

UNIVERSITI TEKNOLOGI MARA

FACULTY OF ADMINISTRATIVE SCIENCE AND POLICY STUDIES BACHELOR OF ADMINISTRATIVE SCIENCE (HONS.)

PRACTICAL TRAINING REPORT

ANALYSIS ON THE PRACTICES OF EVENT MANAGEMENT IN ROAD SAFETY DEPARTMENT OF SARAWAK

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CLEARANCE FOR SUBMISSION OF THE PRACTICAL TRAINING REPORT BY THE SUPERVISOR

Name of Supervisor	: Mdm Arenawati Sehat Bt Hj Omar
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Lastly I would like to apologize for any weakness or mistakes that I have made throughout the process of making this practical training report into reality.

Declaration

I hereby declared that the work contained in this practical training report is my own except those which have been duly identified and acknowledged. If I was later found to have committed plagiarism or other forms of academic dishonesty, action can be taken against me under the Academic Regulations of UiTM.

CHAPTER 1 INTRODUCTION

CHAPTER 1

INTRODUCTION OF THE ORGANISATION

1.1 INTRODUCTION

In this chapter, it will explain on the background, vision and mission of Road Safety Department of Sarawak. The client charter, organizational structure and corporate structure also will be explained in this chapter. Other than that, the achievement and recognition of this department and the health, safety and environment policy also will be include in this chapter.

1.2 BACKGROUND OF ROAD SAFETY DEPARTMENT

JKJR was established on 15 September 2004 as a leader in road safety advocacy to increase the awareness of road users on the importance of road safety and ultimately reduce deaths and injuries caused by road traffic crashes. JKJR is also the Secretariat to the Road Safety Council of Malaysia (NGO).

At the State department acts as the implementing body of all programs include education, enforcement, engineering and environment as planned by the department headquarters. The department also focus on the Malaysian Road Safety Plan 2006-2010 and the Annual Road Safety Plan RSD. Both the plan and annual plan which was to be implemented across all the road safety agenda campaigns, education, research, investigation of accidents, road improvements identified accident-prone, data collection and processing of accident data, coordination of enforcement, coordination of the victims of the treatment program and increasing awareness of the benefits of safety equipment includes the major functions as follows:

i. Human resource management, administration and finance at the state level as the prime coordinator and champion of the programs of road

- safety among government agencies at state and local governments and the private sector and NGOs.
- ii. Help MIROS and department headquarters in the investigations of cases of fatal accidents as the First Respondent, provide logistical support to the investigation team MIROS properly conduct its investigations and to obtain reports from Puspakom, Police and Health Ministry.
- iii. Implement various road safety programs at the state level in collaboration between headquarters and the department and the state MKJR.
- iv. Implementation of the 'Community Based Programs' to support the Road Safety Education program in schools including school traffic warden, traffic in the vicinity of the pleasure of the school, according to a safer route to school Route Bicycles / Motorcycles and Road Safety Club website, posters, traffic contests and quizzes.
- v. Implementation of the 'Community Based Programs' that supports the use of helmet in Rural Areas.
- vi. Coordinator for the treatment / rehabilitation frequent accidents.
- vii. Help MIROS to provide logistical support to undertake public interest issues in the field of road safety as a review of speed limits, signs of Road Safety (Road Traffic Signs Review), the implementation of trauma management, use of safety belts and the like.
- viii. Implementation of the festive season campaigns and other national campaigns such as the World Road Safety Week (Global Road Safety Week), Circulation Radial Motorcycle Stickers, Car Stickers, Road Safety Leaflet Distribution and others.
- ix. Implementation of education programs on road safety (PKJR) to the public, including students, parents, teachers, village, estate, rural areas, Felda and others.

x. Preparation of weekly reports (via e-mail), monthly and yearly road accidents in the State in writing.

1.3 VISION

• "Zero Fatality due to road accidents"

The philosophy behind this is that we accept that road users can and will make mistakes on the road but it should not cause death or serious injuries.

1.4 MISSION

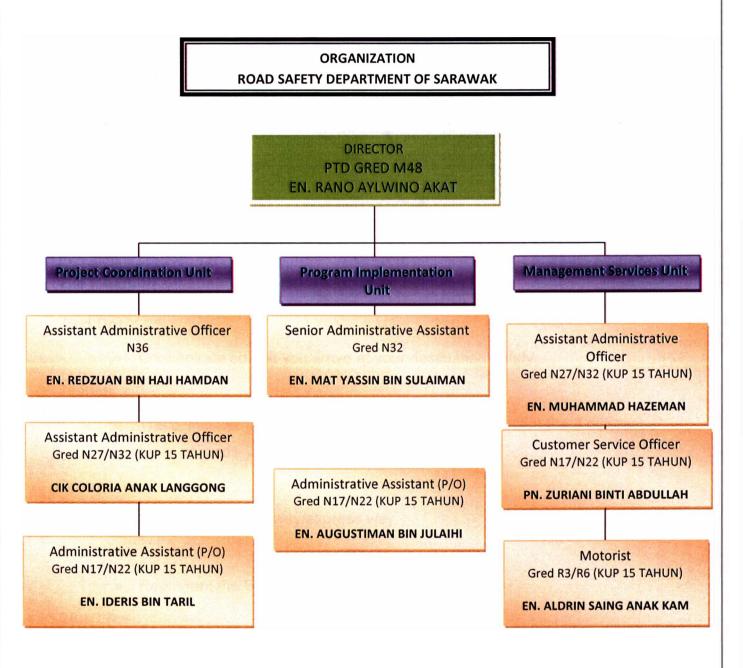
 To make Malaysia on par with developed nations in terms of road safety by 2020 with the fatality index of 2 deaths per 10,000 registered vehicles in line with the United Nations Global Decade of Action for Road Safety 2011 - 2020.

1.5 CLIENT CHARTER

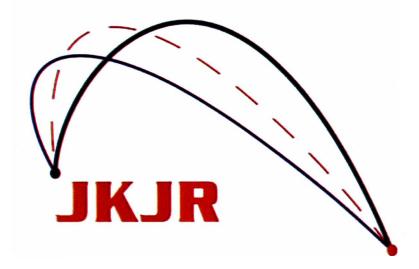
We are committed in providing the best service delivery in implementing these activities:

- i. To carry out road safety advocacy campaigns throughout the nation at least once a week.
- ii. To coordinate the launch of the National Road Safety Festive Season Campaign for the Hari Raya Aidilfitri and Chinese New Year celebration annually.
- iii. To coordinate the Annual General Meeting of the Road Safety Council of Malaysia once a year.
- iv. To respond to complains within 3 working days.

1.6 ORGANIZATIONAL STRUCTURE



1.7 DEPARTMENT LOGO



The meaning & definition of RSD's logo is as follows:

Red Dot

Concentrate so that you arrive at your destination safely.

