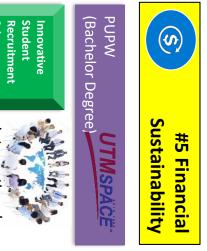
Codes of Entrepreneurial Academia

financial sustainability head on, and in and "codes of honour" adaptable for a university in addressing challenges of ... The key entrepreneurial disciplines achieving its strategic goals...









Tuition Fees

The Key Message

- The Premise – NHEBP* 10 Shifts, UTM Global Plan
- Most Intense Pain, the Higher Institution's Risk
- Our Key Asset; The Entrepreneurial-United
- The 5 Disciplines & Codes of Honour for UTM Staff
- \diamond Together, how EVERY staff could contribute to address the pains
- \diamond Mapping 5 Disciplines under DVCAI Team Key Initiatives & UTM Global Plan III
- Take Home Messages



UTM Global Plan 2012 - 2020



- 2020. UTM Global Plan 2012-2020 manifested in line with UTM's aspiration to strengthen the global brand by
- Envisioned in three phases :

PHASE 1 2011-2014

Alignment to

lignment to be Global University

PHASE 2

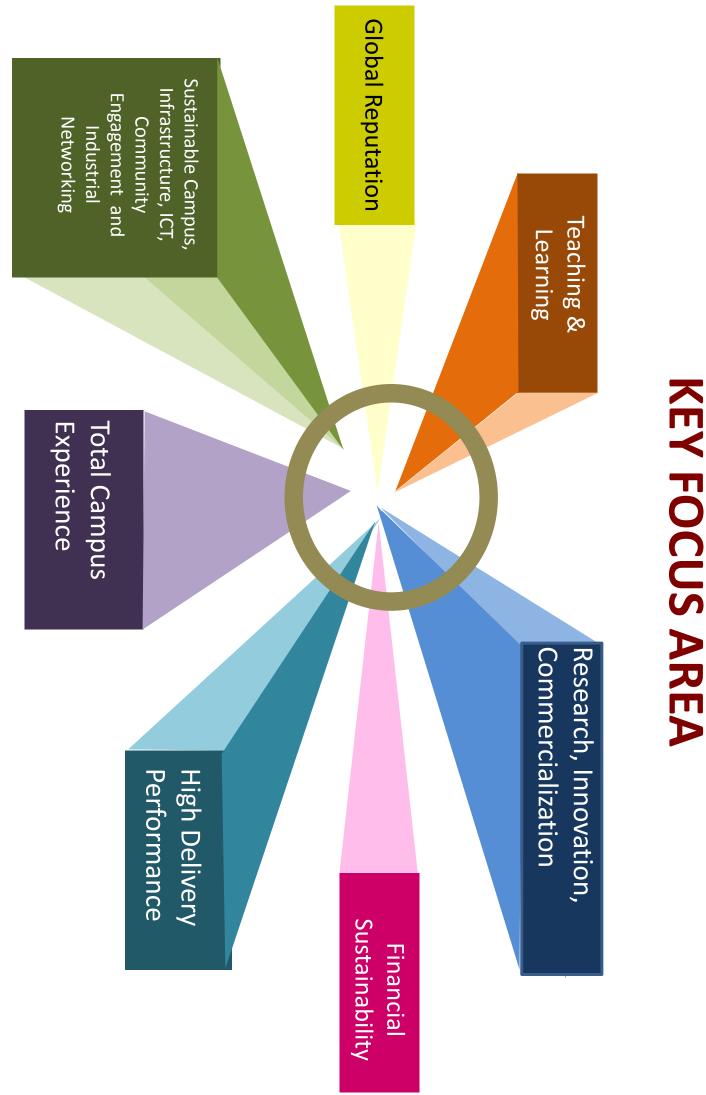
2015-2017

High impact programs

PHASE 3

2018-2020

Global Top 50 Differentiation & Translationa Research





Malaysia Education Blueprint 2015-2025 (Higher Education) & UTM Global Plan 2012-2020 (Phase II: 2015 - 2017) Alignment :



(Fasa II: 2015-2017)



Shift 1: Holistic Entrepreneurial and Balanced Graduates KFA

- Shift 2 : Higher Learning Talent Excellence
- Shift 3 : Nation of Lifelong Learners
- Shift 4 : Quality TVET Graduates
- Shift 5 : Financial Sustainability
- Shift 6 : Empowered Governance

chapters

Shifts

10

- Shift 7 : Innovation Ecosystem
- Shift 8 : Global Prominence
- Shift 9 : Globalized Online Learning
- Shift 10 : Transformed Higher Education Delivery

7 Key Focus Areas (KFA)

> KFA 1 : Excellence in Learning & Teaching

> > S1,2,3,4

KFA 2 : Excellence in Research, Innovation and Commercialisation

S2,3,7

KFA 3 : Sustainable Campus, Infrastructure, ICT and Community Engagement & Industrial Network

S3,7,9

KFA 4 : Total Campus Experience

S1,2,3,4

KFA 5 : High Performance Delivery

KFA 6 : Financial Sustainability

KFA 7 : Global Reputation



2

8S



	PUBLIC UNIVE	ERSITIES' OPERATING E IN BUDGET 2016 AND 2017	ATING 16 AND	2017
		2016* 2017*		
	UNIVERSITIES	AMOUNT	DIFFERENCE % CHANGE	CHANGE
	Total for 20 universities	RM7.57b RM6.12b	-RM1.46b +-19.23	-19.23
	Universiti Kebangsaan Malaysia (UKM)	RM512.33m RM352.7m	-RM159.63m 🔶 -31.16	-31.16
SU% budget	Universiti Teknologi Malaysia (UTM)	RM290.16m	-RM125.48m 🔸 -30.19	-30.19
	Universiti Putra Malaysia (UPM)	RM439.28m RM308.89m	-RM130.39m 🔶 -29.68	-29.68
	Universiti Sains Malaysia (USM)	RM542.09m RM390.35m	-RM151.74m 🔸	-27.99
	Universiti Teknologi MARA (UiTM)	RM1.67b	-RM563.07m 🔸	-25.2
	Universiti Malaysia Sabah (UMS)	RM242.45m	-RM73.51m 🔶 -23.27	-23.27
We may have	Antarabangsa Malaysia (UIAM)	RM407.22m	-RM121.8m 🔸	-23.02
to pay our	Ur siti Malaysia Kelantan (UMK)	RM114.18m RM88.61m	-RM25.58m 🔸	-22,4
own salary!	Universiti Malaya (UM)	RM463.91m RM370.03m	-RM93.87m 🔶 -20.24	-20.24





Summary risks

Year 2014

Year 2015

Residual 2016

2. Likelihood of occurrence											
		Nate		Unlikely		Moderate		Likely		Almost certain	
Key: High	Insignificant										
Significant	Minor 1. Magr	(12)									
	or Moderate N 1. Magnitude of impact	9		\simeq		6 5		۵			
Moderate	/lajor					2)	•			
Low	Catastrophic										
 Ineffective partnership and alliances	Ineffective branding strategy	Unaccredited academic programs	Students and staff with social and ethical problems	Losing global reputation	Academic dishonesty	Inability to commercialize research products	Poor talent management and succession planning	Business interruption in the event of disaster	Inadequacy of the delivery system to support University's growth	Unsustainable financial standing	Losing Research University status
12	Ħ	4	8	7	ъ	10	9	6	2	ω	-
12	Ħ	10	9	00	7	6	σ	4	ω	2	-
Drop	Drop (Manageable)	Drop (Manageable)	7	Drop (Manageable)	Included in Ethical Problems	6	σ	4	ω	1	2

....

financial crisis... corruptions, revolution,

war, technology

natural catastrophe, climate change &

currency volatility,

R. J. Johnston Peter J. Taylor

in Crisis

A World

Oil price volatility,

It is NOT about what happens to us.

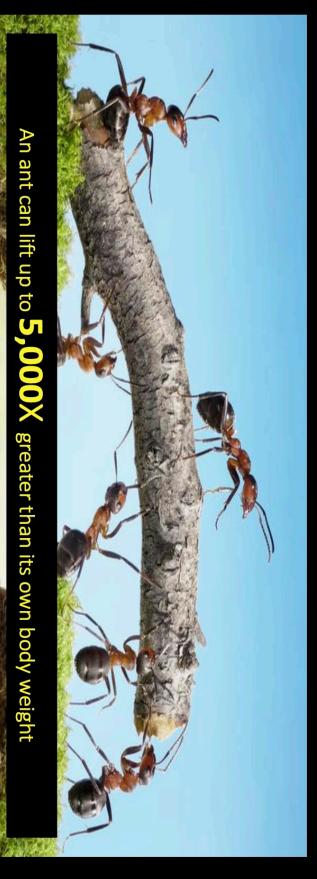
The TALENT & POWER of the PEOPLE!

harness, mobilise and unleash our It is about our ability to nurture, most valuable asset!

What about a Group of Relentlessly Entrepreneurial People?

The Entrepreneurial United

to realize the greatest potential of an opportunity Organizes, optimizes and leverage resources to achieve maximum impact



*UTM EnTT – JKTNCA Workshop 2015

Entrepreneurial is NOT about being a businessman/usahawan

Innovative. Entrepreneurial. Global.

resilient, passionate/high-spirited, optimistic, Intelligent (IQ, EQ, SQ), visionary, Initiating, creative, innovative, inspiring, risk taking

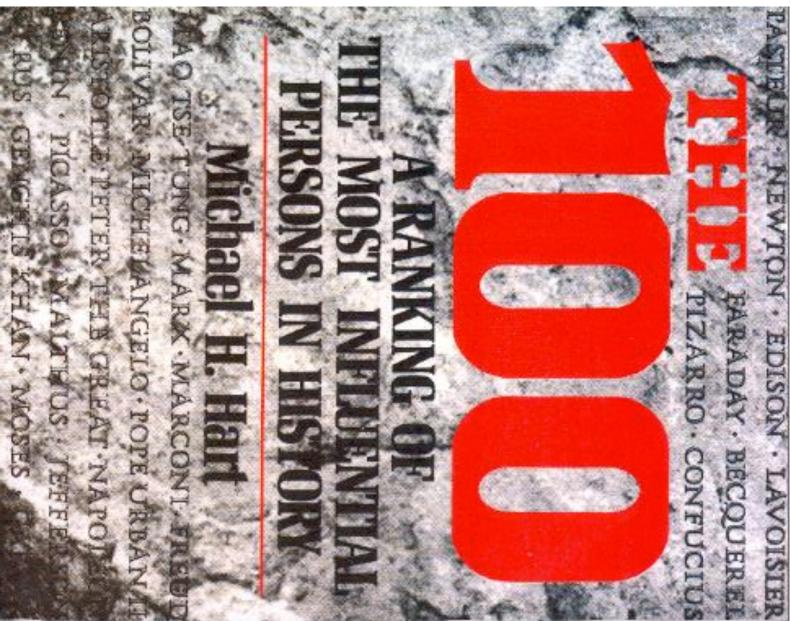
UTM Entrepreneurial TenTraits (UTM EnTT)*

Entrepreneuria

History has seen how entrepreneurial individuals changes the world and people's lives

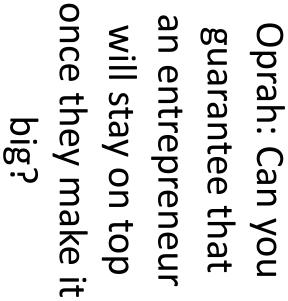
The 100 - A Ranking of the Most
Influential Persons in History
[Excerpt about the person ranked at no. 1]
It is a ranking of the 100 most influenced
people in history. The author asserted that
Muhammad was "supremely successful"
in both the religious and secular realms.

And by far, more influential than the 2nd and 3rd icons listed...



Are entrepreneurial people immune to failures & disasters?



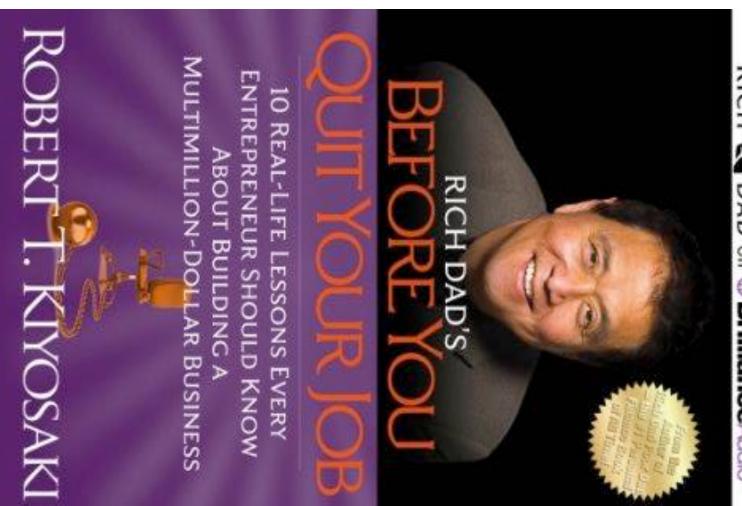


they will *relentless*ly find ways to be better, and most likely, more Kiyoaski: I can guarantee that

successful than ever

may fail (at some point. I did – and Kiyokasi: No. Chances are, they catastropically!)

