



**BUSINESS INSIGHTS**  
SKILLS ALIVE!

# FORGET PITCHING!

CRUSH THE COMPETITION WITH  
STORYTELLING

with **GRAHAM BROWN**  
ASIA'S MOST EXPERIENCED PODCASTER

Details on page 6

## THE DIGITAL LANDSCAPE Preparing for the Future



*// It is not about age and not about millennials alone, but about the mindset. This necessitates a radical change in the view of the workforce not as a cost-centre, but as an engine for growth. //*

### The SME Opportunity

The digital landscape presents a huge opportunity for the small-and medium-sized enterprises (SME) sector. This includes new venture capital backed start-up firms as well as more traditional firms that have been around for a while. Owner-managed firms in particular have the most to gain. Their biggest advantages are control and size.

The fact that a vast majority of SME firms are owner-managed lends a high degree of control and ease of decision-making. Unwittingly, while this form of unilateral practice has been traditionally viewed as demotivating for the workforce in times of crisis (and opportunity), this is a huge advantage.

This speed of decision-making facilitates speed of response and execution to meet present or anticipated challenges. There are no constraints in terms of management committees/task-forces/ and a lot of bureaucracy typically associated with larger commercial and multinational setups.

Hence adoption of new technology can be seized and acted upon to begin with, without much delay. There are tremendous cost advantages and revenue potential in employing technologies that harness the power of Cloud, Internet of Things (IoT), Robotic Process Automation (RPA) and Intelligent Automation (IA).

These technologies allow rapid scale-up possibilities and the ability to serve many more customers at far lower costs across a variety of channels.

### The SME Challenges

The greatest challenges for SMEs is to change their mindset. Change begins from within and owners must rise to this challenge. There are a few very specific objectives that need to be achieved.

#### • Have a Vision for the Future

The first is to convince yourself that the digital world presents opportunities to identify specific business segments where you can add value as well as understand customers and all the stakeholders in the value proposition.

#### • Transform and Invest in the Workforce

The bigger objective is to shape your organisation to deliver peak performance as a status quo/business as usual. This can only be achieved by transforming the workforce into a creative, innovative, resilient, enthusiastic, and future-ready team that delivers.

It is not about age and not about millennials alone, but about the mindset. This necessitates a radical change in the view of the workforce not as a cost-centre, but as an engine for growth. Hire the best and the brightest, and reward and recognise them appropriately.

Get in tune with the gig economy where possible. There are thousands of very capable senior, mid, and junior professionals available for hire on contract. Take advantage of their knowledge, skills, and ideas. Mix and match. Be flexible.

Indeed, some of the most innovative and dynamic software and technology and social media firms of today all began their journeys as humble start-ups/SMEs.

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This article was written by Salman Ali Hyder and was featured in *Today's Manager*. He is also an Associate Trainer with SIM PD and conducts The Digital Landscape - Building strong business possibilities and potentials on May 30 & 31. For enquiries, please contact Grace Tan on 6248 9414 or email [gracetan@sim.edu.sg](mailto:gracetan@sim.edu.sg)

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There are several challenges that need to be considered as firms race ahead to jump on the digital bandwagon.

More often than not, organisations need to ensure they have clearly charted out their future business strategy and value proposition with due consideration given to:

- identifying the N5 - new businesses, new products, new channels, new processes, and new people
- equipping the value chain to ensure they can deliver on their digital promise of technology, process, people and culture
- ensuring they are willing to let go of the past, shrug off legacy, and decommission obsolescence, and
- foremost ensuring they have the right skills, competencies, and leadership in place to take the firm into the future. They need future-ready leaders who can solve tomorrow's problems

Digital technology is ever present. It is powerful, capable, and can add significant value to an organisation's upside. However, this works provided the organisation has done its 'homework' on how to utilise it effectively. Annually, millions of dollars of information technology (IT) spend is written off not because the technology was not capable, but because it was not utilised properly. Too often there is an over-reliance on technology to solve issues that have more to do with strategic visioning, governance, empowerment, delegation, autonomy, and compliance.

