

□ About ITEM University of St. Gallen, Switzerland

ITEM Institute for Technology Management focuses on Business Excellence and Leadership. It trains management of all levels in Innovation and Strategic Business Development. University St.Gallen is the best known business university in Switzerland and central Europe (Germany and Austria).

BRAIN CONNECTION is an official cooperation partner with ITEM and the Swiss Federal Institute of Technology (ETH) in Zurich, Switzerland. Similar seminars have been conducted with Swiss German University-Asia (SGU) in Indonesia and SIM - Singapore Institute of Management as well as in-house trainings in companies.

□ Seminar Trainer

Dr. Hans Jaeger

Director of the International Senior Entrepreneurial Program of University of St.Gallen/Switzerland and the Swiss Federal Institute of Technology ETH and head of international seminars.

Former Positions:

- Professor and Dean at Swiss German University for Organisation and Management (until 2006)
- Rector of the University of Applied Sciences St.Gallen, Switzerland.
- Division President and Director Asia-Pacific of a large Swiss Technology Corporation
- Member of Corporate Executive Management.
- Line positions in production management, R&D and quality management.

Participants

The following companies sent participants to previous seminars

- | | |
|--|-----------------------------------|
| • PT. ABB Sakti Industri | • PT. Siemens Indonesia |
| • PT. Asuransi Allianz Utama Indonesia | • PT. Schering Indonesia |
| • PT. Beiersdorf Indonesia | • PT. Semen Cibinong Tbk |
| • PT. Dian Graha Elektriika | • PT. South Pacific Viscose |
| • PT. Holcim Indonesia | • PT. ScanCom Indonesia |
| • PT. Henkel Indonesia | • PT. Schenker Petrolog Utama |
| • PT. Novartis Biochemie | • PT. TUV International Indonesia |
| • NEC Corporation | • PT. United Tractors Tbk |
| • PT. Plimsoll Indonesia | • PT. Voith Indonesia |
| • Park Lane Hotel | • PT. Waagner Biro Indonesia |
| • PT. Roche Indonesia | • PT. Wahana Boga Nusantara |

Institute for Technology Management



University of St.Gallen

BRAIN CONNECTION

EXECUTIVE EDUCATION SEMINAR

Leadership for Middle Managers

Tools & Training to Improve Personal Leadership Skills

Seminar Trainer:
Dr. Hans Jaeger

An intensive seminar for middle managers who want to increase their personal leadership skills and become more effective in dealing with people



FINANCIAL CLUB
JAKARTA



Career
Development
Institute

□ Leadership

Leadership is vital to success in business. Leadership can be learnt. Hence every manager can develop his or her skills individually. This seminar is an excellent choice for leadership training.

□ Leading People Successfully is a Task for All Levels

An organisation is as efficient as its ability to motivate its workforce. The leadership role is different at the various levels in the organisation. It is definitely a challenge to middle managers to become a leader and to be a manager at the same time. This seminar gives participants opportunities to learn leadership techniques from a tool kit and to be trained individually.

□ Target Group for the Seminar

The Leadership Seminar is for managers of business units and departments who want to improve their personal effectiveness and their skills in communicating with and motivating people in a positive way.

□ Three Elements of Personal Leadership

The Leadership Seminar focuses on knowledge and abilities required by every business manager to achieve new levels of effectiveness. This program covers three important areas of successful personal leadership:

- Understanding the elements of **successful leadership**
- Improving **communication** and **motivation skills**
- Putting leadership into practice **successfully**



Seminar Program

Day 1

- What is Leadership vs Management?
- How do we develop goals & commitment?
- How do we motivate successfully?
- Mind mapping

Day 2

- Becoming a strong communicator
- Managing teams more effectively (Challenger)
- Do's and Don'ts when handling people

Day 3

- Personal assessment and appraisal
- Personal Leadership Cases (video presentations)
- Giving and receiving feedback

Indonesia seminar:

March 20 - 22, 2007 (Tue till Thu)

08:30 till 17:30

at the Financial Club, Graha Niaga 27th Fl.
Jl. Jenderal Sudirman Kav. 58
Jakarta 12190

Seminar cost:

Rp 4,500,000 / person + 10% VAT
(includes meals and full documentation)

Discount:

Early registration until Feb 27, 2007 entitles to a discount of Rp 500,000 per person.
Two or more participants from the same company receive an additional discount of 10%.
General cancellation policy applies.

Registration:

Register at Career Development Institute

E-mail cd-i@cbn.net.id

Phone **021 769 0939**

Fax **021 765 6747**

Contact person:

Ms. Dora at Career Development Institute

Phone: **021 769 0939**

Registration closing date **March 12, 2007 (Monday)**

The number of participants is limited to 20 persons.

Learn to lead successfully