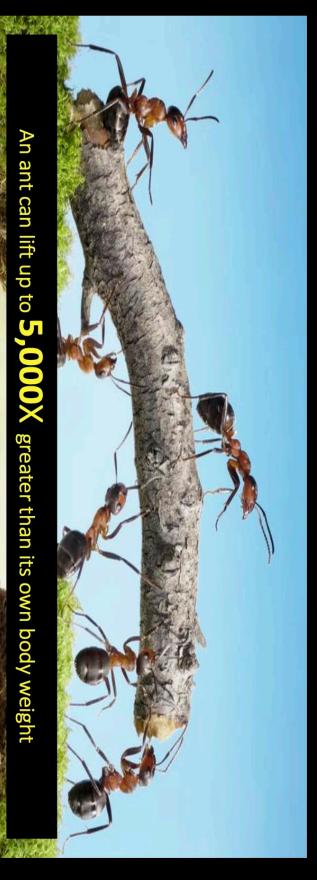


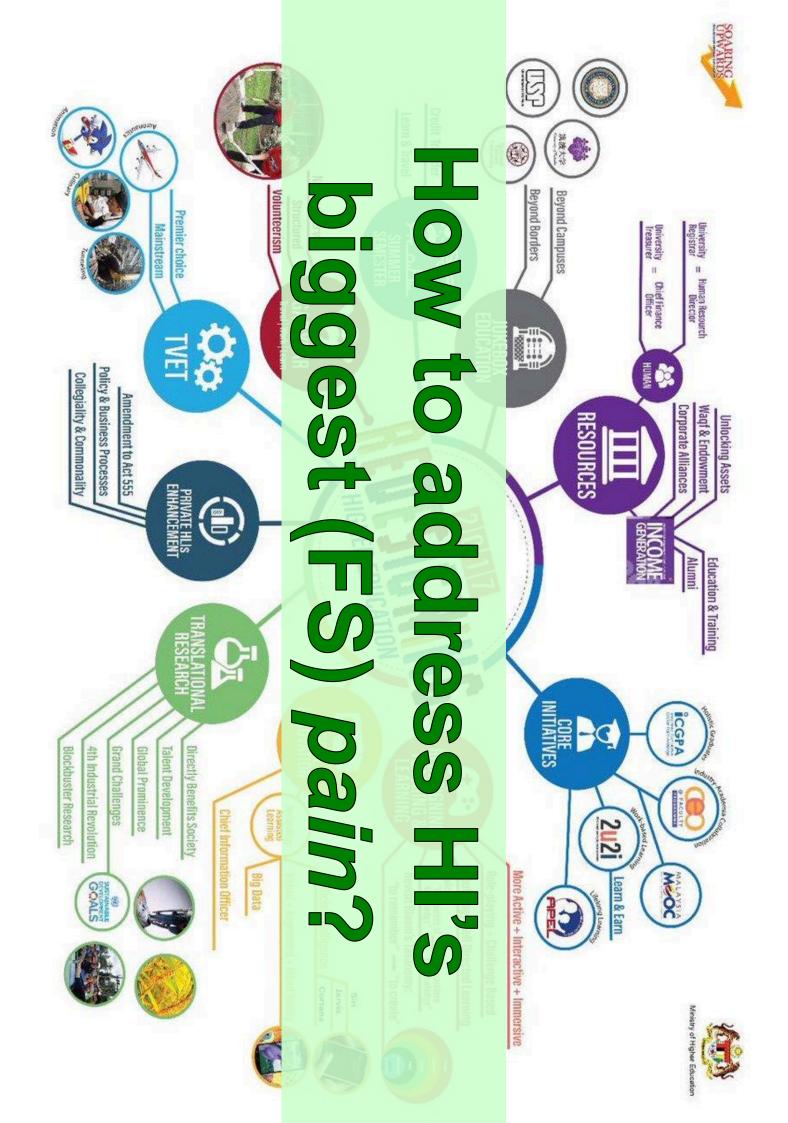


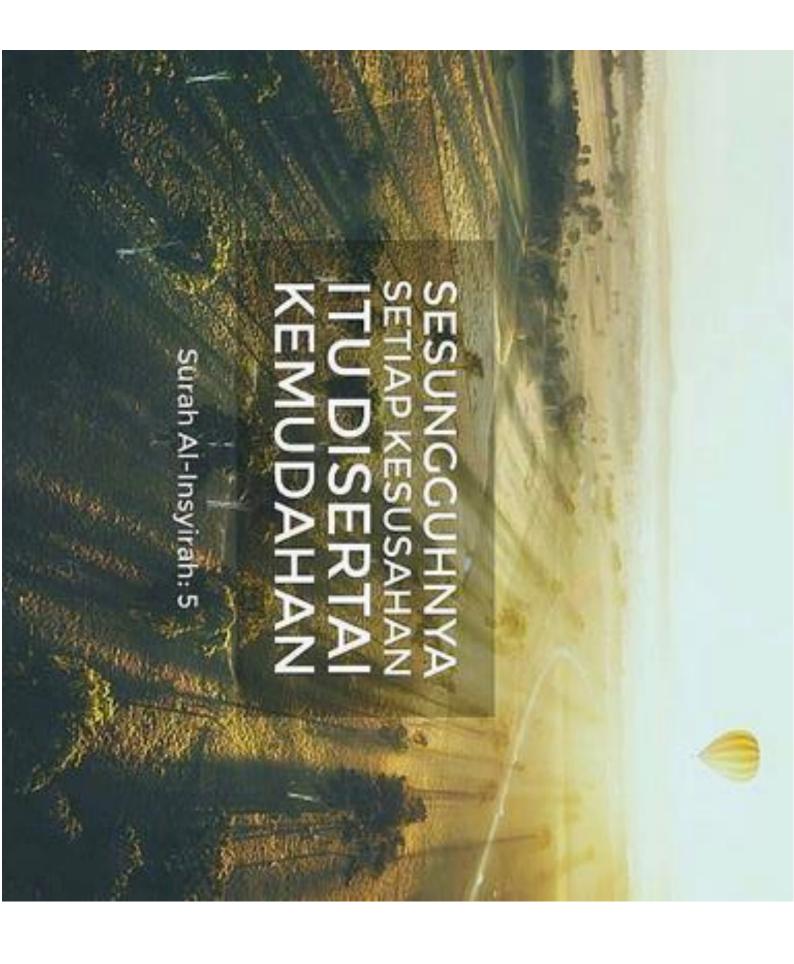
Tribute to the Consortium of Entrepreneurial People

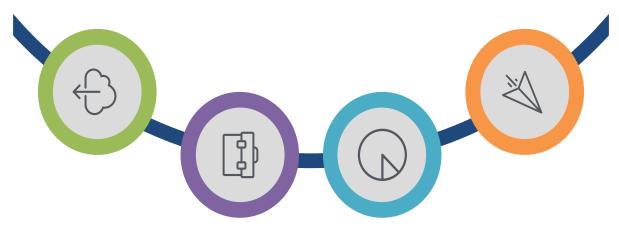
The Entrepreneurial United

to realize the greatest potential of an opportunity Organizes, optimizes and leverage resources to achieve maximum impact









The Key Asset; The Entrepreneurial United; Our Key Initiatives



OUTM

the Innovative, Entrepreneurial, Global n Universiti Teknologi Malaysia Nurturing & Unleashing

and Reaping Opportunities of 2017 and Beyon



4. Place & Provision (Facility)

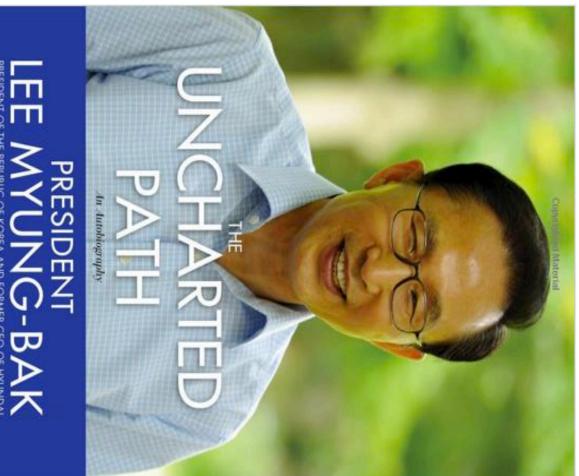
*Our Men and Women in the Arena (Lelaki & Wanita dalam Perjuangan) that makes a great University

The Entrepreneurial People: United*



Words of Caution

- Be Prepared to:
- Overcome Comfort
- **Break Patterns**
- Challenge Norms
- **Chart New Paths!** Shift Paradigms



Business Un-usual

Lee Myung-Bak – The Korean president that transformed South Korea into an economic powerhouse

UTM People Initiatives The NHEBP* Shifts in GP3⁺



Excellence #2 Talent

BC₄DCP

Talent

POOL

Baseline Competencies for Differentiated Career Pathways



Academic Leadership

ALTMS



































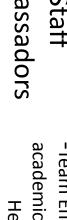


























-Team Effort (engage academic & research





Planning (SHARP)





First, Common Learning Writing, C Mean Intellect Commun Interesive and Experien Cest Common Learning Course A C

ative Assignm ents and /Global /Global Learning

Educational

ractices

(HIEPS)



Entrepreneurial Students Nurture Holistic,









DIVERSITY STUDENT









*National Higher Education Blueprint

+UTM Global Plan 3























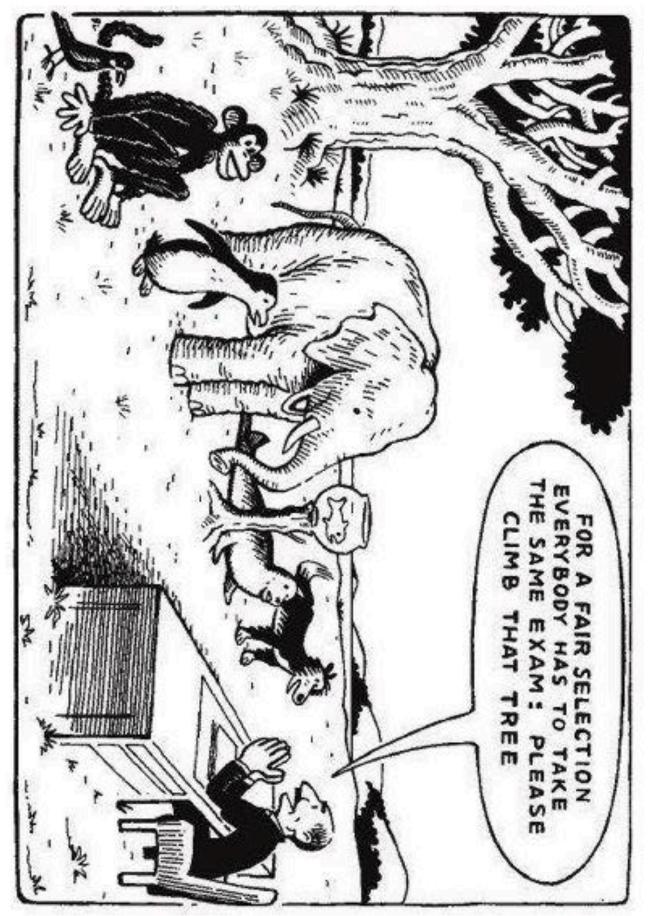


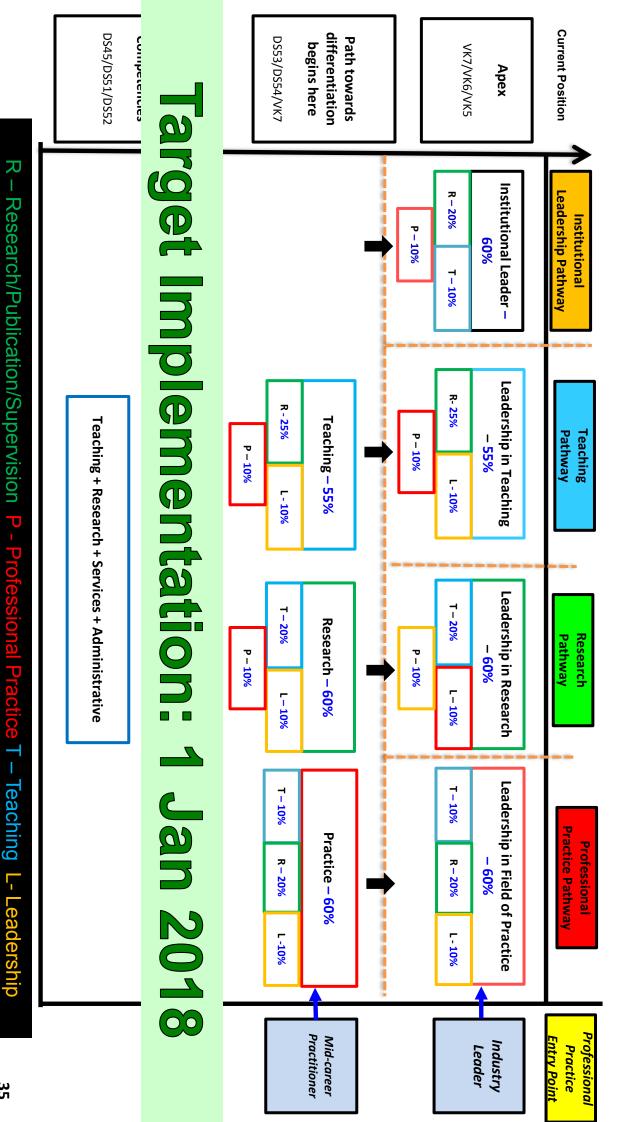




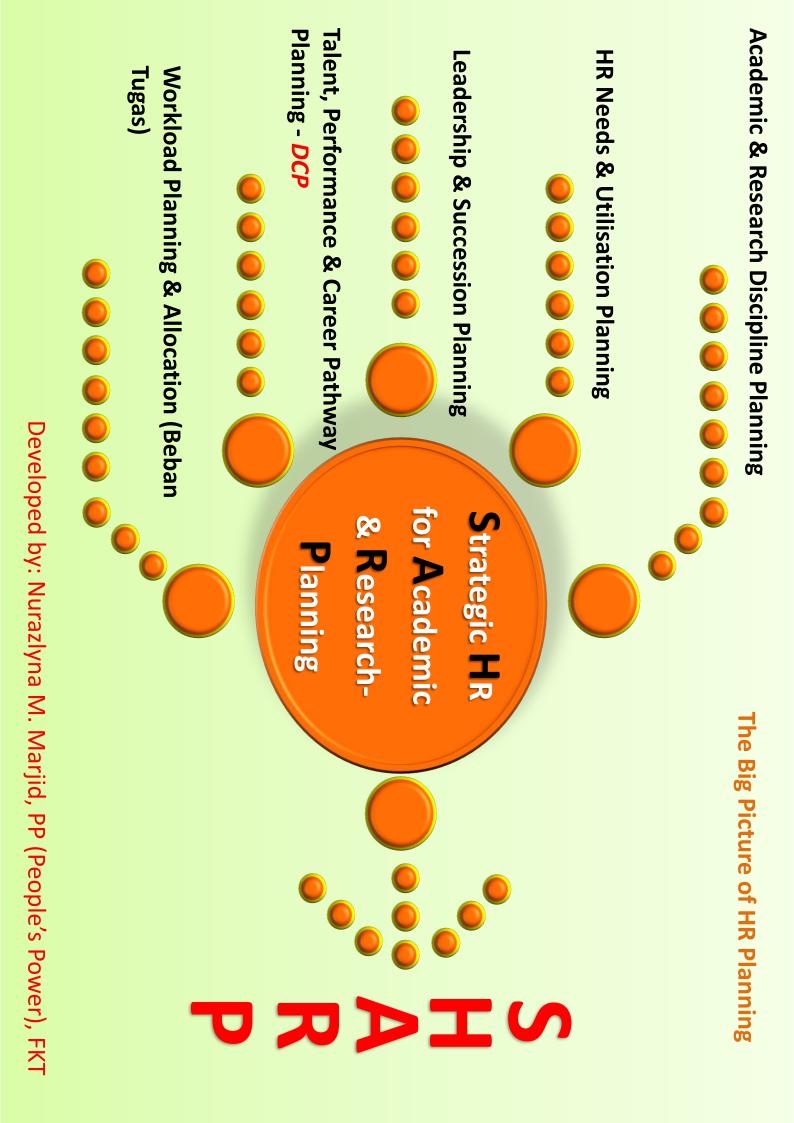
-Albert Einstein-

"Everybody is a genius. But if you judge a fish by its ability to climb a tree, it will live its whole life believing it is stupid"





FERENTIATED CAREER PAT



UTMShine – Initiatives of the office of DVCRI









 Academic quality and effectiveness Leadership and visibility Relative research excellence in niche area(s)











The 5P Discipline: P1 – Purpose-Driven



5. Performance Delivery

4. Place & Provision (Facility)

> People: The Entrepreneurial United

3. Promotion & Partnership

1. Purpose

Product IQ

*Purpose

Promotion? Passion & Pleasure?

