



40th Thai-Japanese Management Development Program


— Middle Management Development Program —



College of Management
Mahidol University



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Program Overview

Program Features:

- ▶ Practical management training program designed by College of Management, Mahidol University (CMMU) which is the one of the top-level university.
- ▶ Designed for management level Thai staffs who work in Japanese companies, with high potential for future senior management
- ▶ Hybrid contents of universal management skills and practical skills applicable to managers' work
- ▶ Taught in Thai language to stimulate mutual learning

Benefit for companies:

- ▶ Help speed up localization and enhance competitiveness through
 - Talent development on the manager level
 - Positive impact on HR retention & recruitment

Benefit for participants:

- ▶ Help develop confidence and recognition by
 - Receiving CMMU certificate for completing the course
 - Acquiring practical management knowledge and skills

Thai Japanese Management Development Program

Target: This program is designed for Middle Managers(*) in Sales, Marketing, Product•Service Development, Purchasing and HR & Administration department in both manufacturing and non-manufacturing companies.
(*) Managers who have been 3-5 years in that position.

Style of this seminar: This program encourages all participants to involve in more discussion, role play and group work with minimum lecturing. Therefore, participant will be grouped with participants from different companies to expand their own viewpoints.

40th Training contents are:

Course 1. Principles of Management	2 days
Course 2. Basic Finance for Non-Finance Managers	2 days
Course 3. Project Management - Module 1	2 days
Course 4. Strategic Marketing Management	2 days

Course 1

★ **Subject:** Principles of Management

FULL

★ **Training Duration:** 2 days [25th - 26th February, 2020]

★ **Target:** Middle Management Thai Managers

(Product Managers, Sales Managers, HR Managers, Accounting Managers etc.)

★ **Language:** Thai

★ **Course Overview**

Management is both arts and science. With or without management background, managing people can be quite challenging. Often times people become a manager with no formal background in management and their technical skills is not much helpful when it comes to people problems.

This course, Principles of Management, was designed to help participants better understand the significant roles they play as a manager in an organization. It also helps raise participants' awareness of their own personality type and how it influences their interaction with other people, both Thais and Japanese. The course is activity-based with mini-lectures and debriefs.

★ **Coverage:**

- Jobs Managers Do
- Management vs. Leadership
- Personality Types and Management
- Self-Assessment
- Meeting Management
- Team Decision Making
- Effective Communication
- Cross-cultural Issues

Course1: Seminar Detail- Principles of Management

	Day 1	Day 2
AM 9:00 – 12:00	<ul style="list-style-type: none"> -Introduction -Management vs. Leadership -Personality Types and Jobs -The 4 Preferences, starting with self-awareness <p>Workshop Exercise</p>	<ul style="list-style-type: none"> -Meeting Management & Team Decision Making, Presentation -Effective Communication <p>Workshop Exercise</p>
	Lunch	Lunch
PM 1:00 – 4:00	<ul style="list-style-type: none"> -Meeting Management & Team Decision Making -Consensus Decision Making <p>Workshop Exercise</p>	<ul style="list-style-type: none"> -Cross Cultural Issue at work <p>Case study: Sawat dee vs. Hello vs. Ohayo</p> <p>Workshop Exercise</p> <ul style="list-style-type: none"> -Strategies to work effectively with others with a different P-type and different culture

Course 2

★ **Subject:** Basic Finance for Non-Finance Managers

★ **Training Duration:** 2 days [22nd – 23rd April, 2020]

★ **Target:** Middle Management Thai Managers

(Sales Managers, Marketing Managers, Product Managers, HR Managers etc.)

★ **Language:** Thai

★ **Course Overview**

This course is designed for the general business personnel that have minimum knowledge in the field of finance and financial management. The course will begin with a general overview and then go into more detail on several concepts, financial instruments, and techniques used in financial decision making. The objective of this course is to introduce personnel into the world of finance. Anyone involved with the management of a business needs to have at least some minimal knowledge of business finance. In addition, this course will introduce personnel to the basic financial principles and concepts such as time value of money, asset valuation, and risk and return.

★ **Coverage:**

- The foundations of finance
- Accounting from a finance perspective
- Understanding financial statements
- Annual Report/ Income Statement/ Balance sheet
- Financial Ratios/ Ratio Analysis
- Financial analysis and credit management
- Financial planning and forecasting
- Cash flow analysis
- Case Activity

Course2: Seminar Detail- Basic Finance for Non Finance Managers

	Day 1	Day 2
AM 9:00-12:00	<p>Part1: Issues in Finance -Financial Economic/ Business/Political Issues</p> <p>Part2: Understanding Financial Statement Overview -Managerial accounting -Planning & Control Cycle -Financial vs Managerial Accounting</p>	<p>Part3: Financial Ratios Accounting and Finance Ratio Analysis</p> <p>-Ratio Analysis Profitability ratio/ Liquidity ratio/ Leverage ratio/ Efficiency ratio/ Investment ratio/ Other ratio</p> <p>Case Interpreting financial analysis</p>
	Lunch	Lunch
PM 1:00-4:00	<p>-What is Financial Analysis? -What is an Annual Report? -Basic Accounting Principles</p> <p>Case Study Example of a Balance Sheet Case Study Example of a Income Statement Workshop: Choosing one company in the group</p>	<p>Part4: Corporate Finance -What is your opportunity cost? -The concept of Time Value of Money -How to enhance shareholder value</p> <p>Mini case</p>

Course 3

FULL

★ **Subject:** **Project Management – Module1**
~ Effectively Expediting Work and Process through Project Management : From A to Z

★ **Training Duration:** 2 days [11th -12th March, 2020]

★ **Target:** Middle Management Thai Managers
(Product Managers, Sales Managers, HR Managers, Accounting Managers etc.)

