











How to Improve Your Values

A close-up photograph of water droplets on a textured surface, with a warm, reddish-brown color palette. The droplets are of various sizes, some in sharp focus and others blurred in the background, creating a sense of depth and texture. The overall tone is soft and evocative.

Nuruul Poerwadi
Surabaya, 7 Desember 2012

PT. Jasa Teknologi Informasi IBM

IBM Subsidiary

The Plaza Office Tower 16th Floor
Jl. M.H Thamrin Kav. 28-30 Jakarta 10350
Phone: +62-21-2992 5000
Fax: +62-21-2992 2012



meet the challenges of **smarter planet** with IBM Total Solution Services

IBM Virtualization

Green Data Center

Manage Services

IBM

Jasa Teknologi Informasi

[Home](#) | [Company Profile](#) | [Services](#) | [Career](#) | [Contact Us](#)

Improving your business opportunity
Open source for your business solution

1 2 3

More about Smarter Solutions...

Smarter money for smarter planet



5,896. A record number of U.S. patents, more than any other

Smarter cloud for smarter computing



Conserve energy. Consolidate resources. Make information

Smarter food for smarter computing



Food technology with a healthy appetite for innovation. Food is as

IBM-JTI:

- Established in 2003
- 100% owned by IBM
- Complement IBM
- Employee 470+
- Offices in Major Cities
Service Points in other small Cities
- Comprehensive Solutions;

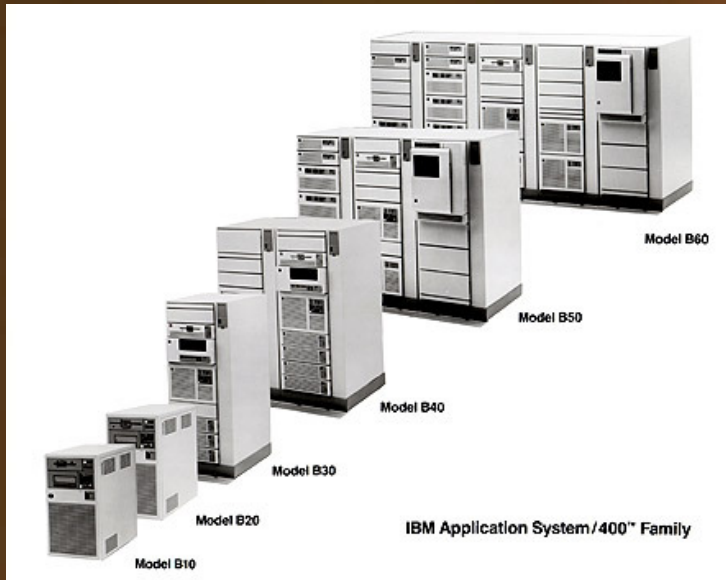
The background of the slide is a close-up photograph of water droplets on a dark, reflective surface. The droplets are of various sizes, with some in sharp focus in the foreground and others blurred in the background. The lighting creates highlights on the droplets, giving them a three-dimensional appearance. The overall color palette is dark with warm, reddish-brown tones.

Vision:

To be a **preferred** IT Services provider company and recognized as significant contributor to **the success of our Clients.**

