

Create the  
Better Version  
of You!

[www.dteconsult.com.my](http://www.dteconsult.com.my)



2003-  
**2023**



**HRD  
Training  
Provider**

**DTE CONSULT SDN BHD (DTec)**  
623941-A

# Introduction

The dawn of a new millennium brings on new dreams, new expectations, and the rebirth of a new company.

Datuk Dr. Tengku Naufal Tengku Mansor is the Founder and Master Trainer of DTE Consult Sdn Bhd (DTeC) which was incorporated in 2003. He brings numerous unique skills to the company, which makes his corporate demand among numerous companies very high. He has developed, guided and mentored by many professionals such as Dr. Edward de Bono and Prof. Dr. William J. Rothwell during his training.

DTeC is a business development, consulting, and training organization that provides customized support with interventions designed for specific organizational needs. Our programs fully embrace "breakthrough" actions while ensuring that your organization maintains its primary focus, exceeding client's expectations while meeting the company's revenue targets.

We are committed to help organizations increase their productivity through better use of their human resources and to enable client companies to achieve real competitive advantages. DTeC helps organizations and leaders succeed at every turn. Many organizations have experienced the positive impact of our practical approach.

We look forward to developing a supportive and on going relationship with your organization.

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2003-2023



# Mission Statement

Simple and direct a To provide  
Dynamic Training with Excellent  
Consultancy in view of achieving  
effective outcome to suit the  
client's needs.



# Why DTeC ?

Pre-workshop dialogue/contacts are utilized to develop a strong sense of the current environment and skill level of the participants.

**Customized programs focus on your company's business needs.**

When necessary facilitators are involved in all phases of the process, ensuring continuity of purpose and the effectiveness of the learning process;

providing credibility to program content.

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**Train The Trainer**  
Seminar Mengarusperai  
Dalam Pembangunan Luar Biasa  
Daerah Nabawan  
30 & 31 July 2023  
3pm to 6pm

**Datuk Dr. Tengku Naufal**  
Consultant/Coach/Master Trainer

**APTAIN**  
WITH STENY AGUSTAF



**Datuk Dr. Tengku Naufal Mansor**  
Director, Consultant & Master Trainer DTEC Konsultansi Dinamika  
THURSDAY, JANUARY 24th 2019 | 8 - 9 AM



**DATUK DR. TENGKU NAUFAL**  
Pakar Motivasi



**Bicara Ikon Wanita**  
Kepentingan Sokongan Laki-Laki  
dalam Memperkasakan Wanita

Sambutan Hari Wanita Antarabangsa 2023  
Kementerian Perpaduan Negara  
7hb. Mac 2023

**LEADERSHIP COMMUNICATION FOR BROADCASTERS**  
Effective Conversation With EOFC Model & CEP Model

**Datuk Dr. Tengku Naufal**  
Consultant/Coach/Master Trainer



(Pakar Motivasi)

**apa kata Dr. TN?**  
Isnin - Jumaat 8.15 pagi

ARB's Talent Retention for Future Leaders  
Ideas Hotel, Kuala Lumpur  
1st, 2nd & 3rd March 2023

**Datuk Dr. Tengku Naufal**  
Consultant/Coach/Master Trainer



**THE 10 WAYS**  
To Ensure Compelling Personality & Brand Image

**Datuk Dr. Tengku Naufal**  
Consultant/Coach/Master Trainer



— Today is our —

Create the Better Version of You!



Thank you employees for your contribution

**Datuk Dr. Tengku Naufal**  
Consultant/Coach/Master Trainer





# Master Trainer



**Datuk Dr. Tengku Naufal**  
Consultant/Coach/Master Trainer

Datuk Dr. Tengku Naufal Tengku Mansor (PMW) is an authorized and official certified facilitator of HumaNext, New Jersey USA in Applying Emotional Intelligence (EQ) at Work; Critical Conversations; and Creativity & Innovation at Work. He was an Independent Certified Trainer for Edward de Bono's Six Thinking Hats. Recently, Dr. Tengku Naufal is a Certified Kirkpatrick's Training Effectiveness Analysis (TEA) Consultant/Trainer (Bronze Level).