Incentives?

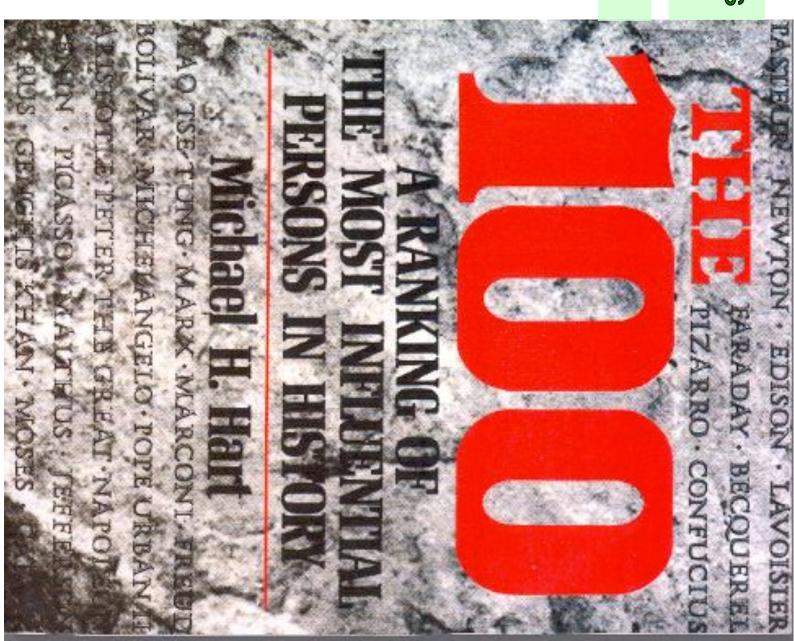
What is it that drives us *?

The key factor for the Success of Ar Rasul SAW?

The Power of Pure Purpose!

We have not sent you O' Muhammad (p.b.u.h), except for the Mercy of Creations

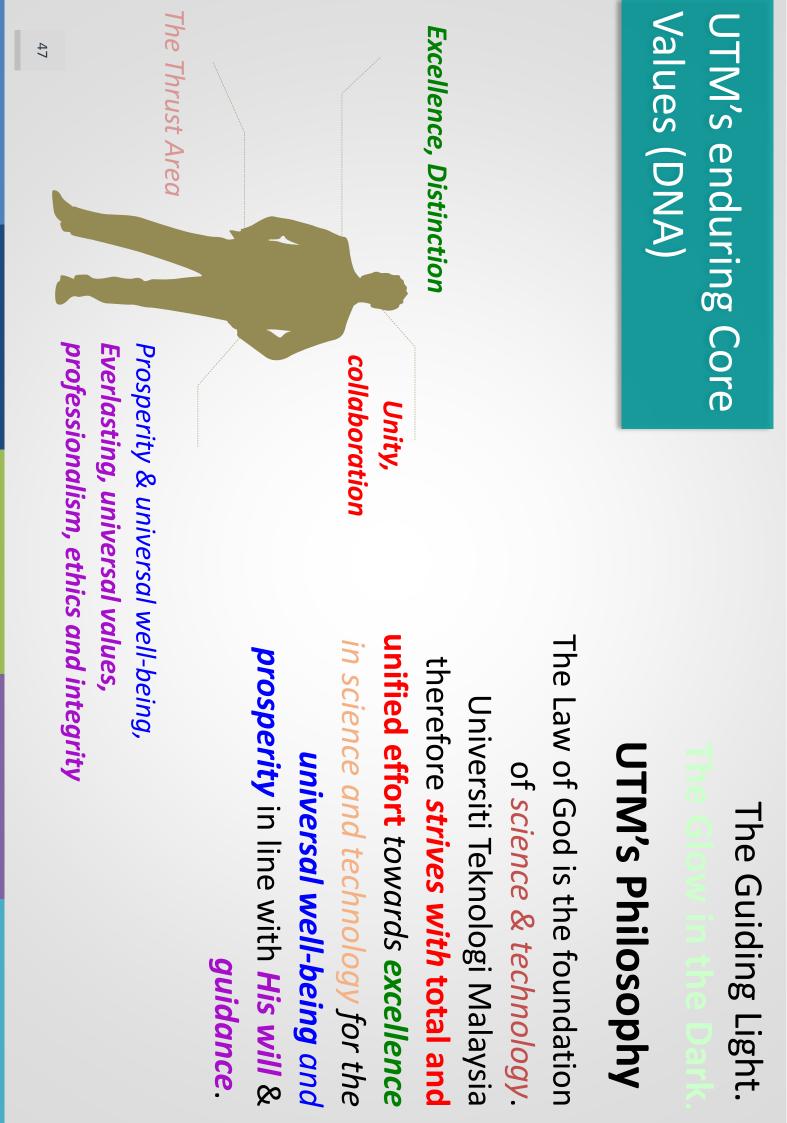
untuk menjadi <u>rahmat bagi</u> <u>semesta alam</u>" (Al-Anbiya' /21: 107) Tidaklah Aku mengutusmu kecuali



 9. PERSONAL GROWTH is as important if not more important than COMPANY GROWTH 10. Don't miss the FOREST for the TREES 	a great founder is RESOURCEFULNESS & PERSIS There are always 10 different ways of achieving so 7. PAY IT FORWARD: Give before you Take 8. When in doubt, ALWAYS CARE . Your platoon's problem		 Be INSANELY OPTIMISTIC about possibilities but grounded with pra Be INSANELY OPTIMISTIC about possibilities but grounded with pra STAY HUMBLE: Always be CURIOUS and eager to LEARN DARE TO FAIL. Be diligent about EXPERIMENTING with different str 	 Be a PURPOSE-DRIVEN founder. Remember why you're here. Why you're building this company 	10 CORE TENETS OF MAP
ONAL GROWTH is as important if not more important than COMPANY GROWTH Don't miss the FOREST for the TREES	a great founder is RESOURCEFULNESS & PERSISTENCE . There are always 10 different ways of achieving something 7. PAY IT FORWARD: Give before you Take When in doubt, ALWAYS CARE . Your platoon's problem is your problem.	methods every week: DOUBLE DOWN on those that work and cut out those that don't TLE and try harder: Two of the most valuable characteristics of	 2. FOCUS on doing one thing really really well, one at a time Be INSANELY OPTIMISTIC about possibilities but grounded with practicality 4. STAY HUMBLE: Always be CURIOUS and eager to LEARN 	E-DRIVEN founder. Remember why you're here. Why you're building this company	Materian Gatasi Innovational Constanting Energy







*UTM philosophy as the foundation

Thrust Area Values DNA

CVP: Customer Value Proposition

Engineering, Science & Technology & for Nurturing entrepreneurial academia in Universal prosperity & well being

(The Meaning of) Our Vision & Mission (embedded in UTM philosophy from the founding fathers)



UTM en-route from Good to Great

"Good is the enemy of great"



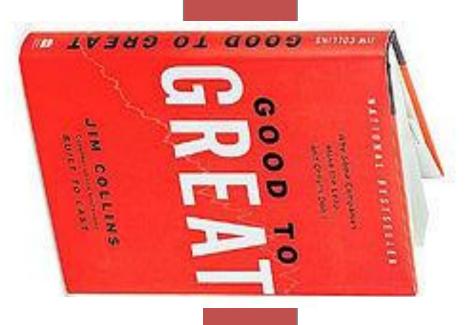
time, be

And at the same

"Good is the enemy of distinction"

Greatness & &

How do you achieve



*Terbilang

(Good)



Excel in what you do Love what you do



"Good is the enemy of great"





Making a positive difference to the life of others **Distinction*!**

Begin with the right intention

الله ورسوله ومن كانت هخرته لذنا يصيبها أوامرأة مَانُوَى فَمَنْ كَانَتْ هِجْرَتْهُ إِلَى اللهِ وَرَسُوْلِهِ فَهِجْرَتْهُ إِلَى

Hadis No. 1 dari Hadis 40.

or to take some woman in marriage, his من أمير الأومين his معن أمير الأومين وَسَلَّمَ يَقُوْلُ: إِنَّا الْ Muslim وَسَلَّمَ يَقُوْلُ: إِنَّا الْ Muslim وَسَلَّمَ يَقُوْلُ: إِنَّا الْ رضي الله عنه قال، he was for that for which he أله عنه قال. which he intended. Thus he whose migration intention and a person shall have but that was for Allah and His messenger, and he whose was for Allah and His messenger, his migration Results? Ummah? People You? Deen?

Back to

Basic Reflection; **Guiding light**

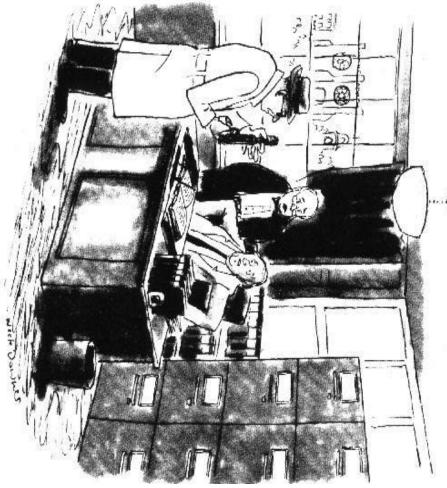
Alaihi Wasallam say : "Actions are but by

said : I heard the messenger of Allah Sallallahu

On the authority of Omar bin Al-Khattab, who

(with your knowledge) Publish (share) or Perish

- "When a man dies, all his deeds are cut off except three things; good religious children who pray for him, *sadqah jariah* and good **knowledge which has been taught (shared) to others.**
- "Whoever is asked about something but he hides it, Allah will put fire into his mouth in the Hereafter



From the Hadith of ar Rasul (s. a. w.)

"Surely you were aware when you accepted the position, Professor, that it was publish or perish."



"Tukang Masak" yang menjadi Rahmatan Lil 'Alamin

RM39.90

0

VIEW FUL

SIZE

Ekslusif di 🚵 POPULAR

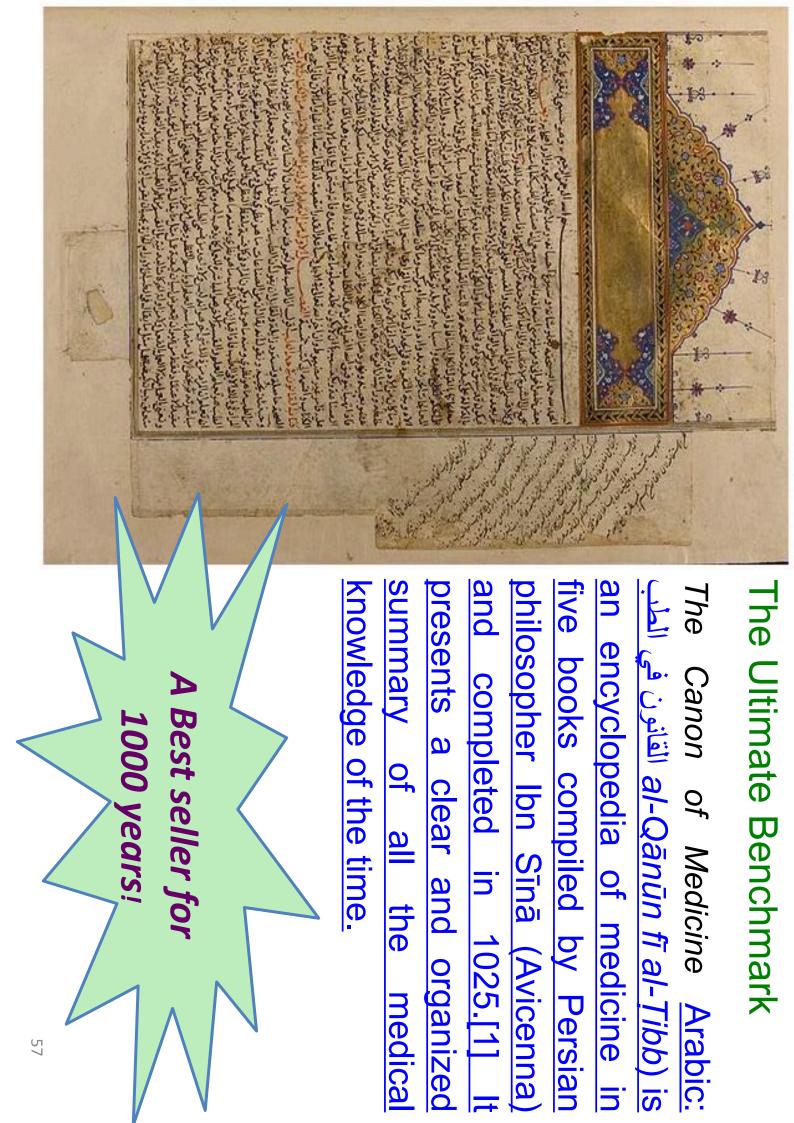
Buku 1 Hari 1 Resipi 365 Resipi Istimewa Chef Hanieliza adalah keluaran khas yang menampilkan 365 resipi hasil kreativiti Chef Hanieliza yang boleh dicuba setiap hari. Antara resipi istimewa yang terkandung di dalam buku ini ialah aneka masakan berasaskan ayam, daging, kambing, kerabu dan salad, makanan barat, makanan laut, mihun dan mi, nasi, sambal dan sos, sayur, tauhu dan telur, puding dan desert, ikan, kuih kukus serta kuih-muih minum petang.

> "Tiada impian mahu menjadi jutawan penulis buku masakan, Kak Liza hanya mahu berkongsi resipi dan bertukartukar fikiran bersama sahabat lain di Internet ketika itu," katanya.

Idea mahu menerbitkan buku resipi masakan ini timbul apabila beliau mahu anak cucunya serta wanita lain, terutama yang bekerjaya dapat memahirkan diri dengan seni masakan hanya berdasarkan resipi ringkas ciptaannya.

dimanfaatkan!

Mahu Ilmu nya



The Carcorc of Medicine (al-Qanan fil-tibb)

Avicenna.