The digital age has further enhanced the importance of creating a resilient, agile, nimble, and future-ready firm: one that is not constrained by red-tape as well as obsolete policies and procedures.

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Don't miss this opportunity to save big on the best SIM Professional Development programmes and events. Select from the list of programmes and events below that you can sign up for as little as \$267.50! Hurry, offer ends January 25.

PROGRAMME	DATES	FEE (BEFORE DISCOUNT)**
<b>Human Relations Skills and EQ Techniques</b>	Feb 25 & 26	SIM Member : \$535.00
		Non-SIM Member : \$642.00
<b>NLP for Professionals</b>	Feb 25 & 26	SIM Member : \$749.00
		Non-SIM Member : \$866.70
<b>Skills for Supervisory Management</b>	Feb 27 - Mar 1	SIM Member : \$535.00
		Non-SIM Member : \$642.00
<b>Assertiveness Skills for Managers</b>	Feb 27 - Mar 1	SIM Member : \$802.50
		Non-SIM Member : \$963.00
<b>Better Spoken English</b>	Mar 4 - 6	SIM Member : \$802.50
		Non-SIM Member : \$963.00
<b>The Job of the Manager (JOMAN) : Essential Leadership Skills</b>	Mar 4 - 6	SIM Member : \$1,712.00
		Non-SIM Member : \$2,086.50
<b>Critical Thinking &amp; Reasoning</b>	Mar 14 & 15	SIM Member : \$963.00
		Non-SIM Member : \$1,123.50
<b>Supervising Assertively</b>	Mar 20 - Mar 22	SIM Member : \$802.50
		Non-SIM Member : \$963.00

### Business Insights Events

PROGRAMME	DATES	FEE (BEFORE DISCOUNT)**
<b>Forget Pitching! Crush the Competition with Story Telling</b>	Mar 1	SIM Member : \$513.60
		Non-SIM Member : \$609.90
<b>Customer Experience with Human Design Thinking</b>	Apr 3 & 4	SIM Member : \$1,057.16
		Non-SIM Member : \$1,378.16

\*\*Fee is inclusive of 7% GST. Terms & conditions apply.

## WHAT ARE YOUR HR TRAINING AND DEVELOPMENT GOALS?

- Human benefits
- Financial benefits
- All of the above

Evaluating the effectiveness of training and development initiatives helps companies establish relevant learning programmes for employees to ultimately boost their bottomline.

Contact us at [pd.sim.edu.sg/corporate](http://pd.sim.edu.sg/corporate) to find out how we can tailor corporate training programmes to get you where you need to be.



## BUSINESS INSIGHTS

### SKILLS ALIVE!

**JANUARY 24 (THURSDAY)**

**7 PM – 9 PM**

REGISTRATION FROM 6.30 PM AND LIGHT REFRESHMENTS WILL BE SERVED

**SIM MANAGEMENT HOUSE**

\$35 SIM MEMBERS  
\$40 SIM GE & SUSS ALUMNI  
\$45 NON-MEMBERS

**REGISTER BY JANUARY 17**

**2019 SIM Membership e-Event Pass is applicable.**

### Rising from Good to Great NEW Finding the Leader in You

Successful leaders are the power and intellect behind their organisations. A leader has a vision and knows how to inspire a team to go above and beyond. Many defining leadership qualities of good and great leaders have been identified across time.

- What are the key leadership qualities that employers seek for?
- How can you communicate your leadership abilities?
- What makes your leadership skills stand out from another?

Our speaker will share insights from his vast experience as a top headhunter in the region on key leadership traits needed to navigate in challenging times.

