

Registration

Tick the workshop(s) you would like to attend.

Ten3 V-Leader

Ten3 Venture Leadership Discovery & Competition Program

Date: November 21, 9 am – 5 pm

November 22, 9 am – 5 pm

November 23, 12 pm – 4 pm

Fee: S\$1,680 (inclusive of 5% GST) for SIM members and Premas Stakeholders

S\$1,890 (inclusive of 5% GST) Non-members

Ten3 Venturepreneur

Ten3 Venture Management Training Program

Date: November 24, 9 am – 5 pm

November 25, 9 am – 5 pm

November 26, 12 pm – 4 pm

Fee: S\$1,680 (inclusive of 5% GST) for SIM members and Premas Stakeholders

S\$1,890 (inclusive of 5% GST) Non-members

(Conversion rate: US\$1 = S\$1.65)

Venue: Hotel Intercontinental, Singapore, 80 Middle Road, Singapore 188966

DELEGATES' INFORMATION

Delegate 1

Name: (Mr / Ms / Dr) _____

Designation: _____

Tel: _____ Fax: _____

E-mail: _____

SIM Membership No.: _____

Delegate 2

Name: (Mr / Ms / Dr) _____

Designation: _____

Tel: _____ Fax: _____

E-mail: _____

SIM Membership No.: _____

ORGANISATION'S DETAILS

Company Name: _____

Company Address: _____

Postal Code: _____

Main Business / Activity: _____

Company Website: _____

Contact Person's Name: _____

Contact Person's Tel: _____

Contact Person's Email: _____

Administrative Details

1. Please print and complete additional sheets where necessary.
2. Please return the completed registration form and hotel reservation booking form (for foreign participants) via
Fax: (+65) 6876 6447 / (+65) 6876 6485
Mail: United PREMAs Training College
United PREMAs Limited (Regn No: 199805375C)
Block 750 Oasis, Chai Chee Road
#03 – 04 Technopark @ Chai Chee, Singapore 469000
Alternatively, you may wish to apply on-line via <http://www.upremacollege.com>. Foreign participants who require hotel reservation must register via fax or mail and attach the hotel reservation booking form.
3. Payments are to be made payable to United PREMAs Limited in S\$ and are net of bank charges, which are to be borne by the participants.
4. Cancellation must be made in writing at least 2 weeks prior to the scheduled commencement of the programme. Thereafter, the full fee shall be levied and no refund will be provided. However, substitutions are allowed.
5. The organisers reserve the right to cancel the programme due to unforeseen circumstances. Full registration fees will be refunded.

Certificate of Participation

To record your participation, we shall issue you with a Certificate of Participation upon the successful completion of this programme. This certificate will testify to your endeavour in Career and Professional Development and serve towards your career advancement in your profession.

About Ten3Ventures

Ten3Ventures (www.1000Ventures.com) is a unique, paradigm-shattering e-organisation delivering new-to-the world global e-coaching services to unlock entrepreneurial creativity. This is achieved through the promotion, training and development of new-generation systemic, creative and synergistic methodologies for personal, leadership and enterprise development and innovation management. Ten3's over-arching mission is to foster the emergence of a Global Virtual Venture Valley which will help to generate out-of-the-box product and service ideas in business, venture financing, technology development and transfer and entrepreneurship. Ten3Ventures website is one of the widely visited, where more than 100 chapters of Ten3 e-Coach have been ranked #1 by Google.

About United PREMAs Limited

UNITED PREMAs LIMITED is a leading total asset manager in the real estate industry and is now one of the largest property services companies in the region. Headquartered in Singapore, United PREMAs has offices in China, Thailand, Malaysia, Indonesia and United Arab Emirates, and operates with more than 1,500 employees. United PREMAs currently provides facility management and consulting services for commercial, industrial and corporate facilities, residential properties and car parks in Asia. Our substantial portfolio of managed properties includes some of the most prestigious in the region.

Unique within the region, United PREMAs Training College seeks to share our expertise in facility and skills and establishing professional standards in the real estate services industry. We also aim to provide opportunities for professionals in the industry to network and exchange experience through seminars, workshops and conferences.

About Singapore Institute of Management

The Singapore Institute of Management is one of Singapore's oldest and largest comprehensive education solutions provider. SIM possesses in-house expertise to award its own degrees, partners prestigious universities to offer quality foreign academic programmes, engages international thought leaders to train corporate executives, and provides its corporate and individual members with an effective platform to learn and network.

Founded in 1964 as a membership society, SIM is Singapore's premier management and human resource development organization. It provides a comprehensive range of full-time and part-time academic programmes through its partnership with prestigious overseas universities and institutions. With an enrolment exceeding 10,000, SIM offers more than 50 academic programmes at the postgraduate, undergraduate, diploma and certificate levels. Annually, more than 11,000 corporate executives are trained through the 560 seminars, workshops and conferences it organises. SIM also has a well-established in-company training and consultancy services.

