



INDONESIAN
INSTITUTE OF
MANAGEMENT

YOUR
FUTURE COMPETITIVE
Edge

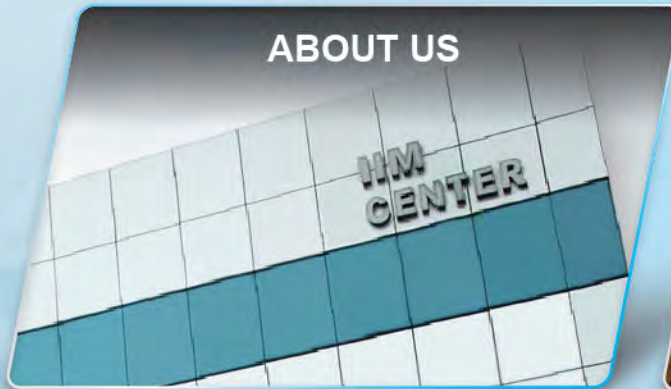
BLENDED LEARNING



iLearn
interactive learning

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LEARNING MANAGEMENT SYSTEM



PRODUCTION HOUSE



AUSTRALIAN INSTITUTE OF MANAGEMENT



ABOUT INDONESIAN INSTITUTE OF MANAGEMENT (IIM)

**IIM IS DEDICATED TO GIVING YOUR
ORGANIZATION A COMPETITIVE EDGE**

inspire.build.deliver

We have developed International standard modules and programs in the field of management, leadership, and banking.



IIM FOUNDER

PROFILE

Susanto Onie, M.Com., MQM., FAIM., SA Finsia, senior executive with over 30 years of experience in the local, global banking, and financial services industry. He is a Fellow at the Australian Institute of Management (AIM) and Senior Associate at the Financial Services Institute of Australia (FINSIA).

EXPERIENCE

- **Executive Director, Head of Channels**
UOB Bank, Indonesia
- **Senior Executive Vice President, Chief Credit Officer**
Danamon Bank, Indonesia
- **Vice President, Head of Financial Institution and Corporate Banking**
Westpac Banking Corporation, Indonesia
- **Marketing Director**
Chase Leasing, Indonesia
- **AVP Corporate and Investment Banking**
Chase Manhattan Bank, N.A., Indonesia



inspire.build.deliver



OUR JOURNEY

2004 : STARTING WITH A MISSION

Indonesian Institute of Management (IIM) was conceived to carry out Susanto Onie's mission to improve the banking industry in Indonesia by sharing his experience and knowledge in the field.



2005 : ESTABLISHED

IIM Training Center was established in Jakarta as a Center of Banking & Finance Training and Consultancy.

OUR JOURNEY

2006 : LAUNCHING

IIM was officially launched in 2006 by Indonesia's leading executives from the finance and management industry as well as AIM WA's (Australian Institute of Management Western Australia) CEO and Senior Officer of the Australian Embassy.



ACTIVITIES

- Conducting Management and Leadership Training for over 200 high school principals
- Management and Leadership Training for various Indonesian corporations in collaboration with AIM WA
- Training for Financial Industries, Credit Risk, Branch Management, and Quality Services
- Consulting for various corporations and banks

OUR JOURNEY

2016 : PRODUCT INNOVATION

IIM developed the first VIDEO BASED E-Learning in Indonesia by establishing iLearn (Interactive Learning Indonesia)



2019 : INTERACTIVE LEARNING

iLearn Indonesia officially launched

OUR JOURNEY



2019 : IIM & AIM WA

IIM become Authorised Representative of
AIM WA in Indonesia



HARVARD
BUSINESS SCHOOL



VISION AND MISSION

OUR VISION

To be the leader in Advanced Professional Development through integrated learning which contributes to creating a competitive edge for Indonesian Professionals

OUR MISSION



To provide modern learning environment through blended learning method

To deliver engaging, sustainable and practical learning experience for all levels



To build learning services from international and local experience to develop high competencies professionals

To establish strategic partnership with business communities to improve their organizational



ABOUT US



Why Indonesian Institute of Management?

