30 million yen by working independently or with 2 consultants or more participating in the project.
	Level 4	Able to carry out negotiations on the project, by keeping good communication with consulting team member, as a responsible person of IT consulting project, with an annual sales value of 10 million yen by working independently or with 2 consultants or more participating in the project.
	Level 3	



Specialty Field: IT	Skill Proficiency/Knowledge Items of Consultant	
Skill Item and Knowledge Items		Skill Proficiency
<p>[Specialty Field specific skill item]</p> <p>●Formulation of IT strategies</p> <p>[Knowledge Items]</p> <div> <ul style="list-style-type: none"> <li>-Analytical of business environment</li> <li>-Latest IT market trends</li> <li>-Analytical of needs and wants</li> <li>-Formulation of information system concepts</li> <li>-Selection and utilization of IT consulting methodology</li> <li>-Customer relations</li> <li>-Utilization of consulting technologies</li> <li>-Understanding and utilization of analytical tools and models</li> <li>-Utilization of intellectual property</li> <li>-Utilization of professional knowledge (formulation of IT strategies)</li> <li>-TCP/IP network technologies</li> <li>-System platform technologies</li> <li>-Design of system operation management</li> <li>-Techniques for system management</li> <li>-System management systems</li> <li>-Security and privacy</li> <li>-Review of security</li> <li>-Security technology trends</li> <li>-Security design</li> <li>-Operation and maintenance of network systems</li> </ul> <ul style="list-style-type: none"> <li>-Network systems technology trends</li> <li>-Construction of network systems and tests</li> <li>-Requirements definition of network systems</li> <li>-Audit</li> <li>-Threats to corporate systems</li> <li>-Techniques for dealing with failure</li> <li>-Formulation of fundamental plans for information systems</li> <li>-Product knowledge (platforms)</li> <li>-Problem management</li> </ul> </div>	Level 7	Able to carry out formulation of IT Strategy that includes Business Transformation that uses IT, by using consulting methodology, and consulting techniques, as a responsible person of IT consulting project, with an annual sales value of 200 million yen or more and 5 consultants or more participating in the project. In addition, able to present the related subjects at academic societies, technical committees, and symposia.
	Level 6	Able to carry out formulation of IT Strategy that includes Business Transformation that uses IT, by using consulting methodology, and consulting techniques, as a responsible person of IT consulting project, with an annual sales value of 100 million yen or more and 3 consultants or more participating in the project.
	Level 5	Able to carry out formulation of IT Strategy that includes Business Transformation that uses IT, by using consulting methodology, and consulting techniques, as a responsible person of IT consulting project, with an annual sales value of 30 million yen by working independently or with 2 consultants or more participating in the project.
	Level 4	Able to carry out formulation of IT Strategy that includes Business Transformation that uses IT, by using consulting methodology, and consulting techniques, as a responsible person of IT consulting project, with an annual sales value of 10 million yen by working independently or with 2 consultants or more participating in the project.
	Level 3	

## Skill Proficiency/Knowledge Items

Job career: Consultant

Specialty Field: Package application

Specialty Field:

Package application

## Skill Proficiency/Knowledge Items of Consultant

Skill Item and Knowledge Items	Skill Proficiency	
<p>[Career common skill item]</p> <p>●Utilization of Consulting Methodology</p> <p>[Knowledge Items]</p> <p>-Selection and adaptation of consulting techniques</p> <p>-Understanding and utilization of analytical tools and models</p>	Level 7	
	Level 6	Able to carry out the consulting project successfully, by carrying out application of consulting technologies, definition and practice of processes, definition and creation of product, and application and selection of suitable consulting methodology, as a responsible person of package applied consulting project, with an annual sales value of 300 million yen or more and 10 consultants or more participating in the project.
	Level 5	Able to carry out the consulting project successfully, by carrying out application of consulting technologies, definition and practice of processes, definition and creation of product, and application and selection of suitable consulting methodology, as a responsible person of package applied consulting project, with an annual sales value of 100 million yen or more and 5 consultants or more participating in the project.
	Level 4	Able to carry out the consulting project by carrying out application of consulting methodology, as a responsible person of package applied consulting project, with an annual sales value of 30 million yen or more and 3 consultants or more participating in the project.
	Level 3	

Specialty Field:

Package application

## Skill Proficiency/Knowledge Items of Consultant

Skill Item and Knowledge Items	Skill Proficiency	
<p>[Career common skill item]</p> <p>●Knowledge Management and Utilization</p> <p>[Knowledge Items]</p> <p>-Management and utilization of intellectual properties</p>	Level 7	
	Level 6	Able to carry out the consulting project effectively and with high quality, by carrying out creation of database from intellectual property, and its utilization, maintenance, and management, in the whole process from project preparation, start to completion, and post completion, as a responsible person of package applied consulting project, with an annual sales value of 300 million yen or more and 10 consultants or more participating in the project.
	Level 5	Able to carry out the consulting project effectively and with high quality, by carrying out creation of database from intellectual property, and its utilization, maintenance, and management, in the whole process from project preparation, start to completion, and post completion, as a responsible person of package applied consulting project, with an annual sales value of 100 million yen or more and 5 consultants or more participating in the project.
	Level 4	Able to carry out the consulting project effectively and with high quality, by carrying out creation database from intellectual property, and its utilization, maintenance, and management, as a responsible person of package applied consulting project, with an annual sales value of 30 million yen or more and 3 consultants or more participating in the project.
	Level 3	