Abd "Alf al-Eusayn Ion "Abd Alfah Ion Sina)

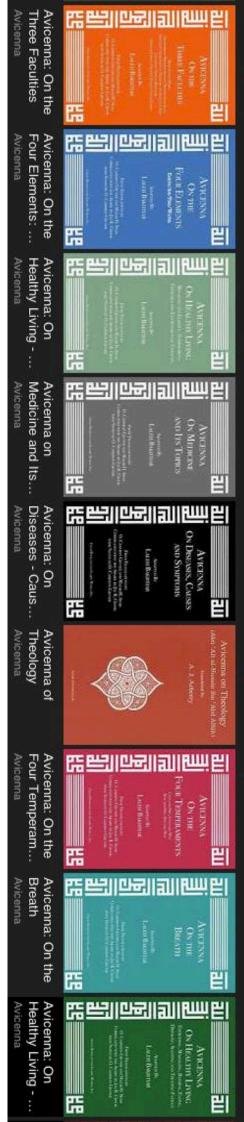
Adapted by Lelen Bakhtiar

From Translations by O. Cameron Ordinar and Masar E. Shah orransised with the Arabic by Jay R. Orov with Notes by O. Cameron Gruner

Orsan Bours of the leased Worker, INC.

troubles; of sexual diseases and perversions; of nervous ailments." distinction of mediastinitis from pleurisy; contagious nature of phthisis on Cardiac drugs. "One of the most famous exponents of Muslim universalism and an distribution of diseases by water and soil; careful description of renown as one of the greatest thinkers and medical scholars in history eminent figure in Islamic learning was Ibn Sina, known in the West as George Sarton wrote in the Introduction to the History of Science His most important medical works are the Qanun (Canon) and a treatise Avicenna (981-1037). For a thousand years he has retained his origina contains some of the The 'Qanun' is an immense encyclopedia of medicine. most illuminating thoughts pertaining SKIN Б

The Canon of Medicine > Related Avicenna books > Avicenna: On Healthy Living - Exercising, Massaging, Bathing, Eating, Drinking, S

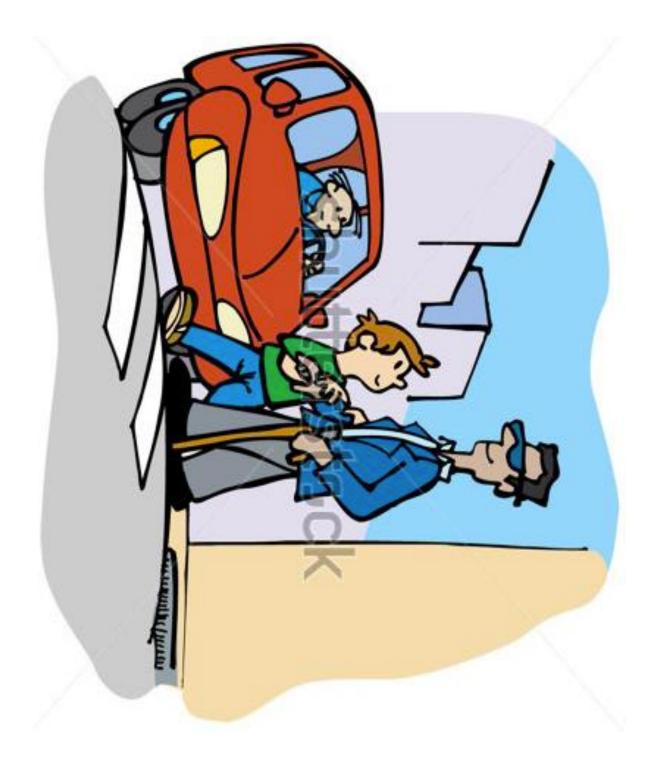


Imagine the world without these great writers!!

- The Holy Qur'an was written into a book during the caliphate of Usman Affan
- The *hadith* was written into 6/9 great books during the time of Umar Abdul Aziz
- It is obligation upon us to seek knowledge, spread it out to the ummahili package it into the understandable form and

The significance of knowledge and of the duty to spread it

- The first revelation to Prophet s.a.w. (Al-Alaaq: 1shows the importance of knowledge
- the appointment of prophet's personal writers to emphasise to man that knowledge is to be write all the Quranic verses received by him conserved and shared to mankind





- Follow the True North
- 1. Always search our Intention (Niat)
- 2. Stay true (focused) to our vision and mission and core values



*Innovation & Quality

The 5P Discipline: P2 – Product IQ*

*Innovation & Quality

2. Product IQ

3. Promotion & Partnership

The Entrepreneurial People: United

4. Place & Provision (Facility)

5. Performance Delivery

UNIVERSITI TEKNOLOGI MALAVSIA

1. Purpose

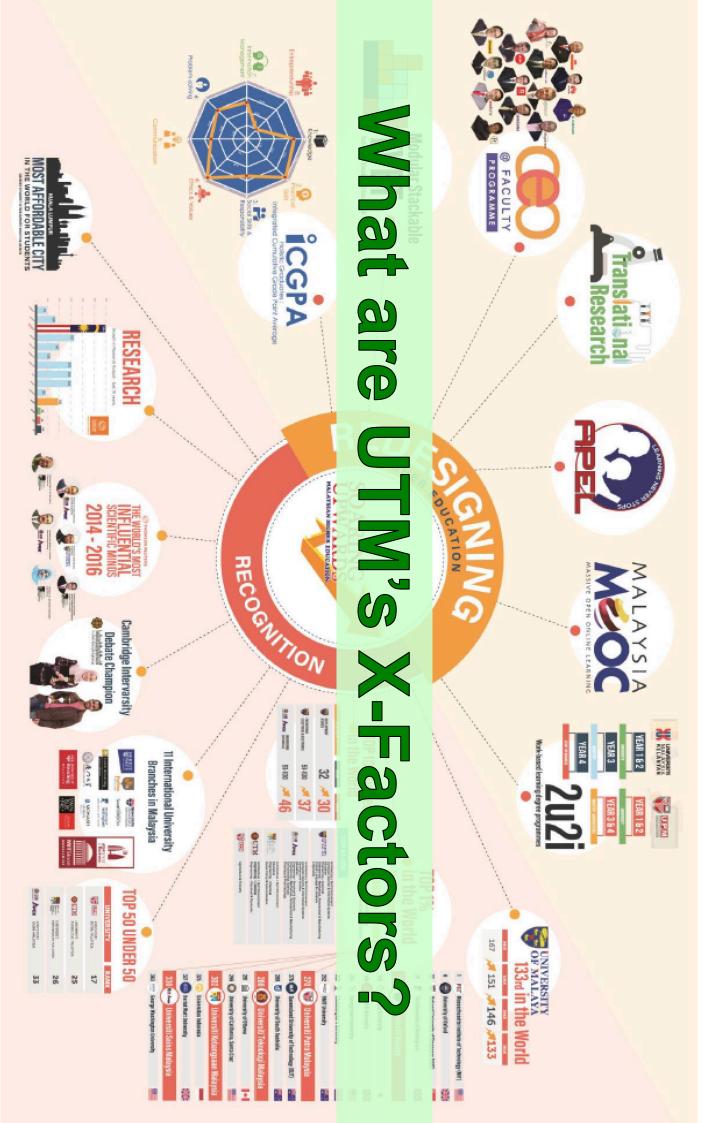
P2: Products – Academic Programs

FINANCIAL SUSTAINABILITY TARGETS 2015-2017

TOTAL PROJECTED REVENUES (RM mil)	Programs	Asset and orfan out of the set of	commercialisation Repairs 6	Business entities	Medical, Hostel and others student facilities	Academic Programmes	area	Income generation key focus
44		incom	Com p	7	9	7		No. of initiatives
218.9		he target 7.6	rses to the second seco	30.2	27.7	112.2	2016	Revenune Targets (RM mil)
264.4		Pf 7.6 4.0	v 50%	32.1	28.5	119	2017	ets (RM mil)

$\begin{tabular}{ c c c c } \hline IDIPL & IJAZAH PUP \\ \hline IULLTIM & LOCAL & INTL & cal (3-tie) mtl (FEB INTAK) \\ \hline 0 & 0 & 0 & 0 & 0 & 0 \\ 0 & 1016 & 20 & 0 & 0 & 0 \\ 0 & 1016 & 20 & 0 & 0 & 0 \\ 0 & 1016 & 20 & 0 & 0 & 0 & 0 \\ 0 & 1640 & 60 & 0 & 0 & 0 & 0 \\ 0 & 1640 & 60 & 0 & 0 & 0 & 0 \\ 0 & 1640 & 60 & 0 & 0 & 0 & 0 \\ 0 & 1640 & 60 & 0 & 0 & 0 & 0 \\ 0 & 1640 & 60 & 0 & 0 & 0 & 0 \\ 0 & 0 & 1500 & 0 & 0 & 0 & 0 & 0 \\ \hline 0 & 0 & 0 & 0 & 0 & 0 & 0 & 0 \\ \hline 0 & 0 & 0 & 0 & 0 & 0 & 0 & 0 \\ \hline 0 & 0 & 0 & 0 & 0 & 0 & 0 & 0 \\ \hline 0 & 0 & 0 & 0 & 0 & 0 & 0 & 0 \\ \hline 0 & 0 & 0 & 0 & 0 & 0 & 0 & 0 \\ \hline 0 & 0 & 0 & 0 & 0 & 0 & 0 & 0 \\ \hline 0 & 0 & 0 & 0 & 0 & 0 & 0 & 0 \\ \hline 0 & 0 & 0 & 0 & 0 & 0 & 0 & 0 \\ \hline 0 & 0 & 0 & 0 & 0 & 0 & 0 & 0 \\ \hline 0 & 0 & 0 & 0 & 0 & 0 & 0 & 0 \\ \hline 0 & 0 & 0 & 0 & 0 & 0 & 0 & 0 \\ \hline 0 & 0 & 0 & 0 & 0 & 0 & 0 & 0 \\ \hline 0 & 0 & 0 & 0 & 0 & 0 & 0 & 0 \\ \hline 0 & 0 & 0 & 0 & 0 & 0 & 0 & 0 \\ \hline 0 & 0 & 0 & 0 & 0 & 0 & 0 & 0 \\ \hline 0 & 0 & 0 & 0 & 0 & 0 & 0 & 0 \\ \hline 0 & 0 & 0 & 0 & 0 & 0 & 0 & 0 \\ \hline 0 & 0 & 0 & 0 & 0 & 0 & 0 & 0 \\ \hline 0 & 0 & 0 & 0 & 0 & 0 &$								ENROLN	lmen Pelajar	JAR					
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0 0 0 0 0 0 0 0 0 647 12 0 0 0 0 1320 65 0 0 0 0 0 dana 0 0 0 0 0 0 0 0 zak 0 870 18 0 0 0 0 0 oupwy 1300 0	J31-FP	0	461	4	0	0	0	0	397	134	430	643	10	0	2079
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rdana 0 0 0 0 0 rdana 0 0 0 0 0 0 rzak 0 0 0 0 0 0 0 rzak 0 870 18 0 0 0 0 0 PUPW) 1300 0 0 0 0 0 0 0 7 1300 12,623 355 0 <td< td=""><td>J46-FKT</td><td>0</td><td>1320</td><td>65</td><td>0</td><td>0</td><td>80</td><td>40</td><td>379</td><td>131</td><td>479</td><td>301</td><td>68</td><td>0</td><td>2863</td></td<>	J46-FKT	0	1320	65	0	0	80	40	379	131	479	301	68	0	2863
'dana 0 0 0 0 0 zak 0 0 0 0 0 0 yupw) 1300 0 18 0 0 0 yupw) 1300 0 0 0 0 0 0 yupwi 1300 12,623 355 0 0 0 0	K38-UTM AIS	0	0	0	0	0	0	0	35	0	150	0	0	0	185
zak 0 0 0 0 0 0 PUPW) 1300 0 18 0 0 0 7 1300 12,623 355 0 0 0 1008 10330 100 0 0 0 0	K39-UTM Perdana	0	0	0	0	0	0	0	43	17	18	15	11	_	106
0 870 18 0 PUPW) 1300 0 0 0 0 0 0 0 0 0 7 1300 12,623 355 0 0 1008 10,330 100 0 0 0	K40-UTM Razak	0	0	0	0	0	0	0	150	53	230	176	170	15	794
OUPWI 1300 0 0 0 0 0 0 0 0 0 0 7 1300 12,623 355 0 0 1008 10,339 100 0 0 0	K43-MJIIT	0	870	18	0	0	0	0	250	100	122	60	70	S	1495
0 0 0 0 7 1300 12,623 355 0 1008 10,330 100 0	K60-SPACE (PUPW)	1300	0	0	0	0	0	0	0	0	0	0	0	0	1300
7 1300 12,623 355 0 1008 10,330 100 0	K63-IBS	0	0	0	0	0	0	0	143	67	159	130	122	14	635
	JUMLAH 2017	1300	12,623	355	0	0	730	470	4,029	1,776	3060	2239	1200	110	27891
1058 10,335 150 0	as Sept 2016	1098	10,339	190	0	0	0	0	3,189	1,238	1878	1536	1195	133	20796

UTM's 2017 Enrolment Targets





P2: Product IQ* -

Academic Programs IQ

market; Create X-Factors, Create value & unfair advantages P2.1 Product Innovation: Create Blue Oceans and uncontested

income generation – Franchise, TNE P2.2 Product Strategy Innovation: Toward passive

