

# How To Get Yourself Employed 2018



## Module 11 & Module 12

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# No Success, What's Next?



# MODULE 11

**At the end of the module, participants will be able to:**

- Review job search processes
- Obtain feedback to improve the processes
- Take steps to improve competitiveness
- Take steps to create own job opportunity

# REVIEW JOB SEARCH PROCESSES

- Retrace & Learn
- Seek Hidden Opportunities
- Enhance your skillsets
- Create your own Opportunity

**Managing Regrets is  
A Learning Opportunity**

# Retrace & Learn

- Review your job search, interview preparations & conduct critically
- Seek feedback from the interviewers
- Seek feedback from successful friends/classmates

**Success is failure turned inside out...**  
**- Edgar A. Guest**

# Seek Hidden Opportunities

- Ask your recruitment coordinator if there are internship available for 3-6 months - an opportunity to impress beyond the interview
- Ask successful friends if they have regretted any other offer(s) that may suit you, or if there similar opportunity in their new workplace

# Enhance Your Skillsets

- Review the competitiveness of your qualifications
- Temporary/Part-time or Voluntary Work
- Post Graduate Study









## Entrepreneurship

- Become an Entrepreneur!
  - providing a product or service that is valuable and that others are willing to pay for.



## Entrepreneurship Opportunities

- In Malaysia, there are a lot of opportunities in the form of loans and grant to encourage Entrepreneurship.
  - Perbadanan Usahawan Nasional Berhad (PUNB)
  - MTDC (Malaysian Technology Dev. Corp)  
[www.mtdc.com.my](http://www.mtdc.com.my)
  - SME Corporation (<http://www.smecorp.gov.my>)
  - MARA (Majlis Amanah Rakyat) [www.mara.gov.my](http://www.mara.gov.my)



## CRDF Introduction

Commercialisation of Research and Development Fund (CRDF) is for the funding of commercialisation activities of locally developed technologies undertaken by Malaysian-owned companies. The technologies can be those developed by the public sector or an output of in-house research and development (R&D) activities by the companies.

*"Bringing a product out from the laboratories to market requires concerted effort involving the team of inventors, technopreneurs and the enablers. Our team is here to play our part in your commercialisation journey".*

- Mariatini Othman, Senior Vice President



### CRDF 1

Market Validation & Local Validation

### CRDF 2

Locally Developed Technologies by Local SMEs

### CRDF 3

Locally Developed Technologies by Large Companies





## FINANCING

### Matching Grant

Reimbursement  
basis

Scope of  
Financing

**50%**

50% of the total approved cost (with amount of financing to be determined by SME Corp. Malaysia)



Eligibility of financing is based on single business entity



Tenure : Up to a maximum of 12 months

Scope of  
Grant



Certification & Quality Management System



Packaging & Product Packaging



Innovation, Product Development

Branding development and promotion



Productivity & Automation

\* Incl. Purchase of Machinery & Equipment.



Online Applications, Mobile E-Commerce, E-payment & ICT Applications

PROGRAMME / GAP

## Global Accelerator Programme

A programme to accelerate global startups to be investment-ready in 4 months, and to build a strong startup community in ASEAN.

Apply Now →

Application closes in  
5d 23h 21m 48s



## Skills Required

- Creative, Innovative, Persistent ...
- Good Proposal Writing Skill – Business Plan
- Calculated Risk-taker,
- Human Networking,

## Quick Way

- Register with Entrepreneurship Program, you will :
  - learn how to write a winning business plan,
- get funds
  - be assigned mentor; somebody with vast experience in your intended business
- Franchise - “tried and proven” system
- MLM – Registered Multi Level Marketing

# Module 12 – Success, Preparing for Offer



## Learning Outcomes

At the end of the module, participants will be able to:

- Make decision when there are multiple offers
- Evaluate offer package
- Clarify offer and negotiate better offer
- Accept offer appropriately

# Success, What's next?

- News of Success (including early or multiple offers)
- Understand & evaluate the package(s)
- Negotiation and/or clarification
- Making your decision

**Managing Success**  
**Starting a new journey**

## Signals of Success

- You are invited for a site visit.
- You are invited for sessions with other team-leaders
- You are given information on relocation (visa, housing, medical, etc).
- You are given some learning materials on the Company or the job
- And of course – you get a letter of offer !!





# Managing Success

## Early Offer(s)

- If you want it, accept it and regrets others
- If you are not sure, ask what's the deadline for acceptance

## Multiple Offer(s)

- Ask for deadlines for each of the offer
- Evaluate the package, Seek advice
- Decide what's more important for you

# Understand & Evaluate Offers

Evaluate with a trusted elder/senior, but make your own decision ....

- Career : job scope, development opportunity, etc
- Total remuneration vs cost of living : salary + remuneration + staff benefits, etc
- Emotions : family separation, family medical/emotional needs, partner needs, etc
- Hardship : safety & security, transport, internet, ABC, etc

## Negotiate & Clarify

- Be cautious with negotiation (don't be shy but don't be excessive either)
- Clarify any remaining questions before taking the plunge

# Make Your Decision

- Know when to decide
- Don't procrastinate
- Seek views from others, but be clear that YOU decide
- It's Your Life ... so don't pass the burden
- Once you decide – Go for it..

# Make Your Decision

Submit your acceptance by

1. sending your acceptance letter and all documents needed by registered mail or courier service
2. calling the “Offer Coordinator”, mentioning the date when you posted the letter
3. sending a scanned copy to the coordinator by email
4. calling again in 2-3 days time to check

# Closing Quote

*“Focusing your life solely on making a buck shows a poverty of ambition. It asks too little of yourself. And it will leave you unfulfilled.”*

Barack Obama



# END OF THE PROGGAMME

## “How To Get Yourself Employed?”