3 Lines

 The 3 lines with different thickness and colours represent the 3 different types of roads.

Green Line

• Represent the highway/express way.

Red Line

Represent the State roads.

Blue Line

• Represent the Federal roads.

Shape of the line

 Represent the various means of ensuring a safe journey to your destination.

Shape of the logo

 The modern shape of the logo represents the latest and most recent road safety features.

CHAPTER 2

SCHEDULE OF PRACTICAL TRAINING

CHAPTER 2 SCHEDULE OF PRACTICAL TRAINING

In this chapter, there are the daily activities that I had done at the Road Safety Department for 5 weeks of practical training. I had been guided by a staff according to the section in the department.

Bil.	Week	Date / Day		Activities
2.1	1	16 th of July Monday	i.	On my first day training program, one of the staff, Mdm. Zuriani Binti Abdullah teach me how to use punch card machine
			ii.	After that, a bit briefing about administration in the department by the Assistance Administrative Officer Mr. Redzuan Bin Hj Hamdan
			iii.	Administration in the department :
				- Personnel
				- Event administration
				- Filing
				- Stock keeping
			iv.	Mdm Zuriani introduced me to all the staff and the upper level management
			V.	I also been introduced the pantry, toilet, meeting room and other rooms

Tuesday		There is some work to do on that day. I have been asked to do newspapers cutting on the article regarding to the safety on the roads, accidents and other issues that relate to department
	ii.	The newspapers cutting must be yesterday newspaper
	iii.	After do all the paper cutting, it will be stick on the A4 paper
	iv.	On the newspaper cutting that stick on the A4 paper, there must be a heading which include:
		a. Date of the newspaper
		b. Which company of the newspaper
		American James Company of the Compan
18 th of July 2012 Wednesday	i.	Adjust the mistake on the newspaper cutting file. There are some corrections to be made
	ii.	5s activities
	iii.	Learn how to make a formal letter, reply and request letter
	18 th of July 2012	ii. iii. iv. 18 th of July 2012 i. Wednesday ii.

19 th of July 2012	i.	As usual, doing some newspaper
Thursday		cutting. Search for road safety article and the issues regarding with accident and other articles relate with JKJR
	ii.	Another task, done some filling process for the letter from other department
	iii.	There are five category of files:
		a. SUP Sarawak/ Agensi/ Jabatan Persekutuan
		b. Naziran
		c. Majlis Keselamatan Jalan Raya Negeri Sarawak
		d. SUK Sarawak/ Pejabat Residen/ Majlis Tempatan
		e. Kempen / Advokasi JKJR
20 th of July 2012	i.	I met the Director of Road Safety
Friday		Department of Sarawak. I introduced myself to him and explained what course I'm taking in the university
	ii.	He explained to me about the Department and job specification and job analysis
	iii.	Learned how to fax letter. I faxed letter to our Facilitator in UiTM Sarawak regarding with the registration letter at my practical training department

2.2	2	23 st of July 2012 Monday	i.	As usual, do some newspaper cutting on the issues of: a. Road safety rules b. Accident tragedy c. Other issue that lead to hazard on the road
			ii.	I have been placed at the Customer service department. I learned picked up call and to use fax machine.
			iii.	Help to monitor the supplier rearranged the helmet at the store.
			iv.	Binding some documents for the staff. Documents on Motivation Theory which important as reference for each of the staff in that department.
		24 th of July 2012	i.	Newspaper cutting
		Tuesday	ii.	Learned how to make 'File Table' / 'Fail Meja'.

25 th of July 2012	i.	Newspaper cutting
Wednesday	ii.	At store section. Packed all the brochures on the road safety rules and poster in a box. All the items will be sent to 8 districts in Sarawak.
	iii.	Learned how to record stock.
	iv.	All the brochures, posters, helmets and other things will be record in a providing form which filed in and out stock file.
26 th of July 2012	i.	Newspaper cutting
Thursday	ii.	Key-in the letter from other organisation either private or public organisation in a particular book.
27 th of July 2012	i.	Newspaper cutting.
Friday		Key-in the letter from other organisation either private or public organisation in a particular book.

2.3	3	30 th of July 2012 Monday	i.	Newspaper cutting for Friday, Saturday and Sunday newspaper.
		o.naay	ii.	Key-in letter received in a particular book.
			iii.	Communicate with other department to check and confirm on the event planning. This can be make whether through phone call or letter or fax.
			iv.	I'm apart in the event planning today. Learned how to manage the event for the following month.
		31 st of July 2012	i.	Newspaper cutting
		Tuesday	ii.	Learned how to organized the road safety campaign.
			iii.	Key-in in and out the letter received and sent from or to private or public organisation in the particular book.
			iv.	In the finance section.
			-	Learned how to key-in voucher
			-	Learned how to settled the payment for facilities rent, utilities and etc.
			-	Learned on how to claim allowance.
			-	In the afternoon, follow the financial officer to the Jabatan Akauntan at Simpang 3, Kuching.

Wednesday	ii.	Handle the Naziran from Jabatan
		Akauntan Negara. Setting up their room for them.
	iii.	A bit briefing on how they audit the financial of the department. There are regarding with voucher, punch card, claimed, salary, bonuses and etc.
	iv.	Auditing procedure: There are two meeting – a.) Entry meeting b.) Exit meeting.
2 nd of August 2012	i.	Newspaper Cutting
Thursday	ii.	Stamp on received fax paper and compile it in the [articular file
	iii.	Prepared for event of Road Safety
	-	Check the venue
	-	Target audience
	-	Date and time
	-	Media coverage
3 rd of August 2012	i.	Newspaper cutting
Friday	ii.	Learned how to prepare for press conference and other media. Two specific radio station are Cats.fm and RTM.

			iii.	Learned how to prepare speech for Senior Officer for media conference.
			iv.	Deal with the media and also will be deal with Jabatan Penerangan before released the press conferences.
2.4	4	6 th of August 2012	i.	Newspaper cutting
		Monday	ii.	Wrote a letter on "Minit Mesyuarat" after attended a meeting on Accountant department and Asset Department.
			iii.	Our Senior officer on air with Cats FM : its regarding with road safety
			iv.	Weekly meeting : every Monday, will be held a meeting for all the staff of department
				: There are meeting on previous task that had been done such as event or any road safety event.
				: In this meeting they will update all the future activity and event for department.
		7 th of August 2012	i.	Stamp on any fax letter received.
		Tuesday	ii.	Newspaper cutting
			iii.	Breaking fast with the Shell Company at Pullman.
			iv.	Campaign at Sibu was held where 2 of the staff in the department had been there for the event.