P2.3 Product Quality Control: Raise & sustain high quality

*Innovation & Quality



P2: Product IQ* -Academic Programs IQ

P2.1 Product Innovation: Create Blue Oceans and uncontested

market; Create X-Factors, Create value & unfair advantages

P2.2 Product Strategy Innovation: Toward passive

Value-Added Programs

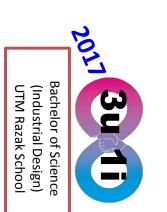








Bachelor of Computing (Data Engineering) UTM Faculty of Computing

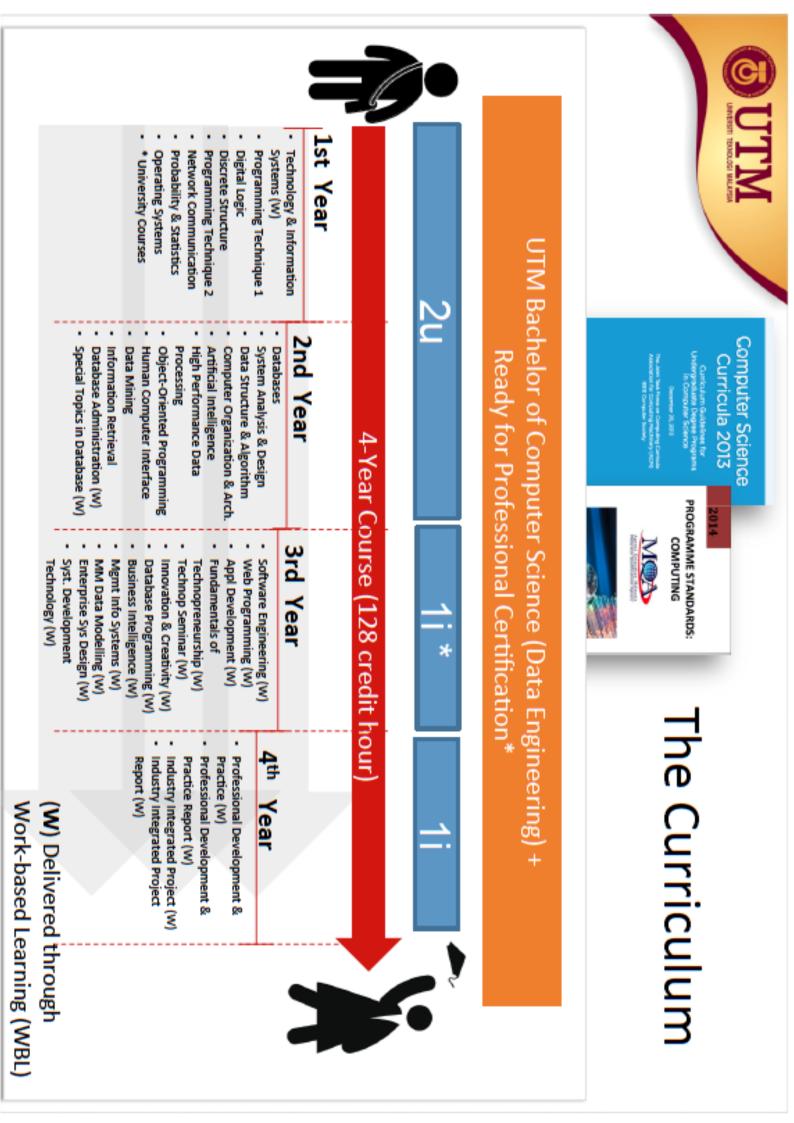


MJIIT Juke Box Concept









Qualifications to pursue postgraduate research

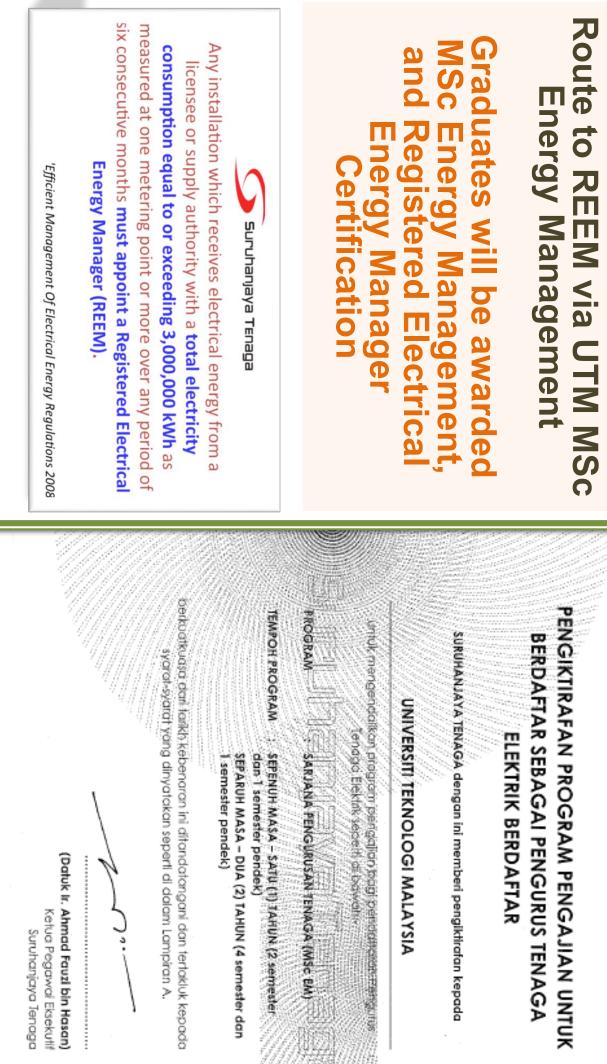


21st Century Streaming Curriculum

Chemical Engineers with added expertise



CEM – Certified Energy Manager REEM – Registered Electrical Energy Manager



Suruhanjaya Tenaga

Bil: 1/2016

Energy Commission

Tarikh : 09 Mei 2016

Mei 2016



P2: Product IQ* -Academic Programs IQ

market; Create X-Factors, Create value & unfair advantages P2.1 Product Innovation: Create Blue Oceans and uncontested

generation – Franchise, TNE P2.2 Product Strategy Innovation: Toward passive income

(e.g. franchise) without leaving their home country... articulation agreement) or in our entire program ...internationalisation of our product (academic programs) by enabling students from a foreign country to enrol in part of our program (e.g.

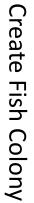
Trans-National Education (TNE)

Source: Dr Kasim A Jalil

- assured quality
- <u>More</u> sustainable: steady stream

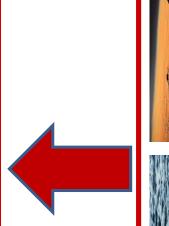


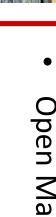














- Vulnerable
- Open Market



NOW

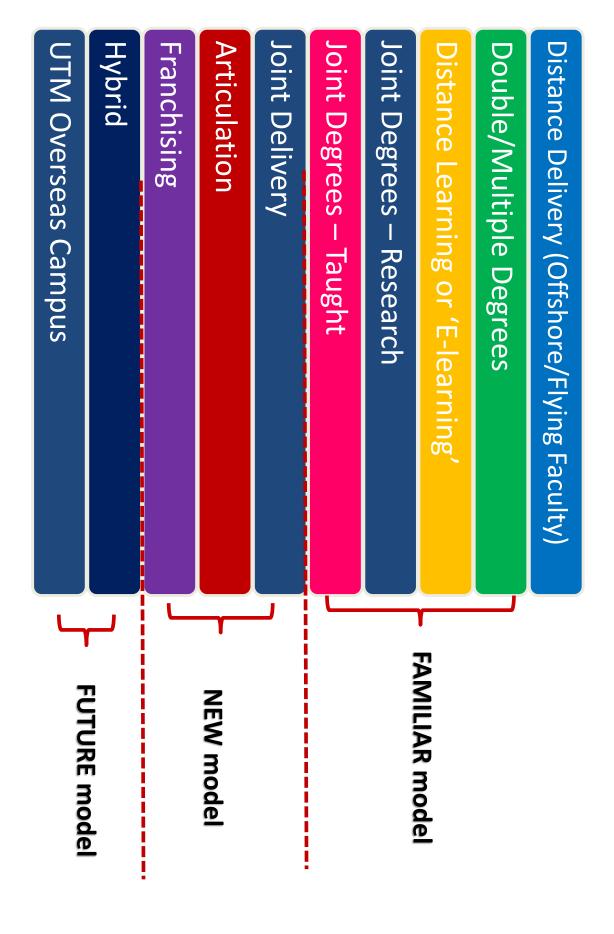
Open sea fishing – open market

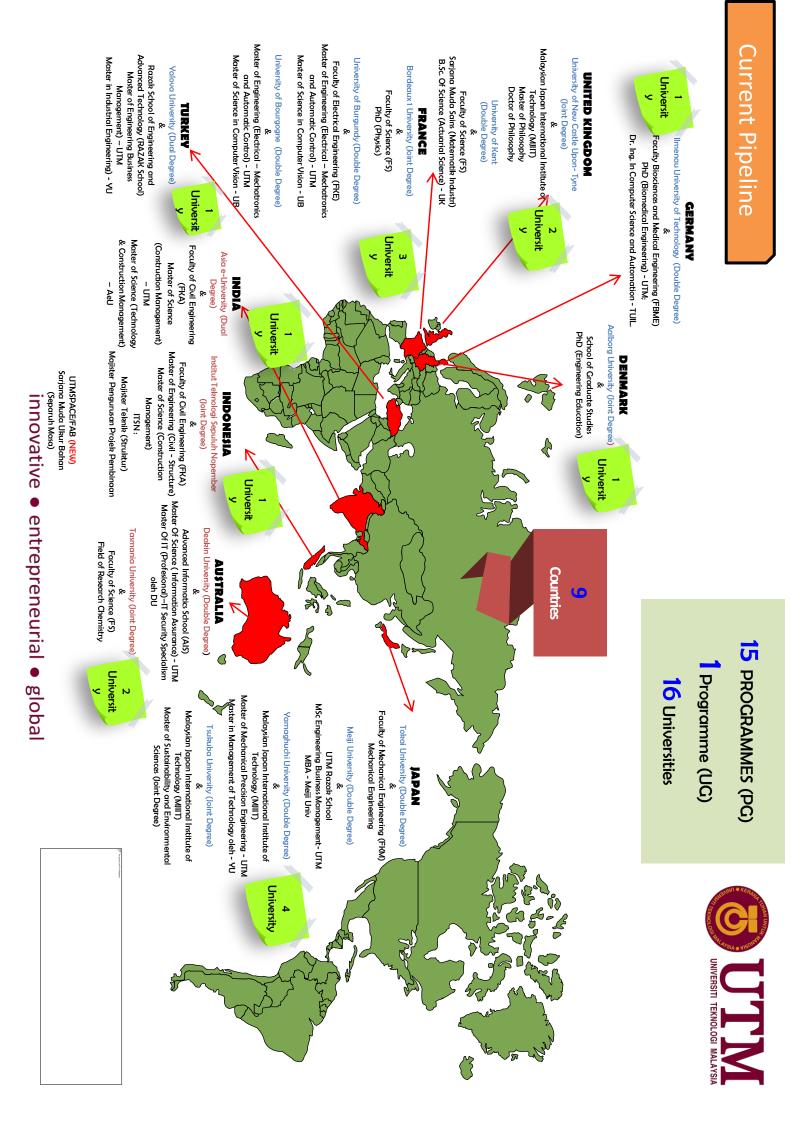
Why TNE?

Why TNE?

- Reasons for UTM to engage in TNE:
- A more secure and sustainable recruitment model for generating revenue
- ♦ Raising UTM international profile
- Increasing market expansion









UTM International Degree Program (UTM-IDP)

UTM Pioneering Program of Public University Private Wing

The first Malaysian UTM-IDP program,

- Is driven by UTM's purpose to provide access and opportunity for learning
- Accords special access for those
- who choose to secure enrolment in the specific program of their choice
- I Meeting at least the MQA minimum qualification
- Can afford to enrol with no government subsidy
- Who prefer International experience provided by this program



UTM International Degree Program (UTM-IDP)

A Pioneering UTM International Degree program that is driven UTM-IDP accords special access for those by UTM's purpose to provide access and opportunity for learning.

- who choose to secure direct enrolment in a UTM's degree program of their choice*
- Meeting the requirements minimum Malaysian Qualification Agency (MQA)
- who could afford to enrol without government subsidy
- who prefer International experience provided by this program (e.g. Local and International students, English medium of teaching, Study abroad programs)



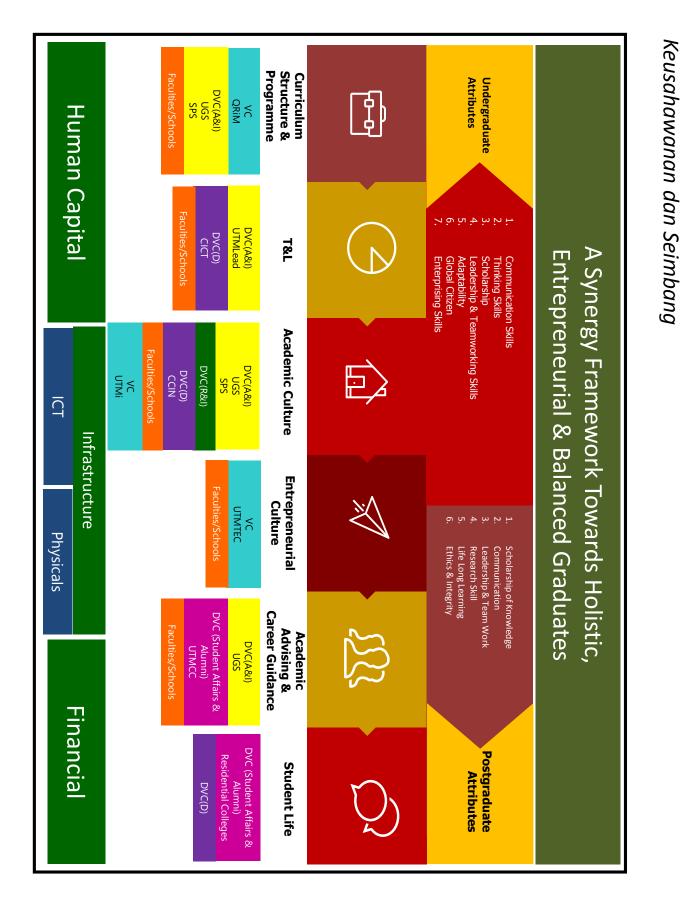
P2: Product IQ* -Academic Programs IQ

market; Create X-Factors, Create value & unfair advantages P2.1 Product Innovation: Create Blue Oceans and uncontested

P2.2 Product Strategy Innovation: Toward passive

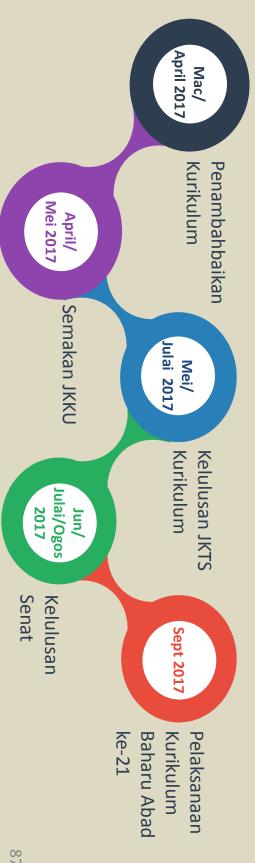
P2.3 Product Quality Control: Raise & sustain high quality

Nota: Hebahan telah dibuat melalui buku Perutusan Tahun Baru Naib Canselor UTM 2017 "Menjayakan Kelangsungan Sebuah Universiti", muka surat: 102-103



02 Hala Tuju I Program P	Hala Tuju Kurikulum Abad ke-21 Program Prasiswazah	UTM Graduate Attributes (21 st Century Skills)
UTM 21st Century Curriculum Principles	Lst Century1.UTM Graduate Attributes1.UTM Graduate Attributes2.Foundation Knowledge – Broad & Diverse3.Will incorporate technology4.Excellent faculty members – ICT literacy, NALI5.Experiential Learning6.Implementation of OBE	 Communication of the second state of the second state
Progress	 Perkasa pelaksanaan Atribut Graduan UTM – lulus Mesyuarat Senat Bil.6/2016/2017 pada 2017 Perkasa pelaksanaan OBE Kursus Umum – Bengkel semakan diadakan pada 17 Apr 2017 iCGPA – in progress 14 program PG dan 1 program UG terlibat E-Portfolio – tambahbaik pelaksanaan kepada pelajar Tahun 1 Mathematics for Engineering – tambahbaik elemen matematik dalam kursus kejuruteraan 	n UTM – lulus Mesyuarat Senat Bil.6/2016/2017 pada 8 Feb adakan pada 17 Apr 2017 dan 1 program UG terlibat n kepada pelajar Tahun 1 ahbaik elemen matematik dalam kursus kejuruteraan