★ **Language:** Thai

★ **Course Overview**

The use of project management becomes more and more important. Businesses regularly apply project management approach to accomplish non-repetitive and unique assignments within limited resources and under critical time constraints.

This course aims at understanding the role of a project in their organizations and mastering project management tools and techniques, and interpersonal skills necessary to orchestrate projects from start to finish.

★ **Coverage:**

- Defining the project
- Setting the scope, Establishing the project priorities
- Creating Work Break down Structure (WBS)
- Developing a project plan
- Estimating project duration and resources
- Managing project teams
- Building high performance project teams
~Managing virtual project teams
- Managing Risk & Change Management
- Case Activity

Course3: Seminar Detail- Project Management – Module 1

	Day 1	Day 2
AM 9:00-12:00	<ul style="list-style-type: none"> -Introduction -Project Life Cycle <p>Workshop Exercise</p> <ul style="list-style-type: none"> -Defining the Project -Project Scope -Project Priority Matrix 	<ul style="list-style-type: none"> -Gantt Chart -Microsoft Project (Critical Path, Project Scheduling) -Develop a Project Gantt Chart <p>Workshop Exercise</p>
	Lunch	Lunch
PM 1:00-4:00	<ul style="list-style-type: none"> -Creating the Work Breakdown Structure -Process Breakdown Structure -Developing a Project Plan -Develop a Project Network <p>Workshop Exercise</p>	<ul style="list-style-type: none"> -Resource Allocation -Scheduling Resources and Cost -Reducing Project Duration -Managing Risk & Change Management <p>Workshop Exercise</p>

Course 4

★ **Subject:** Strategic Marketing Management

★ **Training Duration:** 2 days [17th -18th March, 2020]

★ **Target:** Middle Management Thai Managers

(Sales Managers, Marketing Managers, Product Managers, HR Managers, etc.)

★ **Language:** Thai

★ **Course Overview**

The increasingly global diversity comes with new marketing challenges to all companies. The success marketing stories in the past may no longer be viable for today marketplace. Learn new and updated marketing concept to response to recent changes in Asian countries market. It's crucial to analyze the external and internal situation in order to make Marketing Strategy, the participants will learn various analysis methods and decision making through case study, class discussion and exercises, and follow the Thailand 4.0.

★ **Coverage:**

- New paradigm of Marketing Management
- Market Research updated
- SWOT Analysis
- STP (Segmentation, Target Marketing, Positioning)
- Brand Components
- Video Clip case

- 4P's vs 4C's for B2B
- Neuro-Marketing
- Environmental analysis (Internal and external)
- Blue Ocean Strategy
- Innovation Strategy
- Digital Marketing
- Case Activity

Course4: Seminar Detail- Strategic Marketing Management

	Day 1	Day 2
AM 9:00-12:00	Introduction -Strategic Management -What the Marketing ? -New paradigm of Marketing Management -Market Research updated Video Clip case	-4P's vs 4C's -4C's for B2C→B2B -4P's vs 4C's for→B2B -Environmental analysis -Blue Ocean Strategy Video Clip case Case Study Activity
	Lunch	Lunch
PM 1:00-4:00	-SWOT Analysis -STP Analysis -Price focused Video Clip case Case Study Activity	-Innovation Strategy -Strategy Canvas -B2B Information, Trend, Analysis, Benchmark -Thailand 4.0 Case Study Activity

Expected Trainers



Aj. Pornkasem Kantamara (Principles of Management)

Assi. Prof. at College of Management, Mahidol University

Education: B.A. in French, Chulalongkorn University, Bangkok, Thailand.

M.A. in Teaching English to Speakers of Other Languages (TESOL),
School for International Training, USA.

Ed.D. in General Administrative Leadership, Vanderbilt University, USA.



Aj. Arichai Ractham (Basic Finance for Non Finance Managers)

Lecturer at College of Management, Mahidol University

Director and In-House Financial Consultant, SYNTEC Construction PCL,

Education: B.A. in Economics and Business Administration,
Eastern Washington University, USA.

Master of Science in International Finance, University Of Idaho, USA

Master of Financial Economics Claremont Graduate School,
Claremont CA - USA.

Ph.D. in Financial Economics: Peter F. Drucker Graduate School of
Management at the Claremont Graduate School, Claremont CA - USA.

