



TRAINING EVENT PROPOSAL

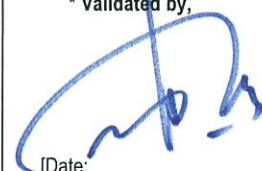
Division : Product Support Marketing

Date : 17 October 2018

Ref No : 042/TEP/LTD/1X/2018 (filled by L & TD - HO)

1.	Training Title	2018 "Empower to Win" Global Aftermarket Dealer Sales Training Campus				please tick (✓) <input type="checkbox"/> D (Domestic) <input type="checkbox"/> O (Overseas)
2.	Classification please tick (✓)	<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 (please choose the right one)				
7.	Expected Competency to be developed	Core : Commodity Product				
		Managerial : Leadership				
8.	Length/Duration	Functional : Marketing Strategy				
		10 Days				
9.	Day/Date	29 Nov 2018 to 8 Dec 2018				
10.	Target Participants	Product Marketing Manager, Product Specialist				
11.	Trainee	Name	SN SAP	Branch	Account Charge	Position
		Felix Nola	13474	Head Office	10Z0230LD	Opp Dev & Dep Senior Analyst
12.	Trainer/Provider please tick (✓)	<input type="checkbox"/> Internal Trainer				
		Name	SN SAP	Division	Branch	Position
		<input type="checkbox"/> External Trainer (please fill out this field with provider name, complete address, phone number, contact person)				
13.	Training Location	Caterpillar Peoria, Illinois				
14.	Training Method	Class Room Training (Lecturing, Simulation, Role Play)				
15.	Impact & Evaluation	Satisfaction				
		Learning Behavior Result				
16.	Job Follow Up					
17.	Investment Cost	a.Training fee	Free			
		b.Others (exp. Food & Beverages, Class Room)	Accommodation \$1500, Transport \$2000, Meal \$500			
		Total Investment cost	\$4,000 (Fund by Cat thru P4G Budget)			
18.	Training Event Management	Caterpillar				

Proposed by,  IKWAN HAFIZH S [Date: _____] Dept. Head / Manager	Approved by,  ARIF PRAWIRA [Date: _____] Region Manager / General Manager	Approved by,  Ruci M [Date: 18/10/18] HR Manager/HCBP
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* Validated by,  [Date: _____] *
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Note :

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

2 Budgeted Unbudgeted please tick (✓)

3 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