Overview

- How competitive you are ?
- STIKOM image branding
- What your position in market
- Demand vs Supply
- Competitors
- How to increase your values
- Hard vs Soft Skills



```

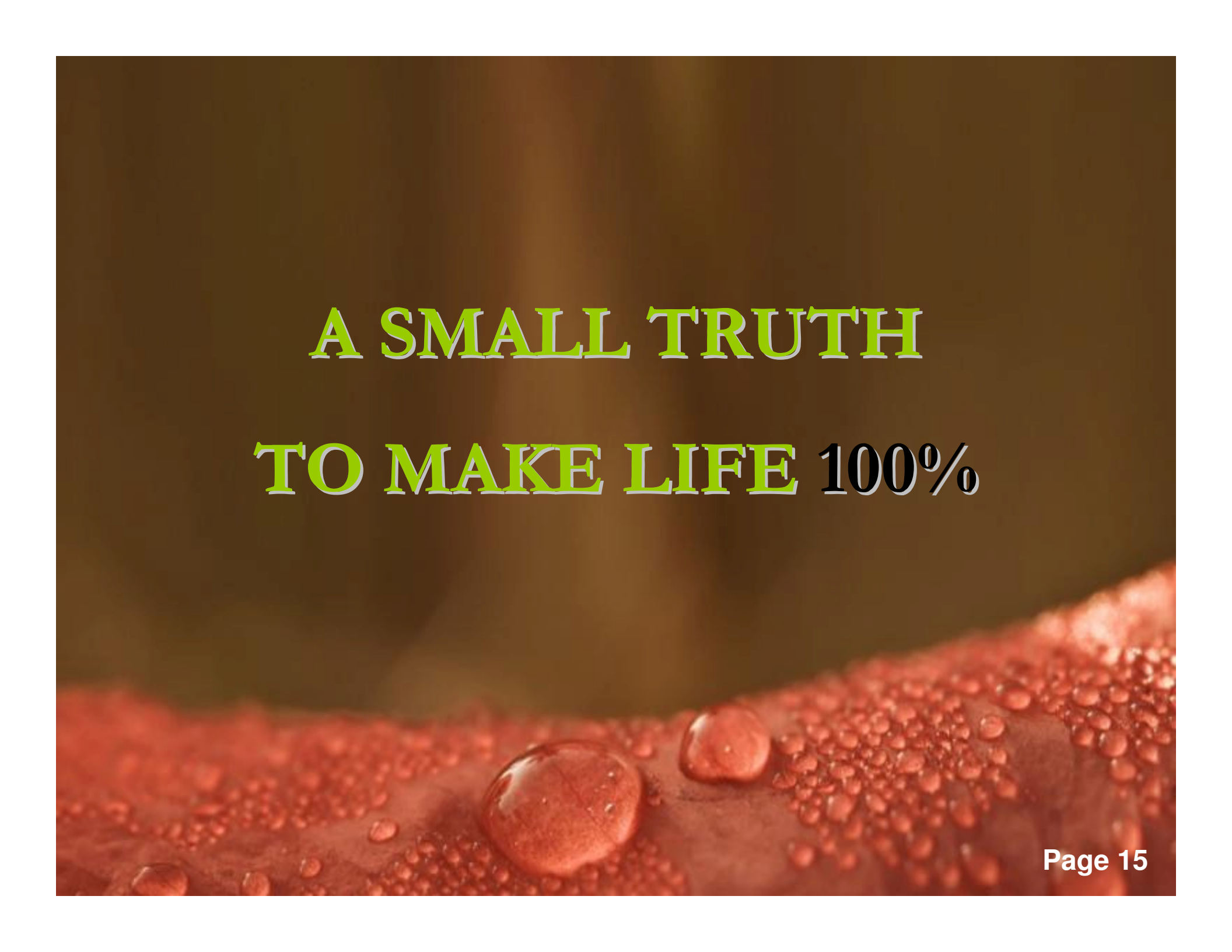
JETCARD                               JetPay: Manual Card Entry          7/27/09  SYSNAME
                                         12:19:37  USER
Type: SALE                               Mode: PRODUCTION
Card number: _____ CVV2: _____ Exp Date: _____ (MMYY)
                                         Origin: _____ IN,PS,RE,
Total amount: _____ .00           User ref 1: _____ BP,PH,MA
Fee amount: _____ .00             User ref 2: _____
Tax amount: _____ .00             User ref 3: _____
Card name: _____ Ship-to name (below):
                                         Ship method: _____ SD,ON,PR,GR,EL
Billing Address _____ Shipping Address Copy Bill? _____
Street 1: _____
Street 2: _____
City: _____
State/Prov _____
Zip/PCode _____ Country: _____ Country: _____
Phone: _____
email: _____
F1=Help  F3=Exit  F5=Clear  F7=View Last  F12=New Trans Type
  
```


Comparison between computers



How to increase your values ?

- Competitors
 - STIKOMers
 - Others (High School, Academy)
- Skill vs Knowledge
- Make a networks (dependency level)
- Utilize your campus facilities
- ATTITUDE is important
- Make a personal signature



**A SMALL TRUTH
TO MAKE LIFE 100%**

If

ABCDEFGHIJKLMNOPQRSTUVWXYZ

is equal to

1234567891011121314151617181920212223242526

Hard Work

H+A+R+D+W+O+R+K

$$8+1+18+4+23+15+18+11 = 98\%$$

Knowledge

K+N+O+W+L+E+D+G+E

$$11+14+15+23+12+5+4+7+5 = 96\%$$

Love

L+O+V+E

12+15+22+5 = 54%

Luck

L+U+C+K

12+21+3+11 = 47%

(don't most of us think this is the most important ???)