**Tan Soo Jin** is the Advisor of GTSJ for Leadership Consulting. He founded Tan Soo Jin Consultants in 1984 which later became GTSJ in 1992. Soo Jin has many years of proven track record of success and was named to be one of "Bloomberg Business Week's 100 Most Influential Headhunters" in the world in 2008. He recently retired as Chairman of the Governing Council of the Singapore Institute of Management, Chairman of the Board of Directors of the Singapore Institute of Management Pte Ltd and also chaired the Nomination Committee. Soo Jin is currently a member of the NUS Business School Management Advisory Board (MAB) and is Executive-In-Residence (EIR) at the NUS Business School.



**JANUARY 29 (TUESDAY)**

**8.30 AM – 6 PM**

**SIM PERFORMING ARTS THEATRE**

\$200 IPCS & CHARITIES  
\$450 OTHERS

**To register, please email Seet Lay Peng at [seet\\_lay\\_peng@ncss.gov.sg](mailto:seet_lay_peng@ncss.gov.sg)**

**Enjoy a 5 pax bundle promotion of \$600 (IPCs & Charities) or \$1,350 (Others).**

**2019 SIM Membership e-Event Pass is not applicable.**

Our keynote speakers include:  
**Gared Jones** – CEO of Points of Light  
**Tobi Johnson** – President & Founder of VolunteerPro  
**Andrew Buay** – Vice President and Group Sustainability & Talent Coach of Singtel  
**Hosea Lai** – Head of Impact (APAC) at LinkedIn

### Global Leader Series: The Future of Resource Mobilisation Civic Entrepreneurship and Community-Driven Development NEW

Resource mobilisation is often referred to as the 'New Business Development'. This is key to any organisation's sustainability, be it in the public or private sector - One must be in the business of generating new business to stay in the business.

How does resource mobilisation help you to do well by doing good? Just like any traditional for-profit company, civic entrepreneurs need to be financially profitable, employ innovative approaches and leverage on the power of community involvement to tackle social problems.

Join us for these invigorating sessions and hear from globally renowned practitioners on how we, as social service organisations, respond to these trends through social innovation and civic entrepreneurship. Harnessing new ideas and new partners to develop innovative solutions to local problems and to help shape our communities to focus on solution-driven rather than be problem-driven.

From this conference, you will gain an understanding on how to:

- apply community-driven development approaches for creating greater social impact.
- identify the benefits of civic entrepreneurship for for-purpose organisations.
- identify the future trends in resource mobilisation.
- analyse current volunteer management strategies to meet the needs of future volunteers.
- discover the importance of using TECH to strengthen social change efforts.
- develop collaborative and new relationships to increase resource mobilisation capability of the sector.

**SKILLS ALIVE!**

**Adversity Quotient**

Enhancing your Resilience and Motivation



Life throws challenges to test us and presents opportunities for us to realise our true potential. Resilience sharpens and focuses our ability to bounce back, steer through adversity and exercise our talents and motivation in a meaningful way. Although genetics and environment do have some influence over resilience, studies have shown that resilience can be learnt and practiced.

Drawing on the best of sports science, military field, neurobiology, medicine, psychology, and emotional intelligence, you will explore the high road leading to building resilience. Unlock the biological resources of your body, heart, mind and spirit, and build practical resilience competencies to live and work productively without compromising health and happiness.

**LEARNING OUTCOMES:**

- Increase pressure tolerance and stress mastery, ensuring that the pace of growth and change generates more optimal stress
- Improve your physical vitality and long-term recovery capabilities
- Harness the power of emotions fostering creativity and joy
- Develop a focused, constructive and decisive mind
- Learn tips to motivate self and win-over situations effectively

**Manish Arneja** is a consultant with The Resilience Institute Southeast Asia. He is a Certified Professional Facilitator (CPF), executive performance coach and organisational development practitioner with 16 years of experience in enabling organisational systems and individuals to create positive shifts. Prior to joining the institute, Manish was regional general manager (Asia, Middle East, Africa) for organisational development with a top tier multi-national consumer goods company.

