### ekist Case Study of ATU-Net Entrepreneurship Online Mobility Program tan. SIT

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Hiroyuki Ishizaki Visiting Professor, SIT Director, Malaysia Office





**Cebu Technological University** 



**UTeM** 

ประเทศไทย

4440



Viet Nam

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**TEKNOLOGI** 

**Universitas Telkom** 

Universiti Teknikal Malaysia Melaka



Universiti Teknologi MARA Indonesia

**Philippines** 

Papua Niuc

### Hiro Ishizaki:

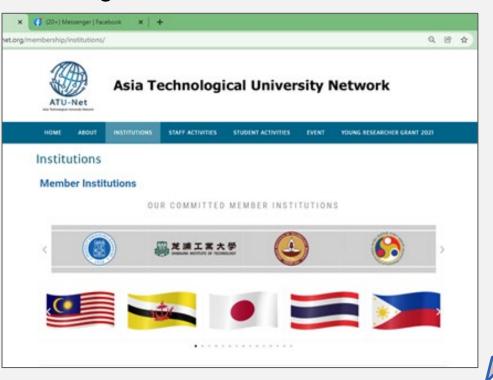
- ☐ Visiting Professor, Shibaura Institute of Technology (SIT), Japan
- ☐ Living and working in Kuala Lumpur since 2014
- Committee Chair of ATU-Net Mobility Special Interest Group (SIG)
- Organizing 2 collaborative programs;
   Virtual Asia Exploration (VAx) program and Entrepreneurship.

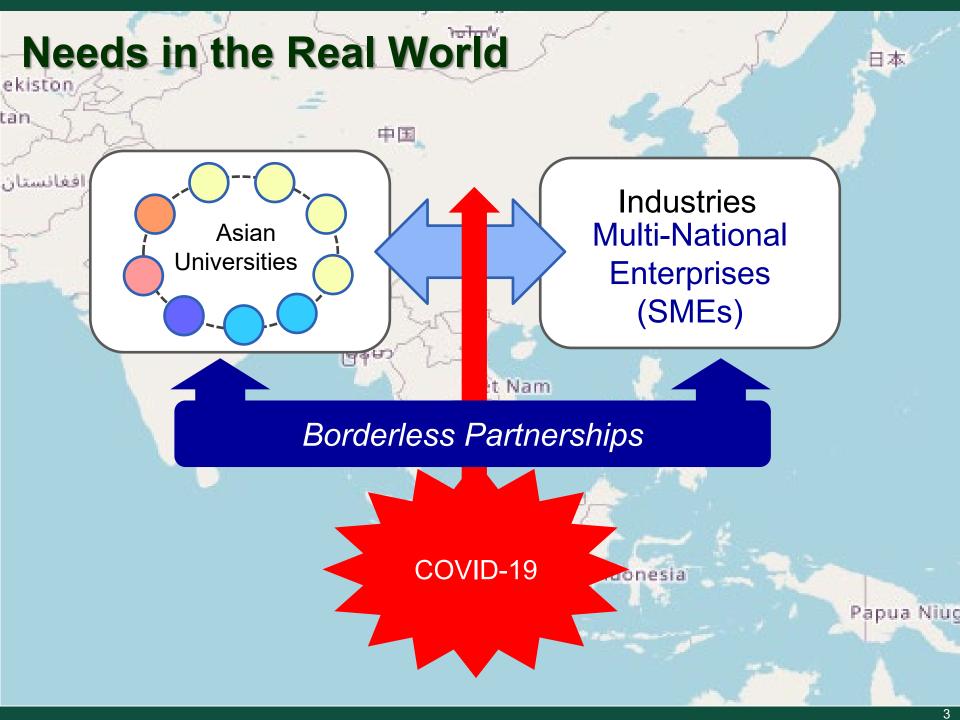




### **ATU-Net**

- □ Asian Technological University Network (ATU-Net) consists of 44 member educational institutes throughout Asia.
- Facilitating collaborations through;
  - Student global mobility programs,
  - Academic research & publication, and
  - Industry & Business
- SIT is only one Japanese school among members.





### **Online Study Program 1: VAx**



□ 2 hrs. x 14 weeks More than 10 lecturers from 5 countries/6 universities The Philippines, Japan, Malaysia, Indonesia, Thailand Providing multicultural exposures through lectures & group discussions Certificates 2 credits equivalent

Ms. Yani at int off@its.ac.id

Term & condition apply. Please kindly refer to the syllabus for further information.

<sup>&</sup>quot;Check the list of member institutions at http://atunet.org/membership/institutions/

### Online Study Programs 2: Entrepreneurship



□ 2 hrs. x 14 weeks More than 10 lecturers from 4 countries/5 universities ☐ The Philippines, Japan, Malaysia, Indonesia ☐ Simulation of business startup by international team ☐ lectures & group discussions Certificates

## **Business Model Canvas (BMC)**



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- Your suppliers, supplemental partner



Key Resources
What Tay Resources do cut Value Propositions require?
Our Clorib actor Channels? Customer Rubitionships?
Revenue Stream?
Revenue Stream?

the products/services

to customers

- Necessary resources for above activities (HR, facility, technology, finance)



2/1

-Products/services to solve problems- Differentiated from existing ones



Promotion, campaign Message



 Methods to deliver your products / services to target customer segments.



1/2

- Market Size
- Problems = needs
- Customer type
- Target segments

#### Cost Structure

What are the most important costs inherent in our business model? Which Key Resources are most expensive? Which Key Activities are most expensive?

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#### **COSTS & EXPENDITUERS**

- Necessary cost factors such as R&D, procurement of materials, factory building, production process, logistics, delivery, sales activities and general administration, and its price and volume.



For what or other currently pay?

For what of they currently pay?

How are they currently paying?

How much does each Revenue Steem contribute to overall revenue;

They would they retain to pay?

How much does each Revenue Steem contribute to overall revenue;

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SALES REVENUE

- How much you can earn: unit price x volume by product/service type and customer segment.





## **Participation from Industries**

- □ Recommendable to middle managers and prospective
  - expatriates
- ☐ SIT allocated 10 slots for GTI member companies
- 5 working professionals registered
- ☐ Admin. Staff of ATU-Net members also attended.

### **Testimonials**

Mr. Lee Hunwoo Bosch Corporation

## **Summary & Proposal**

- This ATU-Net program offered another type of UI collaboration.
- New opportunity for recurrent education.
- If continued, these programs could be offered to industries again.





# Thank You, and Hopefully See You Next March!

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