Then what makes 100% ?

Is it Money ? ... **NO !!!**

M+O+N+E+Y

13+15+14+5+25 = 72%

Leadership ? ... **NO !!!**

L+E+A+D+E+R+S+H+I+P

12+5+1+4+5+18+19+9+16 = 89%

**Every problem has a solution, only if
we perhaps change our attitude.**

To go to the top,

to that 100%,

**what we really need to go further... a
bit more...**

ATTITUDE

A+T+T+I+T+U+D+E

1+20+20+9+20+21+4+5 = 100%

**It is OUR ATTITUDE towards Life and
Work that makes OUR Life **100% !!!****

ATTITUDE IS EVERYTHING

**Change Your Attitude ...
And You Change Your Life ! ! !**

The Simple Truths of Service

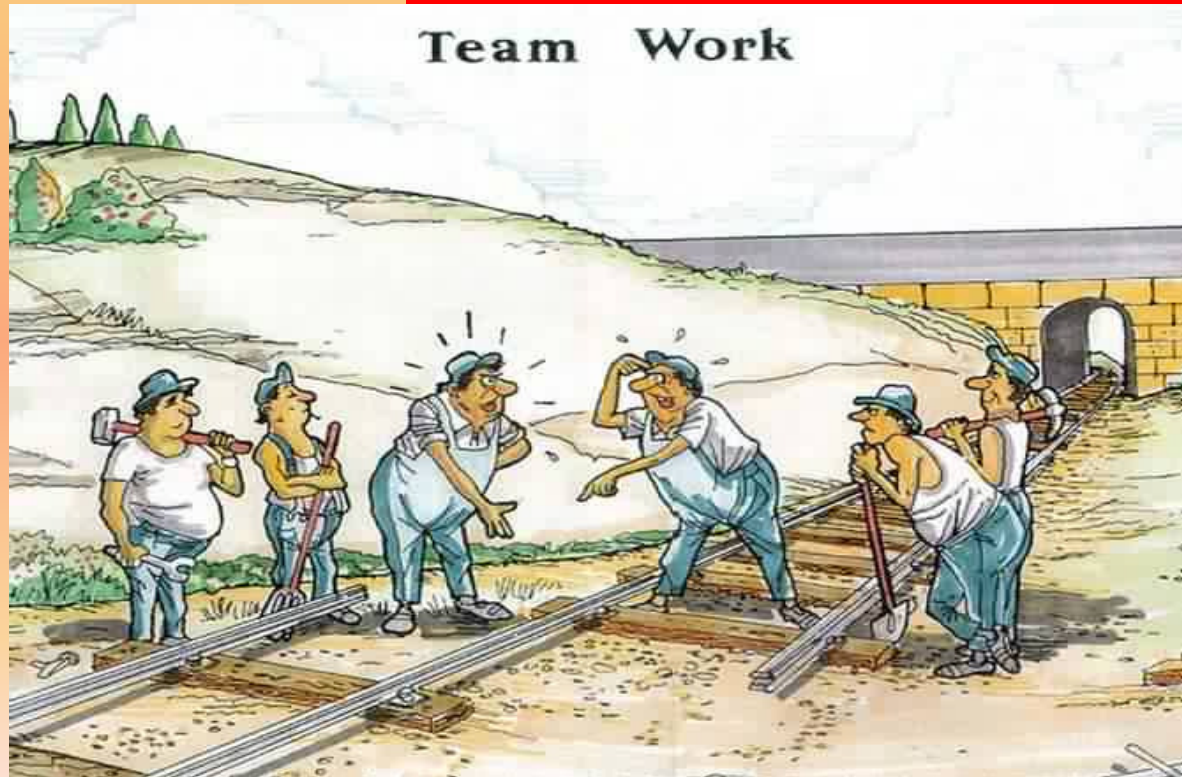


- Increase your Hard Skill
 - Watch the trends (Cloud computing, IT Services, Data Center)
 - Update it (ITIL, ISO 20K)
 - etc
- Increase your Soft Skill
 - English, Mandarin (community)
 - Leadership
 - How to interact (team work)
- EBA (Emotional Bank Account)

- How to Sell yourself
 - Provide CV
 - How company select the candidates
 - Interview preparation (gesture, confident)
 - How to handle Behavioral Interview

Team Building

an Introduction



Team...???

sebutkan salah satu contoh yang anda anggap sebagai team (team work)...