Being a coach and an organisational development practitioner, he holds a wealth of expertise in managing change, team dynamics, leadership development and embedding behavioural changes in personal life or within organisations. Manish has delivered keynote at various conferences including HR Summit, Talent Conferences in Singapore, Indonesia and Malaysia. His journey to make a meaningful difference in people's life led him to leave his corporate career and join The Resilience Institute. Manish holds a MBA from Asian Institute of Management with additional post-graduate qualifications in organisational development from Heriot-Watt University, UK.



**FEBRUARY 15 (FRIDAY)**

**2.30 PM – 5 PM**

REGISTRATION FROM 2.15 PM

**SIM MANAGEMENT HOUSE**

\$35 SIM MEMBERS  
\$40 SIM GE & SUSS ALUMNI  
\$45 NON-MEMBERS

**REGISTER BY FEBRUARY 8**

**2019 SIM Membership e-Event Pass is applicable.**

**Sales Pipeline Management**



A sales pipeline is a visual representation of sales prospects and where they are in the buying process.

Delivering revenue begins with constant management of the sales pipeline. Once each stage is completed, the prospect is advanced to the next stage. A pipeline report shows the value and quantity of all deals in each stage of the pipeline at the moment when the report is reviewed. Pipelines also provide an overview of a salesperson's forecast and how close he or she is to making the quota.

Recognise what a healthy pipeline looks like, learn to determine the ideal size for an individual salesperson's pipeline and more.

This talk is designed for all sales professionals, their bosses as well as senior managers who need to understand how a proper sales team should be tracked and managed.

**TALK OUTLINE**

- How to execute the 5D Sales Process to consistently, repeatedly and effectively drive sales opportunities to closure
- Know what to do at each stage of the sales process
- Recognise and resolve different issues that occur at each stage in the sales process
- Build and maintain a healthy sales pipeline based on lead indicators

**FT Liu**, a strategy consultant with DPI, a global management consultant firm, has 30 years of industry experience. He spent the first six years in engineering, quality and manufacturing functions. In 1991, FT launched his sales and marketing career with DuPont first as a technical sales representative and then as director of product marketing. He was based in Taiwan for two years covering the Greater China market as the director of marketing for temic semiconductors, the electronics division of Daimler Benz, maker of Mercedes Benz.

In 2000, FT started a company helping MNCs move their products, processes and technology to their customers over the internet. From 2003, he ventured into the supply chain management industry as the business development director of various companies. FT is the author of four books on business and engineering. He has an honours degree in engineering and a masters in knowledge management. FT is also an ACTA-certified trainer and a certified Singapore Professional Management Consultant.



**FEBRUARY 20 (WEDNESDAY)**

**2.30 PM – 5 PM**

REGISTRATION FROM 2.15 PM

**SIM MANAGEMENT HOUSE**

\$35 SIM MEMBERS  
\$40 SIM GE & SUSS ALUMNI  
\$45 NON-MEMBERS

**REGISTER BY FEBRUARY 13**

**2019 SIM Membership e-Event Pass is applicable.**

**SKILLS ALIVE!**

**MARCH 1 (FRIDAY)**

**9 AM – 5 PM**

**SIM MANAGEMENT HOUSE**

\$480 SIM MEMBERS  
\$570 NON-MEMBERS

**REGISTER BY FEBRUARY 22**

**2019 SIM Membership e-Event Pass is not applicable.**

**Pitching 101 – The Power of Storytelling** NEW

Storytelling is something we all do naturally since we were young. But how do we emotionally connect our stories with people? What are the steps needed to craft a story to engage our audience, be it to our friends, colleagues, customers or business investors?

Very often we start our presentation journey without being clear on the purpose, who our audience are, what is their intent or not knowing how to best communicate their unique selling point.

Harness the potential of effective storytelling techniques to refine your pitch, influence, engage and make that important connection emotionally.

