

5 Sessions of Half-Day Online Course on ‘GROWING MALAYSIAN SUSTAINABLE ENGINEERING CONSULTANCY FIRMS’ by Ir. Dr. Tan Yean Chin | Organized by: IEM Training Centre Sdn Bhd For Malaysia Productivity Corporation (MPC) of MITI

TRAINER'S PROFILE –

Ir. Dr. Tan Yean Chin is Founder and Senior Director of G&P Professionals group of multi disciplines engineering consulting firms. He was President of The Institution of Engineers, Malaysia (IEM)(2016-2018) and served 10 years as Board Member of the Board of Engineers, Malaysia (BEM). He is currently the Secretary General of Federation of Engineering Institutions of Asia and the Pacific (FEIAP), an international engineering organisation. He is an Honorary Fellow of the ASEAN Federation of Engineering Organisations (AFEO), Fellow of IEM, Institution of Civil Engineers (ICE, UK), ASEAN Academy of Engineering & Technology (AAET) and Academy of Engineering and Technology of the Developing World (AETDEW).

OBJECTIVE –

1. **Customer Segments**
 Engineering Consultancy Firms (ECF) and Services of various disciplines of engineering.
 Niche Area of the ECF and engineering services companies:
 - Any engineering consultancy disciplines
 - To be attended by the Directors/Owner and Senior level of the Firms who can propose and make changes to the company in the direction needed to achieve Sustainable ECF and engineering services for growth following the model shared by Master Mentor. Engineers who are also keen to develop their own Sustainable ECF or help the company to achieve Sustainable ECF are also encouraged to attend.
2. **Value Propositions**
 The Sustainable and Growth model for ECF to be shared is created by Ir. Dr. Tan Yean Chin and his partners that has been adopted to grow their company from 3 staff to more than 300 staff in 20 years' time.
3. **Customer Relationships**
 They will benefit after adopting the Sustainable ECF model to grow their Company and have long term sustainability and achieve higher long-term profit.
4. **Revenue Streams**
 If the growth model is followed strictly, growth of 10 to 15% is feasible in terms of size and profit after full implementation and potential of exporting of services to overseas.
5. **Key Resources**
 With the skill, knowledge and experiences of the model proposed, target to achieve higher capacity of key personnel in the companies for growth and sustainability of the firm.
6. **Key Activities**
 Must be dedicated, committed, and invest to implement the methodologies shared. Continue to track progress (quantifiable) and compared to targeted KPI.
7. **Key Partnerships**
 Key partnership through IEMTC and MPC that have great and vast network for engineering personnel in Malaysia.

COURSE OUTLINE –

Session	Time	Date	Activity
1	9am – 1pm	20 March 2021	Introduction and Advantage of Sustainable ECF Model
2	9am – 1pm	03 April 2021	Setting up of ECF Sustainable Model with Examples for the Trainees
3	9am – 1pm	17 April 2021	Deep Dive Coaching with 3 Volunteered Companies (Group A: 5 Companies)
4	9am – 1pm	08 May 2021	Deep Dive Coaching with 3 Volunteered Companies (Group B: 5 Companies)
5	9am – 1pm	22 May 2021	Sharing Session by Participating Companies with Advice and Recommendation by Master Mentor

WHO SHOULD ATTEND – Directors/Owners and senior staff of Consultancy Firms.

NUMBER OF PARTICIPANTS – Limited to 50 pax per session. Discussion on way to move forward and sharing of possible solutions with participants.

COURSE FORMAT – Trainer will share the possible solutions and how to achieve the sustainable ECP. Participants are to discuss with Trainer their challenges and possible models they wish to adopt. It will be an **interactive** course/training that participants and mentor will spend time discussing the possible solutions that suit different company.

CERTIFICATION – a Certificate will be issued by IEMTC with recognition from MPC on completion of each course. A recognition certificate will be issued by MPC for completion of full courses (attended 4 of the 5 courses offered) to the Company or Individual (if not representing the company)

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IEMTC IS REGISTERED WITH:



REGISTRATION FORM

5 Sessions of Half-Day Online Course on 'GROWING MALAYSIAN SUSTAINABLE ENGINEERING CONSULTANCY FIRMS' by

Ir. Dr. Tan Yean Chin

Time: 9.00am - 1.00pm

Platform: Zoom or Microsoft TEAM

Organized by: IEM Training Centre Sdn Bhd

Registration email to: iemtc@iem.org.my

Commitment Fee (Inclusive of 6% SST)

Date	IEM Member	Non Member
<input type="checkbox"/> 20 March 2021	<input type="checkbox"/> RM84.80	<input type="checkbox"/> RM127.20
<input type="checkbox"/> 03 April 2021		
<input type="checkbox"/> 17 April 2021		
<input type="checkbox"/> 08 May 2021		
<input type="checkbox"/> 22 May 2021		

No	Name(s)	IEM No.	Grade	Fee (RM)
1.				
2.				
3.				
4.				
TOTAL PAYABLE				

You may make payment via Telegraphic Bank Transfer (Please forward soft copy of payment advice):-
 Account Name : **IEM TRAINING CENTRE SDN BHD**
 Account Number : 514169143176
 Bank Name : Malayan Banking Berhad
 Bank Address : Jalan Sultan, 46200 Petaling Jaya, Selangor Darul Ehsan, Malaysia
 Swift Code : MBBEMYKL

NB: Kindly take note that all telegraphic charges to be borne by the participants.

Enclosed herewith a crossed cheque No: _____ for the sum of RM _____ issued in favour of "IEM Training Centre Sdn Bhd" and crossed 'A/C payee only'. I/We understand that the fee is not refundable if I/we withdraw after my/our application is accepted by the Management as stated in the **cancellation term**. If I/we fail to attend the course, the paid registration fee will not be refunded.

Contact Person: _____ Designation: _____

Name of Organization: _____

Address: _____

Telephone No.: _____ (O) _____ (HP) _____ (Fax)

Email: _____

 Signature & Stamp

 Date

**HRDF
 Claimable**

TERMS & CONDITIONS:

- Closing date: one week before the event
- Payment: Online Banking
- Full payment must be settled before commencement of the course. If a place is reserved and the intended participants fail to attend the course, the fee is to be settled in full.
- Fee paid is not refundable.
- IEM Training Centre reserves the right to cancel, alter, or change the program due to unforeseen circumstances. Every effort will be made to inform the registered participants of any changes. In view of the limited places available, intending participants are advised to submit their registrations as early as possible so as to avoid disappointment.
- The confirmation or cancellation email will be sent to the registered email address one or two weeks before the event dates.

CANCELLATION POLICY

IEM Training Centre reserves the right to postpone, reschedule, allocate or cancel the course. Full refund less 30% if cancellation is received in writing more than 7 days before the start of the event. No cancellation will be accepted prior to the date of the event. However, replacement or substitute may be made at any time with prior notification and substitute will be charged according to membership status.