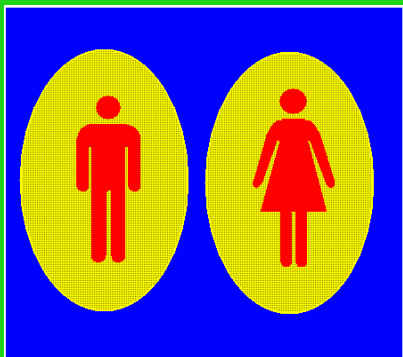


Team...???

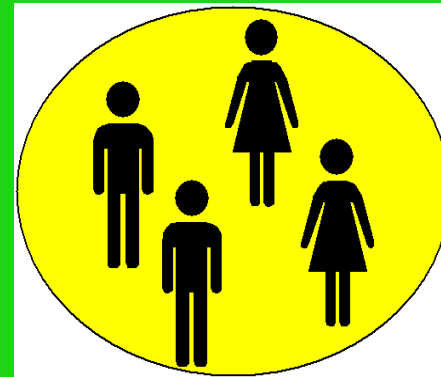
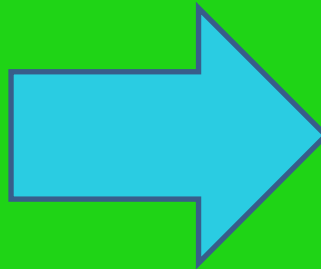
**Ciri-ciri atau karakteristik apa sehingga
Anda menganggap contoh tadi sebagai
Sebuah team (team work)...**



Team dibentuk dari....



Individu



Kelompok (Group)



TEAM

**TEAM
dan
TEAMWORK**



TEAM

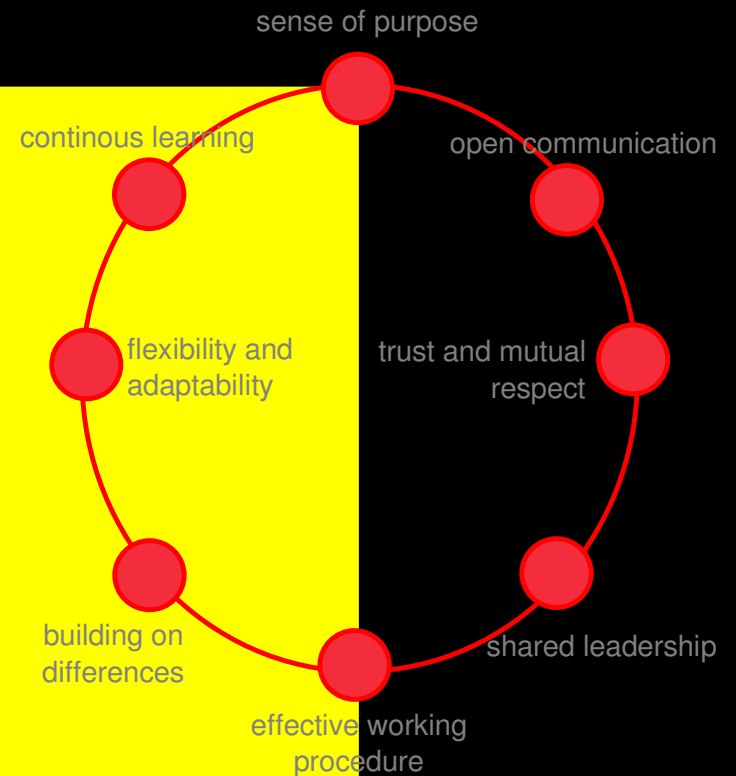
is

A NUMBER OF PEOPLE WITH COMPLEMENTARY SKILLS AND PERSONELITIES WHO ARE COMMITTED TO A COMMON PURPOSE, A SET OF PERFORMANCE GOALS AND AN APPROACH FOR WHICH THEY HOLD THEMSELVES MUTUALLY ACCOUNTABLE

The Discipline of Teams by Katzenbach and Smith
Harvard Business Review, March 1993

TEAM

- number of people
- complementary skill & personalities
- committed to common purpose
- committed to performance goals
- committed to an approach
- mutually accountable



TEAMWORK

**work done by a number of associates
each doing a part but all subordinating
personal prominence to the efficiency of
the whole**

TEAM

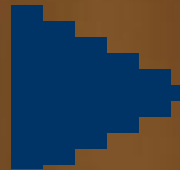
- number of people
- complementary skill&personalities
- committed to common purpose
- committed to performance goals
- committed to an approach
- mutually accountable



TEAM WORK

- done by number of people
- each doing the part
- subordinating personell prominence
- efficiency of the whole

The Power Of Team Work





Angsa Terbang

Bila anda sedang berada di negara 4 musim,
kadang anda melihat Angsa terbang berombongan,
pergi ke daerah yang lebih hangat,
menghindari musim dingin...

