
MALAYSIAN INSTITUTE
OF MANAGEMENT

Product Catalogue

Elevating Experience

NURTURING MANAGERS AND
LEADERS THROUGH TIME



MALAYSIAN INSTITUTE OF MANAGEMENT

The Malaysian Institute of Management is the country's established authority and influence in promoting management and leadership excellence across various industries.

MIM believes that Malaysia's business environment will benefit tremendously when Management and Leadership possess the balance of functional and soft skills. Management and Leadership skills is even more pertinent than ever given the demands of the post Covid 19 situation.

For decades, MIM has provided a platform for crucial conversations and networking amongst the public and private sector. MIM acts as a bridge for fluid collaboration between the two.

A bastion of profound wisdom and tactical know-how from the most successful regional and local business leaders for over half a century, MIM aspires to continue flourishing the minds and hearts of future leaders.



GATEWAY TO PROFESSIONAL EXCELLENCE

Our dedication to professional excellence is rooted in the dream to nurture local managers who can lead businesses to compete on a global scale. We believe that our homegrown talents are as good as any from international organizations.

What they need is a chance to become the very best version of themselves through impactful and applicable education, practitioner mentorship and coaching, as well as enriching their networking prospect.

Programmes that open doors to new opportunities while raising the standard of management and leadership collectively.

Our consistency in the pursuit of excellence, infusing professional wisdom with technological savviness has made us the bastion of professional educator known today.

Our alumnus graduated to become the country's most successful and well-rounded professional leaders. Forming a community that crosses

boundaries, nationalities, languages and industries to create a better way of doing business.

In the space of more than five decades, they have become part of our legacy in shaping the country's professional management standard. Playing an important role in navigating what the future might bring.

MIM is the gateway to professional excellence for Malaysians and regional professionals, organizations and entrepreneurs.

With the injection of AI-based learning and adept understanding of 21st century industries, MIM is the preferred talent development provider in grooming future-forward, holistic managers and leaders.

Together with established and illustrious international partners, we designed and curated the programmes in accordance with the highest global standard and recognition to provide you with the competitive advantage to shine in your respective field.

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OUR PROGRAMMES ARE DELIVERED FACE-TO-FACE, AND ON DIGITAL PLATFORMS



zoom



webex
by CISCO

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EXECUTIVE EDUCATION

The economic and competitive realities of globalization and technological change have radically raised the bar on what it takes to create and maintain a competitive advantage. As a higher standard of leadership capabilities emerges, so does the need for a more innovative Executive Education programmes.

Executive Education is an important tool for global businesses to nurture top leadership talent. It offers learners new knowledge to enhance skills and gives them the opportunity to step back and gain new perspectives.

The MIM Executive Education links the Institute to the corporate world by providing world-class programmes that respond to the needs of both private and public sectors. This year, we are introducing many new programmes, designed to prepare our learners for the challenges of year 2020 and beyond.

PROFESSIONAL CERTIFICATIONS

CUSTOMIZED AND CURATED LEARNING JOURNEYS

ESG PROGRAMMES **NEW**

PSYCHOLOGICAL WELL-BEING PROGRAMMES **NEW**

WOMEN'S DEVELOPMENT PROGRAMME **NEW**

SHORT COURSES

-
- Finance For Non-Finance Managers
 - Creative Thinking and Problem Solving Skills
 - Enhancing Analytical and Creative Thinking Skills
 - Essential Managerial Skills for New Managers
 - The New Leadership Paradigm and Breakthrough Results
 - Results Driven Communication and Influencing Skills
 - Strategies for Building High Performance Team
 - Fundamentals of Project Management
 - Strategic Thinking and Scenario Planning for Leaders
 - Managing for Performance

CERTIFIED PROFESSIONAL MANAGER AND LEADER

CERTIFIED PROFESSIONAL MANAGER AND LEADER PROGRAMME (CPML)



Manage and inspire high performing teams that deliver results against organizational targets and produce a Capstone Project on a real business case from your organization to put their learnings into action at work on Monday morning.



EMOTIONAL INTELLIGENCE

LEADING WITH EMOTIONAL INTELLIGENCE



This program is conducted either over six face-to-face or online sessions, equipping leaders with the tools and skills to recognise and address the different ways people respond to change and help them to embrace it.

