

















" DIGITAL READINESS IN CREATING **GREAT CUSTOMER & EMPLOYEE EXPERIENCES** FOR SERVICE SECTORS "

GOVERNMENT AGENCIES • HOSPITALITY • TOURISM • HEALTHCARE



Exclusive Masterclass in Customer Experience by:

**Daniel Ord CCXP** Global CX Expert Asscociate Faculty OYAGSB



Special Appearance **Jonathan Low CSP PCC** Asscociate Faculty OYAGSB





Amelia Ooi LinkedIn Linked in



Amelia Tan



Rayyan Irwan



**Emiliawati Zainol** 



Shree Bala



**Lingeson Lechamanan** 















# IT'S ALL HAPPENING AT KUCHING, SARAWAK! DON'T MISS THIS OPPORTUNITY TO CATCH DANIEL ORD AND 9 OTHER GREAT SPEAKERS IN ACTION.

WORLD CLASS LEARNING MADE SO AFFORDABLE

# THE BORNEO INTERNATIONAL CUSTOMER AND EMPLOYEE EXPERIENCE SUMMIT 2018

# **PROGRAMME OVERVIEW**

Digital transformation - the buzzword, in how organizations need to make a lot of changes in the way they do business and has been always linked with satisfying customer needs. But too often, there is another group that is ignored to the detriment of digital transformation efforts – employees. There is, however, an undeniable link between employee experience and customer experience. Companies that lead in customer experience have 60% more engaged employees and study after study has shown that investing in employee experience impacts the customer experience and can generate a high ROI for the company. See infographic below:

10 STATISTICS ABOUT EMPLOYEE EXPERIENCE AND **CUSTOMER EXPERIENCE** \* www.blakemichellemorgan.com \* Companies with highly engaged 147% employees outperform their competitors by 147%. Only 31.5% of employees in the U.S. say they are 1.5 times more engaged employees than companies with poor customer experience. engaged in their work. 31.5% 487% of customers' affinity towards Starbucks is driven by the way the company treats its Companies with a highly engaged workforce experience a 19.2 percent growth in operating income over a 12-month period. 89% of companies expect to compete 19.2% 89% primarily on customer experience. 19% of employees at 82% of employees at high-performing companies with above-average customer experience are highly engaged in their jobs, compared to 49% of employees companies are highly 82% engaged, but only 68% are at under-performing companies. at companies with average or below-average Business units with engagement and connection scores customer experience in the top 25% had 10% stronger customer metrics Companies that invest in employee experience are four times more profitable than those that don't.

THE BICES 2018 IS ALL ABOUT DIGITAL TRANSFORMATION AND READINESS IN CREATING EXCEPTIONAL CUSTOMER AND EMPLOYEE EXPERIENCES.

# **TARGET AUDIENCE & LEVEL**

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### Masterclass

Limited to only 50 seats on a first come basis. The masterclass is targeted to team leaders who are in Customer Service, Sales and Marketing, Human Resources and hold positions of Managers and above.

### Summit

The 1 day summit has a maximum 100 seating is open to all levels of employees. Ideally the participant will be working in frontline Customer Service, Call Centre operations, Sales and Marketing; Digital Marketing, HR and Business Development

# **PAYMENT DETAILS**

Payment to be made to : Universiti Utara Malaysia Bank : Bank Islam Malaysia Berhad

Account Number : 02093010000010

Kindly email proof of payment to: saharah@uum.edu.my

# **CONTACT DETAILS**

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# PROGRAMME AGENDA

DAY 1:24 APRIL 2018



Download Speaker's profile & presentation topics at www.oyagsb.uum.edu.my

"Employee Engagement through Learning - The Shell Experience"

Exclusive Masterclass in Customer Experience by:

# **Daniel Ord CCXP**

Global CX Expert Asscociate Faculty OYAGSB

8.00 am - 4.00 pm

"Differentiating the Brand Experience through Customer Experience"



Certificate of Completion Presentation - Closing 5.40 pm - 6.00 pm















# "DIGITAL READINESS IN CREATING GREAT CUSTOMER & EMPLOYEE EXPERIENCES FOR SERVICE SECTORS"

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24 & 25 APRIL 2018 THE WATERFRONT HOTEL, KUCHING SARAWAK - MALAYSIA

# PROGRAM FEE TABLE

\*Masterclass limited to 50 seats only

Industry	Masterclass* & Summit Fee per participant (pp)	Attend Summit only Fee per participant (pp)	
Government Agencies, GLCs & Academia  MAH Members , Sarawak Tourism Federation Member	1- 2 Participants RM1100 pp 3 & above RM900 pp	1-2 Participants RM600 pp 3 & above RM500 pp	
Others	RM1500 pp	RM700 pp	



# \*\*Participant fee is not inclusive of 6% GST.

Programme fee maybe claimed back under HRDF subject to Terms and Conditions of HRDF and Employer eligibility. Universiti Utara Malaysia (GOV100014470) is a registered Training Provider with HRDF.

# **REGISTRATION FORM**

Please email registration form to: saharah@uum.edu.my

Details of Registrants (You may also email the Registrant details)

Name of Participant :			
IC / Passport Number :		Contact Number :	
Email Address :			
Organisation Name & Address :			
Name of Person in Charge ( Authorised to sign form and email address )			
Total Fee Payment ( Please refer to Programme Fee Table )			

## CANCELLATION POLICY AND POSTPONEMENT OF PROGRAMME

Because attendance at this programme requires significant advance preparation, refunds are not permitted. Invoice once issued cannot be cancelled except for exceptional reasons. Registrants who cancel less than 7 days in advance may nominate an acceptable substitute or attend a future session of the same programme within one calendar year.

UUM OYAGSB reserves the right to postpone the programme 2 weeks before programme dates, if there are inadequate registrations.