Specialty Field:

Package application

## Skill Proficiency/Knowledge Items of Consultant

Skill Item and Knowledge Items	Skill Proficiency	
<p>[Career common skill item]</p> <p>●Implementation of Consulting</p> <p>[Knowledge Items]</p> <ul style="list-style-type: none"> <li>-Utilization of consulting technologies</li> <li>-Customer relations</li> <li>-Analytical of business processes, designing techniques</li> <li>-Utilization of intellectual property</li> <li>-Utilization of professional knowledge</li> </ul>	Level 7	
	Level 6	Able to carry out the consulting project successfully, by using of consulting technologies, models, and consulting methodology, as a responsible person of package applied consulting project, with an annual sales value of 300 million yen or more and 10 consultants or more participating in the project.
	Level 5	Able to carry out the consulting project successfully, by using of consulting technologies, models, and consulting methodology, as a responsible person of package applied consulting project, with an annual sales value of 100 million yen or more and 5 consultants or more participating in the project.
	Level 4	Able to carry out the consulting project successfully, by using of consulting technologies, models, and consulting methodology, as a responsible person of package applied consulting project, with an annual sales value of 30 million yen or more and 3 consultants or more participating in the project.
	Level 3	

Specialty Field:

Package application

## Skill Proficiency/Knowledge Items of Consultant

Skill Item and Knowledge Items	Skill Proficiency	
<p>[Career common skill item]</p> <p>●Evaluation of Information Systems</p> <p>[Knowledge Items]</p> <p>-Evaluation of IT system</p> <p>-Evaluation of business management</p>	Level 7	
	Level 6	Able to evaluate business management such as evaluation of investment and effects etc, by carrying out evaluation of IT system, as a responsible person of package applied consulting project, with an annual sales value of 300 million yen or more and 10 consultants or more participating in the project.
	Level 5	Able to evaluate business management such as evaluation of investment and effects etc, by carrying out evaluation of IT system, as a responsible person of package applied consulting project, with an annual sales value of 100 million yen or more and 5 consultants or more participating in the project.
	Level 4	Able to evaluate business management such as evaluation of investment and effects etc, by carrying out evaluation of IT system, as a responsible person of package applied consulting project, with an annual sales value of 30 million yen or more and 3 consultants or more participating in the project.
	Level 3	

Specialty Field:

Package application

## Skill Proficiency/Knowledge Items of Consultant

Skill Item and Knowledge Items	Skill Proficiency	
<p>[Career common skill item]</p> <p>●Proposal of IT Solution</p> <p>[Knowledge Items]</p> <ul style="list-style-type: none"> <li>-Latest technology trends</li> <li>-Latest application trends</li> <li>-Acquire team</li> <li>-Utilization of consulting technologies</li> <li>-Selection of solutions</li> <li>-Proposal of solutions</li> <li>-Decision processes</li> <li>-Information on competing products</li> </ul>	Level 7	
	Level 6	Able to propose on advanced and strategic IT solutions that lead specific industry business, based on long term perspective on industry and technical trends, as a responsible person of package applied consulting project, with an annual sales value of 300 million yen or more and 10 consultants or more participating in the project.
	Level 5	Able to propose IT solutions that satisfies customer needs, based on mid to long term business strategy, as a responsible person of package applied consulting project, with an annual sales value of 100 million yen or more and 5 consultants or more participating in the project.
	Level 4	Able to propose IT solutions that satisfies customer needs, based on short to mid term business strategy, as a responsible person of package applied consulting project, with an annual sales value of 30 million yen or more and 3 consultants or more participating in the project.
	Level 3	

Specialty Field:

Package application

## Skill Proficiency/Knowledge Items of Consultant

Skill Item and Knowledge Items	Skill Proficiency	
<p>[Career common skill item]</p> <p>●Project Management</p> <p>[Knowledge Items]</p> <p>-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</p>	Level 7	
	Level 6	Able to carry out the consulting project successfully, by carrying out plan formulation of project, implementation of plan, scope management, and Perform Quality Control, as a responsible person of package applied consulting project, with an annual sales value of 300 million yen or more and 10 consultants or more participating in the project.
	Level 5	Able to carry out the consulting project successfully, by carrying out plan formulation of project, implementation of plan, scope management, and Perform Quality Control, as a responsible person of package applied consulting project, with an annual sales value of 100 million yen or more and 5 consultants or more participating in the project.
	Level 4	Able to carry out the consulting project successfully, by carrying out plan formulation of project, implementation of plan, scope management, and Perform Quality Control, as a responsible person of package applied consulting project, with an annual sales value of 30 million yen or more and 3 consultants or more participating in the project.
	Level 3	



