



# The Institution of Engineers, Malaysia

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## TALK ON "SUCCESSFUL ENGINEERING NEGOTIATION SKILLS"

Organised by the Mechanical Engineering Technical Division, IEM  
BEM Approved CPD/PDP Hours: 2 hours Ref No: IEM15/HQ/157/T

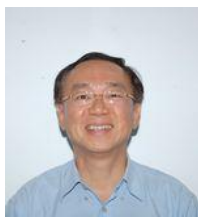
Date : 21 May 2015 (Thursday)  
Time : 5.30 pm – 7.30 pm (Refreshments will be served at 5.00pm)  
Venue : C&S & TUS Lecture Room, 2<sup>nd</sup> Floor, Wisma IEM, Petaling Jaya, Selangor  
Speaker : Ir. Dr. Chong Chien Fatt

### SYNOPSIS

Negotiating is simply "working with other to achieve some beneficial result." We learn to negotiate from birth through our experiences, education and from the people around us. Our predominant negotiating style is the manner in which we are most comfortable when interacting with others. We also learned from successful negotiation styles of others and observed that different approaches work on different people and situations.

The pressure on engineers today is ever greater besides being competent in their profession; they must also be able to negotiate successfully with others to achieve their ultimate goals. An engineer does not negotiate the same way with his boss as he would with a business adversary, his clients, peers, contractors, etc. The ability to negotiate using different appropriate styles will increase the engineer's successes, open up opportunities, and improve relationships. It is one of those skills that take a few hours to learn and a lifetime to master. It is not a genetic trait we're born with, like athletic or artistic ability. It just takes time, a little knowledge and practice to honing these skills which will definitely make an engineer's life better.

### BIODATA OF SPEAKER



**Dr. Ir. Chong Chien Fatt, B. Sc. (Hons), Mech. Eng., M. Eng. (Industrial Engineering & Management), DBA (Doctor of Business Administration), P Eng, FIEM, MIMechE., C. Eng., ACGI.**

Dr Chong, a professional engineer graduated in Mechanical Engineering from Imperial College, did his post-graduate studies in Industrial Engineering and Management in the Asian Institute of Technology and obtained his Doctorate of Business Administration in 2006.

He has been involved over the years in turn-around jobs as a CEO/COO for six different companies over the past 20 years. His fields of interests are in Total Quality Management/Six Sigma, Organizational Transformation/Change, Feasibility Studies, Lean Manufacturing or Kaizen and Personality/Psychology. He has more than two decades of experience in manufacturing and marketing as well as practicing, teaching and consulting work in quality and change management. He has substantial managerial experiences and has real life experiences of solving problems, turning around companies and bringing various companies to higher level of growth and achievement. He has completed his Doctorate of Business Administration with the University of Newcastle, Australia with the purpose of acquiring more relevant and up-to-date knowledge and hopefully to impart them to others in a pragmatic and yet simple-to-understand manner for working adults.

**Ir. Fam Yew Hin**  
Chairman  
Mechanical Engineering Technical Division, IEM

### 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.
- **Non members** 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](http://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: .....