		8 th of August 2012	i.	Newspaper cutting
		Wednesday	ii.	Filing system: file in all the letter from SUPP, SUK, or any organisation either private or public sector.
			iii.	Learned how to make a leaves or any travelling claimed from the finance section.
		9 th of August 2012	i.	Newspaper cutting
		Thursday	ii.	Meet the supervisor for checking my Log Book and update any task to be done.
			iii.	Given a task to learned on leave arrangement for the staff during festive season.
		10 th of August 2012	i.	Newspaper cutting
		Friday	ii.	Prepared the equipment for campaign tomorrow. Campaign on "Jom Merdeka Raya" at Petronas Kota Samarahan, collaboration with Petronas and PDRM.
			iii.	Sending all the equipment at the petronas as an actual preparation for tomorrow event.
2.5	5	13 th of August	i.	Newspaper cutting
		2012 Monday	ii.	One of lecturer from my faculty attends for evaluation. (Mdm. Arenawati Sehat)
			iii.	Making some report regarding with last Saturday event, where to know whether the campaign was successfully done and its run smoothly.

14 th of August 2012 Tuesday	 i. Prepared all the brochures and the goodies bags and all the equipment for tomorrow event at Serian and Petronas Samarahan. ii. Newspaper cutting.
15 th of August 2012 Wednesday	 i. Event: campaign on Merdeka Raya Road Side Campaign Hari Raya Aidilfitri at 2 different places. First place at Petronas Kota Samarahan near to Kelab Golf Sarawak at 8:30am collaboration with Pejabat Residen Samarahan Second place at road side of Serian. The event start at 3pm.
16 th of August 2012 Thursday	i. Preparing goodies bag for another event at Miri cooperate with Petronas Miri.
17 th of August 2012 Friday	 i. My last day of internship at JKJR Sarawak / Sarawak Road Safety Department. ii. Meet the supervisor for the final observation and to fill in the form given for the practical marks.

CHAPTER 3	
ANALYSIS ON THE PRACTICES OF EVENT	
MANAGEMENT IN ROAD SAFETY	
DEPARTMENT OF SARAWAK	

CHAPTER 3

ANALYSIS ON THE PRACTICES OF EVENT MANAGEMENT IN ROAD SAFETY DEPARTMENT OF SARAWAK

3.0 Introduction of Event Management

Event management define as the application of project management to the creation and development of festivals, events and conferences. Event management involves studying the intricacies of the brand, identifying the target audience, devising the event concept, planning the logistics and coordinating the technical aspects before actually executing the modalities of the proposed event. Post-event analysis and ensuring a return on investment have become significant drivers for the event industry. (wikipedia)

In the Road Safety Department, the type of event their event is the organisational event. The organizational event is the event that held by the organisation. It consists of a group of member in the organisations that cooperate in making the event. For example campaign, commercial, political and others that relate to organizational event. This department frequently had done the campaign regarding with the road safety campaign.

Therefore, in this chapter I will explain more on the event management and how the sequence in managing the event. Furthermore, there are sample for the tentative of the event on "Jom Merdeka Raya" at Petronas Kota Samarahan that was held on 10th of August 2012. There is the tentative program as shown Table 3.

Table 3 Tentative Program for "Jom Merdeka Raya" Campaign

Time	Activity
08.00 am	Arrival of all the staff in the department.
	Arrival of VIPs, Speakers and Guest
9.00 am	Opening Ceremony
	Doa's
	Welcome speech by Manager of Petronas
	Samarahan
	Opening speech by Manager of Road Safety
	Department.
9.30 am – 11.30 am	Distribute the goodie bags and helmets
11.30am – 12.00pm	Lunch/ Break
12.00 pm	Campaign End

The purpose of this campaign was to increase the awareness on the road safety. Their target audience are driver, motorcyclist, the cyclist and also the pedestrian. In this campaign, there is the collaboration with the several organizations which are the Petronas Company, Residents Department of Samarahan and also the Road Transport Department. Therefore, Road Safety Department focused on event management because it helps a lot during this campaign and also in managing the other event of the department.

3.2 Social Marketing Plan for "Jom Merdeka Raya" Campaign

3.2.1 Background

In the Road Safety Department of Malaysia, this department are making a lot of event regarding with the road safety. There are organized the campaign for the public's and to increase the awareness on the road safety. The road safety is for the driver, motorcyclist and the cyclist and also the pedestrian. The Road Safety Department will co-operate with several organisation either private or public sector.

In event management there must be event manager who control all the process of the event before and after the event happen. He plans and executes the event. As in the Road Safety Department there is event on the Road Safety Awareness Campaign. There are several objectives of the Road Safety Awareness Campaign which is to educate everyone on how road users can contribute towards improving road safety and refrain from bad habits and behaviour while on the road.

The Road Safety Department will ensure the campaign will run smoothly and achieved the objectives of the campaign. This may involve a lot of department and organisation either public or private sector. For example a few months ago, before the Hari Raya Aidilfitri in the Fasting month, the Road Safety Department of Sarawak had organized the campaign collaboration with the Petronas, Residents Department of Samarahan and also the Road Transport Department.

3.2.2 Objectives

There are the objectives of the "Jom Merdeka Raya" campaign:

- To develop, promote, collate, and disseminate information on good practice in road safety education, training, and publicity throughout Kota Samarahan.
- ii. To assist Road Safety Department and also other department in maximising the potential for casualty reduction through education and publicity.
- iii. To improve road infrastructure by identifying and eliminating accident black spots. Road infrastructure improvements can contribute towards reducing the frequency and seriousness of road traffic accidents. The early detection of abnormal traffic conditions and the transmission of relevant data to drivers can help to improve road safety.
- iv. To reduce the number of accidents involving heavy goods vehicles and regulate the training of commercial drivers and compliance with driving and rest periods.
- v. In view of the growth of heavy goods traffic, it is necessary to continue to improve the safety of the Kota Samarahan road network. Driving heavy goods vehicles is one of the most dangerous professions, and commercial drivers also have a right to a safe working environment in line with the standards on working conditions.

3.2.3 Segmentation and Selecting Target Markets

There are other aspects in event management which is Segmentation and Selecting Target Markets. In the Road Safety Department, they need to know the segmentation of the campaign that they make. In segmentation, they are using two segmentations where as the demographic segmentation and behavioural segmentation.

Demographic segmentation are include the age, gender, stage of life cycle, social class, level of education, income level and residential location of the target audiences. For the road safety campaign, there will be only focus on the age, gender, and presidential location. They only focus on that particular part of demographic segmentation because, their objectives are to increase awareness among all level of age and also they want to make the campaign for the whole state of Malaysia. For example, Road Safety Department of Sarawak has done their campaign at the several places like in Kota Samarahan. The campaign was collaboration with the Residents Department, Petronas Samarahan Branch and also the Road Transport Department of Serian. This campaign was held for becoming festive season which is 'Hari Raya Aidilfitri'. The demographic segmentation that they used is all level of age and the residential location of the target audiences. They target all the residents of Kota Samarahan.

