Training Title:

WHAT TO DO AS A STRUGGLING ENTREPRENUER OR STARTUP BUSINESS?

Workshop

WHY DO ENTREPRENEURE FAIL?



*Zeferhill Residence Condo, Jalan Pipit 4, Bandar Puchong Jaya 47170 Puchong, Selangor*

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*Quantum Leap Consultancy PLT (LLP0003664LGN)*

COURSE CONTENT

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| --- | --- |
| **Workshop Title** | **WHAT TO DO AS A STRUGGLING ENTREPRENUER OR STARTUP BUSINESS?** |
| **Workshop Duration** | 2 Days |
| **Proposed Trainer** | R. Masilamani |
| **Workshop Description** | It is an obvious truth that most businessmen in any country are small.and medium-term entrepreneurs and businesspeople. But the reality is.that the bigger and more successful businesspeople are the large business owners. Why?This truth is not clear to many entrepreneurs.This specially designed program is to instruct successful entrepreneurs tolearn how to hold their success for a very long period and join the bigbusiness leaders’ group.That will not only make them successful but also help the society and thenation to prosper. |
| **Participants** | * Business owners
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| **Workshop Learning Objectives** | Participants will know: 1. Why entrepreneurs fail.
2. How to operate a business professionally and effectively towards the next level of success.
3. How to steer rough waters and solve business issues.
4. Who are entrepreneurs and who are business magnets?
5. Why are some business entrepreneurs successful in the first place?
6. Who is a business magnate and what it means to have an ever-growing business?
7. What should one know before starting a business?
8. What makes the difference between success and Failure?
9. What are the success baselines to have a gainful and lasting business?
10. The leadership qualities of such successful businesspersons
11. The overall path of success.
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| **Workshop Outline** | * Why entrepreneurs Struggle for Success
* Entrepreneurial Competency Test
* Why do most entrepreneurs fail to stay alive in business for long?
* Entrepreneurial failures – Review
* Real-life exchange on how to be successful.
* Entrepreneur
* What entrepreneurial support is available for participants?
* Planning your business strategically
* What skills/competencies are the foundations of success for entrepreneurs
* Computer analysis of business progress and reporting
* Online analysis of business performance
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| **Training Methodology** | * Yes, it is a workshop, not a mere training session.
* All participants will fully participate in this highly involved hands-on workshop.
* Presentation, experimentation, exemplary evidence, challenges, and sharing will be the underscore of the active two days.
* A final private report on participant assessment shall be the
* workshop outcome.
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**COURSE FEE:** RM 1,200 per person

* + Includes training material, Certificate Of Attendance, HRD Corp services tax and any other related taxes

 **Note: This program is HRDC claimable**

**FACILITATOR’s PROFILE** – VASU THEVAN (Vasudev)



**QUALIFICATION & EXPERIENCE**

* Master’s Degree in Human Resource Training & Development
* Certified HRDF trainer
* Pioneer EQ Trainer
* Only CQ (Collaborative Intelligence) Trainer in Malaysia
* Author of around 20 manuals
* Author of “Collaborative Intelligence At Work” book
* 31 years of Training, Consulting & Coaching experience
* Performance Turnaround Coach for the last 12 years

**PERFORMANCE/SALES COACH FOR**:

* GD Express
* Dagangnet
* A.P.S. Manja
* Almaa Malaysia
* Hawk group
* Triangle Worldwide

**FOUNDER OF:**

* “Collaborative Intelligence At Work” material
* Team Chemistry Rewiring Process
* “Science Of Achieving Results” (S.O.A.R) Coaching Model
* Online Law Of Attraction Tools & Therapy – 30 day course
* Founder of “Engaging In Motivation” Audio based program
* EQ Enhancement Tools
* 2P Paradigm (Peace & Performance material)
* P.A.J.E.R.O. Problem Solving Tool

**Area Of Specialization:**

*EQ Enhancement, Stress Management, Supervisory & Managerial Development, Managing Change, Collaborative Intelligence (CQ)****,*** *Coaching & Mentoring, Problem Solving & Decision Making, Performance Improvement, Creating & Customizing training modules & Consulting. His areas of specialization are Sales Acceleration, People Management, Teambuilding, Change Psychology, Leadership, Performance Improvement, Customer Service, Managing By Values, Resolving Conflict, Communication, Confidence Development, Creativity Enhancement, Personal Mastery, Critical Thinking Skills, Post Graduate Trainings and Competency Based Management.*

**CONSULTING ENGAGEMENTS:**

Establishing “Customer Service Excellence” SOP for Dagangnet; CBM (Competency Based Management) at Epson Precision (Malaysia) Sdn. Bhd., A.C.T.I.O.N. values co-creation and implementation project for Safeguard Securicor, Sales Improvement project for Magnus Quest Sdn. Bhd., Sales Improvement project for Biotech Malaysia Sdn. Bhd., Strategic Management Project for the Sports & Youth Minister’s working group and currently steering Century Software Sdn. Bhd. into a customer centric organization – a nine-month intervention covering the creation of Customer-centric behaviour dictionary, Culture change initiatives, Leadership Coaching & Problem-Solving Laboratory and Sales Improvement project for GlaxoSmithKline.