He obtained an LLB (Hons) from the International Islamic University, Malaysia (IIUM) and an LLM (Corporate and Commercial Law) from the London School of Economics and Political Science (LSE), University of London. He is also a Master degree holder in Corporate Communication (M.Sc. Corporate Communication) from Universiti Putra Malaysia (UPM). He obtained his Doctoral Degree in Business Administration (DBA) specializing in Uncertainty Management during Organizational Change from the University of South Australia (UniSA).

Datuk Dr. Tengku Naufal is specially trained in the field of Human Resource and Practical Counselling at the University of Westminster, London and City & Guilds, London where he was awarded Special Certificate in Helping Relationships. Dr. Tengku Naufal was also awarded a Certificate in Change Management & Performance Consulting by Penn State University, USA under the supervision of Prof. Dr. William Rothwell. He was also a Peer Counsellor at the International Islamic University, Malaysia.

Datuk Dr. Tengku Naufal is an Advocate & Solicitor of the High Court of Malaya, a Syarie Counsel and Syari'ah Family Consultant of Syari'ah Courts of the Federal Territories and a part-time lecturer in Business Law & Ethics and Organizational Behaviour (OB) for MBA students at Putra Business School, UPM. He was a part time lecturer in Family Law and Employment Law at the Department of Social Administration and Justice, University of Malaya, Kuala Lumpur from 1997 till 2000.

He is currently a frequent guest speaker for the legal literacy training and empowerment programmes for women organized by the Ministry of Women, Family and Community Development of Malaysia, capacity of which allowing him to appear as speaker in ASTRO's 'Primadona', TV3's 'Wanita Hari Ini' and RTM 1's Respons. Datuk Dr. Tengku Naufal was one of the recipients of the Malaysian Prime Minister's 'Respek Wanita' Award during the National Women's Day Celebration, 2013 and he was also appointed as 'Rakan Wasatiyyah' by Institut Wasatiyyah Malaysia in 2015.

He is also the Managing Director and Master Trainer of DTE Consult Sdn Bhd, organizing courses relating to Quality and Creative Thinking, Team-Building, Legal Management, Corporate Communication and Human Resources Development. He is a member to the Malaysian Institute of Management (MIM) and Malaysian Institute of Human Resources Management (MIHRM).



# What We Offer?

DTeC designs and develop training options which are tailored to meet specific needs of the organization.

These are based on an in depth assessment and analysis of the existing level of performance, and the level of performance which the organization wishes to achieve.



## Create the Better Version of You!

**Dynamic Managers** – To make the participants aware of the true role of managers in an organization and to fully develop the sources of their strengths so that these shall be utilized to the maximum level towards the excellence of the organization as a whole.

**Dynamic Leaders** – “Leaders are created and trained, not born”. Participants will unearth and realise their hidden talents and leadership qualities in themselves.

**Dynamic Thinking** – To promote quality thinking. Also to expose and manoeuvre human mind towards strategic, structured, systematic as well as creative methods of thinking.

**Create the  
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Management

**Dynamic Negotiation** – To provide contemporary knowledge and practical skills on negotiation principles and process.

**Dynamic Committees** – To provide participants with the basic organizational management skills for the relevant organizations led by them with special focus on the process of planning, supervising and implementing effective programs for the members.

**Dynamic Coaches & Supervisors** – To provide participants with the relevant coaching and supervising skills especially tailored for managers and personnel at the executive level.

**Dynamic Change** – To provide knowledge and skills in managing organizational change.

01





**Dynamic Culture** – To expose participants on the reality of the working environment with diverse kind of people with various kind of background and culture, hence the need to manage the diversity towards better productivity.

**Dynamic Decision Making** – To provide contemporary skills in problem solving and creative decision making.

**Dynamic Team** – To build team spirit in an organization with a strong bonding among the team members based on career motivation and productivity oriented and healthy perspectives towards the job.

**Dynamic Organizers** – To enable participants to apply the effective and practical skills in time management and personal development in facing and managing life in view of attaining holistic self excellence.

**Dynamic Crisis** – To provide participants with the practical knowledge of managing crisis : forecasting, dealing and the aftermath, which will enable participants to maintain and sustain the organization's image and reputation.

