

CURRICULUM VITAE

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2	Sex	Male
3	Academic Qualification	Lektor
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A. Academic Qualifications

Courses	Description
Strategic Management	This course prepares students to arrange and formulate firm strategy based on vision, mission including SWOT analysis. It equips students with the skills to assess environmental scanning (opportunities & threat from external and strength and weaknesses from internal organization), formulate strategi (re-examination vision & mission, strategy, policies), implement strategy (program, budget, and procedure). policy and strategy, finally measuring performance actual compared to planned, and take control & correction as needed
Innovation and Knowledge Management	The course explains core theories towards innovation and knowledge management. The course designed for student to be able to: understanding the concept of innovation and knowledge management; be able to perform audit innovation and knowledge management within industry; be able to design application of innovation and knowledge management within industry; be able to evaluate design of innovation and knowledge management within industry.
Marketing Management	The course explains to understand and describe theoretical management in general and marketing management in specifically. The course intended that student be able to: understand management in general; understand and be able to explain marketing management; connect between management and marketing; has ability to identify issues in marketing sector and be able to find solution. Area to be covered: scope of marketing and understanding marketing, marketing mix and understanding type & characteristic of product, price and its

	determinant, promotion, distribution, segmenting & targeting, consumer behavior, marketing and technology, customer value, positioning, global marketing
Human Resources Management	The course explains to understand and describe theoretical management in general and human resources management in specifically. The course intended that student be able to understand management in general and understand & be able to practice many aspect in human resource management. Area to be covered: Job Analysis, Human Resources Planning, Recruitment, Selection, Orientation, Training and Development, Career Planning, Appraisal, Compensation, Health and Safety Work, Industrial Relationship, Work Termination.

B. Professional Qualifications

Position	Description	Year
Member	ACII (Associateship Chartered Insurance Institute)	1997-now

C. Academic Career and Position

Position	Description
Research Leader	The Effect of Follower in Increasing Leader's Innovativeness and Firm Performance. Empirical Study at PT. "X" (Year 2018)
Research Leader	Rekomendasi Kebijakan Asuransi di PT."X" (2018)
Research Leader	Alternatif Model Bisnis Penyaluran Kredit UMKM (KUR) untuk Pengendalian NPL Bank, Sekaligus Meningkatkan Akses Keuangan Inklusif

D. Publication

Title of Publication	Publication Name	Link of Publication	Year	Indexed
HR Planning Using the McKonsey 7S Model Concept for Start Up Maternity Clinic	IARJSET (International Advanced Research Journal in Science, Engineering and Technology)	http://www.iarjset.com	2018	Thomas Reuters
Operational Strategy on Maternity Clinic Using Lean Six Sigma Method	IARJSET (International Advanced Research Journal in Science, Engineering and	http://www.iarjset.com	2018	Thomas Reuters

	Technology)			
Business Model Canvas (BMC) in Industry Maternity Clinic Using Epidural Analgesia	IARJSET (International Advanced Research Journal in Science, Engineering and Technology)	http://www.iarjset.com	2018	Thomas Reuters
Role of Payback Period, ROI, and NPV for Investment in Clinical Health Business	IARJSET (International Advanced Research Journal in Science, Engineering and Technology)	http://www.iarjset.com	2018	Thomson Reuters
Marketing Strategy Business to Customer (B2C) Maternity Clinic Industry	IARJSET (International Advanced Research Journal in Science, Engineering and Technology)	http://www.iarjset.com	2018	Thomson Reuters
Rekomendasi Kebijakan Asuransi di PT."X"	Jurnal Pengabdian Masyarakat AbdiMas UEU	http://ejournal.esaunggul.ac.id/index.php/ABD/article/view/2288/1975	2018	National
Alternatif Model Bisnis Penyaluran Kredit UMKM (KUR) untuk Pengendalian NPL Bank, Sekaligus Meningkatkan Akses Keuangan Inklusif	Forum Ilmiah UEU	http://ejournal.esaunggul.ac.id/index.php/Formil/article/view/2151/1866	2018	National

E. Proceeding

Title of Proceeding	Name of Conference	Link of Proceeding	Year	Indexed
The Effect of Follower in Increasing Leader's Innovativeness and Firm Performance. Empirical Study at PT. "X"	International Conference on Family Business and Entrepreneurship		2019	-

F. Citation (-)

Jakarta, Oktober 2019

Dr. Ir. Dedy Dewanto, MM, ACII