**CLIENTAL:**

**SUPER/HYPERMARKETS**

***Giant*** *(Supervisory & Managerial Development,* *Increasing Collaborative Intelligence Towards Team Cohesiveness, Supervisory Skills),* ***Guardian*** *(Supervisory & Managerial Development),* ***Carrefour*** *(Supervisory & Managerial Development, Leadership Breakthrough, Problem solving & Critical Thinking),* ***Mydin*** *(Critical Thinking),* ***Lulu Hypermarket*** *(Leadership Empowerment).* ***Captivate*** *(Leadership Empowerment Thru High CQ)*

**MANUFACTURING**

***YTY Group*** *(Teambuilding),* ***JVC*** *(Change Management),* ***Epson Precision*** *(Competency Based Management training & consulting****), APS Manja Puteri Chilies*** *(Strategic Coaching, Leadership Empowerment, 2P Paradigm, Sales Acceleration).*

***IT INDUSTRIES***

***Dagangnet (****Collaborative Intelligence, Stress Management, 6 Positive Thinking Skills, Change Driver Coaching & 3A Coaching),* ***Century Software*** *(Customer Centric training & consulting),* ***KPI Soft*** *(Increasing Collaborative Intelligence Towards Team Cohesiveness, Leadership Empowerment),* ***Lava Protocols*** *(Increasing Collaborative Intelligence Towards Team Cohesiveness, Performance Acceleration),*

***ARVATO System****s (Empowering Collaborative Intelligence).*

***EDUCATION***

***ASEAN Banking School*** *(Post Graduate Training),* ***Kem. Pengajian Tinggi*** *(Leadership);* ***Segi University*** *(Managing Stress),* ***TAR University*** *(Conflict & Time Management),* ***Brickfields Asia College*** *(Leadership)*

***BANKS***

***Ambank*** *(Problem Solving & Decision Making),* ***IBBM*** *(Conflict management, Leadership),* ***Bank Negara*** *(Conflict Management & Leadership), Maybank (Senior Management Development, Service Excellence Thru EQ, Motivation for the football team, Teambuilding, Leadership Empowerment), BOC (Teambuilding), CIMB (Branch Cohesiveness)*

***INSURANCE INDUSTRIES***

***Prudential agencies*** *(Sales & Motivation),* ***Maybank Assurance*** *(Flying The Eagle),* ***Great Eastern agencie****s (Sales & Motivation),* ***MCIS*** *(Setting Success Culture),* ***MNI*** *(Leadership & Performance)*

***LOGISTICS INDUSTRIES***

***GD Express*** *(Collaborative Intelligence, Managing Difficult customers, Sales Training & Coaching, Leadership training & Coaching, Engaging In Motivation, Unlocking Abundance Energy),* **Kudrat Holdings** *(Performance Acceleration),* ***Agility*** *(Emotional Intelligence, Problem Solving & Critical Thinking, Leadership Development, Interpersonal Skills),* ***Cevalogistics*** *(Problem Solving & Decision Making, Breakthru Leadership),* ***Triangle Worldwide*** *(**Increasing Collaborative Intelligence Towards Team Cohesiveness),* ***Hawk Logistics*** *(Empowering Collaborative Intelligence, Emotion Management, Law Of Attraction, Customer Centricity, Problem Solving, Critical thinking, Performance Acceleration*

***TELECOMMUNICATION***

***Telekom Malaysia*** *(Customer Service),* ***Maxis*** *(HOD Development Program)*

***OTHERS***

***AKPK*** *(Counseling Training****), SIDC of Securities Commission*** *(Communication, EQ & Problem Solving Training);;* ***MINDEF*** *(Collaborative Intelligence),* ***Petronas INSTEP*** *(Executive Development);* ***Genting*** *(Stress Management, Train The Trainer),* ***MIDA*** *(Leadership)****, GlaxoSmithKline*** *(Sales & Motivation),* ***Leopad Group*** *(Performance Acceleration),*

***Wong & Partners*** *(Leadership),*

**MEDIA APPEARANCE:**

 Vasu has been frequently interviewed in the television on Values and EQ education, which was a live broadcast. He has continuously appeared in the press as the solution provider for some pressing issues at hand, aired live through Radio 6 and appeared in Astro for continuing episodes on Human Values Education. Vasu was also called to provide special lectures at University Malaya.