

Skills & Capabilities – Paul Galland

Strategic Management:

HARD SKILLS	Organisational Value	Capability Level
Capability / Functional Modelling	Internal	Advanced Practitioner
Competitive Landscape	Internal & External	Advanced Practitioner
Customer Segmentation	Internal & External	Advanced Practitioner
Customer Value / Unique Selling Proposition	External	Practitioner
Cost-Benefit Assessment / Forecasting	Internal	Advanced Practitioner
Financial & Risk Analysis	Internal & External	Practitioner
Industry / Information Reference Modeling	Internal	Advanced Practitioner
Market Positioning / Go-to-Market Plan	External	Practitioner
M&A Evaluation	Internal & External	Foundational
Operating Model / Business Model Canvas	Internal	Practitioner
Pricing Strategies	Internal & External	Foundational
Purpose and Values Identification	Internal & External	Practitioner
Roadmap / Business Case Development	Internal	Advanced Practitioner
Value Chain / Value Stream Analysis	Internal & External	Advanced Practitioner
SOFT SKILLS		
Presentation / Motivation / Influencing	Internal & External	Advanced Practitioner
Collaboration / Workshop Development	Internal	Advanced Practitioner
Facilitation / Mediation / Conflict Resolution	Internal & External	Advanced Practitioner
Mindset Approach, Design Thinking	Internal & External	Advanced Practitioner
Mindset Approach, Systems Thinking	Internal	Advanced Practitioner
Negotiation, Commercial	External	Foundational
Negotiation, Management	Internal	Practitioner

Business-Technology Planner:

SKILLS	CAPABILITY LEVEL
DOMAIN: Solution Architecture	Advanced Practitioner
DOMAIN: Business Architecture	Advanced Practitioner
DOMAIN: Systems / Application Architecture	Advanced Practitioner
DOMAIN: Information / Data Architecture	Advanced Practitioner
DOMAIN: Infrastructure Architecture	Practitioner
DOMAIN: Integration Architecture	Advanced Practitioner
DOMAIN: Security Architecture	Practitioner
DOMAIN: Mobility / Apps / Cloud	Practitioner
Architecture Governance	Advanced Practitioner
Cost-Benefit Assessment / Forecasting	Advanced Practitioner
Roadmap / Business Case Development	Advanced Practitioner
Competitive Landscape / Strategy Development	Advanced Practitioner