**TALK OUTLINE:**

- The science of storytelling – Using the right method to deliver your story
- The ultimate pitch – Develop the correct pitch to interest your audience
- Three key elements of storytelling – Understand the fundamentals and techniques
- Studio pitching and feedback session – Record your own pitch/storytelling practice session

**Graham Brown** is an entrepreneur, radio show host and investor. He is a published author on the subject of consumer technology and investment. His works include *The Mobile Youth: Voices of the Connected Generation* and *The Asia Matters Report*. He is also the main show host on *Asia Tech Podcast* – Asia's largest podcast network covering the latest tech and investment trends. He has hosted 400 shows across 15 Asian markets. His work has been featured in *The Financial Times*, *The Wall Street Journal* and has helped shaped the technology marketing strategy of clients such as UNICEF, MTV, Disney and Monster Energy Drinks.



**MARCH 8 (FRIDAY)**

**2.30 PM – 5 PM**

REGISTRATION FROM 2.15 PM

**SIM MANAGEMENT HOUSE**

\$35 SIM MEMBERS  
\$40 SIM GE & SUSS ALUMNI  
\$45 NON-MEMBERS

**REGISTER BY MARCH 1**

**2019 SIM Membership e-Event Pass is applicable.**

**Vamp Up Communication & Presentation** NEW

Building confidence in communicating and presenting to anyone, anywhere and anytime is key to your success journey towards excellence, both professionally and socially. Regardless of what situation or environment you are in, the ability to influence and make an impact through communication is the number one essential skill for everyone.

We communicate to share information and transfer knowledge. Without the confidence, structure and presence to deliver the message, we risk the message being miscommunicated and often confused and distorted.

Having a voice is one thing. Having a voice that is impactful and can influence change, is something highly sought-after but yet many struggle to achieve.

This talk equips you with the essential elements needed to build confidence when communicating or presenting to anyone, anywhere and anytime.

**TALK OUTLINE:**

- Vamp up your communication and presentation skills for maximum connectivity
- Understand the importance of verbal and non-verbal communication effects
- Ability to influence and connect people to establish collaboration
- Develop skills to understand your audience before you connect
- Learn to build impactful content through storytelling to capture and retain audience
- Establish confidence in public speaking and successful networking
- Understand how to 'Window Dress' for every occasion

**Kim Underhill** is an industrial and organisational psychologist, keynote speaker, trainer, coach and management consultant. Armed with more than 23 years of international business and management experience, she managed Fortune 500 key accounts and led change through strategic and organisation development, increasing people effectiveness and business performance.

Kim is the author of *Success Inside Out, Challenge or Choice*, a six step self-coaching methodology guide that helps individuals understand what it takes to gain ultimate work-life happiness and achieve success under any circumstance and environment. She is a certified practitioner for Solution Focused Coaching, Results Coaching, Belbin Team Roles and Neuro-Linguistic Programming.

Kim's flagship programme, New Age Leadership, looks at the importance and holistic approach of self-leadership, team-leadership and business-leadership, supported by her global travel experience working with different cultures. Kim received the Women Icon Asia Award 2018 for her work advocating to raise more women leaders. Through her Winning in Heels women leadership programme, she helps many corporate women understand what it takes to break that glass ceiling and to have it all.



Back by popular demand!



## 2019 Lunar New Year Talk cum Dinner Gathering Qi Men Dun Jia & 12 Animal Zodiac Forecast for Year of the Earth Pig 2019

Welcome the year of the Earth Pig with a generous cuisine spread and Yu Sheng at this dinner gathering. There will also be a talk on Feng Shui and Chinese Astrology by Master David Tong and networking opportunities with fellow members as you toast to great health and fortune to this new year.