We deliver various in-house training modules and customized learning programs developed to meet every client's needs

- **Over 15 Years** Experience in professional development
- **Over 6000** professionals have participated in our classes
- **Over 30 Companies** have used our services
- Our **Professional Trainers** have 20 to 30 years experience in their respective fields
- **100+ Programs** available for your Professionals

PROFESSIONAL DEVELOPMENT PROGRAM

SENIOR EXECUTIVE

BRANCH MANAGER

TEAM LEADER

ACCOUNT OFFICER

MANAGEMENT TRAINEE



CREDIT MARKETING

- Consumer
- Retail / SME
- Commercial
- High End Corporate Banking



BRANCH MANAGEMENT

- Branch Network Management
- Branch Business Development
- Marketing & Competitive Strategy
- Human Resource Management
- Branch Service Quality
- Branch Design & Layout
- Branding & Visibility



MANAGEMENT LEADERSHIP

- Essential Softskill to Support Professional Task

INTERACTIVE LEARNING

ILearn Indonesia uses the Blended Learning method (Combining Class Training or Online Lecture & Video Based e-Learning) for more flexible, convenient, and efficient training.

This combination aims to:

✓ EFFECTIVENESS



Users can learn e-learning module repeatedly at their own pace and join the Online Lectures Remotely from anywhere

✓ FLEXIBILITY



Users can learn anytime, anywhere, and on any device

INTERACTIVE LEARNING

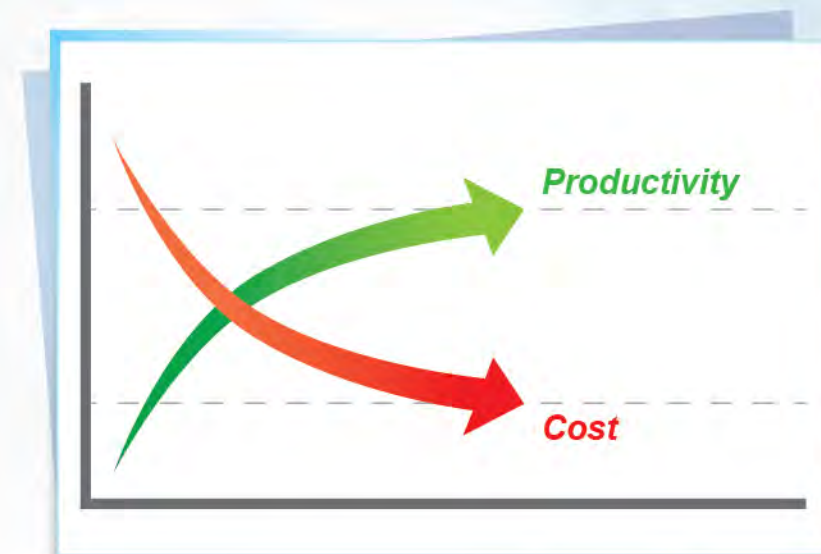
Blended Learning method also aims to:

✓ **CONCEPT & APPLICATION**

✓ **EFFICIENCY**



Prepare the participant before joining the class



Increase productivity, reduce training cost

E-LEARNING BENEFIT



REDUCE COST



ANYTIME, ANYWHERE, ANY DEVICE



CONSISTENT



PRODUCTIVITY



CUSTOMIZABLE



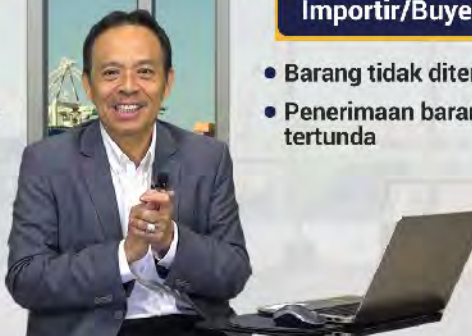
QUICK DELIVERY



CERTIFIED

LEARNING PROCESS

Every module consist of 20 - 30 segments
which requires 6 - 9 learning hours

OBJEKTIF & RISIKO PERDAGANGAN INTERNASIONAL		INTERNATIONAL COMMERCIAL TERMS				
RISIKO Exportir/Seller • Tidak dibayar • Pembayaran tertunda • Barang ditolak  Importir/Buyer • Barang tidak diterima • Penerimaan barang tertunda	 <table border="1"> <tr> <td>RISK EKSPORTIR</td> <td>RISK IMPORTIR</td> </tr> <tr> <td>COST EKSPORTIR</td> <td>COST IMPORTIR</td> </tr> </table> 1 DELIVERY ADALAH PERPINDAHAN RISIKO ATAS BARANG 2 DELIVERY DAPAT TERJADI DI LOKASI SELLER ATAU BUYER		RISK EKSPORTIR	RISK IMPORTIR	COST EKSPORTIR	COST IMPORTIR
RISK EKSPORTIR	RISK IMPORTIR					
COST EKSPORTIR	COST IMPORTIR					