Then, they are using behavioural segmentation where as the Road and Safety Department show the benefits of the campaign and what the target audience need to do to get the benefits. They also might face problem from the target audience where as the target audience does not want to follow what they need to do to get the

benefits from the campaign. For example, "Road Safety Campaign", through this campaign, there are a lot of products that Road and Safety Department provide for the target audience such as "Fasten the Seatbelt" this may be a common product for the target audience, but it had a lot of benefits from the product if they buy or adapt the product.

In selecting target markets, there are several approaches for target market selection.

One of the approaches is Mass Market approach, where as selecting large numbers.

However, many events will require differentiated target markets that are more finely selected through the segmentation process.

3.2.4 7 P's of Social Marketing Plan

These are the 7 P's of the Social Marketing Plan below:

i. Product

Basically, product is something that provides value to a customer but not only to be tangible all the time, where as it can be intangible. It also involves introducing new product or improvising the existing products. The products must have benefits desired by the customer. It has combination of tangible and intangible attributes where as the benefits, features, functions and uses that the organization offers a customer to purchase or adapt. In law, product can be defined as a commercially distributed good that is tangible personal property, output or result of fabrication, manufacturing or production process and passes through a distribution channel before being consumed or used.

In the "Jom Merdeka Raya" campaign, there are offered intangible product. It shows that they distributed and advertised the brochures, and slogan regarding with the safety on the road. This product may not involved monetary because its depend on the behaviour of the target audience to adapt the product that they produced.

In marketing, product is a good or service that most closely meets the requirements of a particular market and yields enough profit to justify its continued existence.

ii. Price

Price is what the cost to individuals or the target audience. The perceived costs have to be less than the perceived benefits for people to act. Pricing must be competitive and must entail profit. The event managers recognized and seek to minimize other costs and burdens that customers may bear in purchasing and using a service, including additional financial expenditures, time, mental and physical effort. Price has a lot of impact on the customer satisfaction. Sometimes, customer want pay higher price because it makes them more satisfied. Price often considered the quality of the product. The price becomes an important factor for the actual service consumption to happen, after service awareness and service acknowledgement.

Price leads you to plan interventions that reduce the costs of the desired behaviour or increase the costs of the competing risk behaviour. Price does not have to be monetary but can also be non-monetary like time, effort, change in life style. In this campaign, there are non-monetary for price because the target audience just need to take some time to adapt their product and it's depend on the target audience itself to change their behaviour towards more careful while on the road. And this campaign no needs to pay any fees. Non-monetary had involved the psychological such as the driver fasten their seat belt while driving, this shows they think what the consequences if not fasten the seat belt while driving.

The monetary can be many social programs such as family planning programs; health clinics charge a fee for its products and services. This also may include the product that we bought from the shop such as the Nicotine patches for people to decreased their smoking habits.

iii. Place

Events are held in many different locations from established venues to open spaces. The venue must be practically, financial viability, facilities uniqueness, location, layout and perception. Place is where and when the target market will perform the desired behaviour, acquire any related tangible objects, and received any associated services. Place must fit or match the image of the product. Some places are neutral to the image of the product while others may be downright incompatible. The location also must be where the target audience will come, assemble, listen, and belief. It refers to the place where the target audience can buy the product and how the product reaches out to that place. This can be done through different channels, like Internet, wholesalers and retailers. Target audience expectations of speed and convenience are becoming important determinants in service delivery strategy. Place of events could be public non public, mass, individual, in the open air and in the building.

iv. Promotion

This component plays three vital roles which are providing needed information and advice, persuading target customers of the merits of a specific product, and encouraging them to take action at specific times. Promotion stands for communication messages, materials, channels, and activities that will effectively reach your audience. The program cannot succeed without an effective communication program. Communication and promotion involves persuasion for influence attitudes or behaviour. In order to persuade, we have to know the attraction to capture peoples or target audience. For example using the mass media such as radio, television and others media.

The traditional promotions are the advertising, personal selling, publicity and sales promotion. It can be separately or mixed which depend on the communications need of the specific program or campaign. Advertising is the most important and popular tool but also the most expensive. There are different sorts of media can be use for advertising. The sales promotions include all activities to promote the product. The communications can be using other methods than advertising and it can be more broaden for example movie, TV programs and in school or in home communication. The purpose of promotion is where to tell, inform and persuade the target audience regarding with the campaign. Road Safety department have use it as their communications towards their target audience.

v. People

People can be referring to the customers, employees, management and everybody that involved in the event. In the event, we must know the people who can affect the success of the campaign/ program. For example the target audience, groups that influence the target audience, policymakers, the media, and other outside the organization. There people within the organization which from Board members and management staff. Successful event devote significant effort to recruiting, training, and motivating their personnel especially for those who are in direct contact with customers. There are also including internal and external people.

The internal person in the social marketing are the person involve in the organization or the department that organized the event. For example the staff of Road Safety Department and also the other organization that collaborate in the "Jom Merdeka Raya" campaign.

The external people is that the target audience of the event. The external people attend the event and might be performing the desired behaviour such as they may obey the rules on the road and adapt the product that the organizer of the event offered.

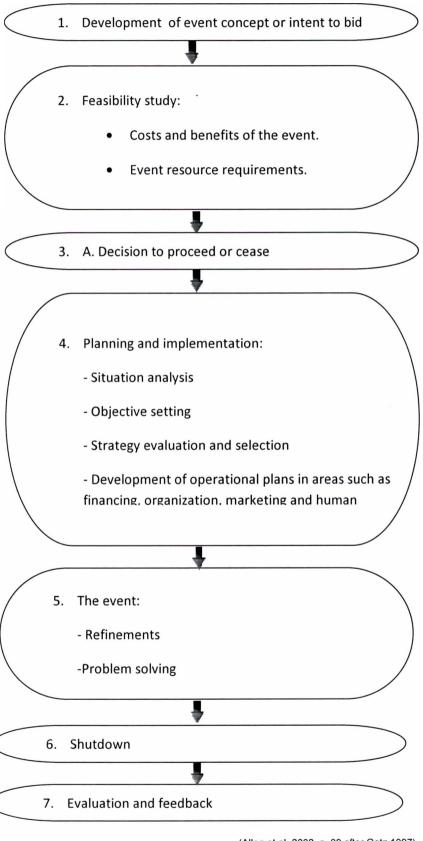
vi. Process

Process is the method and process of providing a service and essential to have knowledge on whether the services are helpful to the customers or not. Creating and delivering product elements to customers requires the design and implementation of effective processes. A process describes the method and sequence in which service operating systems work. Identifying the accurate process in the event is very important in order to make sure the event run smoothly, effectively and efficiently. This is where to achieve the goals of the event. Bad designed processes are likely to annoy customers because of slow and ineffective service delivery.

vii. Physical Evidence

Physical evidence is all tangible elements associated with a service or product in the event. This element tells public about the quality of the service that will received by target audience. This can be seen, usually promoted to exchange the target audience current behaviour. For example in the event of Road and Safety Department, they visible sensory elements of the setting in which target audience use their product such as the intangible product which influence the target audience to obey the rules while driving.