Perhatikan, mereka terbang dalam formasi "V"
Mungkin anda kepingin tahu kenapa.....

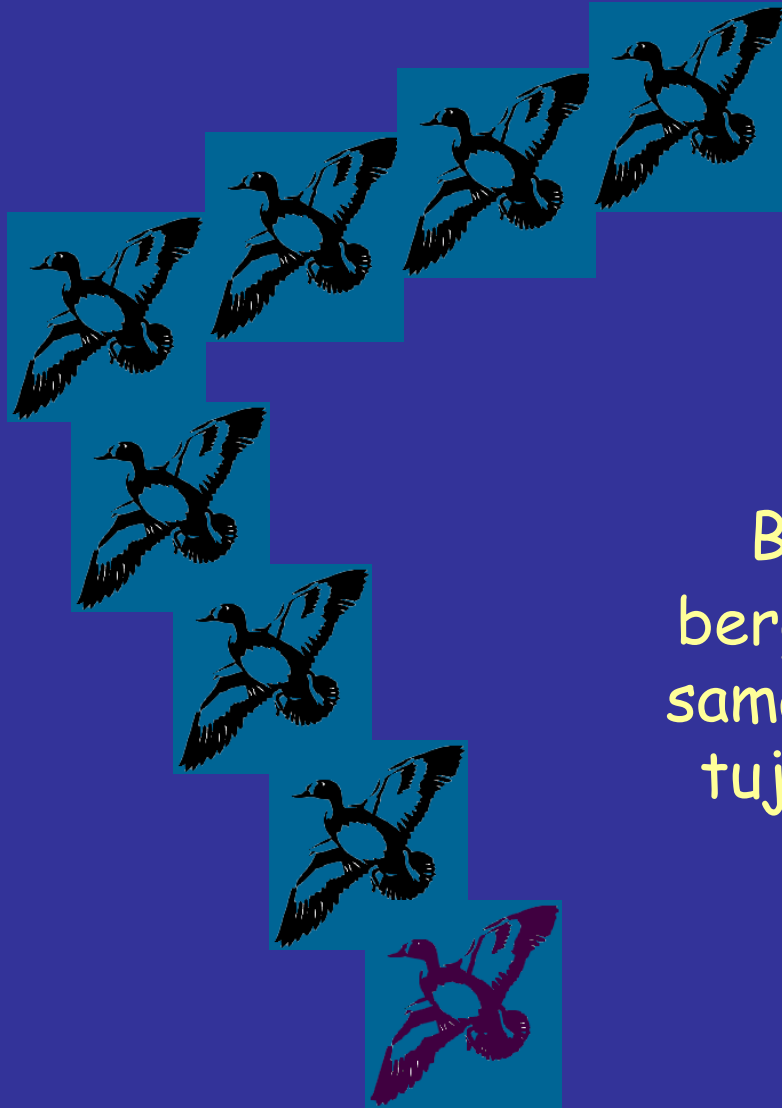
Arah Angin



Team leader

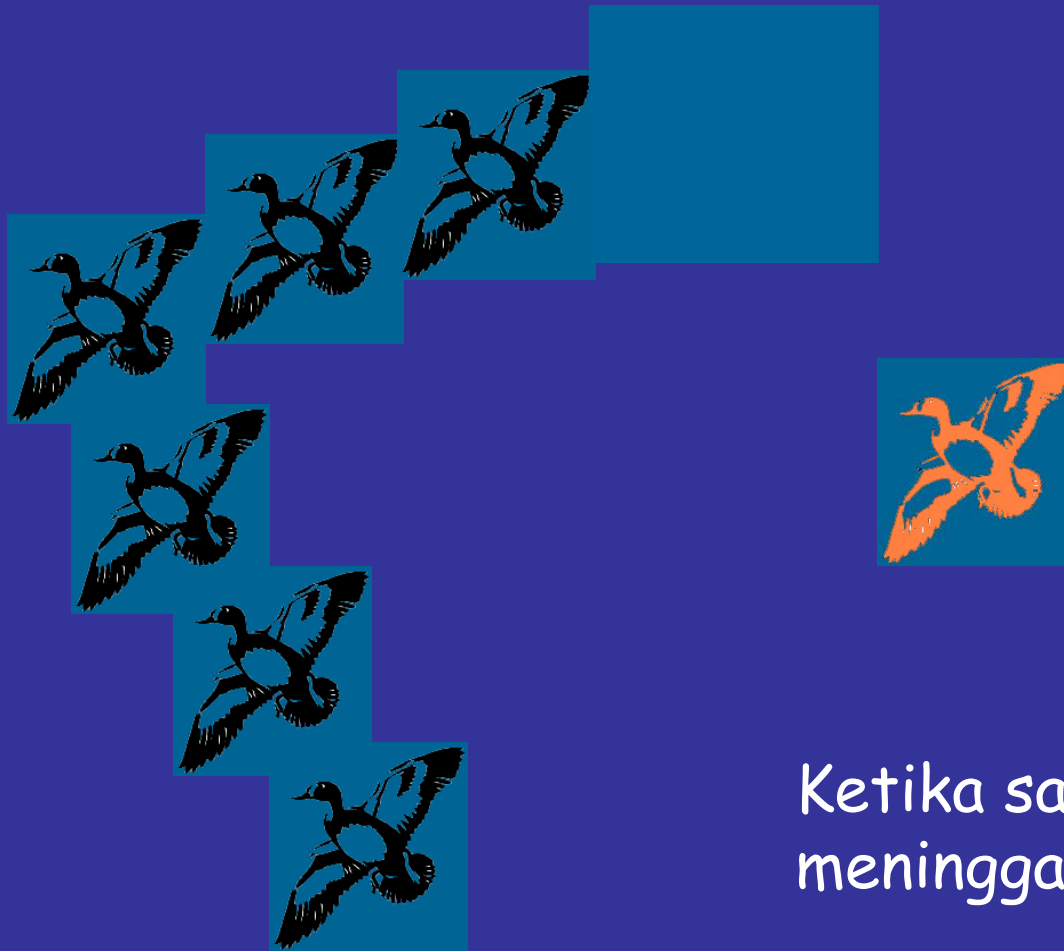
Dengan terbang dalam formasi " V ", efisiensi seluruh " Grup " akan naik sebesar 71 %, dibandingkan dengan terbang sendiri sendiri.





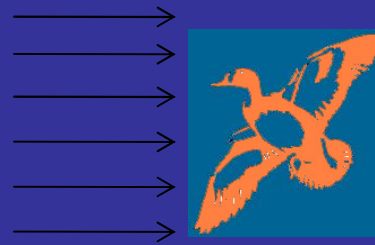
Pelajaran 1:

Bekerja secara **Team**,
bergerak ke arah tujuan yang
sama , membuat kita mencapai
tujuan lebih cepat dan lebih
ringan.



Ketika salah satu Angsa meninggalkan formasi.