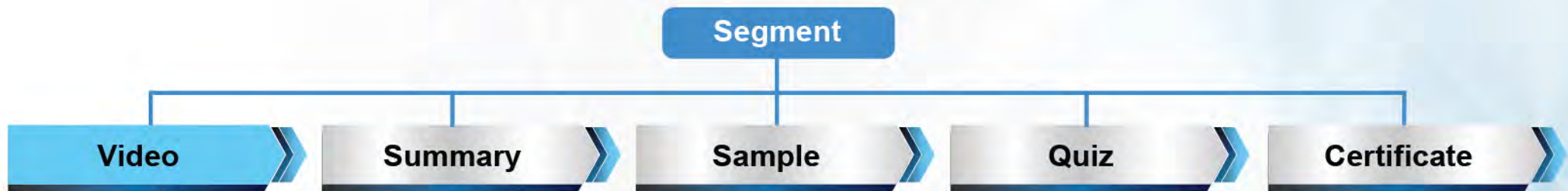
Segment 1



Segment 30

LEARNING PROCESS

To ensure the participant fully comprehends the material on an applicable level, every segment contains:

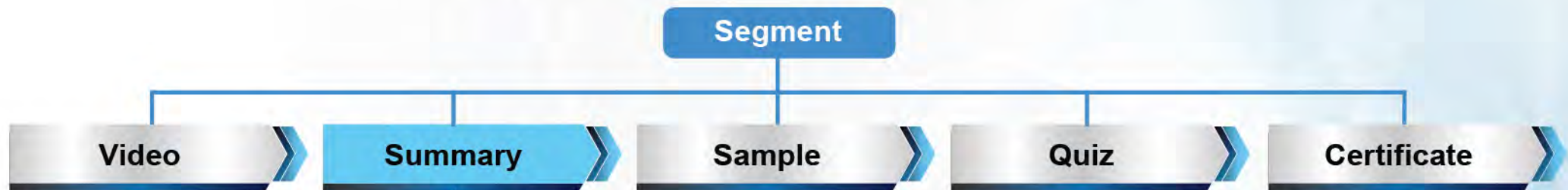


Learning Video

Participants will enjoy comprehensive lectures with computer generated charts, emphasis points, animations and graphics

LEARNING PROCESS

To ensure the participant fully comprehends the material on an applicable level, every segment contains:



TUJUAN PLANT VISIT

Tujuan:

1. **Melengkapi data dan informasi**
Melengkapi data-data dan informasi yang sudah dimiliki dengan data dan informasi tambahan yang belum dimiliki yang akan didapat di lapangan.
2. **Verifikasi data & informasi (interview)**
Verifikasi data-data pabrik yang sudah dimiliki, baik yang tertulis, verbal maupun data fisik di lapangan.
3. **Menggali potensi atau prospek bisnis**
Menggali potensi atau prospek bisnis-bisnis lain untuk bank. Misalnya: perusahaan ingin mengganti mesin, menambah tanah, atau memperbaiki sarana infrastruktur.

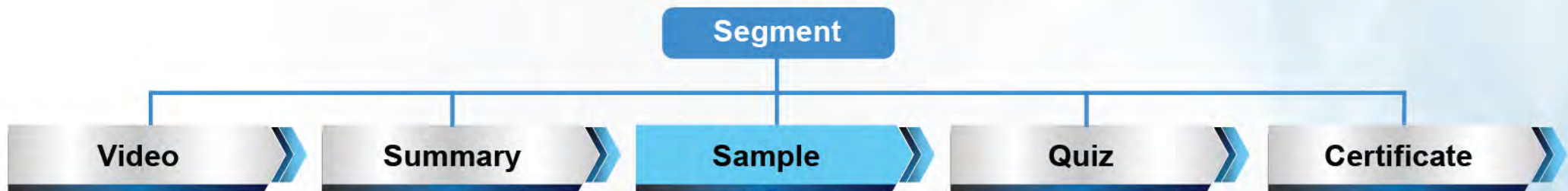


Summary

Summaries condense the core concepts learned into simple and practical statements