The event planning processes have their own sequences as shown below:



(Allen et al. 2002, p. 99 after Getz 1997)

3.3 Evaluation

In the "Jom Merdeka Raya" campaign, it shows that the Road Safety Department and collaborate members had fulfil their objectives where to increase the awareness among the road users and other society. Their target audience also generally had positive evaluations from the campaign. Moreover, many people reported that the campaign as reminder for them to be more careful on the road and during the festive season. Actually, there are no on the spot results for any campaign on road safety because, this also depend on the user itself or the target audience to be more aware and to be more careful while on the road. This is where the statistic of the accidents in yearly at the Malaysia recently increases due to lack of awareness on the road safety.

Process Evaluation

While the social marketing program is in effect, process evaluation should take place intermittently in each part of the campaign. As detailed in the implementation phase, it includes media monitoring and analysis, as well as evaluation of program activities.

Based upon the standards set in the program objectives, the results should focus on levels of awareness, trial and continued/repeat usage. The interpretation of these measures provides direction for improvements and areas upon which to concentrate in the future. If the survey indicates low levels of awareness of the product or campaign, the program should investigate whether the media vehicles are, in fact, reaching the target audience effectively and appropriately, and whether the communications materials are memorable, understandable and consistent with the

program objectives. If there is high awareness, but low trial, this indicates that the message is reaching the audience, but other elements of the mix may be weak.

• Outcome Evaluation

The follow-up survey will help to identify the extent of attitude and behaviour change in the target audience, and tie it to their exposure to the campaign. These would include demographics of the users, advertising awareness and attitudes towards the campaign product.

Impact Evaluation

The actual impact of the campaign is often difficult to assess accurately. Educational efforts are relatively transient and gone long before changes can be seen. This is because the campaigns change so quickly, it is impossible to determine the effect of the campaign.

• Ethical Evaluation

Kotler and Roberto give strong emphasis to the importance of ethics in social marketing. Whenever marketing behaviour change, it is imperative to acknowledge the need for responsibility and accountability to the people in the target audience.

3.4 Strengthens of Event Management

i. Experienced management team

Team experienced helps a lot in organizing the event. There are may have a lots of idea and skills in order to improve the previous event that they ever made. In Road Safety Department, they will retain the same person for the next event. The experience staff may know what to do before and after the event.

ii. Supportive and active network between other organisation

The organization that organized the event may build the good relationship among the collaborate teams. This may influence the performance during manage the event. For example, if there one of the staff from different department that have a bad relationship this may cause the performance of the staff decreased and not consistent. If the good relationship is build, there will be the best team because they have the same spirit and willing to do the work.

iii. Good local authority support and active officer

Active officer may influence the performance of other staff. The active officer will be more supportive and monitor the event to be run smoothly. Therefore, with a good local authority, it will be easier for the organization to make the event run smoothly.

3.5 Weaknesses of Event Management

i. Lack of marketing and media expertise

The event would not be achieved the target audience if there is lack of marketing and media expertise. In managing the event such as the campaign, it needs a wide marketing and support by other mass media. Example for marketing can be done using mass media such as the radio, television and internet. The pamphlets for the event should be full of information regarding with the event where as to make the marketing achieve their targets.

ii. Lack information about the place for the event

The manager of the event management should know more about the place for the event and also should know is there any target audience of the event. Therefore, before select the place for the event make sure the place that being choose fulfil the needs for the event.

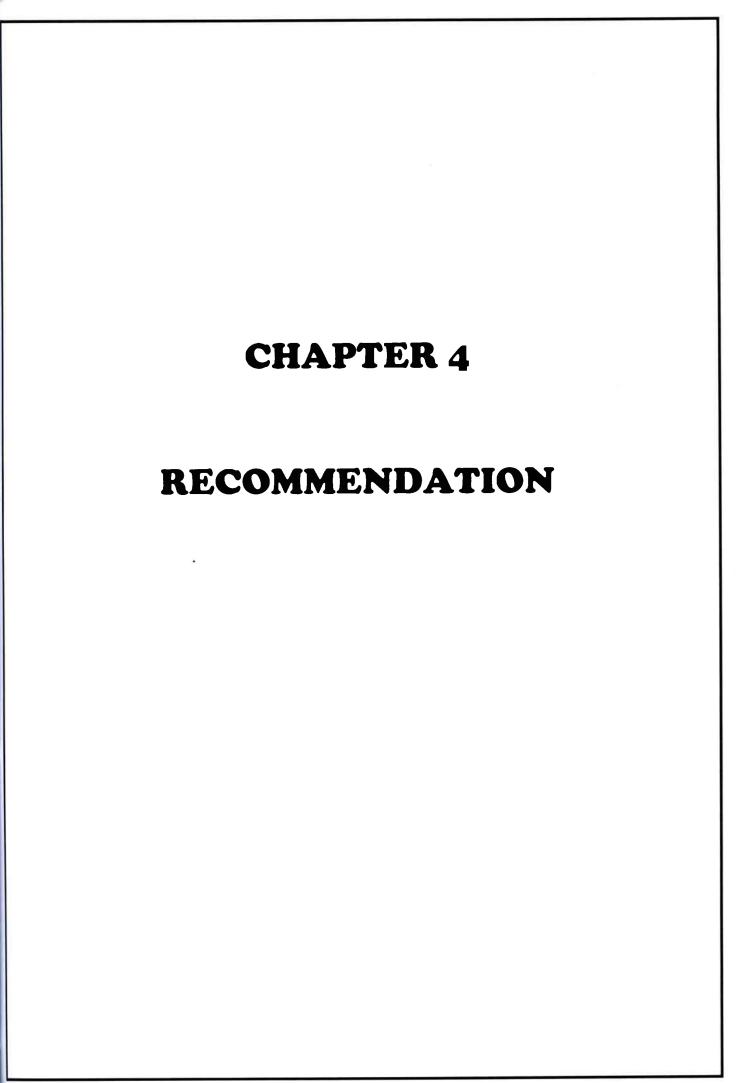
iii. Limited sponsorship success

When there are limited sponsorship, there will be a limited of resources because low cost. It is not easy to get a sponsorship unless a good relationship among the other organization is made. Furthermore, to gain a sponsorship needs all cooperation so that it would be success. The organizer should be applying a lot of organization to gain sponsorship so that parts of the application accept for sponsorship.

iv. Competition

The competition that might the organizer of the event faced is that they may hard to win the heart and mind of the target audience. It is not easy to change people behaviour or habits. The product that they offered also must suitable and fit with the target audience which according to the segmentation of the market.