Expected Trainers



Aj. Nathasit Gedsri (Project Management- Module 1)

Assoc. Prof. at College of Management, Mahidol University

Education: B. Eng in mechanical engineering from Chulalongkorn University (Thailand) and dual M.S. degrees in mechanical engineering and engineering management.

Ph.D. in Systems Science/Engineering and Technology Management from Portland State University, USA



Aj. Burim Otakanon (Strategic Marketing Management)

Program Chair of Marketing at College of Management, Mahidol University

Education: MBA. New Hampshire College, Southern New Hampshire University, USA
Advanced Certificate in International Business, New Hampshire College
Southern New Hampshire University, USA
Ph.D. Candidate, Kasetsart University (Thailand)

Seminar Schedule

■ [Course 1]

Principles of Management

Date: 25th – 26th February, 2020

Time: 9:00-12:00 / 13:00-16:00

Venue: College of Management, Mahidol University

Fee: 13,000 Baht (incl. 2 Tea Breaks and Lunch)

■ [Course 2]

Basic Finance for Non Finance Managers

Date: 22nd – 23rd April, 2020

Time: 9:00-12:00 / 13:00-16:00

Venue: College of Management, Mahidol University

Fee: 13,000 Baht (incl. 2 Tea Breaks and Lunch)

■ [Course 3]

Project Management – Module 1

Date: 11th – 12th March, 2020

Time: 9:00-12:00 / 13:00-16:00

Venue: College of Management, Mahidol University

Fee: 13,000 Baht (incl. 2 Tea Breaks and Lunch)

■ [Course 4]

Strategic Marketing Management

Date: 17th – 18th March, 2020

Time: 9:00-12:00 / 13:00-16:00

Venue: College of Management, Mahidol University

Fee: 13,000 Baht (incl. 2 Tea Breaks and Lunch)

★ If 2 subjects are chosen, discount will be given!!

★ If more than 5 participants are coming from one company, discount will be given!!

※ Please kindly understand that the schedule may be changed



Comments from participants of program

- ▶ It was meaningful that I could discuss with participants from other companies.
- ▶ It was interesting to me that we did case study, group discussion then finally did presentation.
- ▶ The trainers are friendly, rich in experiences and used many down to earth examples for us to understand.
- ▶ It was very useful to learn Marketing Theory and Strategy Planning properly, I would like to challenge new marketing idea in my company.
- ▶ This was the first time for me to learn Financial principles and concepts properly so I would be changing my mind better at my work place.
- ▶ To come to know new friends is fun!
- ▶ Learnt in this course, it's very useful for my working place because it's not only academic theory but also practice group discussion and presentation training.
- ▶ It helps me to communicate with the subordinate better and to understand the problem in organization.
- ▶ Please click the training gallery at the website and Facebook !
 - <http://www.cmmu.mahidol.ac.th/training/index.php/training-gallery>
 - www.facebook.com/cmmuexecutiveeducation/

Class Atmosphere



How to Apply

▶ Price:

13,000 Baht for Principles of Management
13,000 Baht for Basic Finance for Non-Finance Managers
13,000 Baht for Project Management - Module 1
13,000 Baht for Strategic Marketing Management

▶ Application form:

Please fill in and send the attached application form to Ms. Chamaiporn (Tae)
at cbubcl@cicombrains.com

▶ Application deadline:

Course 1 : Principles of Management	11 th Feb. 2020
Course 2 : Basic Finance for Non-Finance Managers	10 th Apr. 2020
Course 3 : Project Management - Module 1	26 th Feb. 2020
Course 4 : Strategic Marketing Management	3 rd Mar. 2020

Enquiry

▶ **Bangkok:**

Tel: (66)-82-671-8574 (English / Thai)

Person in charge: Ms. Chamaiporn Thammanayakatip (Tae)
Ms. Nishada Namchoathirun (G)

Email: c.thamma@cicombrains.com / n.namchoat@cicombrains.com

Person in charge: Ms. Endo (Japanese)

Email: h.endo@cicombrains.com

▶ **Tokyo:**

Tel: (81)-3-5294-5576

Person in charge: Mr. Jigami / Ms. Otoguro

Email: cbubcl@cicombrains.com

Website: <https://www.cicombrains.com/CB-UBCL/>

How to Apply (Continued)

- ▶ **Payment method:**

After deadline date, CMMU will send you an invoice. Please make a payment according to the indication written on the invoice either pay by check or by bank transfer.

- ▶ **Payment deadline:**

Before the first day of each training (Bangkok time at 18:00)

- ▶ **Cancellation Clause:**

Cancellations within 30 - 20 days of delivery date will be charged 30% of whole amount above mentioned.

Cancellations within 19 days until the day before delivery date will be charged 50% of whole amount above mentioned.

Cancellations after 5:00pm the day before the delivery date or on the same day as the delivery date will be charged 100% of whole amount above mentioned.

Venue

Map to CMMU : College of Management, Mahidol University
4th Fl. 69 Vipavadee Rangsit Road, Phayathai, Bangkok 10400
Tel: 02-206-2000 Website: <http://www.cmmu.mahidol.ac.th/cmmu/index.php>