### TALK OUTLINE

- Learn how Qi Men Dun Jia enables you to usher in the good luck and avoid the bad luck in any 'battle' you are facing, such as interviews, exams, legal court cases etc.
- Discover how Zhuge Liang made use of Qi Men Dun Jia to borrow the East Wind to defeat Cao Cao in the Battle of the Red Cliff as well as other interesting case studies.
- Do you know that the order of the universe is fixed? The power of Qi Men Dun Jia allows us to pinpoint the exact moment when you can 'attack' in order to usher in maximum good luck through the manifestation of 'Phenomenon'
- Chinese Astrology for 2019 - Find out if your animal zodiac sign is going through good or bad luck in 2019 and the problems you may face this year and how to mitigate it.
- Practical face reading techniques

**Master David Tong** is the Founder and Principal Consultant of Chinese Metaphysics Global Consulting (CMG Consulting), a multiple award-winning and leading Feng Shui consultancy firm in Singapore. He has been featured in various medias such as *The Straits Times*, *The Electric New Paper*, *联合晚报*, *新明日报*, *My Paper 我报*, *CNN International* and *Style Weddings*. David preaches the practice of authentic Classical Feng Shui as opposed to the placement of auspicious ornaments, culture, beliefs, religion and superstitions.



The Entrepreneurship &  
Strategic Management Group

### FEBRUARY 21 (THURSDAY)

6.30 PM – 9 PM

REGISTRATION FROM 6.30 PM,  
DINNER AT 7 PM,  
TALK FROM 7 PM – 9 PM

**MOUTH RESTAURANT  
CHINA SQUARE CENTRAL  
22 CROSS STREET, #01-61  
SINGAPORE 048421**

\$45 TESM MEMBERS  
\$50 SIM MEMBERS  
\$60 SIM GE & SUSS ALUMNI  
\$70 NON-MEMBERS

REGISTER BY FEBRUARY 15

2019 SIM Membership e-Event Pass is  
applicable.

## Agile Negotiation Practice Communicate to Collaborate

How do we skilfully navigate through difficult situations to reach mutually agreeable outcomes?

Today, we all operate in an agile environment of small teams with the challenge to quickly create viable products or solutions for our customers, then continue to evolve and transform to take on the challenges from this disrupted world.

In order to accomplish our daily tasks with agility in this augmented intelligent society, we constantly search for new resources and source of support.

How do we connect and communicate with people to achieve our goal? Learn to apply tactical empathy through dialogues of questioning and listening to motivate, influence and persuade others to reach a breakthrough agreement for collaboration.

Refine your AGILE NEGOTIATION SKILLS and explore techniques that will make you more effective at work.

**Suhwe Lee** was a global trainer and learning consultant in the Asia-Pacific talent acceleration and culture transformation programme for IBM. She has over 30 years of experience as product, project and programme manager for multinational companies. Through her professional practice and consulting service, she shares her knowledge and experiences by conducting workshops and publishing articles in conferences and professional journals.



SIM || TOASTMASTERS CLUB

### MARCH 1 (FRIDAY)

7 PM – 10 PM

REGISTRATION FROM 6.45 PM,  
REFRESHMENTS FROM 8.30 PM

**SINGAPORE MANAGEMENT  
UNIVERSITY  
90 STAMFORD ROAD  
SINGAPORE 178903**

\$30 SIM MEMBERS  
\$35 SIM GE & SUSS ALUMNI  
\$40 NON-MEMBERS

REGISTER BY FEBRUARY 22

2019 SIM Membership e-Event Pass is  
applicable.

## Economic Outlook 2019

### As Good as It Gets

The first salvo in the current trade war rang out in early 2018 with the United States (US) imposing tariffs on washing machines and solar panels. Most people did not take it seriously because everyone thought that both sides knew nobody would win in any trade war. It was assumed both sides would back down.

The assumption was wrong. Instead, more tariffs were imposed, particularly in September 2018, with more scheduled in January 2019. Although a three-month truce was announced in early December 2018, it was overshadowed by the arrest of a top executive from Huawei.

Now, all optimistic bets are off. Prospects for the global economy has suddenly darkened. Will the US-China trade war resume from early March 2019 when the three-month truce expires? Or has the trade war taken a more dangerous route after the arrest, or kidnap, of the executive from Huawei.

