

INTERNATIONAL TRADING INSTITUTE@SMU (ITI@SMU)

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Programme Partner



In Partnership With





Internationalisation Skills Talent Development Programme INTERNATIONAL TRADING INSTITUTE

Internationalisation Skills Talent Development Programme

Programme Overview

The Internationalisation Skills (iSkills) Talent Development Programme is developed by International Trading Institute (ITI@SMU) with the support of SkillsFuture Singapore (SSG). This programme has been designed to help Singapore enterprises build their human capital talent pipeline for their internationalisation endeavours.

Whether your organisation is exploring overseas opportunities for the first time or looking at improving its performance in its current markets, the iSkills programme can help to equip your human capital with the necessary internationalisation skills and knowledge to support these endeavours.

Organisations can enrol either **new hires** or **existing employees** who are earmarked for internationalisation roles into this programme. There are two tracks to the programme. Track 1 is tailored for Senior Internationalisers who have greater leadership responsibilities and are driving the internationalisation efforts in the organisation. Track 2 is for Mid and Junior level Internationalisers deployed in managerial and supporting roles. The duration of both tracks is six months and include a combination of classroom lessons, online and experiential learning, site visits, lunch seminars, an overseas immersion programme, and a final project.

Track 2 Track 1 **Senior Internationalisers Mid-level Internationalisers Junior Internationalisers** Candidate profile: Candidate profile: Candidate profile: Senior Management Middle Management • Junior / Entry Level Exec E.g. Regional Business Development Director, E.g. Marketing Manager, E.g. Management Trainee, Chief Financial Officer Sales Manager Analyst

Programme Funding Structure

Track	Training Fee	Age	Training Fee Support	Nett Fee Payable (excl. GST)	Salary Support (for New Hires#only)
Track 1 • Senior Internationalisers	\$16,000	Singapore Citizens / Permanent Residents <40 years old Singapore Citizens / Permanent Residents 40 years old or older	70% 90%	\$4,800 \$3,000* (*subsidy is capped at \$13,000)	70% capped at \$4000 for 6 months 90% capped at \$6000 for 6 months
• Mid-level Internationalisers • Junior Internationalisers	\$7,900	Singapore Citizens / Permanent Residents <40 years old	70%	\$2,370	70% capped at \$4000 for 6 months
		Singapore Citizens / Permanent Residents 40 years old or older	90%	\$790	90% capped at \$6000 for 6 months

[#]New hires must have been employed not more than 3 months.

To qualify for the course fee and salary support, participants must be Singapore Citizens or Singapore Permanent Residents and the supporting companies must be registered or incorporated in Singapore. New hires will be eligible for the salary support subject to current terms and conditions.

Programme Structure

For Track 1 & 2

For Track 1 only

Application & Company Matching Pre-Programme Profiling Mindset Shifts Ethical Thinking Commercial International Risk & Collaborative Pre-Market Modules **Finance** Management Culture **Decision Making Systems Thinking Methods for Opportunity** Design **Digital Marketing & Data Analytics Creation, Business** In-Market Modules **Thinking eCommerce** for Enterprises **Canvass Modelling** Modes of Modes of Regional Advertising, Internationalisation Internationalisation **Branding** Day 1 Day 2 & Marketing Post-Market Modules **Dynamic Capabilities & Dynamic Capabilities & Change Management -Change Management -**Integration Leadership **Overseas Immersion Programme Country Clinic Tech & Show Day** Fireside Chats. Lunch Time Talks Internationalisation Strategies: Business Diagnostics Workshop **Experiential Learning: Site Visits**

Contact Us

Please contact ITI@SMU if you would like to participate or enquire more information about this programme:



(https://iti.smu.edu.sg/Internationalisation



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Final Overseas Expansion Project Presentation



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