



# Training Opportunity for Businesses

## Competitive Business Strategy and Decision Making, October 21-25, 2019

**F**SMDB Development & Finance Training Institute (DFI) in partnership with the Asia Business Consultants, Inc. (ABC) will be conducting a week-long training workshop on Competitive Business Strategy and Decision making for interested entrepreneurs and businesses owners in the FSM. Interested parties must be registered and accepted to confirm available seats. Acceptance will be on first come first serve basis.

### **ABOUT THE COURSES:**

#### **Competitive Business Strategy for small businesses & Decision Making (5 days)**

The **Competitive Business Strategy** course provides entrepreneurs and small businesses a road map to design strategy to improve their services or products. Participants get to define their mission and vision and establish their position vis-a-vis their competitors. At the end of the workshop, the participants would have a model to focus on in improving their businesses or products. The second part covers the **Decision Making** course for Managers and takes the last two days of the week. The focus is to train business owners and managers on how to quickly make or assess decisions, manage risks, pinpoint and correct problems and breakdown complex situations. In addition, participants will learn how to harness difficult differences in working together.

### **DURATION:**

5 days. Monday to Friday, 8:30 am to 4:30 pm

### **TRAINING METHODOLOGY:**

Lectures, presentations, demonstrations, case studies, group work and computation exercises.

### **WHO SHOULD ATTEND?**

Business managers, assistant managers, Accounting, Marketing and /or Finance officers/executives. Business Owners, and entrepreneurs, including Small businesses owners, (Husband, wife and children who have a hand in the business).

### **Register NOW!**

Courses: Competitive Business & Decision Making  
October 21-25 2019 in Kolonia, Pohnpei. Registration closes on October 11, 2019.

### **ABOUT THE TRAINER**

Mr. Orlando P.Pena, MS, DPM, is the President of Asia Business Consultant, Inc., since 1985. He has been involved in training the above topics in many corporate clients including the World Bank, the programs of the UNDP, ITC of the UN, and the ADB. He is a retired banker having had experience in credit card operations, small business lending, and branch operation. He has been associated with development projects of the Philippine Government. He was the President of the People Management Association of the Philippines, and Founding Secretary General of the Association of Development Finance Institutions in Asia and the Pacific (ADFIAP). He holds many awards for his achievements including a Distinguished Alumnus Award from his Alma Mater the University of the Philippines CBA.

Telephone: (691) 320-2840/5300/2419; Fax (691)320-2842



## **Development & Finance Training Institute**

### **TRAINING REGISTRATION FORM**

**Instructions:** Please fill out this Registration form completely and return it along with course fee payment to FSM Development Bank Headquarters or at any of its Branch offices before or on **October 11, 2019.**

**Presented by Asia Business Consultants, Inc.**

**Sponsored by FSMDB Development & Finance Training Institute**

**Topics: Competitive Business Strategy For Small Business (3 days)**

**Decision Making workshop (2 days)**

**Dates:**

October 21-25, 2019

**Location:**

Kolonia, Pohnpei FM 96941

**Training sessions are scheduled to start from 8:00 am to 4:30 pm.**

**Registration Fee \$500.00 per participant (full-week)**

**Registration fee of \$500.00 per participant is required for confirmation for the above training courses to be made payable to FSM Development Bank, Headquarters in Kolonia, Pohnpei FM or any of its branch offices in Chuuk, Kosrae and Yap State.**

**PARTICIPANT INFORMATION**

Full Name: \_\_\_\_\_

Position Title: \_\_\_\_\_ Gender: *Male* ☐ *Female* ☐

Mailing Address: \_\_\_\_\_ Telephone Number: (\_\_\_\_\_) - \_\_\_\_\_

Email Address: \_\_\_\_\_ Company/Organization Name: \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

**PAYMENT INFORMATION**

FSMDB reserves the right to cancel the scheduled courses if the minimum number of participants is not met. Please choose a payment option below:

☐ Payment by Cash ☐ Payment by Check ☐ Payment by Credit Card ☐ Other forms (specify): \_\_\_\_\_

Authorizing Officer: \_\_\_\_\_ Title: \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

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