



# JAKARTA | DTeC PROFILE INDONESIA 2020



**Dynamic  
Training  
Excellent  
Consultancy**

## INDONESIA

### DTEC Konsultan Dinamika

Address : Cyber2 Tower, 17th-18th Floor,  
Jl. H. R. Rasuna Said  
Blok X-5, Kav. 13,  
Jakarta 12950, Indonesia.

Phone : +62 21 5799 8999  
Fax : +6221 5799 8988  
Email : [admindttec@dteconsult.com.my](mailto:admindttec@dteconsult.com.my)  
Website : [www.dteconsult.com.my](http://www.dteconsult.com.my)

## -INTRODUCTION

## -MISSION STATEMENT

## -WHY DTEC ?

# 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.

# MISSION STATEMENT

Mission Statement Simple and direct — To provide a 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. .



# 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. Training options may be in the following areas:

## MANAGEMENT

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

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

**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 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 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.

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

**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



WHAT

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## SALES & CUSTOMER SERVICE

**Dynamic Selling & Sales Management** – To provide the experiential learning on how to influence and convince prospect customers to buy the product professionally.

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

## COMMUNICATION SKILLS

**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 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.

## PERSONAL SKILLS

**Dynamic Motivation** - To provide experiential learning to the participants on the importance of self motivation and the practical steps to maintain the said motivation in energizing the spirit towards attainment of excellence.

**Dynamic Personality** - To boost oneself with projection of proper and presentable self image through positive personal grooming as self images and impression plays remarkable role towards the success of career, organization and business.

**Dynamic Helpers** - To enable participants to understand the use of counseling skills and distinguish these from other helping skills enabling them to develop the skills for use within helping relationships, also to stimulate self awareness and an understanding of how this influences relationship.

## LEGAL

**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.

**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.

WHAT

WE

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## OUR MASTER TRAINER

### Biodata of 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 LL.B (Hons) from the International Islamic University, Malaysia (IIUM) and an LL.M (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 Syar'ie 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).