Hear what Dr Tan has to say about the dangers we all face in 2019.

**Dr Tan Kee Wee** has many years of experience in the finance industry as an economist, forecasting the financial markets and global economies. He started his career in 1988 as a journalist with *The Business Times* after he obtained his PhD in Economics from the University of East Anglia in Britain. Despite spending most of his career in the business world, he has kept in touch with the academia. He continues to teach undergraduates economics on a part-time basis.



The Entrepreneurship &  
Strategic Management Group

### MARCH 28 (TUESDAY)

7.30 PM – 9.30 PM

REGISTRATION & DINNER FROM 6.30PM,  
AGM AT 7.15PM, TALK AT 7.30 PM

**NUSS SUNTEC CITY GUILD HOUSE  
SUNTEC CITY MALL TOWER 3  
3 TEMASEK BOULEVARD, #02-  
401/402  
SINGAPORE 038983**

\$45 TESM MEMBERS  
\$50 SIM MEMBERS  
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\$70 NON-MEMBERS

REGISTER BY MARCH 21

2019 SIM Membership e-Event Pass is  
applicable.

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NAME AS IN NRIC | PASSPORT

**NRIC NO:** \_\_\_\_\_

**COMPANY NAME:** \_\_\_\_\_

**TEL:** (O) \_\_\_\_\_ (M) \_\_\_\_\_

**MEMBERSHIP NO:** \_\_\_\_\_

**EMAIL:** \_\_\_\_\_

**PLEASE INDICATE:**  INDIVIDUAL MEMBER  CORPORATE MEMBER

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NON-MEMBER  SIM GE ALUMNI

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BUSINESS INSIGHTS		DATE	TIME	FEE (MEMBERS) SIM   UNI   NON
<input type="radio"/>	Rising from Good to Great	JAN 24	7 PM – 9 PM	35   40   45
<input type="radio"/>	Global Leader Series: The Future of Resource Mobilisation	JAN 29	8.30 AM – 6 PM	200   450
<input type="radio"/>	Adversity Quotient	FEB 15	2.30 PM – 5 PM	35   40   45
<input type="radio"/>	Sales Pipeline Management	FEB 20	2.30 PM – 5 PM	35   40   45
<input type="radio"/>	Pitching 101 – The Power of Storytelling	MAR 1	9 AM – 5 PM	480   570
<input type="radio"/>	Vamp Up Communication & Presentation	MAR 8	2.30 PM – 5 PM	35   40   45
PROFESSIONAL INTEREST GROUPS		DATE	TIME	FEE (MEMBERS) IG   SIM   UNI   NON
<input type="radio"/>	TESM 2019 Lunar New Year Talk cum Dinner Gathering	FEB 21	6.30 PM – 9 PM	45   50   60   70
<input type="radio"/>	TM II Agile Negotiation Practice	MAR 1	7 PM – 10 PM	30   35   40
<input type="radio"/>	TESM Economic Outlook 2019	MAR 28	7.30 PM – 9.30 PM	45   50   60   70

**LEGEND**

SIM – SIM Members    Uni – SIM GE / SUSS Alumni    Non – Non-members  
 IG – Respective Interest Group members only

**Registration and Payment:** A place will be reserved for you upon receipt of your registration. Please inform us in writing of any change in registration. Full fee will be charged if withdrawal is made less than one week before commencement. All fees are inclusive of 7% GST. All cheque/bank drafts must be made payable to 'Singapore Institute of Management', crossed and marked 'A/C Payee only', with the activity title indicated on the back. All registration and payment should reach us by the activity registration closing date.

**Cancellation:** SIM reserves the right to make any amendments, cancel and / or change the programme, speaker, date or venue if warranted due to unforeseen circumstances.

**PDPA:** During the course of your attendance at any SIM events, photograph(s) or video image(s) of you may be taken or recorded for news and publicity purposes. For detailed information, please visit <http://www.pd.sim.edu.sg/personal-data-protection-policy>

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