**Dynamic Performance** – To appreciate the practical and effective performance management model/application as well as the phases in performance management in view of creating a dynamic organization

**Dynamic Trainers** – To expose training officers in understanding the whole anatomy of training inclusive of Training Needs Analysis (TNA), Training Delivery and Training Effectiveness Analysis (TEA) with Kirkpartick's Model.

**Dynamic Interpersonal** – To provide the basic interpersonal communication skills among participants in view of enhancing their self-confidence in interacting at work

**Dynamic Communication** – To promote a better and professional ways of communicating and presenting among executives.

### Dynamic Selling & Sales Management

– To provide the experiential learning on how to influence and convince prospect customers to buy the product professionally.

### Dynamic Presentation

– To help participants in identifying and applying the effective presentation skills at work.

### Dynamic Interview

– To expose participants with the current trend of job interview and its preparation; inclusive of resume writing.

**Dynamic Customer Management** – To provide the participants with the relevant knowledge and skills of customer care & management focusing on managing difficult customers.

Communication Skills

03

Sales & Customer Service

02



**Dynamic Interpersonal** – To provide the basic interpersonal communication skills among participants in view of enhancing their self-confidence in interacting at work.

### **Dynamic Communication**

– To promote a better and professional ways of communicating and presenting among executives.

**Dynamic Employers/Employees** – To provide the basic training on rights and obligations of employees and employers under the contract of employment in view of attaining harmonious industrial relations with reference to the relevant applicable laws in Malaysia.

04

Personal Skills



### **Dynamic Presentation**

– To help participants in identifying and applying the effective presentation skills at work.

**Dynamic Interview** – To expose participants with the current trend of job interview and its preparation; inclusive of resume writing.

05

Legal



**Dynamic Family** – To stress on the contemporary family issues with the explanation and experiential learning on husband's and wife's legal rights in marriage with reference to the relevant applicable laws in Malaysia.

**Dynamic Contract** – To provide insights and basic knowledge on elements of contract in view of interpreting and drafting common contract clauses with reference to the relevant applicable commercial laws in Malaysia.

**Dynamic Entrepreneurs** – To expose participants with the basic inputs in relation to the establishment, administration and management of a company with reference to the relevant applicable laws in Malaysia.

**Dynamic Directors** – To provide inputs and experiential learning on legal role, rights and responsibilities of directors of a company incorporated under the Companies Act 1965.

# OUR PROMINENT CLIENT

## Government Agencies

Department of Women, Ministry of Women, Family and Community Development, Malaysia (JPW)

TalentCorp

Lembaga Penggalakan Pelancongan Malaysia (Tourism Malaysia) Ministry of Tourism, Malaysia

Polis Diraja Malaysia (PDRM)

Museum & Antiquity Department, Ministry of Culture, Art & Heritage, Malaysia

Jabatan Perkhidmatan Awam (JPA)

Jabatan Perdana Menteri (JPM)

Jabatan Penyiaran Malaysia (RTM)

Jabatan Akauntan Negara Malaysia (ANM)

Jabatan Perlindungan Hidupan Liar & Taman Negara (Perhilitan)

Jabatan Pengairan dan Saliran Malaysia (JPS)

Jabatan Latihan Khidmat Negara (JLKN)

Jabatan Perpaduan Negara & Integrasi Nasional (JPNIN), JPM

Jabatan Kesihatan Negeri Selangor

Sarawak Islamic Information Centre (SIIC)

Biro Wanita Sarawak

Jabatan Agama Islam Sarawak (JAIS)

Pejabat Perhubungan Negeri Sabah, KL

Jabatan Hal Ehwal Wanita (JHEWA) Sabah

Kementerian Belia dan Sukan (KBS) Sabah

Lembaga Pembangunan Perumahan & Bandar (LPPB) Sabah

Ministry of Higher Education (KPT), Malaysia

Ministry of Public Works (KKR), Malaysia

Ministry of Defence (MINDEF), Malaysia

Ministry of Human Resources (MOHR), Malaysia

Ministry of International Trade & Industry (MITI), Malaysia

Malaysia External Trade Development Corporation (MATRADE)

Kementerian Kemajuan Luar Bandar & Wilayah (KKLW)

Terengganu State Secretary (Local Government & Human Resources Development)