LEARNING PROCESS

To ensure the participant fully comprehends the material on an applicable level, every segment contains:



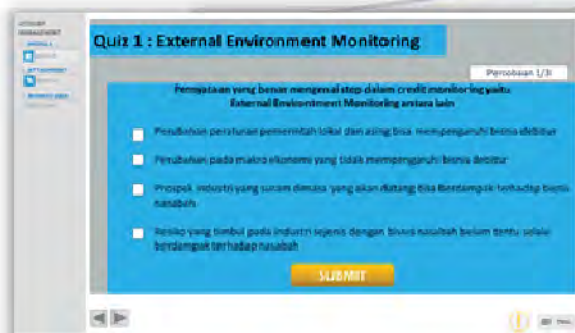
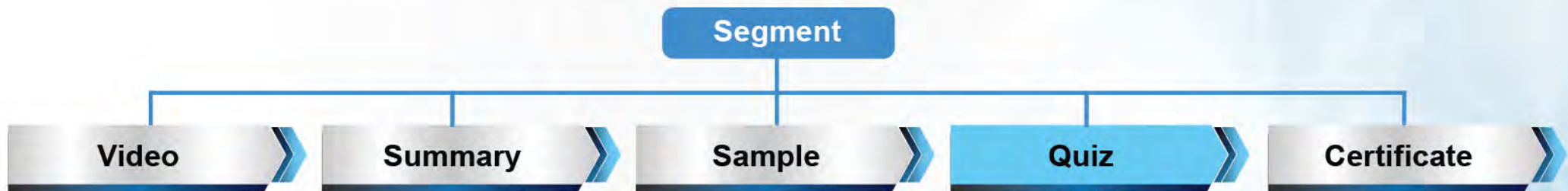
Sample

Actual examples for better explanation:

- Picture
- Video
- Story

LEARNING PROCESS

To ensure the participant fully comprehends the material on an applicable level, every segment contains:



Multiple Multiple Choice



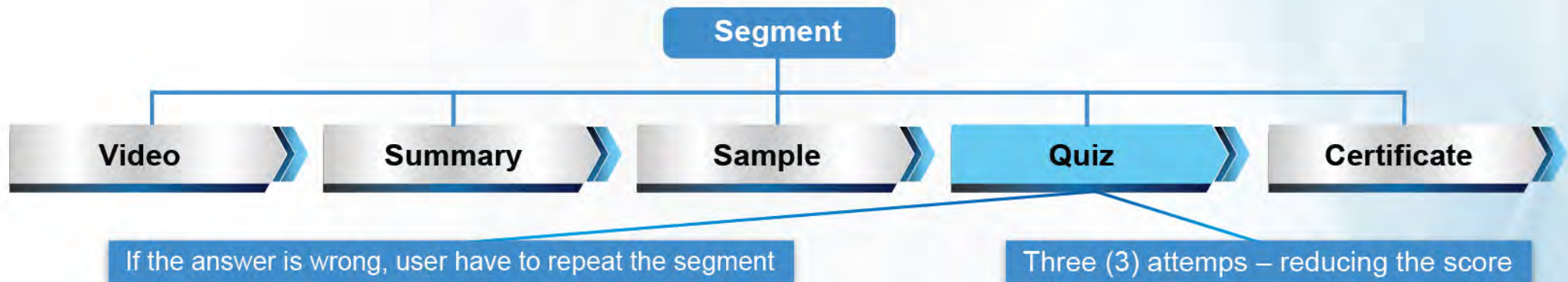
Essay



Drag & Drop

LEARNING PROCESS

To ensure the participant fully comprehends the material on an applicable level, every segment contains:



BASIC CONCEPT LENDING RATIONAL

1. Asset Conversion Lending (ACL)
2. Asset Protection Lending (APL)
3. Cash Flow Lending (CFL)

➡

QUIZ 28: PEMBIAYAAN ATAS DASAR APL

Pernyataan yang benar mengenai pembiayaan dengan metode asset protection lending antara lain:

- ☒ Bank harus melakukan monitoring dan control secara rutin serta berkala, walaupun penggunaan kredit bisa untuk jangka waktu yang sangat panjang
- ☐ Cash flow dari perusahaan tidak cukup untuk membayar cicilan pokok dan bunga
- ☐ Pinjaman diberikan dalam bentuk jangka pendek sedangkan ke

