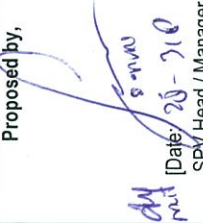



**TRAINING EVENT PROPOSAL**


Division : Marketing  
Date : 28 Maret 2018


Ref No : ..... (filled by L & TD - HO)

|    |                                     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |          |          |                |                                                                                                                                                                                                                                                                                         |                                                                                |
|----|-------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------|----------|----------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------|
| 1. | Training Title                      | <b>2018 Empower To Win Global Aftermarket Dealer Sales Training</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |          |          |                | (please thick (✓))                                                                                                                                                                                                                                                                      | <input type="checkbox"/> D (Domestic)<br><input type="checkbox"/> O (Overseas) |
| 2. | Classification (please thick (✓))   | <input type="checkbox"/> 1. General Training<br><input type="checkbox"/> 2. Technician Trainee - OJT<br><input type="checkbox"/> 3. Technical / Functional Training<br><input checked="" type="checkbox"/> Sales/Marketing<br><input type="checkbox"/> Equipment Management<br><input type="checkbox"/> Information Technology<br><input type="checkbox"/> 4. Talent Management Trainee (MT)<br><input type="checkbox"/> 5. Talent Management Development Program (MDP)<br><input type="checkbox"/> 6. Talent Management Black Belt (BB)<br><input type="checkbox"/> 7. Talent Management Executive Development Program (EDP)<br><input type="checkbox"/> 8. Talent Management Leadership Development Program (LDP) |          |          |                | <input type="checkbox"/> Technical Service<br><input type="checkbox"/> Human Capital<br><input type="checkbox"/> Finance<br><input type="checkbox"/> Parts Operation & Distribution<br><input type="checkbox"/> Safety, Health & Environment<br><input type="checkbox"/> Others : ..... |                                                                                |
| 3  | Need Analysis                       | Product Knowledge and Sales soft skill                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |          |          |                |                                                                                                                                                                                                                                                                                         |                                                                                |
| 4  | Training Goals                      | Improve Product Knowledge and Sales soft skill                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |          |          |                |                                                                                                                                                                                                                                                                                         |                                                                                |
| 5  | Training Objectives                 | To Acquire reliable knowledge and behavior, foster community and progress with sales performance and personal development                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |          |          |                |                                                                                                                                                                                                                                                                                         |                                                                                |
| 6  | PMD Follow-Up                       | Refers to PMD / Not Refers to PMD (please choose the right one)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |          |          |                |                                                                                                                                                                                                                                                                                         |                                                                                |
| 7  | Expected Competency to be developed | Core : Driving for Best Result Committed to Customer<br>Managerial :                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |          |          |                |                                                                                                                                                                                                                                                                                         |                                                                                |
| 8  | Length/Duration                     | Functional : Product & Application Management, Marketing Strategy                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |          |          |                |                                                                                                                                                                                                                                                                                         |                                                                                |
| 9  | Day/Date                            | 4 Days                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |          |          |                |                                                                                                                                                                                                                                                                                         |                                                                                |
| 10 | Target Participants                 | 7th May - 10th May 2018                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |          |          |                |                                                                                                                                                                                                                                                                                         |                                                                                |
| 11 | Trainee                             | Name                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | SN SAP   | Branch   | Account Charge | Position                                                                                                                                                                                                                                                                                |                                                                                |
|    |                                     | Muhammad Luthfi                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 00000658 | HO       | 10Z0230LD      | Opp Dev Specialist                                                                                                                                                                                                                                                                      |                                                                                |
|    |                                     | Felix Nola B                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 00013474 | HO       | 10Z0230LD      | Opp Dev Specialist                                                                                                                                                                                                                                                                      |                                                                                |
| 12 | Trainee/Provider                    | Name                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | SN SAP   | Division | Branch         | Position                                                                                                                                                                                                                                                                                |                                                                                |
|    |                                     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |          |          |                |                                                                                                                                                                                                                                                                                         |                                                                                |
| 13 | Training Location                   | Kuala Lumpur Malaysia                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |          |          |                |                                                                                                                                                                                                                                                                                         |                                                                                |
| 14 | Training Method                     | Class Room Training (Lecturing, Simulation, Role Play)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |          |          |                |                                                                                                                                                                                                                                                                                         |                                                                                |
| 15 | Impact & Evaluation                 | Satisfaction<br>Learning<br>Behavior<br>Result                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |          |          |                |                                                                                                                                                                                                                                                                                         |                                                                                |
| 16 | Job Follow Up                       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |          |          |                |                                                                                                                                                                                                                                                                                         |                                                                                |
| 17 | Investment Cost                     | a. Training fee \$ 300<br>b. Others (exp. Food & Beverages, Class Room) \$ \$<br>Total investment cost \$                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |          |          |                |                                                                                                                                                                                                                                                                                         |                                                                                |
| 18 | Training Event Management           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |          |          |                |                                                                                                                                                                                                                                                                                         |                                                                                |

Proposed by,   
[Date: 28-3-2018]  
SpV Head / Manager

Approved by,   
[Date: 28/3/2018]  
General Manager

Approved by,   
[Date: ]  
HR HO Manager

Validated by,   
[Date: ]  
Learning & Talent Dev. Manager

Note :

1 External Training should be completed with PR ( for payment by invoicing)

2 Budgetted

Unbudgetted  ( please thick (✓) )