Unit Komunikasi (UKOM) Terengganu

Penang State Secretary (Corporate Communication & HRD)

Social Institute of Malaysia (ISM)

NAM Institute for Empowerment of Women (NIEW)

State of Selangor Museum Authority

Federal Land Development Authority (FELDA)

Multimedia Development Corporation (MDEC)

National Valuation Institute (INSPEN) Ministry of Finance, Malaysia

National Entrepreneurship Institute (INSKEN)

Perbadanan Perwira Niaga Malaysia (PERNAMA)

Suruhanjaya Perkhidmatan Awam Malaysia (SPA)

Perbadanan Putrajaya

Majlis Bandaraya Pulau Pinang (MBPP)

Majlis Perbandaran Subang Jaya (MPSJ)

Majlis Perbandaran Kelang (MPK)

Majlis Perbandaran Johor Baharu Tengah (MPJBT)

Majlis Daerah Kemaman (MDK)

Institut Tadbiran Awam Negara (INTAN)

Institut Kemahiran Baitulmal, Majlis Agama Islam Wilayah Persekutuan

Hospital Kuala Lumpur (HKL)

BERTAMBAH MUTU



# OUR PROMINENT CLIENT

## Corporate Bodies

Lembaga Tabung Haji (TH)  
 Celcom Axiata Berhad  
 Amanah Raya Berhad  
 Perusahaan Otomobil Kedua (PERODUA)  
 Prokhas Sdn Bhd  
 Lembaga Getah Malaysia (LGM)  
 ICFE Group of Companies  
 Centre for Modern Management (CMM) Sarawak  
 Exxonmobil Exploration & Production (M) Inc.  
 Bank Pembangunan Malaysia Berhad  
 Export-Import Bank of Malaysia (Exim Bank)  
 Sabah Development Bank Berhad  
 Specialist Management Resources Sdn Bhd  
 SMR HR Services Sdn Bhd  
 Hewlett-Packard (M) Sdn Bhd  
 MRS Management Sdn Bhd  
 Bina Puri Holdings Berhad  
 Avago Technologies (M) Sdn Bhd  
 Avago Technologies (Singapore) Pte Ltd  
 Panasonic Manufacturing (M) Sdn Bhd  
 Utusan Melayu (M) Berhad  
 Takaful Nasional Sdn Bhd  
 Mewah Oil Sdn Bhd  
 Persatuan Kebajikan Kakitangan PETRONAS  
 Tenaga Nasional Berhad (Distribution)  
 Toko Electronics (Sarawak) Sdn Bhd  
 TYCO International  
 Kenanga Group of Companies  
 PTD Technologies (Brunei) Pvt Ltd  
 Pan Pacific Hotel KLIA  
 Park Royal Hotel

## Education & Higher Learning Institutions

Higher Education Leadership Academy (AKEPT)  
 Bahagian Education Malaysia (EM), KPT  
 Universiti Malaya (UM)  
 Univertiti Teknologi Malaysia (UTM)  
 UTM School of Professional and Continuous Education (UTMSPACE)  
 Universiti Putra Malaysia (UPM)  
 Univerisiti Utara Malaysia (UUM)  
 Universiti Teknologi MARA (UiTM)  
 Universiti Malaysia Pahang (UMP)  
 Universiti Malaysia Sabah (UMS)  
 Universiti Malaysia Terengganu (UMT)  
 Universiti Malaysia Sarawak (UNIMAS)  
 Universiti Pendidikan Sultan Idris (UPSI)  
 Universiti Pertahanan Nasional Malaysia (UPNM)  
 International Islamic University Malaysia (IIUM)  
 International Centre for Education in Islamic Finance (INCEIF)  
 International Shari'ah Research Academy for Islamic Finance (ISRA)  
 Universiti Pertahanan Nasional Malaysia (UPNM)  
 Politeknik Sultan Mizan Zainal Abidin, Dungun, Terengganu  
 Politeknik Merlimau, Melaka



Dynamic  
Training  
Excellent  
Consultancy

**DTE CONSULT SDN BHD (DTeC)**

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- Management Thinking
- Leadership Communication
- Training Effectiveness Analysis(Kirkpatrick's)
- Gender In Development