Furthermore, for example the blood donation campaign, the competition is that they hard to get the volunteers that willing to donate the blood for those in needs. Other than that volunteers for in charged in the campaign also difficult to find because no one want to work without pay.



CHAPTER 4: RECOMMENDATION

In this chapter, I will explain more on the recommendation for the department to improve their event management and to run the event more effectively. There are some recommendations that help to get more target audience.

4.1 Selecting the target audience

One of the problems with addressing road safety issues is that the target audiences often do not see the benefits of changing their behaviour. People are naturally resistant to change, and will often look for an excuse to dismiss the message. It is therefore, important not to provide such excuses, for example, if people see the message as being irrelevant to them.

This also shows that the campaign must be more concerned in market segmentation. It is because they must know how to win the heart and mind of the target audience. Two important factors to consider when selecting a target audience are the attractiveness of the segment and the fit between the segment and the organizer of the event objectives, resources, and capabilities.

In selecting the target audience, the organizer must not to offer the same product to them. The organizer should identify the different segments and the needs of the target audiences. In addition, there are the following criteria that they should evaluated to have different needs of the target audience:

- Identifiable: the differentiating attributes of the segments must be measurable so that they can be identified.
- Accessible: the segments must be reachable through communication and distribution channels.
- Substantial: the segments should be sufficiently large to justify the resources required to target them
- Unique needs: to justify separate offerings, the segments must respond differently to the different offered.
- Durable: the segments should be relatively stable to minimize the cost of frequent changes.

A good in segmentation of the target audience will help the organizer of the event much easier.

4.2 Identify a lead agency in government to guide the national road traffic safety effort

Each country needs a lead agency on road safety, with the authority and responsibility to make decisions, control resources and coordinate efforts by all sectors of government – including those of health, transport, education and the police. This agency should have adequate finance to use for road safety, and should be publicly accountable for its actions. Specific efforts should be taken by the agency to engage all significant groups concerned in road safety, including the wider community. Awareness, communication and collaboration are key to establishing and sustaining national road safety efforts. National efforts will be boosted if one or more well-known political leaders can actively champion the cause of road safety.

Furthermore, the government had divided the department into two department which the Road Safety Department and the Road Transport Department. There are different in terms of enforcement because Road Safety Department the department only organized the awareness campaign for the road user and for the Road Transportation Department can give summons for those users that not obey rules on the road.

They must be not only the particular department that asked for guide in the road traffic safety. It must be a lot of agencies that must be collaborate together so that the rates of accidents in Malaysia can be reduced.

4.3 Allocate financial and human resources to address the problem

Well-targeted investment of financial and human resources can reduce road traffic injuries and deaths considerably. Information from other countries on their experience with various interventions can help a government in assessing the costs against the benefits of specific interventions and set priorities based on which interventions are likely to be the best investment of scarce financial and human resources. Our country may have to identify potential new income sources to afford the investment needed to achieve road safety targets.

In managing the allocation of the financial, the government should be more concern on the budget for Road Safety Department.

4.4 Implement specific actions to prevent road traffic crashes, minimize injuries and their consequences and evaluate the impact of these actions

Specific actions are needed to prevent road traffic crashes and to minimize their consequences. These actions should be based on sound evidence and analysis of road traffic injuries, be culturally appropriate and tested locally, and form part of the national strategy to address the problem of road crashes. It requires the coordinated efforts of all road safety partner organizations

4.5 Increase Nonmonetary Benefits for the Desired Behaviour

There are also ways to encourage changes in behaviour that don't involve cash or free goods and services with significant monetary value. Then, they should provide other types of value which can make it different. In the most cases, the benefits is psychological and personal in nature. These nonmonetary benefits are distinct from tangible objects and services that are offered but actually its help the target audience adopt the behaviour. For example in Road Safety Campaign, there are not offer any monetary product or the desired behaviour but their objective is to change the road user behaviour. Therefore, the department should increase the nonmonetary benefits for the desired behaviour.

4.6 Decrease nonmonetary costs for the desired behaviour

Tactics are also available for decreasing time, effort, physical or psychological costs. People can also be encouraged to a new behaviour to an established habit. The department also should give the tactics on how to encourage the target audience. There are some tactics for reducing other nonmonetary costs in this model:

- Against a perceived psychological risk, provide social products in ways that other psychological reward.
- ii. Reduce the potential stigma or embarrassment of adopting a product.
- iii. Provide the target audience with reassuring information on the product does what it promises to do.

4.7 The place for the campaign must be making access convenient and pleasant

Place is where and when the target audience will perform the desired behaviour, acquire any related tangible objects and receive any associated services. This is where the department must develop the place strategy. There are several strategies for developing the place which are make the location closer, be where the target audience are always be and work with existing distribution channel.

To make the location closer is where the organizer easy to get their target audience and perform the desired behaviour. This is also to save target audience time. For example "Jom Merdeka Raya" campaign, there are making it by the road side and should approach the target audience more and get the feedback from the previous event that they ever do before. The feedback can make them to improve how they can reach the target audience more effectively.

Then, the organizer should be where the target audience are. For example for the car driver, at parking lot of shopping complex must be a lot of drivers and there is how the organizer can approach their target audience easier.

Other than that, the organizer should work with existing distribution channel. A network intermediary is needed to reach target audiences through the distribution channel. Choices regarding distribution channels and levels are made on the basis of variables such as number of potential target audience, storage facilities, retail outlet opportunities, and transportation costs. Focus in choosing the most efficient and cost effective option for achieving program goals and reaching target audiences.

