

# International Federation of Consulting Engineers FIDIC



## Young Professionals Management Training Programme (YPMTP) 2019



# YPMTP 2019

## **Introduction**

- Management training for engineers and technical staff
- Based on FIDIC Guide to Practice
- Real life case studies on a virtual platform over 7 months
- Lectures and mentoring by key FIDIC specialists
- Presentation of results and discussions in internet based classroom
- Lecturing and discussions during 5 days in connection with the 2019 FIDIC Conference in Mexico City

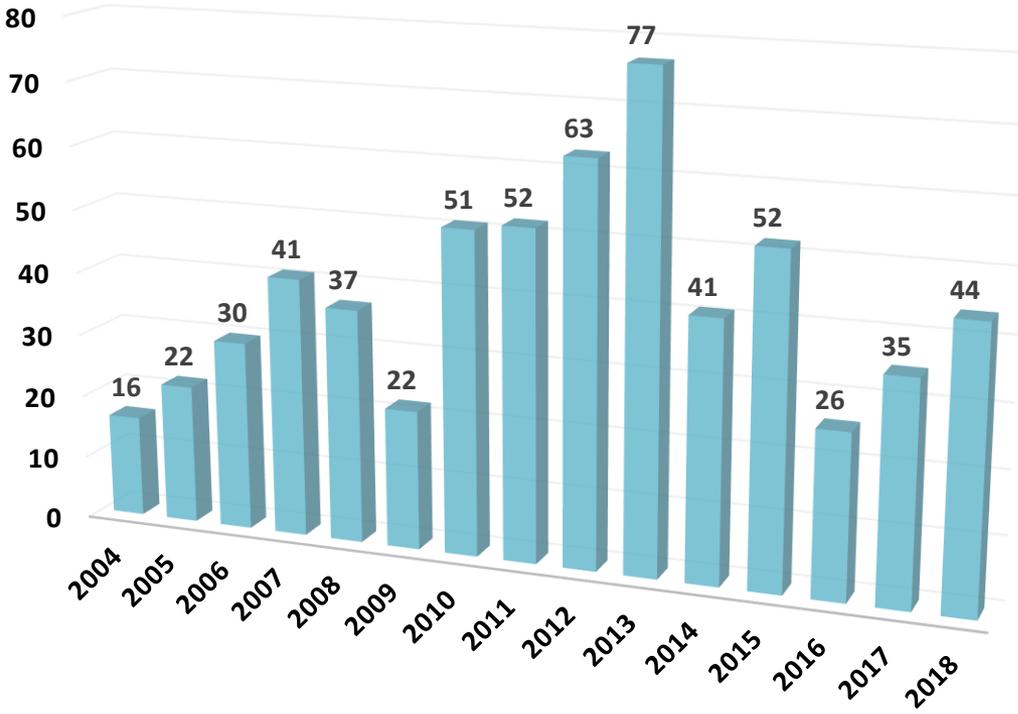


# YPMTP 2019

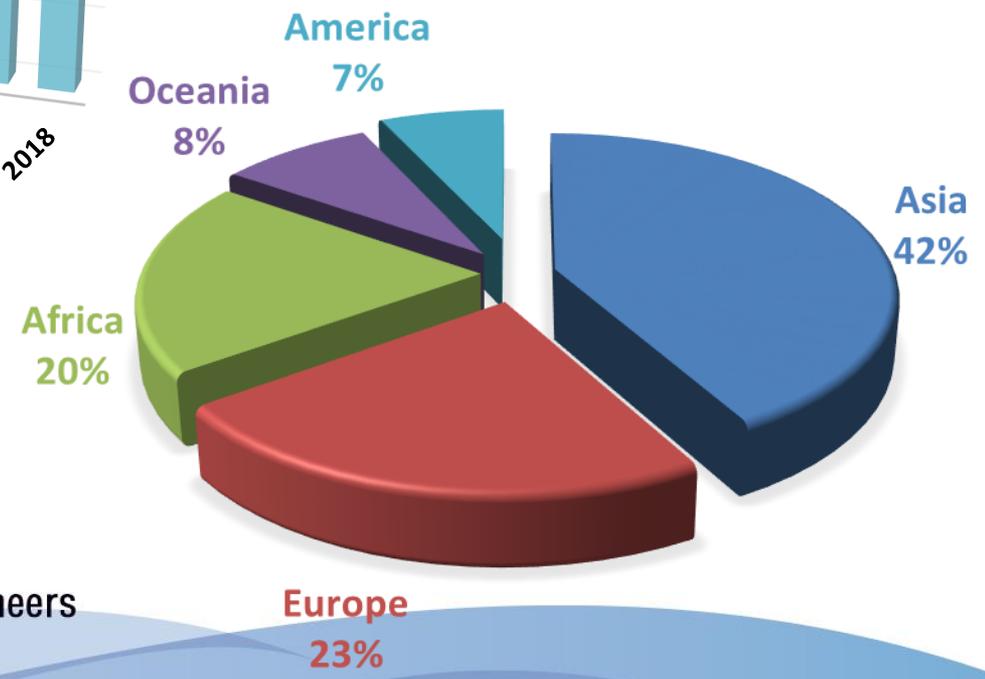
- The YPMTP is tailored to consulting engineers or persons with similar technical background wishing to improve their general management skills. Your experience will be tested and honed in dialogue with other Young Professionals (YPs), you will learn from team members with a different background and experience and from the YPMTP Mentors.
- Up to 20 nationalities are represented every year resulting in international networking opportunities for all.
- Has been attended by more than 600 students since 2004 from 80 countries.