SIM has a membership base of about 19,000 corporations and individuals. It has created an effective nexus for its members to network and keep pace with industry and professional developments through interest group activities, talks and seminars.

Ten3 V-Leader

Venture Leadership Discovery & Competition Program

November 21 – 23, 2005

Who Must Attend

For venture managers, business development executives and company director who want to identify, launch and manage high-risk, high-return ventures to fast-track the growth of their companies.



Ten3 Venturepreneur

Venture Management Program

November 24 – 26 2005

Who Must Attend

For budding entrepreneurs, business start-ups and SME owners/managers who want to master a proven technology of building new businesses around new-to-the-world products and services.



“Nothing ventured, nothing won !”

Special Launch Series Offer if you sign up by November 7, 2005:
Get the **latest CDs** of Ten 3 Business e-Coach plus **Ten 3 mini courses** in Innovation Strategies, New Business Models, Entrepreneurship Leadership, Venture Financing and Smart Innovation. **Total value worth US\$235 !**

Presented by



Ten3 Business e-Coach

In Conjunction with



SINGAPORE
INSTITUTE OF
MANAGEMENT



A United Group Limited Company

Ten3 V-Leader

Venture Leadership Discovery & Competition Program

November 21 – 23, 2005

Training Focus

Venture Strategies, Entrepreneurial Creativity and Radical Project Management

The Purpose

Ten3 V-Leader training program is to help corporations speed-up their top-line growth by developing Entrepreneurial Leaders for Radical Innovation Projects and Venture Businesses.

Who Must Attend

For venture managers, business development executives and company director who want to identify, launch and manage high-risk, high-return ventures to fast-track the growth of their companies.

Key Benefits to Corporations

Stronger management team for radical innovation projects; discovery of hidden internal talents; improved corporate culture for innovation and entrepreneurial creativity.

Filling the Rapidly Growing Need for Innovative Entrepreneurial Leaders

Leadership Capabilities as a Source of Sustainable Competitive Advantage. In today's rapidly changing innovation-driven world, sustainable competitive advantage of a firm is defined not by their reproducible capabilities such as finance, technologies or explicit knowledge, but by their distinctive difficult-to-reproduce capabilities, such as entrepreneurial leadership, teamwork and tacit knowledge.

Venture Strategies as a Key Source of Top-line Growth. Durable corporate venture strategies include internal investment in innovation, new product/service development, and in-company ventures, new business creation through spinouts, and external venture investing in new technologies and emerging markets. The most successful companies are those that have developed aggressive venture strategies and have made ventures critical components of their strategic and operating success. For today's corporations, traditional internal expansions, efficiency improvements and "synergistic" acquisitions are no longer sufficient sources of growth in most industry segments that had grown crowded and hypercompetitive. The new challenge is to search for emerging "white space" opportunities, new-business creations that would meet the unmet, unserved needs of customers in emerging markets.

Growing Need for Entrepreneurial Leaders. New ventures and radical innovation projects are characterized by high level of uncertainties related to technology, market, organization, and resources. Management of new ventures and radical innovation projects requires a lot of experimentation, adaptation, entrepreneurial creativity and entrepreneurial leadership arts and skills. It is fundamentally different from managing business operations and incremental innovation projects. As corporate venturing is about to expand enormously, the need entrepreneurial leaders for managing new ventures will grow at the same speed.

Innovative Sandwich Event: Training – Practice – Training

Pre-Course Assignment

- Participants are given an outside-the-box product idea and are required to draft a business model individually. Detailed instructions will be provided upon registration.

During the Workshop

- Day 1 and 2:** Training on Entrepreneurial Creativity, Entrepreneurial Leadership, Venture Management, Venture Strategies, Competitive Strategies, Radical Innovation Project Management, and New Business Models.
- Day 2 and 3:** Trainees improve the venture strategies business model they've drafted based on the new knowledge gained. Innovative solutions are discussed in a group. Interactive feedback and training.

Using outside-the-box new product ideas, participants will prepare:

- Venture Strategies** (3 pages) should contain an executive summary of the core business strategies for a new venture (product development, differentiation, competitive, marketing, and growth strategies).
- Business Model** (3 pages) should contain an executive summary of the six core components of a business model for a new venture: value proposition, market segment, value chain structure, revenue generation models, competitive strategies, and growth strategies.
- Information on "Post-Training Support", "Training without Forgetting" and "Seminar Leaders" have to relate to both programmes.
- Be more specific about fees for each programme.