CHAPTER 5 CONCLUSION

CHAPTER 5

CONCLUSION

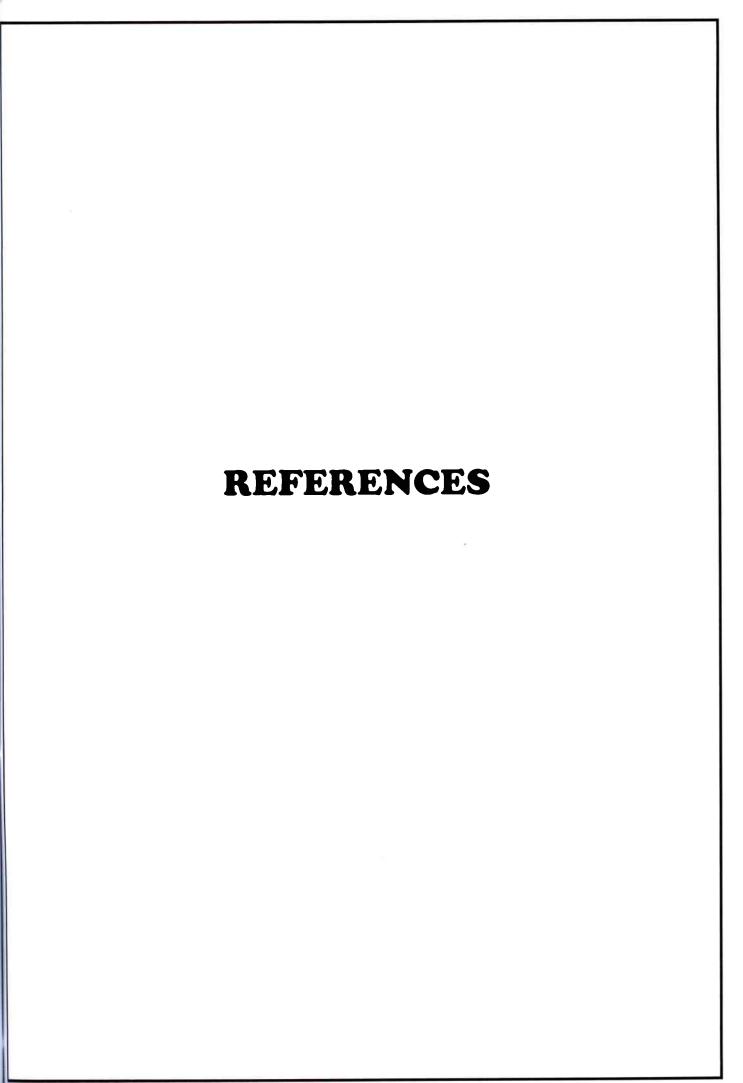
The practical training gives a lot of benefit in which the student are being exposed with the new environment which it's a lot of different from campus life. In addition, the students are gaining new experience regarding with the work life experience and a little bit giving me an ideas on how to answer the questions in paper.

As a conclusion, after I finished my industrial training at Road Safety Department (JKJR), I learned a lot of things in terms of time management, discipline, audit activities, emotional intelligence and so forth. For me, practical training in JKJR is the best place to train the student and I would recommend it to the other student to take a chance to be part of the JKJR's family even in a short time. This is because, JKJR train their staff to be discipline worker especially in terms of time where they emphasis more on arrival timing or lunch time, in which there will be responsive action taken to those who breach the rules. Other than that, I can learn how to manage the event management. In event management actually have a lot of elements that we can apply in our daily life. For example, how we deal with other people in terms of communication skill. Here I learn how to communicate with the upper level management and also how to deal with the press conference.

Within the five weeks internship with the entire task given, I had improved a lot of skills as such emotional intelligence, psychology, level of confidence, maturity as well as organizing skills. I had the best experience in my life where I participated

in the Road Safety Campaign with the department and collaborate with other organizations.

Therefore, I would like to suggest do the internship in this department because it really helps us in the future. All the staff in the department are supportive and they are understanding. Furthermore, relate to the subject that I studied in the university such as Social Marketing and Public Relation.



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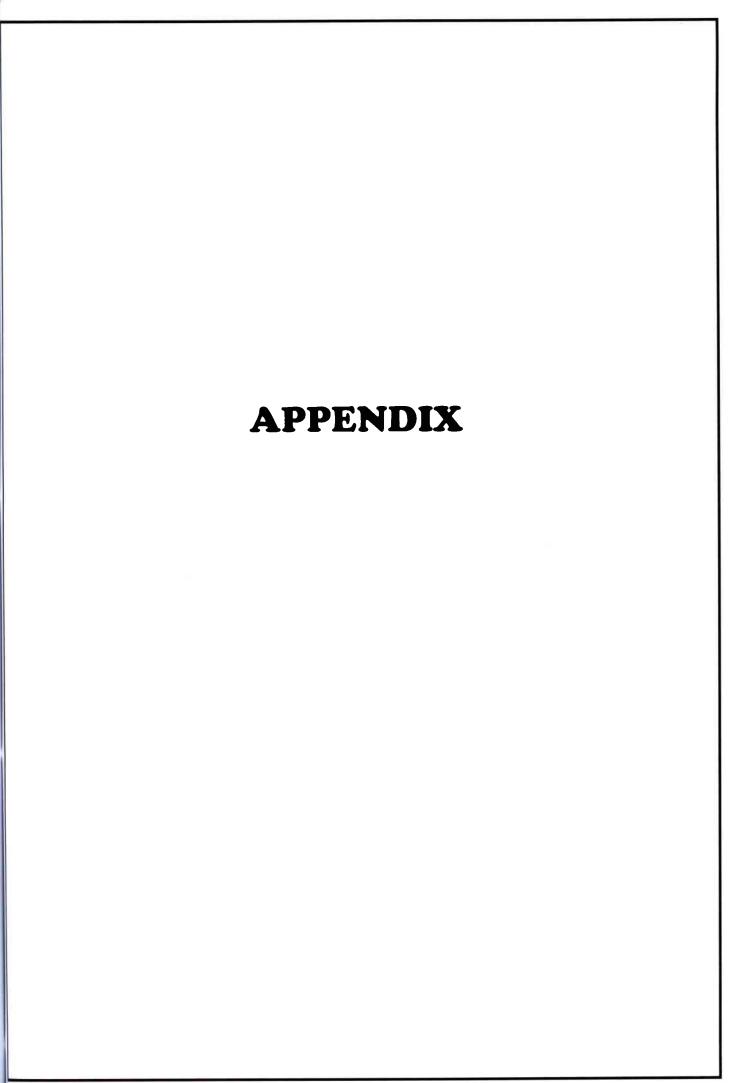
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JABATAN KESELAMATAN JALAN RAYA NEGERI SARAWAK WISMA KUEH HOCK KUI ARAS BAWAH, 1 DAN 2 LOT 2563, JALAN SATOK 93400 KUCHING JKJR
JABATAN KESELAMATAN
JALAN RAYA MALAYSIA

Tel : 082-244404 Faks : 082-241500

Ruj. Kami : JKJR/SWK/(H)/11(19)

Tarikh : 2, Mei 2012

Penyelaras Latihan Praktik (Amali) Sarjana Muda Sains Pentadbiran Fakulti Sains Pentadbiran dan Pengajian Polisi UiTM Sarawak Universiti Teknologi MARA (UiTM) Sarawak Jalan Meranek 94300 Kota Samarahan (u.p. Encik Fairuz Hidayat Merican bin Wan Merican)

Tuan,

LATIHAN PRAKTIKAL (AMALI) UNTUK SISWA/SISWI UITM

Saya dengan segala hormatnya merujuk kepada surat tuan bil 100-UITMKS (FSPPP/14/1) bertarikh 27 April 2012 mengenai perkara yang tersebut di atas.

2. Sukacita dimaklumkan bahawa Jabatan ini bersetuju untuk menerima pelajar tuan untuk menjalani latihan praktikal (amali) di Jabatan Keselamatan Jalan Raya Negeri Sarawak mulai 16 Julai hingga 17 Ogos 2012. Walaubagaimanapun, Jabatan tidak akan menjanjikan sebarang bayaran/elaun kepada pelajar tersebut selama beliau menjalani latihan yang dimaksudkan.