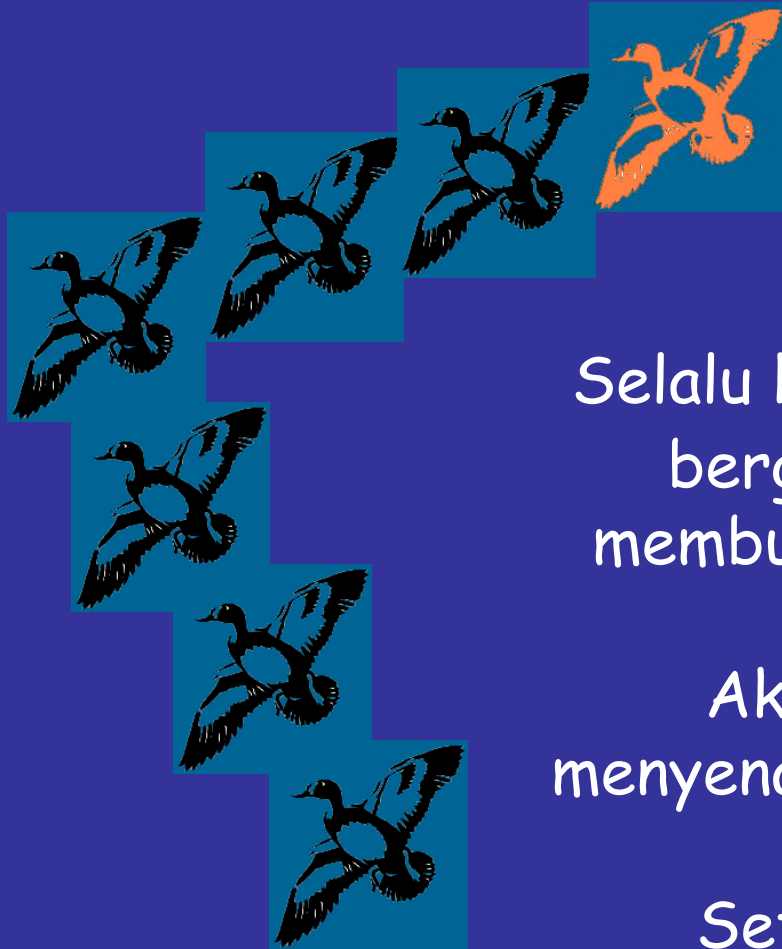
Apa yang terjadi



Dia mengalami daya tahan udara yang besar,
dan kesulitan terbang sendiri.....



Akhirnya dia dengan cepat kembali ke" formasi "
untuk berbagi efek terbang dalam formasi ..

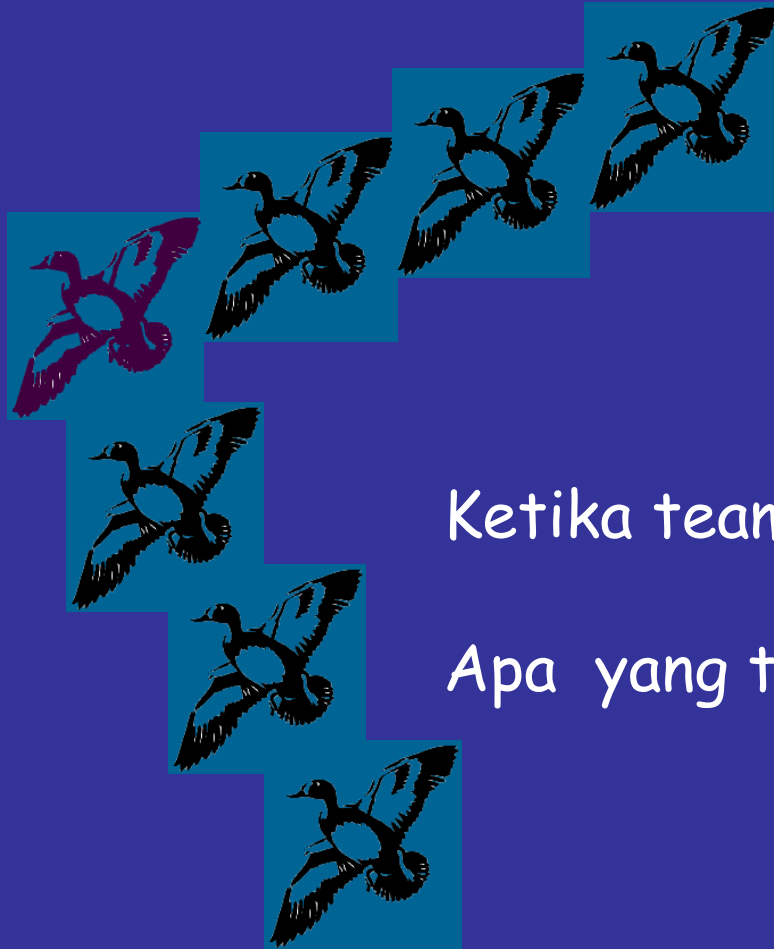


Pelajaran ke 2:

Selalu kompak di dalam **team** yang bergerak ke satu tujuan; akan membutuhkan lebih sedikit energi.

Akan lebih mudah dan lebih menyenangkan untuk mencapai tujuan.

Setiap anggota akan merasa berkewajiban untuk menolong sesama.



Ketika team leader kelelahan

Apa yang terjadi



... Dia berpindah ke ujung formasi "V",
sementara itu
Angsa lain akan mengambil tempatnya.