Specialty Field:  
Package application

## Skill Proficiency/Knowledge Items of Consultant

Skill Item and Knowledge Items	Skill Proficiency	
<p>[Career common skill item]</p> <p>●Leadership</p> <p>[Knowledge Items]</p> <p>-Leadership</p>	Level 7	
	Level 6	Able to carry out the consulting project by issuing instructions and orders, as a responsible person of package applied consulting project, with an annual sales value of 300 million yen or more and 10 consultants or more participating in the project.
	Level 5	Able to carry out the consulting project by issuing instructions and orders, as a responsible person of package applied consulting project, with an annual sales value of 100 million yen or more and 5 consultants or more participating in the project.
	Level 4	Able to carry out the consulting project by issuing instructions and orders, as a responsible person of package applied consulting project, with an annual sales value of 30 million yen or more and 3 consultants or more participating in the project.
	Level 3	

Specialty Field:  
Package application

## Skill Proficiency/Knowledge Items of Consultant

Skill Item and Knowledge Items	Skill Proficiency	
<p>[Career common skill item]</p> <p>●Communication</p> <p>[Knowledge Items]</p> <p>-2-Way communication -Distribution of information -Organization, analytical, and retrieval of information</p>	Level 7	
	Level 6	Able to carry out communication, by exchanging opinions on project with the person on customer side, as a responsible person of package applied consulting project, with an annual sales value of 300 million yen or more and 10 consultants or more participating in the project.
	Level 5	Able to carry out communication, by exchanging opinions on project with the person on customer side, as a responsible person of package applied consulting project, with an annual sales value of 100 million yen or more and 5 consultants or more participating in the project.
	Level 4	Able to carry out communication, by exchanging opinions on project with consulting team members, as a responsible person of package applied consulting project, with an annual sales value of 30 million yen or more and 3 consultants or more participating in the project.
	Level 3	

Specialty Field:  
Package application

## Skill Proficiency/Knowledge Items of Consultant

Skill Item and Knowledge Items	Skill Proficiency	
<p>[Career common skill item]</p> <p>●Negotiation</p> <p>[Knowledge Items]</p> <p>-Negotiation</p>	Level 7	
	Level 6	Able to make an agreement by carrying out negotiations on the project with the responsible person on customer side, as a responsible person of package applied consulting project, with an annual sales value of 300 million yen or more and 10 consultants or more participating in the project.
	Level 5	Able to carry out negotiations on the project with the responsible person on customer side, as a responsible person of package applied consulting project, with an annual sales value of 100 million yen or more and 5 consultants or more participating in the project.
	Level 4	Able to carry out negotiations on the project, by keeping good communication with consulting team member, as a responsible person of package applied consulting project, with an annual sales value of 30 million yen or more and 3 consultants or more participating in the project.
	Level 3	

Specialty Field:

Package application

## Skill Proficiency/Knowledge Items of Consultant

Skill Item and Knowledge Items	Skill Proficiency	
<p>[Specialty Field specific skill item]</p> <p>●Fitness Evaluation and Application of Package</p> <p>[Knowledge Items]</p> <ul style="list-style-type: none"> <li>-Analytical of business environment</li> <li>-Latest business application package trends</li> <li>-Analytical of needs and wants</li> <li>-Fitness evaluation of package</li> <li>-Fitness evaluation of package (Fit and Gap analytical) and selection of package</li> <li>-Understanding and practice of package installation methodology</li> <li>-Selection and utilization of package specific consulting methodology</li> <li>-Customer relations</li> <li>-Utilization of consulting technologies</li> <li>-Understanding and utilization of analytical tools and models</li> <li>-Utilization of intellectual property</li> <li>-Utilization of professional knowledge (packages)</li> </ul>	Level 7	
	Level 6	Able to carry out consulting related to fitness assessment of package, and package application, by using consulting methodology, and consulting techniques, and package installation methodology, as a responsible person of package applied consulting project, with an annual sales value of 300 million yen or more and 10 consultants or more participating in the project.
	Level 5	Able to carry out consulting related to fitness assessment of package, and package application, by using consulting methodology, and consulting techniques, and package installation methodology, as a responsible person of package applied consulting project, with an annual sales value of 100 million yen or more and 5 consultants or more participating in the project.
	Level 4	Able to carry out consulting related to fitness assessment of package, and package application, by using consulting methodology, and consulting techniques, and package installation methodology, as a responsible person of package applied consulting project, with an annual sales value of 30 million yen or more and 3 consultants or more participating in the project.
	Level 3	

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