

Physical One Day Course On Words that project mind. How to master influencing language using the LAB profiles approach

BEM APPROVED CPD: 6

REF NO.: IEM24/HQ/527/C

**Training Mode:
Physical**



Approved Duration:
09/11/24 - 10/11/25

HRD Corp Serial No:
10001485443

~~21 January 2025~~ Rescheduled to
Date : 20 February 2025 (Thursday)
Time : 09.00 am - 05.30 pm
Venue : Auditorium Chin Fung Kee, Wisma IEM
Speakers : Ir. Al-Khairi Mohd Daud

Closing Date : 17 Feb 2025

REGISTRATION FEE'S (subject to 8% SST)

	ONLINE (NON HRDF Claimable) (Log-in for registration & payment: www.myiem.org.my/member/login.aspx)	NORMAL FEE (HRDF Claimable) (By Email : Payment by cash, credit card, bank-in & Invoice)
IEM Student Members	180.00	230.00
IEM Graduate Members	300.00	350.00
IEM Corporate Members	450.00	500.00
Non-IEM Members (Non of the Above)	900.00	950.00

1. Course Synopsis

Engineers have to communicate to relay their ideas to the stakeholders. Most of the time the information has to be communicated to non-engineers where simplicity of the language is paramount to ensure that they understand the objectives of the communication. Communication skills is very important as it is evaluated during the professional interview process.

The course is aimed to train engineers on the effective communication skills using a Language and Behaviour (LAB) Profiles developed by of Shelle Rose Charvet. By understanding the words that a person used in a sentence, his personality can be understood. Communication can be thus be done according to the traits of person. This is the secret of effective communication.

The speaker is a trained LAB profilers and a Neuro Linguistic Programmer (NLP) practitioner

2. Target participants

This course is aimed at engineers that want to influence their bosses, clients, colleagues and family members so that they can achieved the objectives of

3. By the end of the course the participants will be able to:

- Understand
 - How people get motivated,
 - How they process information
 - How they make decision
- Establish a deep level of rapport and communicate effectively with anyone
- Increase self knowledge and self esteem
- Create high performance teams by managing peoples' strengths instead of suffering from their weaknesses.



4. Trainer : Ir. Al-Khairi Mohd Daud



Ir. Al-Khairi Mohd Daud from Fageh Management has more than 30 years in engineering fields. Ir. Al-Khairi is passionate in understanding energy and practicing energy management. As such he has been the country expert for ASEAN Energy Management Accreditation Scheme (AEMAS) with Malaysia Green Technology and Climate Change (MGTC) that has trained certified energy managers (CEM) and accredited many organizations on Energy Management Gold Standard (EMGS) since 2010.

He is also a Registered Electrical Energy Manager (REEM) both with Energy Commission (EC) and Energy Commission of Sabah (ECoS) and a Professional Energy Manager under ASEAN Centre of Energy AEMAS program. As part of his journey on energy he explored the bioenergy where he practices Reiki, Aikido and Chiqong. Along the way he was introduced to Neurolinguistic Programming (NLP) to become the practitioner of NLP and the LAB profiles. He is currently the chairman for IEM Building Services Technical Division.

5. Moderator : Ir. Gary Lim Eng Hwa



Ir. Gary Lim Eng Hwa has a Bachelor of Engineering (Mech) from the University of Canterbury in 1978. He started working in the manufacturing environment and had over 20 years working experiences in various capacities as Industrial Engineer/Work Study Engineer, Project Engineer, Maintenance Engineer and Factory Management.

He then joined the Insurance industry as a Risk Engineer trained to conduct Fire Risk Assessment in all types of manufacturing industries.

Currently he is a committee member with Building Services Technical Division (BSTD) and Secretary/ Treasurer of Safety in Engineering Special Interest Group (SESIG). In 2016, he attended a certification course and awarded as the Approved ISO31000 Lead Trainer from the Global Institute for Risk Management standards G31000.



6. Course Program

TIME	PROGRAMME
08:30 am – 09:00 am	Registration of Participants, Welcome Breakfast at D'Place, Ground Floor, Wisma IEM
09:00 am – 09:10 am	Welcoming Speech by BSTD Representative
09:10 am – 10:40 am	<ul style="list-style-type: none"> • Developing rapport • Understanding the importance of communication for engineers
10.40 am - 11.00 am	Morning Coffee Break
11.00 am - 12.30 pm	Words that defined the language and behaviour <ul style="list-style-type: none"> • Motivation • Action
12.30 pm - 2.00 pm	Lunch
2.00 pm - 3.30 pm	Profiling using the LAB methodology
3.30 pm - 3.45 pm	Evening Tea Break
3.45 pm - 5.15 pm	Group practice. <ul style="list-style-type: none"> • Application of the LAB profiles in engineering communication.
5.15 pm - 5.30 pm	Q&A Session Closing Remarks by BSTD Representative



Hurry!
ATTENTION
GRADUATE MEMBERS

To **REACTIVATE** your membership,
you only need to pay:

- ✓ Annual Subscription 2024
- ✓ Reinstatement Fee RM 100



DON'T MISS THIS OPPORTUNITY!

CONTACT US

03-78900131 Pn. Fatimah
fatimah@iem.org.my

Only applicable until 31st December 2024 - seize the deal today!

REGISTRATION FORM

PHYSICAL ONE DAY COURSE ON

“WORDS THAT PROJECT MIND. HOW TO MASTER INFLUENCING LANGUAGE USING THE LAB PROFILES APPROACH”

21 JAN 2024 (TUESDAY) **CLOSING DATE : 17 JAN 2024**

Email : shahrul@iem.org.my / syafiq@iem.org.my

REGISTRATION FEE'S (subject to 8% SST)

	ONLINE (NON HRDF Claimable) (Log-in for registration & payment: www.myiem.org.my/member/login.aspx)	NORMAL FEE (HRDF Claimable) (By Email : Payment by cash, credit card, Quotation & Invoice)
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NAME	MEMBERSHIP NO. / GRADE	FEES (RM)
		Sub Total:
		SST Added 8% :
		Total Amount Payable :

PAYMENT DETAILS :

Cash RM_____

Cheque no._____for the amount of RM_____(non-refundable) .

FULL PAYMENT must be settled before commencement of the course, otherwise participants will not be allowed to enter the hall. If a place is reserved and the intended participant fails to attend the course, the fee is to be settled in full. If the participant failed to attend the course, the fee paid is non refundable. The Registration Fee includes lecture notes, refreshment and lunch.

For **ONLINE REGISTRATIONS**, please note that payment **MUST** be made **BEFORE the closing date**. If payment is not received within the stipulated time, the registration fee will be reverted to the normal registration fee.

Contact Person: _____ Designation: _____

Name of Organization: _____

Address : _____

Telephone No. : _____(O) _____(Fax No.)

_____ (H) _____(HP)

Email : _____

Signature & Stamp

Date