



Direct Skills Company Introduction

2016

Our Company

- Company Profile
- Direct Skills Training Service
- Meet the Team



Our Company

Direct Skills is a consultant, training and development provider, catering for companies searching to increase their employees skill set. Our mission is to deliver tangible results through competency-based skills training that incorporates company goals and visions whilst allowing individuals to flourish.



Our Differentiator

- Experienced Facilitators
- Practical Approach
- Customer Focused
- Customizable Content



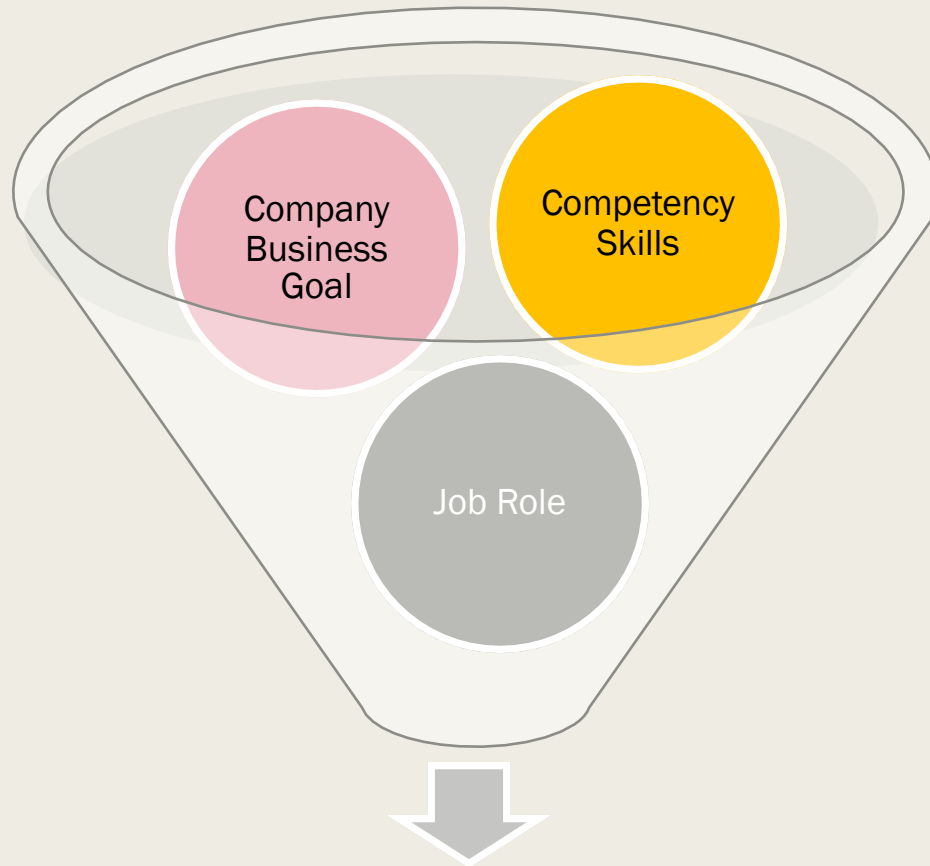
Our Approach



- Training and Consulting
- M.I.C.E
- ACCA Qualification

Training and Consulting

Typical Structure/Design



Training Roadmap

Sample Training Roadmap

Job Family	Competencies	Staff	Senior Staff	Manager	Senior Manager	Head Dept
		1	2	3	4	5
Actuarial	Analytical thinking, Conceptual Thinking, Information Seeking, Initiative	Problem Solving	PSDM - Problem Solving and Decision making	Innovative Analytical	Business Problem Solving	Critical Thinking and Creative Problem Solving
Sales	Impact and influence, Relationship building, Initiative	The Art of Influencing Skills	Power of Influencing and relationship building	Power of Plan and Negotiation	Analytical Thinking	The Art Of Leadership
Operation	Analytical thinking, Concern for Order, Initiative	Problem Solving	Proactivity Skills	L.E.A.D - Leadership Exploration and Development	Leading People and Organizational	Future Leader
Strategy/Business Development	Analytical thinking, Conceptual thinking, Initiative	Problem Solving	PSDM - Problem Solving and Decision making	Innovative Analytical	Business Problem Solving	Critical Thinking and Creative Problem Solving

Banking and Financial Institution Training



Technical Skills :

- Selling Skills
- Risk Management
- Wealth Management
- Financial Training

Behavioral Skills :

- Leadership Series
 - Management To Leadership
- Negotiation Skills
- Interpersonal Communication skills
- Train The Trainer
- Service Excellence
- Direct Sales Force Training (SPG/SPB)

Telecommunication, Tower, Property Development & Construction Industry **Training**

Technical Skills :

- Project Management
- Risk Management
- Contract Management



Behavioral Skills :

➤ Leadership Series

- Supervisory skills
- Leading People and managing performance
- Managing team Behavior

➤ Interpersonal

Communication skills

➤ Supply Chain

➤ Business Operation

➤ Writing Report skills

➤ Presentation Skills – English and Indonesian

➤ Direct Sales Force Training (SPG/SPB)

Retail and FMCG Industry Training

Technical Skills :

