



## Workshop on Planning a Lunar New Year Fair Stall Business (1st Class)

Title	Workshop on Planning a Lunar New Year Fair Stall Business (1st Class)
Course code	IN474-11-2018-MG
Objective	This workshop aims to enable the participants to acquire a proper understanding and attitude towards starting their own business, covering topics on customer-centered product design, the importance of planning (for sales and marketing, finance and human resources), as well as assessing the related risks.
Content	<ul style="list-style-type: none"> <li>• Innovative Product Concept and Market Opportunities</li> <li>• Marketing Strategy <ul style="list-style-type: none"> <li>◦ Product positioning</li> <li>◦ Pricing</li> <li>◦ Stalls and other channels</li> <li>◦ Advertising and promotion</li> </ul> </li> <li>• Manpower requirements and allocation</li> <li>• Sales forecasting and capital budgeting</li> <li>• Key planning tasks</li> <li>• Assessing business risks</li> </ul>
Assessment	100% attendance and complete all in-class exercises
Target audience	Young entrepreneurs who intend to run their stalls at the Lunar New Year Fair
Prerequisite	Priority will be given to members of the Youth Entrepreneurship Thinktank Association (non-member individuals can also apply but subject to review and approval by the Association)
Class size	30
Instructor	CPTTM Appointed Instructor(s)
Instruction language	Cantonese
Handout language	Handouts in Chinese
Duration	4 hours in 1 sessions
Schedule	09:00-13:00, Nov 11, 2018 (Sunday).
Fee	MOP70
Venue	CPTTM Head Office (Rua de Xangai 175, Edf. ACM 7 Andar, Macau)
Certificate	Joint Certificate of Attendance issued by CPTTM and the Youth Entrepreneurship Thinktank Association (with 100% attendance and completion of in-class exercises)
PDAC code	---
Remark	<ul style="list-style-type: none"> <li>• Co-organizers: The Youth Entrepreneurship Thinktank Association and the Macau Productivity &amp; Technology Transfer Center</li> <li>• For enrollment and enquiry: The Youth Entrepreneurship Thinktank Association [Rua de Foshan 51, Centro Comercial, San Kin Yip, 11 Andar - "L-P"; Office hours - Mon to Fri, 9:30-18:00 (except public holidays); Tel: 6569 6911 Email: yeamacao@gmail.com ]</li> <li>• Enrollment Deadline: Nov 9, 2018</li> </ul>



# COURSE ENROLLMENT FORM

## 課程報名表格

TR/002 (HRTI)

**身份資料 IDENTIFICATION**

學生編號 Student No:

姓名 Name (請以正楷及按身份證明文件填寫 Please complete in capital letters according to personal identity document)																																									
中文	Port/ Eng	Last Name 姓						First Name 名																																	
		號碼 No.						出生日期 Date of Birth:		性別 Sex:																															
<input type="checkbox"/> 核取證		<input type="checkbox"/> 核取證R		<input type="checkbox"/> 核取證		年/月/日 YYYY/MM/DD		<input type="checkbox"/> 男Male <input type="checkbox"/> 女Female		國籍Nationality:																															
通訊地址 Correspondence Address *此地址是用作通知有關領取證書之用，請清楚填寫。 The contact address is for informing you about certificate collection, please state clearly.* :																																									
<table border="1" style="width:100%; height:40px;"> <tr><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr> <tr><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr> </table>																																									
電話 Tel:				傳真 Fax:				電子郵件 Email:																																	

**報讀課程 ENROLL COURSE**

申辦團體 Applicant Association :	青年創業智庫協會		
名稱 Title:	青年創業年宵攤位籌劃工作坊(第一班)	編號 Code:	IN474-11-2018-MG

**最高學歷 HIGHEST QUALIFICATION**

教育水平 Education Level	<input type="checkbox"/> 小學 Primary	<input type="checkbox"/> 中學 Secondary	<input type="checkbox"/> 大專 Diploma	<input type="checkbox"/> 大學 University degree	<input type="checkbox"/> 其他 Others
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**職業 OCCUPATION**

公司名稱 Company Name:	行業分類 (參閱第2頁) Industry (Refer Page 2):	
電話 Tel:	電子郵件 Email:	
傳真 Fax:	職位 Position:	年資 Years of Service:

\*\*\* 本人已閱讀並同意遵守生產力中心最新版本的「報讀需知」(TR/073)(可在中心各辦事處及網頁索取)。\*\*\*

\*\*\* I have read and agreed to abide by the latest version of CPTTM "Notes for Course Application"(TR/073)(available at CPTTM Offices and Website) \*\*\*