Jadual Kerja



*Innovation & Quality

The 5P Discipline: P3 – Promotion*



5. Performance Delivery

4. Place & Provision (Facility)

> People: The Entrepreneurial United

3. Promotion & Partnership

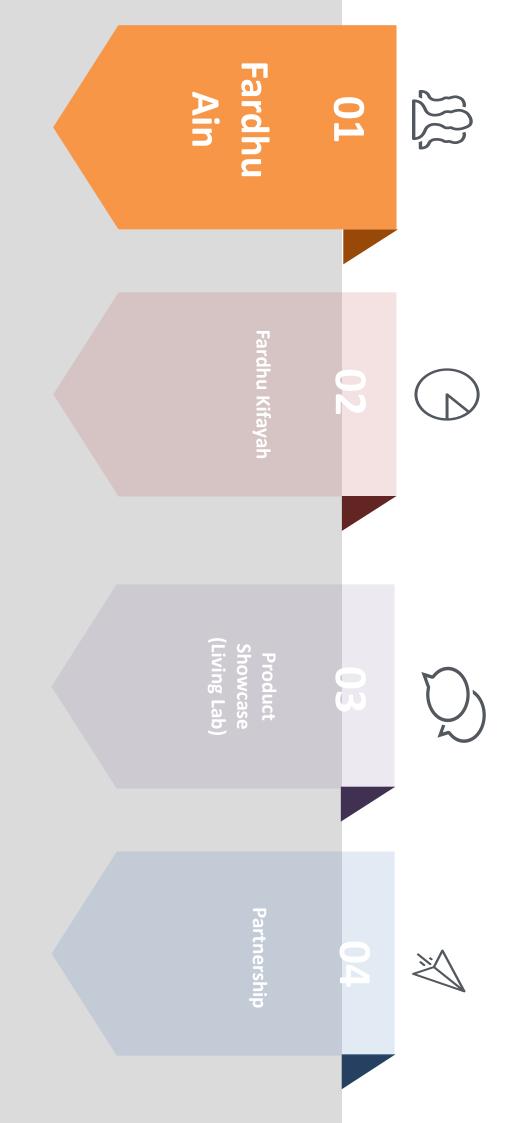
2. Product IQ

1. Purpose

Promotion & Partnership



Promotion & Partnership





Ranking by Subject

Sub 70% on marketing, maintaining quality Computer Science & Info Systems	2017 2016	Acade mic 40% 64.6 58.1	Employ er 30% 71.7 67.6	Citatio ns 15% 75.6 73.8	H-Index 15% 71.7 67.6	Over: 71.7 64.7	30% on marketing, strategic, quality publications 51-100 151-200
Info Systems	2016 2015	58.1 53.6	67.6 73.4	73.8 71.0	67.6 64.4	64.7 63.8	151-200 151-200
	2017	75.7	81.6	75.1	69.7	76.5	51-100
Eng – Chemical	2016	67.2	79.2	72.6	67.8	71.7	51-100
	2015	66.2	77.8	69.2	65.9	70.1	51-100
	2017	69.6	82.9	81.5	64.8	74.7	51-100
Chrinethirol	2016	55.7	76.9	74.7	59.8	65.5	101-150
סנו עכנעו מו	2015	55.6	83.7	62.2	54.0	64.8	101-150
	2017	70.3	73.8	86.3	87.9	76.4	51-100
Eng – Electrical	2016	61.2	75.6	78.7	84.7	71.7	51-100
	2015	59.3	75.1	74.0	71.3	68.0	101-150
	2017	71.1	77.8	80.0	74.6	75.0	51-100
Eng – Mechanical	2016	57.5	75.9	76.9	70.0	67.8	101-150
	2015	60.8	76.2	77.5	67.8	69.0	101-150

* The discipline and understanding that every staff could do its part to promote and market UTM within their means and capability

Industry-Community Linkage (30%) Academic Partnership (40%)

Ambassador Program* UTM TOTAL

The 70% Promotion Strategy

Global Profiling of Staff

Professor

(with a special mission)

Fax: 607-558 1463

Tel: +607-5535610 Fax: +607-5588166 Email: arshad@cheme.utm.my Dr. Arshad Bin Ahmad

process modeling, control and optimization;

process safety; process intensification;

Accident modeling and risk assessment;



Tel.: 07-5535573 Email: kamarul@cheme.utm.my Dr. Kamarul Asri bin Ibrahim Fax: 607-5581463

Multivariate Statistical Process Control

Modelling, Simulation, Control, Optimization

Process Fault Detection and Diagnosis using

hydrogen and fuel cell



Email: Dr. Nor Aisyah Saidina Amin noraishah@cheme.utm.my Tel.: 607-553 35588 Fax: 607- 558 1463

Systems, Biorefinery.

Applied Catalysis, Reaction and Reactor

Engineering, Modeling of Chemical Reaction



Tel.: 607-553 5578 Email: rozainee@cheme.utm.my Dr. Mohd Rozainee bin Taib Fax: 607-558 1463

Management

Fluidized Bed Engineering, Industrial Waste Waste Incineration, Air Pollution Control,



Ramlan bin Aziz Fax: 607-5536464 Tel.: 607-5536476 Email: ramlan@ibd.utm.my

> Entrepreneur-Development Scalling-Up Studies, Herbal and Phytochemical Processing, Techno-Process Development and Intesification,

Occupational Safety and Health Unit

Reputation under QS WUR)

Tel.: 607-553 5671

Email: maketab@cheme.utm.my

Dr. Maketab bin Mohamed

scholar (









Research





Info graphic distributable by UTM staff



Sample UTM General Promotion Slides

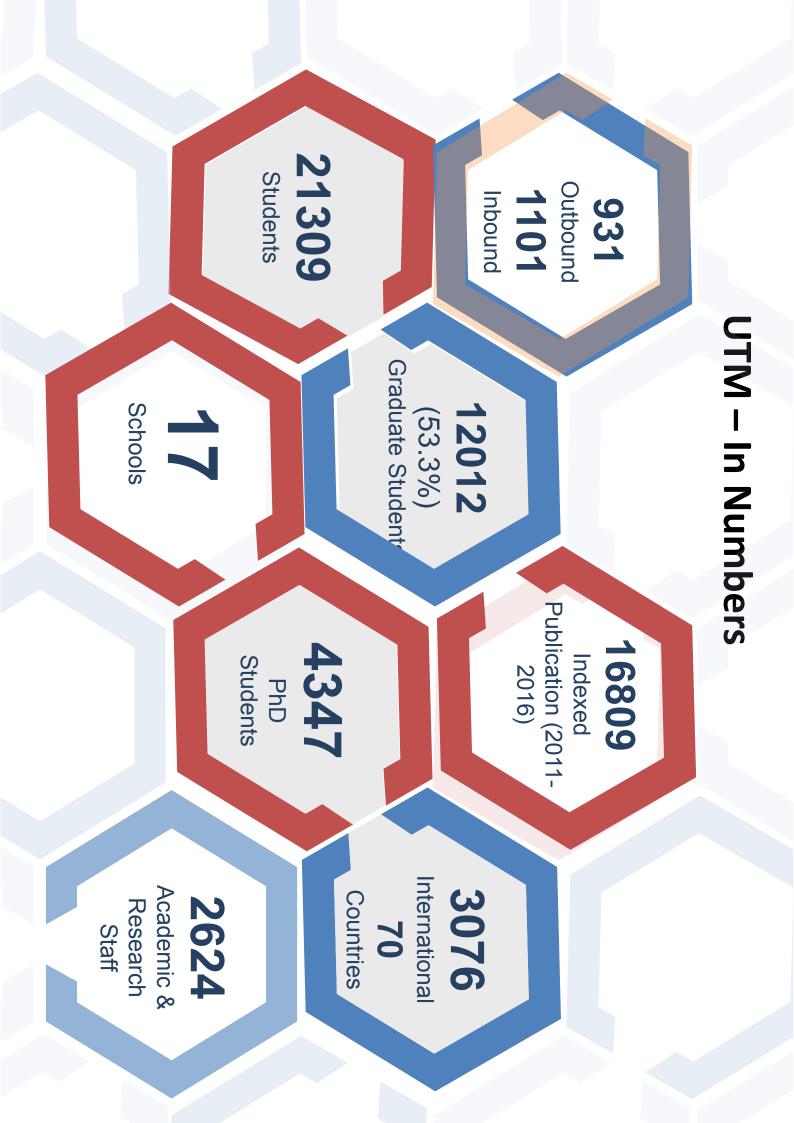


UNIVERSITI TEKNOLOGI MALAYSIA

UTM Campuses

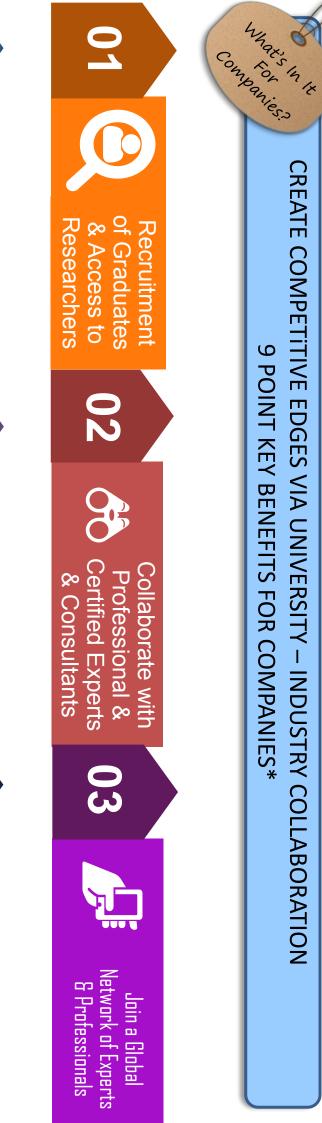


• 1-2 hrs flight to main destinations in South East Asia



Sample UTM Industry Promotion Slides







04

Accredited Labs, R & D Equipment &

05

K

Accredited & Certified Lifelong

06

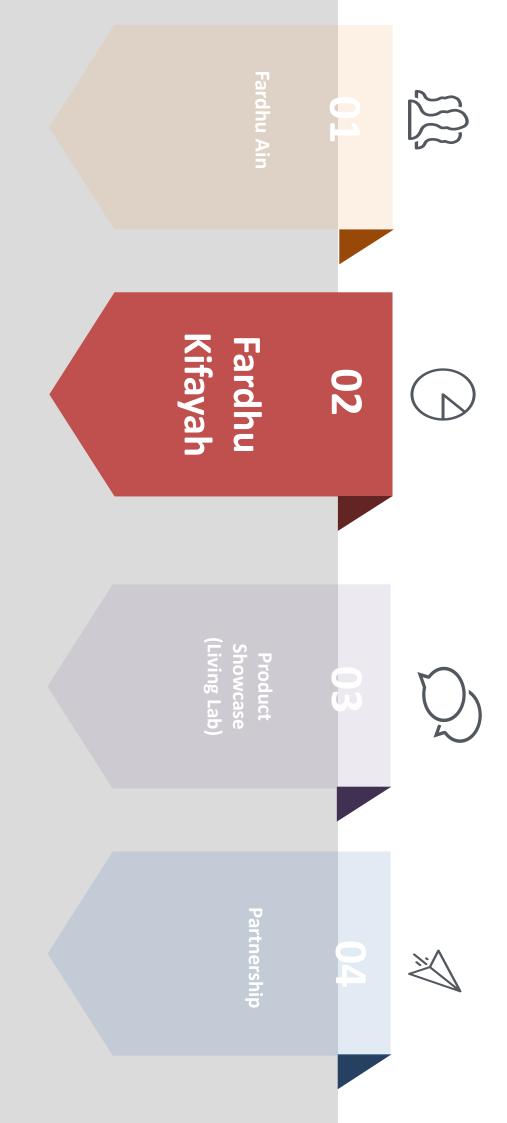
Computational Software

& Facilities

Learning

ncubators

Promotion & Partnership



The 30% (Publication) Strategy



Ranking by Subject

Sub 70% on marketing, maintaining quality Computer Science & Info Systems	2017 2016	Acade mic 40% 64.6 58.1	Employ er 30% 71.7 67.6	Citatio ns 15% 75.6 73.8	H-Index 15% 71.7 67.6	Over: 71.7 64.7	30% on marketing, strategic, quality publications 51-100 151-200
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	2015	66.2	77.8	69.2	65.9	70.1	51-100
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Churching CIAII &	2016	55.7	76.9	74.7	59.8	65.5	101-150
סנו עכנעו מו	2015	55.6	83.7	62.2	54.0	64.8	101-150
	2017	70.3	73.8	86.3	87.9	76.4	51-100
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Eng – Mechanical	2016	57.5	75.9	76.9	70.0	67.8	101-150
	2015	60.8	76.2	77.5	67.8	69.0	101-150

SCOPUS Journals by Subject

- Agricultural and Biological Sciences
- Arts and Humanities
- Astronomy,
 Astrophysics, Space
 Science
- Built Environment
- Business,
 Management and
 Accounting
- Chemical Engineering.
- Chemistry
- Computer Science
- Decision Sciences
- Dentistry

- Earth and Planetary Sciences
- Economics and Finance
- Energy and Power
- Engineering and Technology
- Environmental Sciences
- Health Professions
- neering Immunology
- Life Sciences
- Materials Science
- Mathematics
- Medicine

- Microbiology and Virology
- Neuroscience
- Nursing
- Pharmaceutical Sciences
- Pharmacology
- Physics
- Psychology
- Social Sciences
- Toxicology
- Veterinary Science and Veterinary Medicine

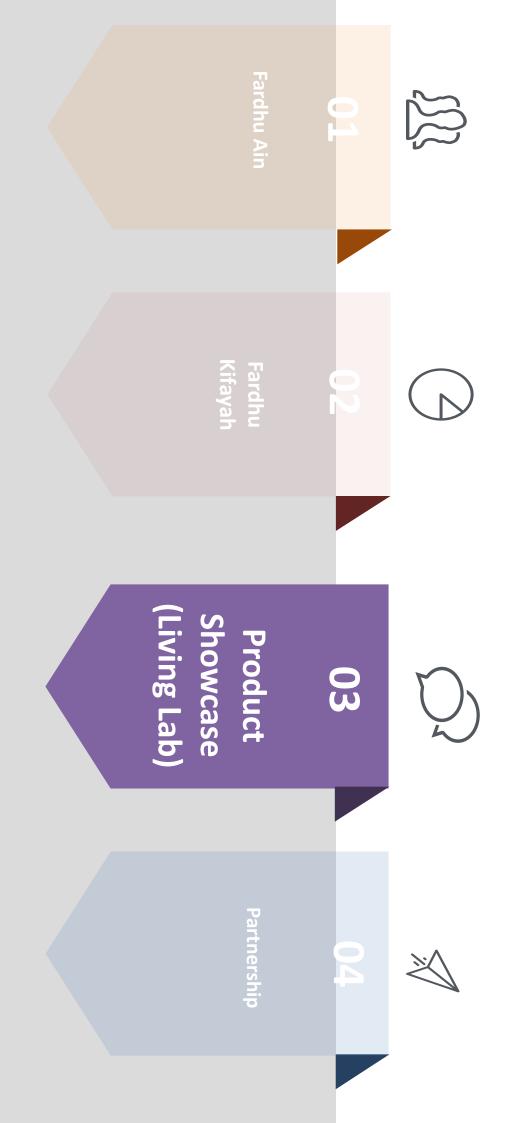
Eg: Categories under Chemical Engineering