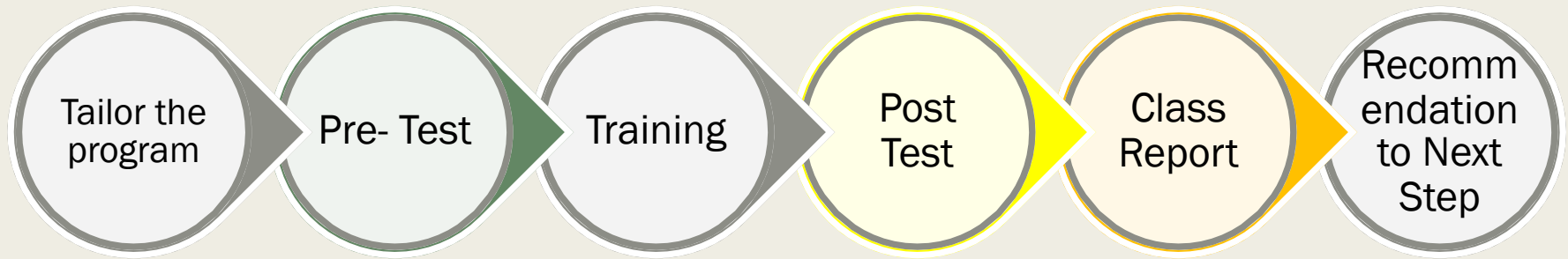
- Project Management
- HR Management
- Selling Skills



Behavioral Skills :

- Leadership Series
 - Supervisory skills
 - Leading People and managing performance
 - Managing team Behavior
- Interpersonal
- Communication skills
- Service Excellence for Brand Promotor
- Business Ethic
- Supply Chain
- Negotiation Skills
- Presentation Skills
- Direct Sales Force Training (SPG/SPB)

Our Typical Training Program Flow



M.I.C.E. at a Glance

Convention – Most Valuable Brand



-Jakarta-

Team Building – Nestle Nimcom Breakaway



- Seminyak, Bali-

Brand Activation – Nescafe Music Nation



- Rolling Stones, Kemang-

Annual Conference Abroad– Wall Street English



- Lisbon, Portugal -

ACCA Qualifications

ACCA by Numbers

ACCA (the Association of Chartered Certified Accountants) is the leading global body for professional accountants, founded in 1904 in UK. ACCA aims to offer business-relevant, first-choice qualifications to people who seek a rewarding career in **accountancy, finance and management**.

Students and
Members in

181
Countries

95

Offices around
the world

Global footprint that closely
matches many multinational
organisations

182+

different
nationalities

2013

178,000

Members

455,000

Students

Collaborate with

7,100

Leading
Companies

Collaboration with National Bodies



Strategic Partnership Agreement with IAI
(Ikatan Akuntan Indonesia)



MoU with IAPI (Institut Akuntan Publik
Indonesia)

Collaboration with Education Institutions



Why **ACCA**?

Skill Development is crucial in all business corporations. In today's day and age, **equipping talent** with the right skills and global knowledge is needed to compete against regional and global competition:



World-class, international standards and industry-relevant qualifications



Covers all aspects in Accounting, Finance & Management
with specialization in Financial Mgt., Performance Mgt., Taxation, and Audit & Assurance



Full support for **Flexibility** in study

DIRECTSKILLS> **Team**

Yusuf Seto– Director of Business Development



Qualifications

- Bachelor of Communication
- Certified Sales Trainer
- Certified in 7 Habits of Highly Effective People
- Practitioner of Sales and Marketing

SUMMARY OF EXPERIENCE

Yusuf is an experienced independent trainer who has trained more than 1000 participants from various industry Education ,Retail , Telco Tower , and Banking in the competencies of Selling Skills, Marketing , Business Skills and Leadership

CORE EXPERTISE

- Sales and Marketing Training
- Development and facilitation of Sales Leadership Training Programs
- Communication & Customer Service solutions strategy
- Leadership , Management Skills and Team Building
- Coaching and Mentoring

Pierre Edgcumbe– Operations Director



Qualifications

- Master of English Literature
- Bachelor of English Literature
- Practitioner in Management
- Practitioner in Training Management

SUMMARY OF EXPERIENCE

Pierre Edgcumbe is actively involved in Operation Excellence Program with various numbers of companies in Continuum Leadership, Supervisor & Manager Development Program, Time and Priority Management, Effective Communication, Problem Solving and Decision Making, etc.

Developed and Improved technical and generic skills of staff, identifying training needs based on competency assessments, development of a training modules, development implementation aligned to the Company strategy, delivery and measurement of development initiatives, implementation of career and development plans in organizations

Patrick M. Compau– Director of Communications



Qualifications

- Bachelor of Art In Broadcasting
- Management Professional Specialized In Training and Customer Service.
- Practitioner Of Communication Skill
- Practitioner In Non Government Sector

SUMMARY OF EXPERIENCE

Experienced management professional specialized in training and education with an international track record and more than twelve years of industry experience in Indonesia. Experience with non-government, government and private sectors. Proven ability to plan and execute strategy

Our Trainers – Lastri



Qualifications

- Bachelor of Art In Management
- Licensed Practitioner of NLP – The Society of NLP
- Practitioner of Communication Skill
- Professional Certification Authority

SUMMARY OF EXPERIENCE

An experience independent trainer who has trained more than 20K participants from various industry, banking, non-bank financial institutions, insurance, automotive, telco, oil & gas, media, lifestyle, and hospital in the competencies of Service Excellence, Effective Personal Productivity and Leadership

CORE EXPERTISE

- Development and implementation of Leadership program
- Development and facilitation of Leadership and Customer Service Training Programs
- Communication & Customer Service solutions strategy
- Leadership and Team Building
- Coaching and Mentoring

Training Activities





Our Clients



THANK YOU