



TALK ON “NEGOTATION SKILLS FOR BUSINESS APPLICATIONS”

(Organised by the Engineering Education Technical Division, IEM in collaboration with Engineers Australia Malaysia Chapter (EAMC), and Institute of Mechanical Engineers Malaysia Branch (IMechE))
BEM Approved CPD/PDP: 2 hours Ref: IEM16/HQ/424/T

Date : **16th November 2016 (Wednesday)**
 Time : **5.30 pm – 7.30 pm** (*Refreshments will be served at 5.00 pm*)
 Venue : **C&S and TUS Room, 2nd Floor Wisma IEM, PJ**
 Speaker : **Ir. Dr Ling Chen Hoe**

SYNOPSIS

The talk will cover topics that seek to address the common problems encountered by engineers in the workplace relating to negotiation and how an understanding of its intricacies, due process, available techniques and the various factors affecting effective negotiation can enhance the effectiveness of the engineer in the workplace.

SPEAKER BIODATA

Ir. Dr. LING Chen Hoe, has been employed since 1990 by Meiden Malaysia, a company in the electrical engineering and construction industry in Malaysia. The company is a subsidiary of Meidensha Corporation, Japan a manufacturer of electrical equipment and provides electrical engineering products and services to both the private and public sectors in Malaysia. It has staff of around 50 and an average annual turnover of RM 50 million. Currently the Senior General Manager and Director of the company. Work experiences involve design & project coordination, engineering, procurement, construction & operations management and maintenance of 275/132/33/11/0.415kV electrical systems for power plants, substations, factories, water supply facilities, renewable energy systems and urban public rail transportation electrical infrastructures. Current roles include Business Development, Strategic Planning and overseeing of the Engineering and Corporate Departments of the company. Dr Ling obtained his Bachelor’s Degree in Electrical Engineering, RMIT University, Melbourne, Australia in year 1989. He holds a MBA from the University of Lincoln, United Kingdom in year 2003 and obtained his PhD in 2015 from SEGi University, Malaysia in Business Administration.

Ir. Assoc. Prof. Dr. Mandeep Singh
Chairman
Engineering Education Technical Division
Session 2016 / 2017

ANNOUNCEMENTS TO NOTE:

- Preferential admission to talk shall be accorded to IEM members (pre-registration and online registration are NOT required). Telephone and/or fax reservation will NOT be entertained.
- **Nonmembers** may also attend the talk but will need to pay a registration fee of **RM50** and an administrative fee of **RM15**. GST is inclusive.
- For members of affiliated organisations, there will be no registration fee payable. However, they are requested to produce their membership card as proof of membership. For the list of affiliated organisations, please refer to IEM website at www.myiem.org.my under International/MoU.
- Limited seats are available on a "first come first served" basis (maximum 100 participants).
- IEM members are required to produce membership cards for confirmation of attendance (CPD purpose).
- Latecomers will not be allowed to enter if the lecture hall is full nor be entitled to CPD.
- *IEM members who fail to produce their membership cards will be charged a fee of **RM25.00**. GST is inclusive.*

ADMINISTRATIVE FEE

- Kindly be informed that an administrative fee of **RM15** is payable for talks organized by IEM. GST is inclusive.
- The fee would be used to cover overhead costs, building maintenance expenses as well as contribute to Wisma IEM Building Fund.
- All contributions will be deeply appreciated by IEM.
- Student Members are however exempted.

CPD HOURS CONFIRMATION

Name:

Membership No:

Signature: