

PT Trakindo Utama

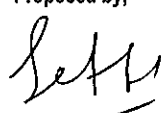
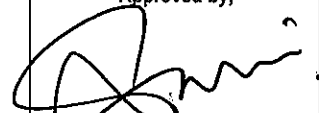
**TRAINING EVENT PROPOSAL**

Division : Product Support Marketing

Date : 17 October 2018

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

1.	Training Title	2018 "Empower to Win" Global Aftermarket Dealer Sales <span style="float:right">please tick (✓) <input type="checkbox"/> D (Domestic) <input type="checkbox"/> O (Overseas)</span>			
2.	Classification <i>please tick (✓)</i>	<input type="checkbox"/> 1. General Training <input type="checkbox"/> 2. Technician Trainee - OJT <input type="checkbox"/> 3. Technical / Functional Training <input type="checkbox"/> Sales/Marketing <input type="checkbox"/> Technical Service <input type="checkbox"/> Parts Operation & Distribution <input type="checkbox"/> Equipment Management <input type="checkbox"/> Human Capital <input type="checkbox"/> Safety, Health & Environment <input type="checkbox"/> Information Technology <input type="checkbox"/> Finance <input checked="" type="checkbox"/> Others : Product Support Training <input type="checkbox"/> 4. Talent Management Trainee (MT) <input type="checkbox"/> 5. Talent Management Development Program (MDP) <input type="checkbox"/> 6. Talent Management Black Belt (BB) <input type="checkbox"/> 7. Talent Management Executive Development Program (EDP) <input type="checkbox"/> 8. Talent Management Leadership Development Program (LDP)			
3	Need Analysis				
4	Training Goals	Developing Employee Skill and Capability Dealer readiness for 2019 business cycle In charge of rolling out Cat aftermarket strategy			
5	Training Objectives	Program is designed to support business growth and requires a strong knowledge and experience in aftermarket sales and product support			
6	PMD Follow-Up	Refers to PMD / Not Refers to PMD <i>(please choose the right one)</i>			
7	Expected Competency to be developed	Core : Commodity Product			
		Managerial : Leadership			
8	Length/Duration	Functional : Marketing Strategy			
		8 Days			
9	Day/Date	9 Nov 2018 to 16 Nov 2018			
10	Target Participants	Product Marketing Manager, Product Specialist			
11	Trainee	Name	SN SAP	Branch	Account Charge
		Ikwan Hafizh S	26173	Head Office	10Z0230LD
12	Trainer/Provider <i>please tick (✓)</i>	<input type="checkbox"/> Internal Trainer			
		Name	SN SAP	Division	Branch
13	Training Location	<input checked="" type="checkbox"/> External Trainer			
		Caterpillar			
14	Training Method	Caterpillar Carretera Campanillas, s/n, 29590 Málaga, Spanyol			
15	Impact & Evaluation	Class Room Training (Lecturing, Simulation, Role Play)			
16	Job Follow Up	Satisfaction			
		Learning			
17	Investment Cost	Behavior			
		Result			
18	Training Event Management	a.Training fee Free			
		b.Others (exp. Food & Beverages, Class Room) Accomodation \$1500, Transport \$2000, Meal \$500			
		Total Investment cost \$4,000 (Fund by Cat thru P4G Budget)			

Proposed by,  IKWAN HAFIZH S [Date:            ] Dept. Head / Manager	Approved by,  ARIF PRAWIRA [Date:            ] Region Manager / General Manager	Approved by,  [Date:            ] HR Manager/HCBP	* Validated by,  [Date:            ] * .....
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**Note :**

- External Training should be completed with PR ( for payment by invoicing)
- Budgeted  
 Unbudgeted *please tick (✓)*
- TEP Validation Matrix (\*)
  - Budgeted Training: validated by Learning Partner - Head Office
  - Unbudgeted Training up to IDR 2.500.000: validated by Learning & Development Manager - Head Office
  - Unbudgeted Training > IDR 2.500.000: validated Learning & Talent Development Manager