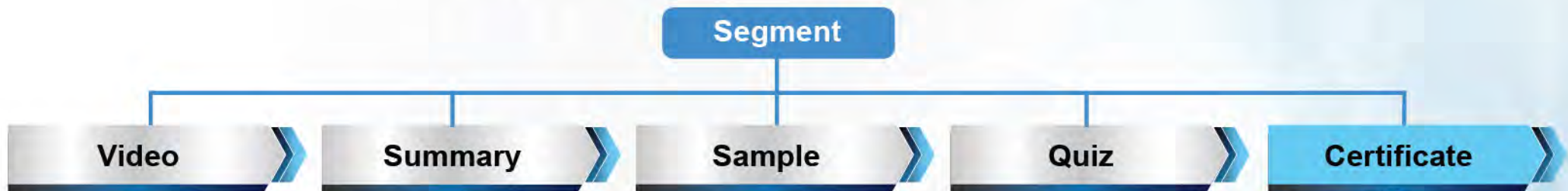
Jawaban Anda salah

Kembali

	Right	Wrong
Attempt 1	Score 100	Repeat
Attempt 2	Score 75	Repeat
Attempt 3	Score 50	Score 0 - Next

LEARNING PROCESS

To ensure the participant fully comprehends the material on an applicable level, every segment contains:



Certificate

Final score are calculated from all of quizzes result
The certificate will be sent to each participant



LEARNING MANAGEMENT SYSTEM (LMS)

Manage your own LMS for Wide Web Based Access

Why Our LMS?



Licensed LMS Software
(not an open source)



External IT Platform
(not Internal IT/Hardware)



**Multiple High
Security Platform**
Wizlearn Technology, Singapore



**Can be accessed
anytime, anywhere
any devices**



**Traceable &
Trackable Learning
Progress**



**Zero Investment for
Hardware, Software
& IT Manpower**



Unlimited Material Upload
Internal News, Briefing &
Product Knowledge



**Unlimited
Concurrent Login**
(at the same time)

PARTNER

Wizlearn Technologies

- ✓ Develop their own Learning Management System (**LMS**) software
- ✓ One of the largest **Internet Based Learning** in Singapore
- ✓ Serve local and overseas companies and government institutions
- ✓ More than **300 corporate clients**
- ✓ Better in **Technology and IT Security**

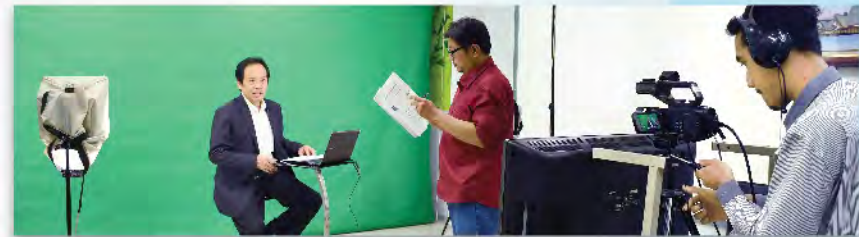


PRODUCTION HOUSE

We help our clients to develop their own customized e-learning modules

Why IIM Production House?

- ✓ Experience in script writing, editing, recording content
- ✓ Producing creative content and animation
- ✓ Video-Based content, that is engaging and attractive
- ✓ Using the Latest Production Tools to create high quality modules