報讀人簽名 Applicant's Signature:	日期 Date:	/ /
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**由申辦單位核實及聲明 Verified & Declared by Applicant Association**

報讀者為 The applicant is:		
<input type="checkbox"/> 本會中小企會員之東主、合夥人、股東或現職的合法僱員 The owner, partner, shareholder or current legal employee of our association's member SME	<input type="checkbox"/> 非本會中小企會員之東主、合夥人、股東或現職的合法僱員 The owner, partner, shareholder or current legal employee of a non-member SME	
<input type="checkbox"/> 本會個人會員 Individual member of our association	<input type="checkbox"/> 非本會個人會員 Non-member individual	
<input type="checkbox"/> 符合修讀資格 met the course prerequisites		
<input type="checkbox"/> 接納 Accepted	<input type="checkbox"/> 不接納 Rejected	<input type="checkbox"/> 後補 On waiting list
簽名及蓋章 Signed & sealed	日期 Date	



# COURSE ENROLLMENT FORM

## 課程報名表格

TR/002 (HRTI)

### 以郵寄或傳真方式報名專用 FOR THE USE OF ENROLLMENT BY MAIL/FAX ONLY

信用卡繳費指示 Credit Card Payment Instruction:			
信用卡類別 Type of Credit Card:	<input type="checkbox"/> Master Card	<input type="checkbox"/> Visa	
銀行名稱 Bank Name:			
持卡人姓名 Cardholder's Name:			
信用卡號碼 Card Number:		CVC2/CVV2**:	
有效日期 Expiry Date:	/	(月/年 MM/YY)	
簽帳金額 Amount To Be Charged:	澳門幣 MOP		
持卡人簽名 Cardholder's Signature:			

\*\* CVC2/CVV2 是位於信用卡背後、簽名方格內號碼的最後三個數字。

CVC2/CVV2 is the last three digits of the number listed in the signature panel on the back of the card.

### 其他資料 ADDITIONAL INFORMATION

<input type="checkbox"/> 中心股東/委員 CPTTM Associate /Committee Member	
<input type="checkbox"/> 優質會會員 Member of Quality Club	編號 No.

### 此欄由本中心填寫 FOR CPTTM USE ONLY

<input type="checkbox"/> 現金 Cash	<input type="checkbox"/> 發票 Invoice – ( 編號 No.: )
<input type="checkbox"/> 信用卡 Credit Card	<input type="checkbox"/> 支票 Cheque – ( 發票人 Issuer: )
<input type="checkbox"/> 獲社保基金資助 Sponsored by FSS	收據編號 Receipt No.:
<input type="checkbox"/> 免費報讀 FOC	<input type="checkbox"/> CPTTM職員 STAFF
	處理人 Handled by:
培訓主任覆核: Reviewed by TO:	<input type="checkbox"/> 接納 Accepted <input type="checkbox"/> 不接納 Rejected
	備註 Observation:

### 行業分類 INDUSTRY CLASSIFICATION

01	工程及建造業	Engineering and Construction
02	教育、醫療、消閒及個人服務	Education, medical, recreation and personal services
03	財務服務、保險、地產及商業服務	Financing, insurance, real estate and business services
04	公共部門	Government/ Statutory body
05	成衣製造業	Garment manufacturing
06	其他製造業	Non-garment manufacturing
07	公用事業	Public utilities
08	運輸、倉儲及通訊業	Transport, storage and communications
09	批發、零售、出入口業、飲食業、酒店業及旅遊服務業	Wholesale, retail, import/export trades, restaurant, hotel and tourism-related services
10	其他	Others

### 報名地點 ENROLLMENT LOCATIONS

總辦事處 Head Office	澳門上海街175號中華總商會大廈七樓
Tel: (853) 2878 1313 Fax: (853) 8898 0853	Rua de Xangai, 175, Ed. ACM, 7th Fl., Macau
成衣技術匯點 House of Apparel Technology	澳門漁翁街海洋工業中心第二期十樓
Tel: (853) 8898 0701 Fax: (853) 2831 2079	Rua dos Pescadores, Ed. Ind. Ocean, Fase II, 10 andar, Macau
數碼匯點 Cyber-Lab	澳門馬統領街廠商會大廈三樓
Tel: (853) 8898 0601 Fax: (853) 2837 3085	Rua Comandante Mata Oliveira, Ed. Asso. Ind. 3 andar Macau
網址 Website: <a href="http://www.cpttm.org.mo/training">http://www.cpttm.org.mo/training</a>	電子郵件 E-mail: training@cpttm.org.mo