Pelajaran 3:



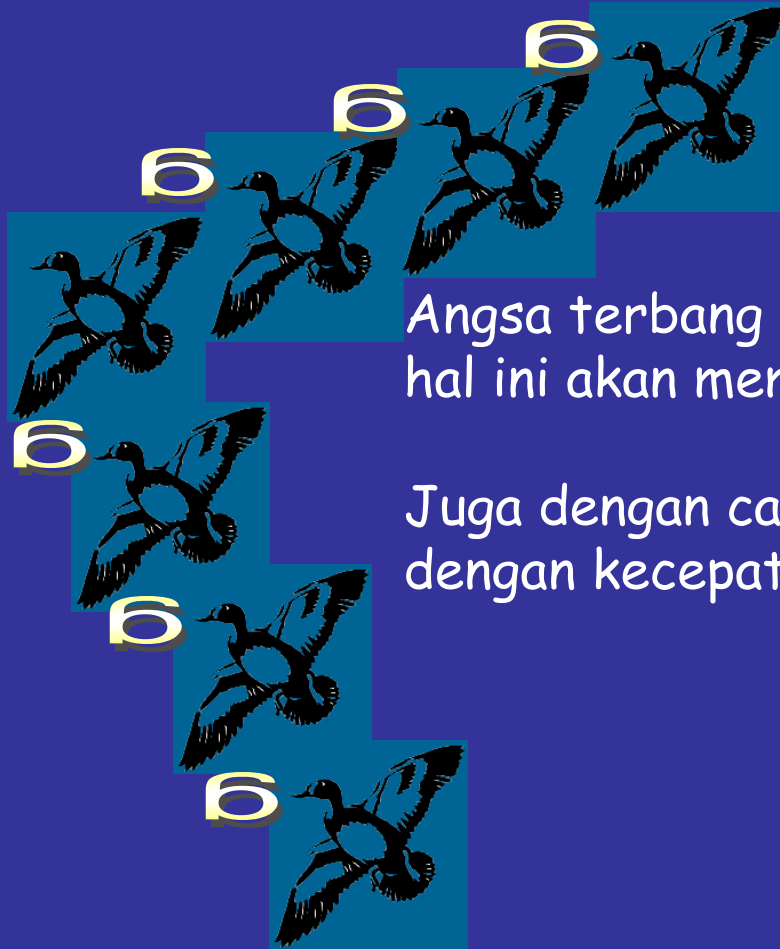
Berbagi tugas, harus didasari

saling hormat dan percaya diantara anggota di setiap saat.

Saling bebagi tugas atau masalah yang paling berat

Pusatkan kemampuan , dan bakat **team** untuk memecahkan masalah.





Angsa terbang dalam formasi "V" sambil ber "kotek" hal ini akan memberi semangat terbang 'Team leader"

Juga dengan cara demikian mereka terbang dengan kecepatan yang sama.....



Pelajaran 4:

Bila mana ada semangat dan "penyemangat, kecepatan penyelesain pekerjaan lebih besar.

Keberadaan " semangat " akan selalu memotivasi , menolong dan menguatkan...

Akan menghasikan kualitas yang terbaik.



Ketika salah satu Angsa sakit atau kelelahan.....



Dia akan tertinggal dan keluar dari formasi.....

Apa yang terjadi?

Beberapa Angsa akan keluar juga dari formasi,
dan membentuk formasi baru
untuk menolong dan mengawal dia....sampai.
dia sehat dan kembali masuk ke formasi
atau terus dengan formasi tsb

atau jatuh dan meninggal.





Pelajaran 5:



Tinggalah berdampingan dengan yang lain dalam satu **team**, apapun perbedaan kita.

Lebih lebih pada waktu kesulitan dan tantangan yang besar...

Jika kita kompak dan saling mendukung
dalam **team**.....

Jika kita menjiwai kerja sama yang baik..
Melupakan perbedaan masing masing maka
kita akan selalu dapat mengatasi tantangan.
Jika kita selami arti dari
sebuah **team..**

Dan kita selalu bersedia untuk
berbagi.....

HIDUP AKAN LEBIH BERARTI DAN
KITA AKAN MELEWATI WAKTU
MENDATANG DENGAN KEBAHAGIAAN.

..



MY FRIENDS
LET'S BE LIKE THE GOOSE!!!



**Becoming a
TEAM.....!!!**



Q & A ?

Finish Strong

