# Business modelling BSMO

Producing abstract or distilled representations of real-world, business or gaming situations.

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| **Guidance Notes:**  Predominantly focused on the representation of processes, roles, data, organisation and time. Models may be used to represent a subject at varying levels of detail and decomposition.  Business models are typically created to communicate and provide insights about existing, conceptual or proposed scenarios. As such, they are likely to be working models that allow comparisons of alternative outcomes based on changing inputs and parameters.  This skill shouldn't be applied to the creation of all diagrams related to describing and explaining business concepts. Refer to other SFIA skills, including, but not limited to, Business situation analysis, Data design and modelling, Enterprise and business architecture, Organisation design. |

## Level 2

Understands the purpose and benefits of modelling.   
Uses established techniques, as directed, to model simple subject areas with clearly-defined boundaries.   
May assist in more complex modelling activities.   
Develops models under the guidance of subject matter experts.

## Level 3

Conversant with techniques covering the full range of modelling situations.   
Models current and desired scenarios as directed. Selects appropriate modelling techniques for meeting assigned objectives.   
Gains agreement from subject matter experts on models produced.   
Reviews resulting models with stakeholders and resolves identified issues.

## Level 4

Conducts advanced modelling activities for significant change programmes and across multiple business functions.   
Has in-depth knowledge of organisation-specific techniques.   
Plans own modelling activities, selecting appropriate techniques and the correct level of detail for meeting assigned objectives. May contribute to discussions about the choice of modelling approach.   
Obtains input from and communicates modelling results to senior managers for agreement.

## Level 5

Produces models in support of the business strategy.   
Has in-depth knowledge of a broad range of industry-wide modelling techniques. Advises on the choice of techniques and approaches and influences customers accordingly.   
Develops bespoke models for unusual contexts.   
Responsible for planning and coordinating team modelling activities and for ensuring the quality of their work.

## Level 6

Defines modelling standards and quality targets for an organisation.   
Has continuing responsibility for the maintenance of models for a designated function.   
Initiates organisation-wide modelling improvement activities and obtains customer buy-in to general changes.   
May represent own organisation as a modelling expert in industry initiatives.