- **Biochemical Engineering**
- Catalysis
- Chemical Engineering (General)
- Write Review
- In Papers in ChE-
- **based Journals** Chemistry and Engineering Membrane-based
- Particle Technology
- Petroleum and Fuel Technology
- **Process Chemistry and Technology**

- CACE, AiChE, CEJ
- Chem Eng Science
- APChE J
- All Catalysis-based
- PSEP
- Ind Eng Chem Res
- ChERD

- Desalination
- Petroleum & Fuel Technology
- CET (PRES)

Promotion & Partnership



High Impact CSR Community Projects

UTM Portable Walter Filter Machine Researcher: Prof. Dr. Ahmad Fauzi Ismail



Researcher: Prof. Dr. Muhd Zaimi Abdul Majid Fast Track Wall (FTW) System



Design Team:

Project Leader :

Prof Dr. Muhd Zaimi Abd Majid

Architectural Design Team : Prof Madya Dr Mohd Zin Kandar (Head). Ar. Fadli bin Arabi, Dr Ar. Elina bt Mohd Husini, Dr Dodo Yakubu Aminu, Ar Khairil Halim, Abdelrahim Shehab, Muhammad Haiqal bin Rosli and Mohd Hidayat b. Azizul

Civil & Structural Design Team: Prof. Ir. Dr. Mahmood Md Tahir (Head), Prof. Ir. Dr. Rosli Mohamad Zin, Dr. Shek Poi Ngian Dr. Mohammadamin Azimi

UTM ECO-HOME

LCO-HOME

M&E and Energy: Assoc Prof Dr Hashimah Abdul Rahman (Head), Ahmad Tajudin Ali

Quantity Surveyor : Dr. Norazam Othman (Head)







Scope 1b – Smart Energy Smart Energy Monitoring **UTM** Living Lab of Low Management System – **Carbon Lifestyle:**

- **AEMAS-Certified 3 Star Energy-Efficient Facility**
- Winner of ASEAN Energy Award 2012
- RM21 Million Energy Savings 2010-2015
- 7 Registered Electrical Energy Managers
- 47 Certified Energy Managers (CEMs)
- A Centre for Training Energy Managers
- Centre for Continuing Education in SEM
- Certified AEMAS/ISO 50001 Trainers/Auditors

UTM SUSTAINABLE ENERGY MANAGEMENT PROGRAM













TM Carbon Calculate



"A One Stop Centre for Sustainable Energy Management"

AEMAS

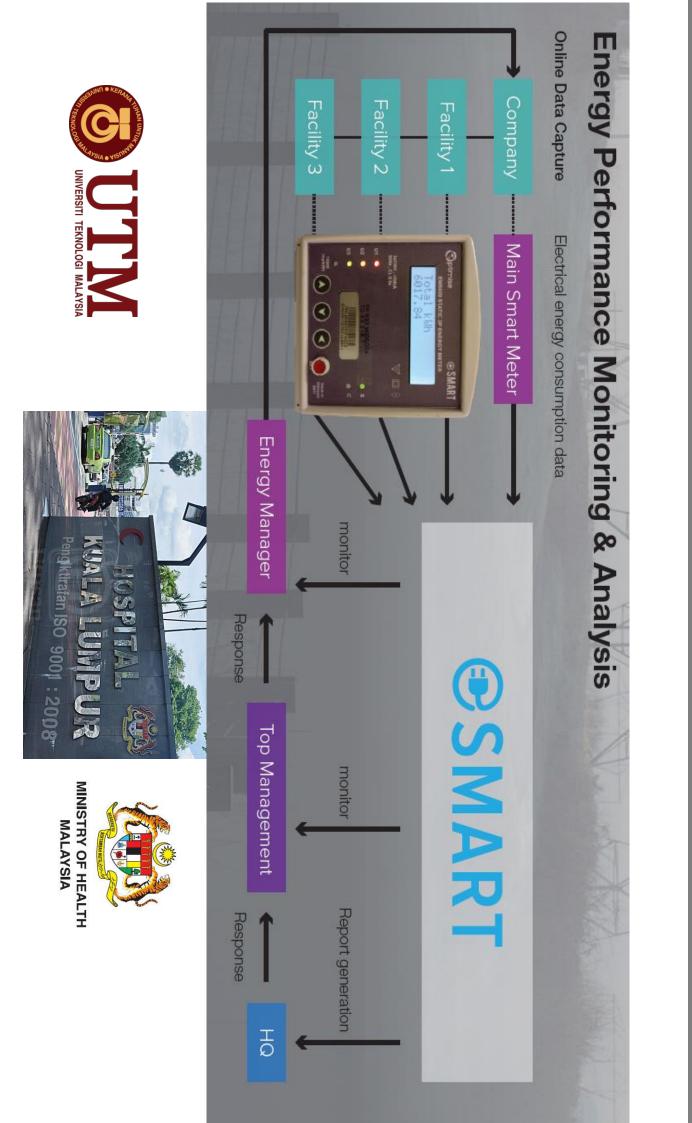


Empowered to OPTIMISE

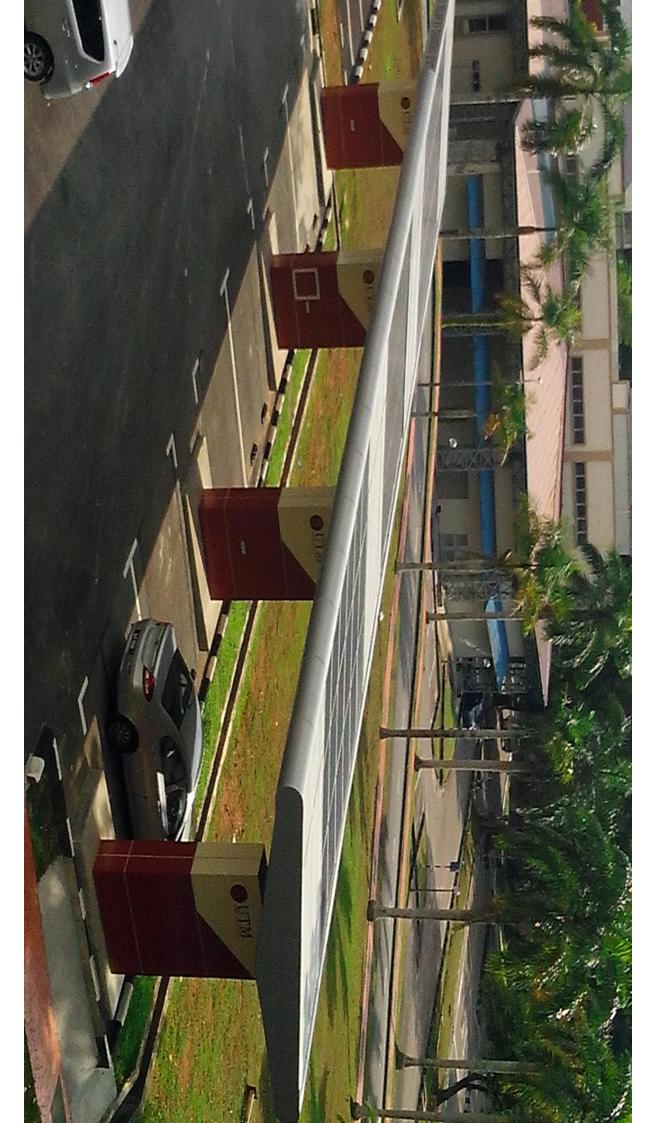




CONVERTICATION NAME



Online Meters Installation for Real-time Monitoring in Hospitals & UTM





Implementation



Solar Farm at UTM

Car Parks

Quantity of PV panel : 34,000 units or 10M Watt Estimated energy saved : Project Cost : RM 50 million, 21 years (under FiT SEDA-ST) Location : 50 acres car parks around RMK9 blocks UTM JB

13.5 GWh/year or 305 GWh for 25 years

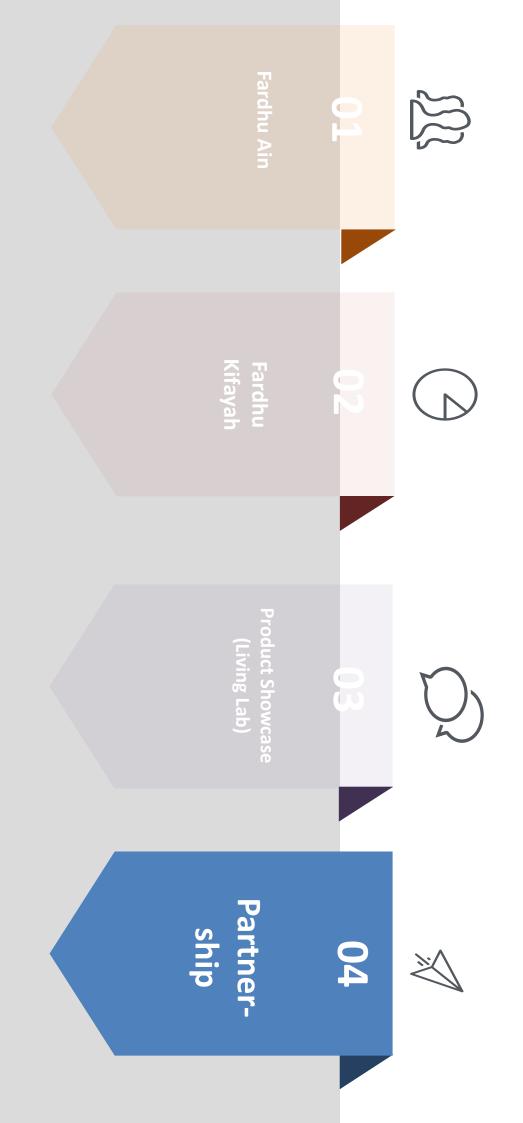
Estimated income on leasing 50 acres :

RM150K/year or RM3.15 million for 21 yrs

Estimated income on profit sharing of 10% :

RM150K/year or RM5 million for 11 yrs

Promotion & Partnership



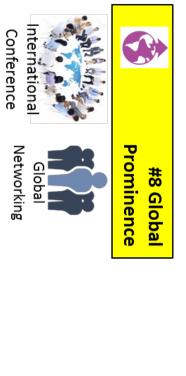


P6: Promotion (Shift 9, GR)

Entrepreneur: Sales = income

Global Reputation

- 1. Promotion and marketing
- People: Total ambassador programme*; to deploy mission-driven research leaders & researchers
- Fardh Ain (All)
- Fardhu Kifayah (Research Leaders Chair committee, events, conterences, lead network)
- 3. Technology Digital marketing via GS, RG, LinkedIn, FB
- Showcases a few examples in UTM Living labs and videos
- Exemplify teaching research nexus; translational research







5. Performance

4. Place & Provision (Facility)

People: The Entrepreneurial United

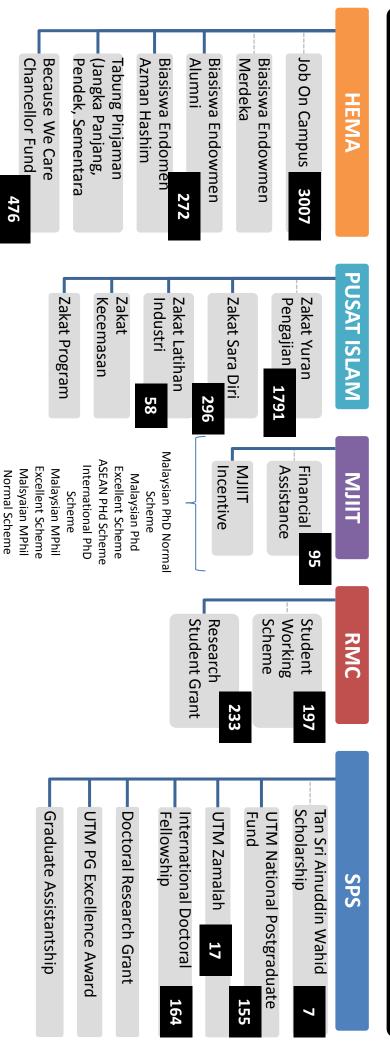
3. Promotion & Partnership

1. Purpose

Product IQ

Financial Support (One Stop Centre)

6,768 - Bilangan Sokongan Kewangan Tahun 2016



ASEAN MPhil Scheme



Win by creating and providing value,

Multiplier effect from positive "place/facility experience"

- 1. Akin to loyalty program
- Provide the best affordable facility
- 3. Work with industry, government to secure the best facilities
- 4. Invest resources in technology–venture into the 4th
- industrial revolution
- 5. MOOCs and blended learning





3. Promotion & Partnership

2. Product IQ

1. Purpose

People: The Entrepreneurial United



P5: Performance Delivery

Great Entrepreneurs Emphasise on Great Customer Experience!

If you do build a great experience, Word of mouth is very powerful. customers tell each other about that.





Amazon

Jeff Bezos



🔶 Client Heartbeat

The exemplary people with kind hearts who contribute to make a university great

	Hence, it is for this reason I am grateful to all the ladies at the desks especially, those I can remember. first Sister Avu. Madam Munira and the	me knowing whatever challenges was involved in the delay to my passport and visa issue, it took them just 2 to 3 days to rectify the issue and as I am sending this message, I have received my passport with visa from ISC."	"I came to ISC, and told the staff about my problem and indeed they took it upon themselves, without	"I deem it a great pleasure and sincerely to express my happiness and satisfaction I have received from ISC staff regarding my passport and visa matter. In fact, as a new PhD Student, I never knew what to do after I submitted my passport to ISC during the registration in the last month (February 2017)."	Treating people with respect and kindness is in our core values and our religions!
Experience of Abdul-Kahar Adam, a PhD Student from Ghana. Shared by Prof Hamdan Said, Director, ISC on March 23 2017	should please accept my complement and that they should keep doing what is right and helping students.	One thing I will always remember is their smiley faces, almost all of them show concern and wanting to help, that is what I always observed in the ISC centre. I am happy for everyone of them and they	the state. She did very well for me and my friend.	But one singular person I can't forget is Madam Ayisha, she is a great woman I must say. She took my friend and I to immigration for us to sign over stay papers, which we were not happy with but we also knew that we have to follow the policy of	nd kindness is in our core religions!