PRODUCTION PROCESS



OTHER SERVICES

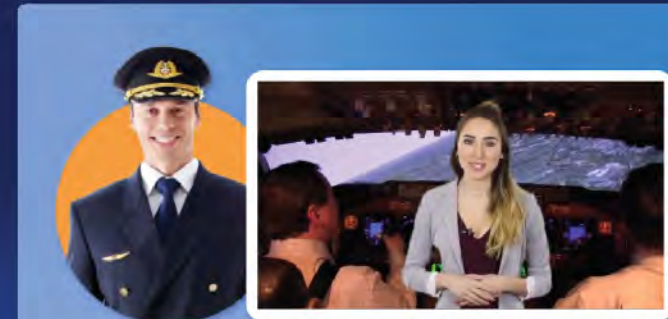
DIGITAL VIDEO BOOK

Create a video based material to replace traditional text book



TAILOR MADE E-LEARNING MODULES

Custom made for various industries



PROUD TO BE YOUR PARTNER



LIST OF MODULES

GENERAL BANKING	
SUBJECT	MODULE
1. INTRODUCTION TO BANKING	- About Our Bank - Bank Credit Strategy - Banking Products and Services - Bank Policy and Office Ethics
2. BANKING PRODUCT	Funding: Deposit, Saving, Investment Credit: Corporate Commercial and Consumer Services: Cash Management, Clearing, Transfer
3. BANKING OPERATION	Basic Operation
4. BANKING FINANCE	Banking Accountancy, Branch Profitability
5. FINANCIAL INSTITUTIONS	- Trade Finance - International Banking
6. BASIC TREASURY	Treasury Operation, Products, Money Market, Foreign Exchange

LIST OF MODULES

CREDIT & MARKETING	
SUBJECT	MODULE
1. PREPARATION FOR CREDIT	• Accounting for Credit Marketing Officer • Bank Credit Strategy
2. LENDING RATIONALE	• Introduction to Lending Rationale • Facility Structuring
3a. FINANCIAL STATEMENT ANALYSIS	• Spreading Financial Statement • Type and Mechanic Financial Ratio • Cash Flow Format • Financial Ratio Analysis • Statement Logic • Financial Projection
3b. FINANCIAL STATEMENT ANALYSIS - PROFORMA	• Current Account Analysis • Constructing Proforma Financial Report • Working Capital Needs Analysis • Debt Service Ability Analysis
4. LOAN STRUCTURING	• Loan Covenant • Collateral

LIST OF MODULES

CREDIT & MARKETING	
SUBJECT	MODULE
5. LEGAL	• Legal Aspect for Credit
6. INDUSTRY	• Industry Analysis
7. ACCOUNT MANAGEMENT	• Account Management
8. CREDIT APPROVAL MEMORANDUM	• Credit Approval Memorandum Format and Content • Comprehensive CAM Case Study • CAM Presentation
9. SOFT SKILLS FOR ACCOUNT OFFICER	• Prospecting New Lending Customer • Marketing Call • Plant Visit

LIST OF MODULES

BANKING OPERATION	
SUBJECT	MODULE
1. INTRODUCTION TO BANKING INDUSTRY	• The Nature of Financial Intermediation • Money and Interest Rate
2. BASIC OPERATION	• Introduction to Banking Operation • Current Account (Giro) • Savings Account (IDR) • Clearing System • Savings Account (Forex) • Real Time Gross Settlement (RTGS) • Inkaso / Collection • Loan Administration • Payment Points • Cash Management Operation
3. RISK MANAGEMENT	• Introduction to Risk Management • KYC • Anti Money Laundering

LIST OF MODULES

BANKING ESSENTIAL & CORPORATE DEVELOPMENT	
SUBJECT	MODULE
1. SALES AND MARKETING	• Selling Skill • Marketing Management • Managing Performance of a Sales Team • Customer Relationship for Sales • Dynamite Sales Presentations • Negotiating for Results • Selling Smarter
2. SERVICE QUALITY	• Service for Leader • Service Quality Standards • Customer Service Excellence • Managing Strategic Customer Service
3. BUSINESS ETHICS AND ETIQUETTE	• Ethics and Morals • Business Etiquette
4. TOTAL QUALITY MANAGEMENT	• Continuous Quality Improvement

LIST OF MODULES

BANKING ESSENTIAL & CORPORATE DEVELOPMENT	
SUBJECT	MODULE
5. PERSONAL AND TEAM DEVELOPMENT	• Effective Communication • Power of Influencing • Time Management • Presentation Skill • Negotiation Skill • Effective Workplace Relationships • Manage and Implement Change • Manage Work Priorities • Stress Management • Building Client Relationship • Problem Solving and Decision Making • Developing Emotional Intelligence • Communication for Small Business • Communication Strategies • Influence and Persuasion • Self Leadership

LIST OF MODULES

BANKING ESSENTIAL & CORPORATE DEVELOPMENT	
SUBJECT	MODULE
6. MANAGEMENT AND LEADERSHIP	• Coaching and Mentoring Skills • Supervisory Skill • Workplace Leadership • Effective Leadership • Team Effectiveness • Developing High Performance Teams • Appraising and Managing Performance • Change Management • Business Leadership • HR for Non HR Manager • Meeting Management • Motivation Training • Team Management • Team Building
7. BUSINESS MANAGEMENT	• Basic Business Management • Business Process Management

ABOUT AIM WA



WELCOME TO AIM WA

AIM WA is a private not-for-profit organization that was established in 1957. We are based in Perth and operating in Western Australia, nationally and internationally. We focus on competency based learning for all levels of management, leadership and professional development.