EMOTIONAL INTELLIGENCE

MIM-GENOS PROFESSIONAL CERTIFICATE IN COACHING



Emotional intelligence offers big benefits to the organization and the workforce. Develop Coaching Competencies with Applied Emotional Intelligence with simple to understand and constant opportunities to apply at workplace.

EMOTIONAL INTELLIGENCE

EMOTIONAL INTELLIGENCE FOR SALES PROFESSIONALS

genos[®]
INTERNATIONAL

Emotional Intelligence for Sales Professionals gives your sales people a science-based advantage. When sales people understand the role emotions play in customer purchasing decisions and they apply that knowledge in their customer interactions, it is proven they will see an increase in both their sales performance and customer loyalty.

We live in an unprecedented era of technological, social, and economic change. Where rapid transformation and great disruptions occur interchangeably, affecting every aspect of human life.

At the centre of it all is an unstoppable, inter - connected force called globalisation. Connecting ideas and forging collaborations in the speed of light in many parts of the world.

GOVERNANCE AND COMPLIANCE

MIM CERTIFICATE IN ANTI-CORRUPTION COMPLIANCE

Awarded by The Basel Institute
on Governance, Switzerland



BASEL INSTITUTE ON
GOVERNANCE

This programme offers a comprehensive and robust framework for anti-corruption compliance to enhance the standards of best practice helping organisations face current and future corruption challenges.



GOVERNANCE AND COMPLIANCE

CERTIFICATE IN COMPLIANCE

Awarded by The Basel Institute
on Governance, Switzerland



BASEL INSTITUTE ON
GOVERNANCE

Faced with increasingly regulated environment, this programme offers insights into good compliance practices and the skills to lead effective compliance programmes that supports ethical conduct and commitment to compliance.

GOVERNANCE AND COMPLIANCE

CERTIFICATE IN CORPORATE GOVERNANCE

Awarded by The Basel Institute
on Governance, Switzerland



BASEL INSTITUTE ON
GOVERNANCE

Corporate Governance is becoming increasingly important across all sectors, large or small, private or public. This programme offers an in-depth knowledge and sound understanding of governance related subject matter to enhance standards of best practice.



GOVERNANCE AND COMPLIANCE

DIPLOMA IN PROFESSIONAL GOVERNANCE AND COMPLIANCE

Awarded by The Basel Institute
on Governance, Switzerland



This programme offers a comprehensive and robust framework for professional governance, compliance and anti-corruption compliance to enhance the standards of best practices to help organisations face current and future governance, compliance and anti corruption challenges.

MANAGEMENT AND LEADERSHIP

MIM-ALA SKILLBITES



SkillBites is an affordable learning package suitable to today's business needs. With SkillBites you will receive a vast library of world-class professional content, developed in bite-sized and cost-effective training modules.

Nurturing managers and leaders for the world of tomorrow, grooming irresistibly impactful professional and public leaders who will shape the socio-economic landscape of this country and beyond.



Elevate into a world of
new possibilities,
Experience a
transformative
professional learning
journey with MIM.

MANAGEMENT AND LEADERSHIP

COMMUNICATING WITH CLARITY



Communication is one of the most important factors influencing the success of organizations and individuals. Communication errors and misunderstandings can result in lost opportunities, lost productivity and worst of all, lost customers. This programme combines concepts developed through research with a prime model and key tools that give you the skills you need to communicate more clearly. The solution is not more communication but clearer communication.

MANAGEMENT AND LEADERSHIP

FIRST TIME MANAGERS



First time managers usually face a huge challenge of managing delivery along with learning how to set goals, motivate teams, manage team conflict, ensure a high-performance culture. In this programme, we will help first time managers to understand the challenges associated with managing people and build the right skills needed to overcome them.

MANAGEMENT AND LEADERSHIP

LEADING THROUGH UNCERTAIN TIMES



In uncertain times, it is important for leaders to rise to the occasion and lead their team with confidence and resilience. In this programme, we will uncover how leaders can show their agility and ability to shift their mindset, drive change and ensure successful implementation of the new strategies and action plans.

MANAGEMENT AND LEADERSHIP

MANAGING VIRTUAL TEAMS



Gone are the days of completely co-located teams where your entire team worked under the same roof. It is more likely that the norm to work from a different location is here to stay. In this programme, we will help managers and leaders to manage virtual teams, ensure team engagement and achieve high productivity

MANAGEMENT AND LEADERSHIP

TURNING RISKS INTO OPPORTUNITIES



Faced with multi-faceted risks in the recent months due to Covid-19, organisations must move quickly to turn these risks into opportunities to remain sustainable. In this programme, we will uncover how organisations can accelerate their readiness to exploit the opportunities open to them by re-designing their mindset and their approaches in managing risks.