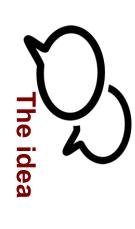
UNMERSITI TEKNOLOGI MALAYSIA 'Because We Care' Chancellor's Fund One year on: Implementation report and status updates





Introduction [1/3]

'Because We Care' Chancellor's Fund: An overview



'No students should go hungry during their studies'



UTM local undergraduate students



Provide food aid to students in campus



Launch dates

Soft launch: 11 Jan 2016 Formal launch: 17 March 2016



Food coupons for daily meals: breakfast, lunch & dinner



By supporting students with their meals, they can focus on achieving full academic potential

Because we Care: Kindness is Universal

FKA di dapati berhutang RM 800. Beliau menghadapi kemungkinan tidak "Pada hari pertama Konvokesyen ke 58, seorang pelajar undergraduate konvokesyen oleh kerana tidak mampu membayar hutang ini" dapat naik ke pentas untuk menerima ijazah pada hari kedua

naik ke pentas menerima ijazah pada hari kedua konvokesyen ke 58 UTM" Alhamdulillah, berkat keperihatinan mereka, pelajar tersebut telah dapat "Staf pejabat akademik yang menyedari perkara ini telah beramai-ramai mengumpul derma untuk membayar semua hutang pelajar tersebut.

Shared by Vice Chancellor, Prof Datuk Ir Dr Wahid Omar , 29 April 2017

of a NALI Classroom for Students Teach Nett conference Income for the renovation Staff of FKT Donating 100% of their 50K mmortalised in a plaqued located in t & Learning. The noble cause will be room to inspire a culture of giving

KELUAR

KELUA

A Nigerian PhD Student's experience in UM



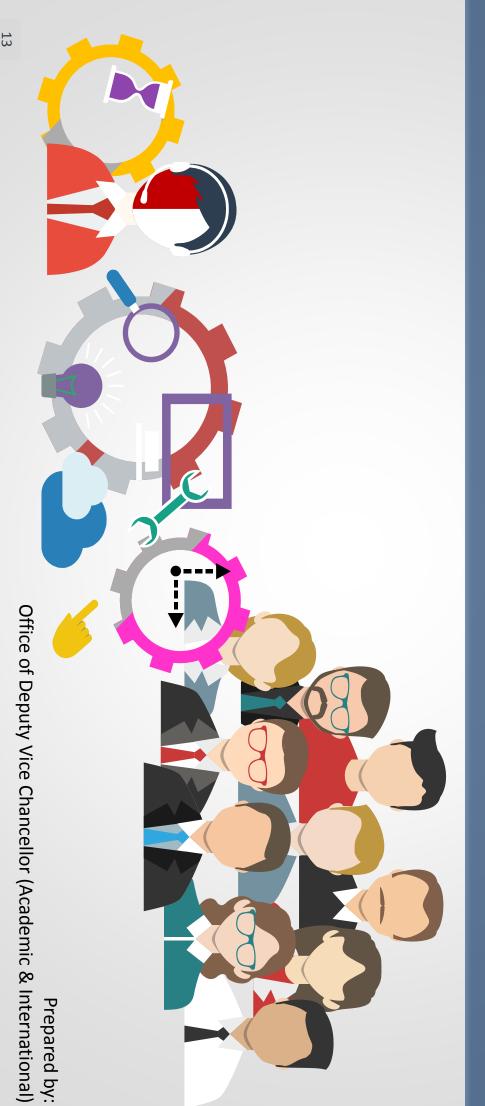
Home » Opinion » You are reading »

Rethink, By Mohammed Nuruddeen Suleiman A Worthless PhD from Malaysia? Time for a

Sea

University of Malaya, Kuala Lumpur Malaysia in 2015 Mohammed Nuruddeen Suleiman completed his Ph.D. in Defense and Strategic Studies from

A Nigerian PhD Student's positive experience
In the social realm in Malaysia, I have learnt to be really, really patient!!; whether queuing to get into a bus or waiting at the pharmacy to collect medication, you have to wait patiently for your turn without cutting corners
Even honking while driving in a car must be for a serious reason. My car was faulty and stalled by a traffic light junction, and I happened to be the first in the line, but amazingly none of the drivers honked at me or tried to bypass the line until I got help.
This reminds me of an incident in Malaysia involving my four-year-old daughter Nina, who keeps me on my toes! I drove past the traffic light just a second after the amber light gave way to the red light Ghe started provide furtional acted acted mowhy increased the red light. The traffic light just a second after the amber light gave way to the
red light. She started crying furiously and asked me why I passed the red light; I had no idea that she had been taught in her kindergarten about the virtue of obeying traffic lights. I had to return to the same traffic light and obey the law before she stopped crying (ever since, she has been
watchful while I drive). In reality, moral values result from constructive indoctrination during the cognitive development of children, a task that we have mostly made a lesser priority in Nigeria.
I had a wonderful experience while I wrote my thesis in the scenic environment of UM! I am hoping that future generations in Nigeria will enroll in Malaysian institutions for exchange programmes and leisure only, with the hope that Nigerian universities shall be revamped to world-class level to the benefit of people across the comity of nations. If only our leaders would
be that passionate!



UTM RESTRUCTURING 4.0

synergistic and multi-disciplinary. Silo practices is a thing "The 21st century higher education is at the brink of the of the past and is fast diminishing out of existence" 4th Industrial Revolution that is ruthlessly efficient,

UTM Restructuring 4.0: Overview of Concept*

1.0 – Age of R Cluster 2.0 – Age of 11 RA's 3.0 – Age of 5 RAs & Super-CoEs 4.0 – UTM 4.0

1st, Think Universal Prosperity and Well Being
2nd Think the Nation and Community
3rd Think UTM Prosperity and Well-Being
4th Think our own personal position and well being



Entrepreneurial People Focus on Great Customer Experience!

Place/Provision is the multiplier effect 2 from great

"people experience"

- 1. 21st century education & 4th Industrial Rev are i
- ruthlessly synergistic and multi-disciplinary
- Customers are often the best marketing agent.
- Their joy/ dissatisfaction could be viraled.
- 4. Efficiency & HPD help a. productivity , b.
- testimony & loyalty.
- Invest resources in staff training and customer
- relation grooming to deliver the best



#10 Transformed

HE Delivery

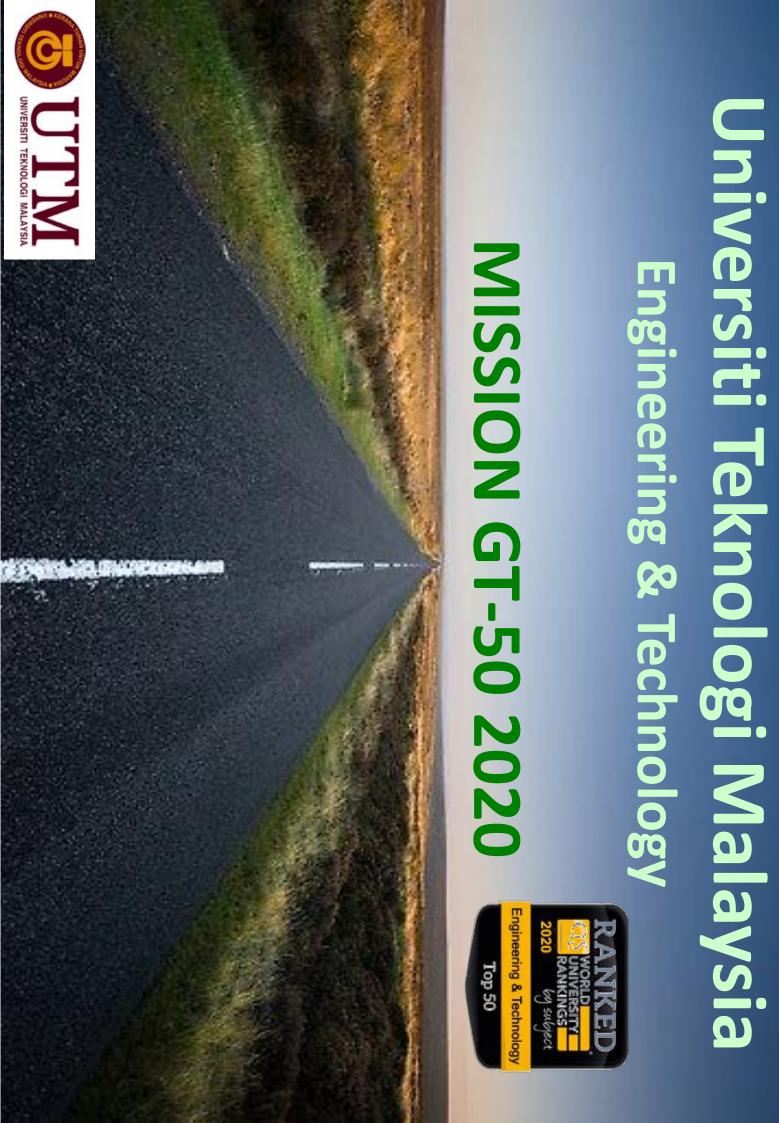
Teaching Excellence System DCP, NALI & HIEPs, Mentor-Mentee, Peer Review, Teaching Portfolio



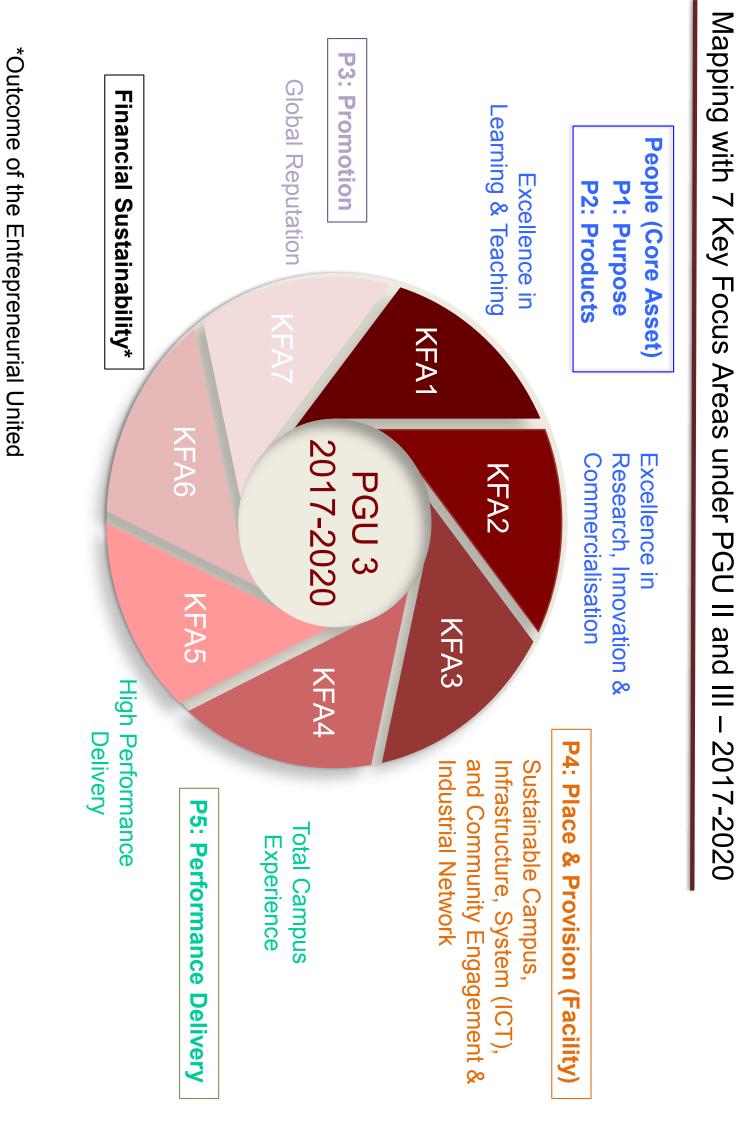


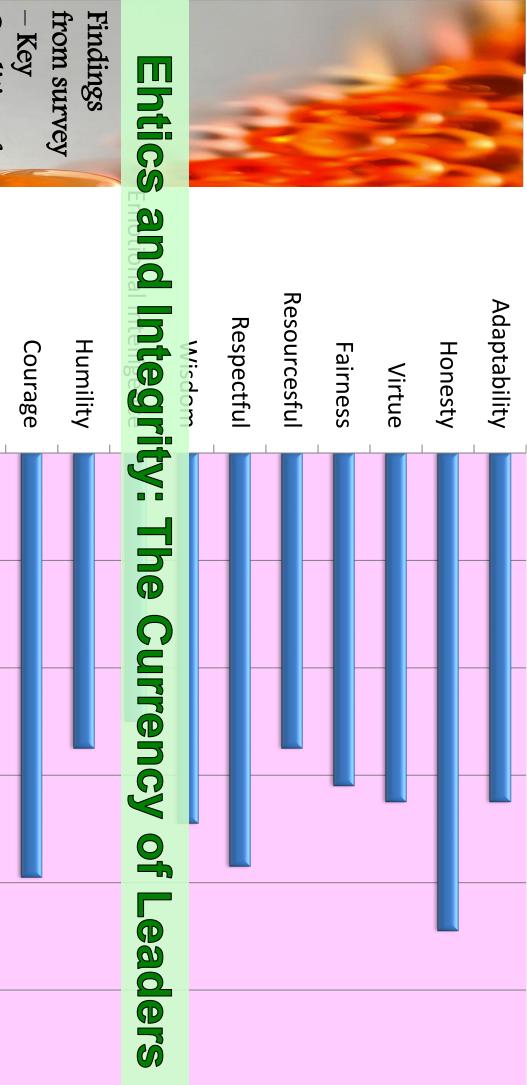


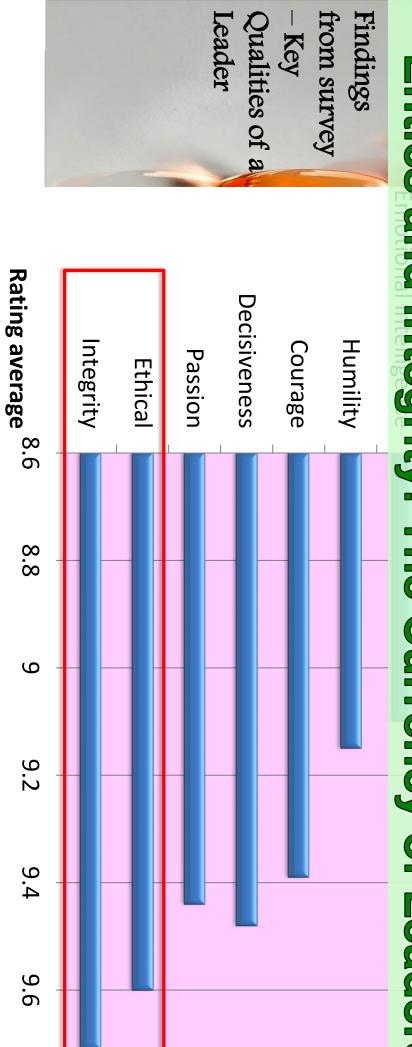












9.8

Disciplines & Code of Honour

(At-Taubah 9:41) | <Embed> | Malay Translation

cause of Allah. That is best for you, if ye (but) knew.

Go ye forth, (whether equipped) lightly or heavily, and strive and struggle, with your goods and your persons, in the

Address FS by

SEE YOU AT THE TOP!

- 1. Empowering People
- 2. Embracing the 5P disciplines for EVERY UTM staff
- 3. Being open, and embracing positive change
- **Be Entrepreneurially United**
- 5. Stay true to our mission & vision, with ethics, integrity



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Thank You