ABOUT AIM WA



AIM WA DIFFERENTIATORS



Over 61 years track record in competency-based learning



Comprehensive range of programmes and services



Focus on practical, relevant and immediately applicable knowledge, skills, and attributes



Focus on quality, performance and productivity, improvements, and tangible returns



Very successful programmes delivered in Asia

OUR SERVICES

Membership

- Corporate Membership
- Personal Membership

Learning and Development

- Short programmes
- Qualification programmes
- International Seminars

Consulting Services

- Organisational Development
- Leadership & Management
- Performance Improvement

Coaching Services

- Leadership & Management Effectiveness
- Functional & Specific Expertise
- Qualification programmes
- International Seminars

Higher Education

- Graduate Certificate
- Graduate Diploma
- MBA Degree by Project



OUR SERVICES

Professional Development Areas

- Leadership and Management at All Levels
- Personal and Professional Effectiveness
- Supervision, Frontline Management and Occupational Health and Safety (OHS)
- Project Management
- Contract and Risk Management
- Process and Business Improvement
- Sales and Marketing
- Quality Auditing
- Human Resources, Training, Finance and Administration
- Customer Excellence



AIM WA INTERNATIONAL

AIM WA International delivers globally recognized, competency based leadership and management training to public and private sector entities

There are four (4) types of international core delivery services:

- ✓ **Offshore Programmes: Mainly in-Company and Customized**
We deliver customized solutions within clients organizations overseas
- ✓ **Inbound Programmes to Perth**
Overseas clients travel to Perth to undertake in-house modules or programmes or attend AIM WA Open programmes
- ✓ **Business Leadership Programmes Overseas**
We deliver international programmes overseas for Western Australia's leaders and managers, e.g 'China Connect'
- ✓ **Recognition of Prior Learning (RPL)/Current Competency**
We assess an individuals current competency against several performance criteria set-up by the Australian Skills Qualifications Authority (ASQA) via a 'Portfolio of Evidence'



AIM WA INTERNATIONAL

AIM WA International delivers globally recognized, competency based leadership and management training to public and private sector entities

AIM WA International Flagship Programmes

- High Performers Leadership Development Programme (HPLDP)
- Global Students Leadership Development Programme (GSLP)
- Applied Management and Leadership Development Programme (AMLDP) - for Middle Management
- Leadership and Decision Quality in a Dynamic Environment (LDQ) - an organization simulation - for Senior Management
- Senior Executive Forum (annually in Perth) with Harvard Faculty
- Certified Training Professional (CTP)
- Women Who Lead (2019)
- Planning and Implementing Effective Strategy (2019)



PROGRAMMES FOR INDONESIA

IIM collaborates with AIM WA in open/public programmes held in Perth, Western Australia and in-house/customized programmes

Indonesia is Australia's closest neighbor and an important international partner. AIM WA International has an extensive history of working with clients from both government and private sector backgrounds in Indonesia, including with IIM as our partner in Indonesia.



PROGRAMMES FOR INDONESIA

Open programmes held in AIM WA Perth, Western Australia

- ✓ **Senior Executive Forum (SEF) — residential in Perth**
 - Facilitated by 2 x Harvard Faculty
 - 3-days short and sharp forum for senior leaders and high performers in both the private and public sectors
- ✓ **Advanced Management Program (AMP) — residential in Perth**
 - 6-days programme
 - A leadership programme from joint venture between the Australian Institute of Management Western Australia (AIM WA) and the University of Western Australia Business School
- ✓ **Executive Development Course (EDCO) - in Perth**
 - 5-days programme for technical or discipline-based individuals pipelined for management and leadership roles
- ✓ **Other Open Programmes as needed by the individual(s) - in Perth**



AIM WA MAJOR CLIENTS

Serving more than 300 Local and International Clients

AUSTRALIA



INDONESIA



MALAYSIA



WIDER REGIONAL





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