### No. Participants / Year



### Participants / Continent



## YPMTP 2019

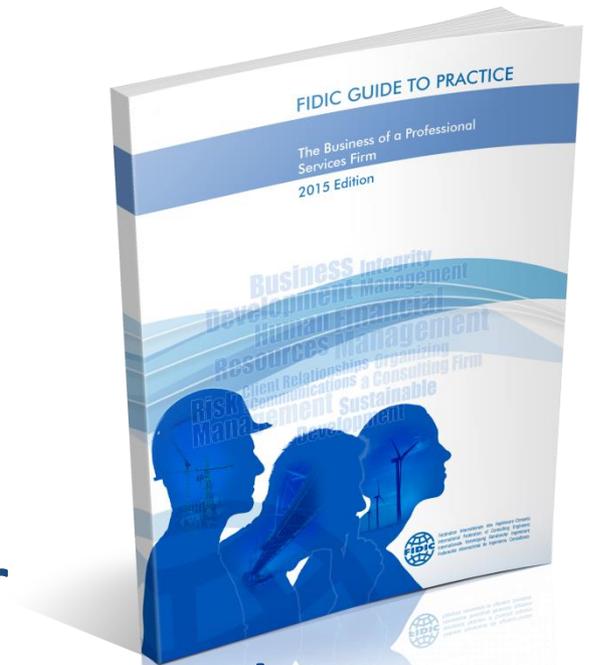
The textbook value of the  
**Guide to Practice**

Keep it handy,

Or active on your computer

Get a quick indication on many subjects

YPs get an electronic copy with the course





# YPMTP 2019

- **1. Organization and Human Resources**
  - Starting a company and building up your staff
  - Growing the company, risk assessment, organization
  - Ownership structures, from partnership to shareholding
  - Attracting staff, training, work/life balance
  - Merger and acquisition



# YPMTP 2019

## 2. Marketing and business development

- Marketing, branding, reaching the clients, triple bottom line, local or global
- Financial management
- Quality management
- Risk management
- Professional indemnity insurance



# YPMTP 2019

## 3. Business Consolidation

- Client relationship and communication
- Sustainable development
- Business integrity management



## ***How YPMTP works:***

- Participants are divided into teams according to time zones
- Case and questions are presented on Podio platform and in Adobe Connect classroom
- Discussions and replies are presented on a Podio platform
- Input is commented upon by mentors and supplemented by lectures
- Monthly classroom sessions where discussions are summarized by two editors from the team
- Everything is recorded and may be retrieved for later study, thus you will never miss a session



- The final sessions take place during 5 days – Tuesday to Saturday - in connection with and prior to the FIDIC Conference. The learning is reviewed through lectures and discussions. The FIDIC Conference itself takes place in the following 3 days – Sunday afternoon to Tuesday.
- The participants will contribute to the Conference through a Future Leaders Workshop Sunday afternoon - to which all Conference participants are invited – where the team will present its own perception of the future requirements to the consulting industry.



# On line Monthly Sessions

Kick-off team 2\_rev.ppt

www.fidic.org **FIDIC Presentation**

**Vision:** Enabling the development of a sustainable world, as the recognised global voice for the consulting engineering industry

**Mission:** Work closely with stakeholders to improve the business climate in which members operate and enable them to contribute to making the world a better place to live in, now and in the future

**Founded in 1913**

**Headquarters in Geneva**



 International Federation of Consulting Engineers

Video (1)



Steen Frederiksen

Attendees (10)

Active Speakers

Hosts (1)

- Steen Frederiksen

Presenters (0)

Participants (9)

- André Jabir Assumpção
- Fabian Erd
- Habib Benyettou
- Jens Bottcher Meyer

YPMTP16 Case 2 finish 3 start team 2.ppt

Video (2)



Steen Frederiksen André Assumpção

Attendees (16)

André Assumpção

Hosts (1)

- Steen Frederiksen

Presenters (0)

Participants (15)

- André Assumpção
- Dunstan Sendiwala
- Fabian Erd
- Habib Benyettou

Chat (Everyone)

Jens Bottcher Meyer: hi all

Tijana Smitjanic: Good morning from Canada

Seyram Agwadze: the rains just stoped here few minutes ago. i was worried I would hear anything over the rains falling

Question 2.11

How do you improve budgeting procedures and safeguard quality of financial reporting?



- Market intelligence to forecasting upcoming projects and revenues (Dustan)
- Know-how from previous projects (Jose, Sean).
- Identify political changes (Jose, Werner, Andre).
- Monitor and follow up (Sean, Jens, Keshan)
- Zero-Based Budgeting – ZBB (André)

•“A tracking schedule of all submitted proposals is also used by our firm to track the amount of work we have pending adjudication, we normally split this work per division and have a % confidence that we will be awarded the work. ” Dustan. .... It is interesting and we use it here also. The % we use is 10%, 30%, 70% or 90%, really low chances, low, high and really high.

0:28:43/1:20:28



# Face to Face Meetings



# Future Leaders Workshop



<https://www.youtube.com/watch?v=WoSB1rk2FFQ>  
Copy to browser



# Technical Tours & Presentations



## Social Activities



# Graduation Ceremony





## ***It's International***

- You develop an international network – most years more than 20 countries are represented.
- You develop leadership and communication skills, intercultural understanding and a perspective on the future requirements in the consulting industry.
- A good command of English is required
- Total estimated input 100 hours plus 8 days at the FIDIC Annual Conference in Mexico City.



# ***YPMTP 2019***

Consulting companies and Young Professionals, this is your unique opportunity to be part of a once in a lifetime training and networking experience. Ask your management for approval to attend

Check the link: [www.ypmtp.org](http://www.ypmtp.org)

Link to registration: <http://fidic.org/ypmtp2019>

**Registration must be before kick-off  
04.02. 2019**