MANAGEMENT AND LEADERSHIP

ADVANCED LEADERSHIP SIMULATIONS

BUSINESS
SMART
INTERNATIONAL

This programme focuses on how conscious team effort in simulation of actual business levers with online gaming, contributes to sharpen the strategic and tactical skills for managers.

DIGITAL MARKETING AND SALES

B2B DIGITAL MARKETING

The Malaysian Institute of Management's Certificate in B2B Digital Marketing offers learners the opportunity to build a scalable and sustainable lead generation machine for their organisation to thrive in any business environment.

DIGITAL MARKETING AND SALES

THE ART OF VIRTUAL SELLING



Due to the geographical decentralization of key decision makers, advancements in video technology, social responsibility initiatives to reduce carbon footprint, and now COVID-19 social distancing practices, virtual selling has become a critical skill. This programme addresses best practices for prospecting, business case development and sales closing through digital platforms. At the end of this programme you will have the knowledge and tools to fully conduct and close sales cycles virtually.

TRAINING , FACILITATION AND COACHING

TRAIN-THE- TRAINER

HRDCORP CERTIFICATION PROGRAMME



This 5 day comprehensive learner centered dynamic and yet practical Train-The-Trainer (TTT) HRDCORP Certification Programme workshop is specifically designed to offer the participants a distinct advantage in terms of professionalism in designing, delivering and evaluating training programmes. Participants will have the opportunity to gain the essential skills, practical tools, strategies, and techniques that will make their training energetic, engaging and effective, hence achieving exceptional learning outcomes.



TRAINING , FACILITATION AND COACHING

TRAINING EFFECTIVENESS EVALUATION

Without an evaluation or understanding of the results of the training it is impossible to determine whether or not the investment in the training programs is successful. Training evaluations proving the final outcomes of the training investments are more crucial than ever before. Therefore, organizations which are the beneficiaries of training must be increasingly accountable for every dollar spent on training.

TRAINING , FACILITATION AND COACHING

FACILITATION SKILLS

Facilitation skills is one of the most important competencies training professionals need today. Facilitation is increasingly being recognised as a valuable skill for trainers to effectively lead and manage the 'process' of conducting face to face and online training activities effectively. To get the most of these activities including generate participation, create active engagement, foster true collaboration, empower people and, harness the wisdom within the participating members, skilled facilitation is a critical success factor.



TRAINING , FACILITATION AND COACHING

CERTIFIED PROFESSIONAL COACH (MIM-CPC)



Enhance Your Leadership Competencies and Coaching Masteries with MIM-CPC Programme. Be solution focused and increase accountability and ownership. Nurture coaching conversation and support people development. Facilitate culture change. Enhance Your Leadership Competencies and Coaching Masteries with MIM-CPC Programme for action



ASIAN ASSOCIATION
OF MANAGEMENT
ORGANISATIONS

AAMO is a partnership of National Management Organizations (NMO) in the Asian Region whose purpose is to share and actively leverage resources to enhance the achievement of their respective missions. AAMO is an independent, non-political and not-for-profit Association of NMOs, which promotes, facilitates, and supports the development of professional management in the Asia Pacific Region.

The current 10 countries of AAMO include Australia, Hong Kong, India, Macau, Malaysia, Nepal, New Zealand, Pakistan, Philippines, and Sri Lanka. MIM has and is playing an active role in AAMO.

The Presidency and Secretarial Office of AAMO is rotated once in every 3 years amongst the members. MIM held its last presidency and secretarial office in 2019, during which time it held the Inaugural AAMO Asian Leadership Award event, Council Meetings and the 20th Triennial Conference which featured both local and international speakers on current and relevant topics.

MIM continues to journey with AAMO and collaborate to raise Management and Leadership standards and best practices in the region.

OUR INTERNATIONAL PRESENCE

With a regional presence that spans over 19 countries and further enhanced by our global partners, we have years of proven success stories in professional education and niche consultation projects. We continue our efforts to grow in the region and are committed to elevating experience that is delivered to our customers.



MALAYSIAN INSTITUTE
OF MANAGEMENT

Your future of excellence awaits.

Register today.

Email to :
enquiries@mim.org.my

Browse our website :
www.mim.org.my



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