Seminar Leaders

Dr Vadim Kotelnikov

Dr Vadim Kotelnikov is the Founder and Team Leader of Ten3 Business e-Coach - Innovation Unlimited; a new-to-the-world global e-coaching service that unlocks entrepreneurial creativity and promotes a systemic, creative and synergistic approach to personal, leadership and enterprise development, and innovation management.

Dr Kotelnikov has a MSc in Information Technology, and a MSc and PhD in Economics. He has held various business positions including President, Global Incubator of Venture and Innovation Strategies, United States; General Director, Ten 3 East-West Russia; General Director & Chief Innovation Officer, Congress PromInvest, Russia, and Principal, Ten 3 NZ Ltd and Ten 3 Consulting in New Zealand and Germany respectively.

He has consulted long-term for the UNDP Asia-Pacific Development Information Programme in Bangkok, the UNESCAP Asian and Pacific Centre for Transfer of Technology in New Delhi. His shorter-term consultancy assignments include ERM, United States (1995), UNIDO, Vienna (1993) and UNEP-IETC (1992). Dr Kotelnikov's global working experience spans Asia, Europe, Australia, New Zealand, United States, the UK and Russia.

Post-training Support

The participants will be given a CD with the latest version of Ten3 Business e-Coach and Ten3 SMART screen savers that will provide them with continuous 24/7 inspirational e-coaching.

Dr Tan Jing Hee

Dr Tan Jing Hee, PhD, MBA, BSc, Dip Edn, Dip M, is the Singapore Affiliate of Louis Allen Associates, Inc. He joined the Singapore Institute of Management in 1973 as Information, Publications and Research Officer and eventually became its Chief Operating Officer. While in SIM, he helped implement the Louis Allen Management Leadership System in a number of medium-and large-size organisations.

Dr Tan is currently Managing Director of LEAP Performance Pte Ltd, a management training, education and consultancy firm. He is a qualified user of MBTI, a Certified Programme Leader for Louis Allen Associates range of management programme, Accredited MLQ Facilitator, and a Fellow of the Chartered Institute of Marketing, UK.

Training Without Forgetting

Without practical experience and repetition, by Day 2 we forget 50% of what we've learned. By Day 30, we retain about 2%–3% of the original knowledge! InTen3 V-Leader training, practical exercise during the workshop and Ten3 SMART screen savers and e-Coach to be used after will increase the retention up to 90% of the original knowledge, helping to create new knowledge.

Ten3 Venturepreneur

Venture Management Program

November 24 – 26, 2005

Training Focus

Venture Management, Entrepreneurial Creativity and Leadership

The Purpose

Ten3 Venturepreneur training program builds and evaluates entrepreneurial creativity and venture management capabilities of would-be innovation executives and venture entrepreneurs.

Who Must Attend

For budding entrepreneurs, business start-ups and SME owners/managers who want to master a proven technology of building new businesses around new-to-the-world products and services.

Key Benefits

Ten3 Venturepreneur program helps venture entrepreneurs stretch their venture management capabilities and make a reality check on themselves. It helps also corporations and business schools discover hidden talents for entrepreneurial creativity and venture management among their students, employees and would-be employees and select best venture managers for their new businesses.

The Key Secret to Success in Business. And failure.

Why do some businesses succeed and some fail under exactly the same circumstances and in exactly the same business?

The difference is that successful business owners were all entrepreneurs, and that the vast majority of the people who go into business aren't.

Management of the venture-building process is fundamentally different from corporate management that is focused on delivering the annual operating plan. Management of a new high-growth business is built around a customer-driven idea or a technology. It requires an entrepreneurial mindset and skills. Being first to the market is the top priority for the venture manager. Your core competence, the ability to move quickly from idea to market, is a key enabler of success.

Innovative Sandwich Event: Training – Practice – Training

Before training

- Participants are given an outside-the-box product idea and are required to draft a business model individually. Detailed instructions will be provided upon registration.

During the Workshop

- Day 1 and 2:** Training on Entrepreneurial Creativity, Venture Planning, Venture Management, Venture Strategies, Venture Financing, Competitive Strategies, Entrepreneurial Leadership, and New Business Models.
- Day 2 and 3:** Participants improve the venture plans and business model they've drafted based on the new knowledge gained. Innovative solutions are discussed in a group. Interactive feedback and training are given.

Using outside-the-box new product ideas, participants will prepare:

- Venture Mini-plan** (3 pages) should contain brief description of the product; targeted market (market niche; analysis; competition direct and indirect); risks (people; technology, organization; market); strategies (product development; competitive; differentiation; marketing; growth); milestone program; funds required and uses.
- Business Model** (3 pages) containing an executive summary of the six core components of a business model for a new venture: value proposition, market segment, value chain structure, revenue generation models, competitive strategies, and growth strategies.