Sekian, terima kasih.

"BERKHIDMAT UNTUK NEGARA"

"PANDU, TUNGGANG & JALAN DENGAN SELAMAT"

"ANDA MAMPU MENGUBAHNYA"

Saya yang menurut perintah,

(MAT YASSIN BIN SULAIMAN) b.p. Pengarah Jabatan Keselamatan Jalan Raya NEGERI SARAWAK

BORANG PENGESAHAN KEHADIRAN PELAJAR LATIHAN PRAKTIKAL

Ketua Program AM228
Fakulti Sains Pentadbiran dan Pengajian Polisi
Universiti Teknologi MARA
Jalan Meranek
94300 Kota Samarahan
SARAWAK
u.p. Penyelaras Latihan Praktikal AM228/AM225*

Tuan

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JANUARI 2012	

Dengan hormatnya perkara tersebut di atas adalah berkaitan dan dirujuk.

- 3. Sayugia pelajar ini bakal menjalani latihan praktikal yang disyaratkan untuk tempoh mulai dari 36 Januari 2012 sehingga 3 Mac 2012. Maklumat pelajar yang melapor diri untuk menjalani latihan praktikal adalah seperti berikut -

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4. Sehubungan dengan itu sebagaimana dikehendaki, maka berikut dikemukakan maklumat ini untuk simpanan pihak Fakulti.

Sekian, terima kasih

Yang benar

Pengarah Keselametan Jalan Raya Negeri Safa wak

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Nama: 2 n Jl

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Tarikh:

Sila potong mana yang tidak berkenaan. Pohon difakskan surat ini ke nombor 082-677300/677320 u.p. Penyelaras Latihan Praktikal AM228/AM225

Sebarang kemuskilan sila berhubung dengan:

Encik Fairuz Hidayat Merican Wan Merican Penyelaras Latihan Praktikal AM228 No Telefon: 013-8231312

KAD MENCATAT WAKTU

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UNIVERSITI TEKNOLOGI MARA SARAWAK

PRACTICAL TRAINING LOG BOOK



Instructions

This book is issued to you to provide a history of your training and to act as a weekly record by the work on which you are engaged.

Student's responsibilities for keeping log book up-to-date

Immediately this book is issued to you, you should, in consultation with your Training Officer, complete the details required on the previous page.

It is your responsibility to make the main entries of the log book and keep it up to date. Entries must be regularly initialled by your Supervisor. You must ensure that;

- 1. It is available at your place of work during your training.
- 2. All entries, except sketches, are made in ink.
- 3. Entries are made within a week of the work to which they refer.
- 4. The book is handed to your Training Officer for retention on your return to UiTM and this will later be handed to the Faculty for grading.

Recording

The log book should contain the following information:

- 1. A neat concise description of each of your training locations and the work on which you are engaged.
- 2. Relevant sketches, data and circuit diagrams.
- 3. References to textbooks, standards and other technical information related to the work being under taken.
- 4. Constructive comments on the work being undertaken and your considered opinion as to its value as training.

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94500)	KOTA SAMARAHAIN
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	porthem to reper a a motivation	MAT YASSIN BIN SULAIMAN Felikhting Pegawai Tadbir N32 Jab Kwadamatan Jalan Raya Negal Sarawak
	for the stape in the department.	स्तुका का <i>उ</i> सक

DATE	EXACT NATURE OF WORK DONE	SUPER VISORS REMARKS
JULY 2012	1. Newspaper couting - regarding with	
	the wad safely mle, assident	
	tragedy, harand the lead to	7
	hazard on the road.	dist.
		11/
	2. learned how to make file table	SIN BIN SULAIMAN big eggsval Tadbir N32 sedanalan Jalan Raya
	Fite-fail Meja' for each of	in in in Saturack
	poorion in the aggaration.	
	1. New-paper cuther	5
	2. File up the newpoper outlib	
	in a pantantan File.	
	2. At the . Doing now packing.	1.1
	Pack all the brochures about wad	
	sufety will and poster in a box.	
	All the items win be next to 911	MAT YASSIN BIN SULAIMAN Pelediong Pegawai Tadlur N32
	which he make. I do triet.	Jab. Kospiamatan Jalan Raya Negen Samwax
lājanu e.	4 learned how b record thick	
	and he stock keeping.	
- 1000		
W. F. W. L. COL.		7

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DATE	EXACT NATURE OF WORK DONE	SUPER VISORS REMARI
26 1 July / 2012	1. Newpaper cutting.	de la companya della companya della companya de la companya della
	2. key-in letten from other organitely	MAI KAYSIN BIN SULAIMAN Populating Peganai tedah 1932
	either fax or poot.	distributed Data Ray
•)		/_
27 / 24/4 /2012	"Newspaper outhers.	W.
	2. key-m some better pour fax	
Will but	letter in a particular brok.	Styles There are not a service and the service
Weeks)	PROPERTY WELL MESSELE AS	
30/ 34ly /2012	1. Newspaper cutting.	
عديقه عالم فكا	>. key-in letter received in a)-[
	portenter brok.	- XII.
		MAT YASSIN BIN SULAIMAN Tenglang Pegawai Tadbir N32 Jan Kasalamatan Jatan Raya
	3. communicate with othe department	Negeri Sarawak
	to check and confirm on the event	\
	planning. This can be net whether	
1991 - Alten Jak	by call on letter or pex.	
	4. I'm apart of participant in the	
	event planning meeting.	8
	- learned how to manage the	
	event for the following month.	
		The state of the s

DATE	EXACT NATURE OF WORK DONE	SUPER VISORS REMARKS
7 /2012	1. Newspaper cutting.	
	2 # learned how is deal	
	with other gogahize how in	
	terms of organizing the campaign	
	of ron, they	h
	3. key-in in and out letter prom	
	private and or gove organization.	MAT YAKSIN BIN SULAIMAN Periolong/Pegawai Tadbir N32
849, 1982	4. & In Finance Separtment Luchan.	Penciongragawai tadun N32 Jas. Kasulamatan Jalan Raya Negeri Sarawak
A	- learned for b key-in all the	Company of the compan
	poroher	
	> learned to type the payment	
	for facilities pent, whiles and etc.	
	- learnes how 2 claimed clause	
	of the stapp.	
	- How they get elems - is there any	
	travelling or out taken comprise.	
	- with the financial officer went	
	to Jabatan Akaunten at Ampany 3	
	kaching.	
The Hall Lice		
algsa) i i e a e		
	Name of the same o	

		. (
DATE	EXACT NATURE OF WORK DONE	SUPER VISORS REM
it August 2012	i- Newspaper cutting	
	2. CTITEL and Handle on the Naziran	
	from Jabatan trauntag Negara	
	for eethy up the room for them ne present to check	
	, file and documents repending with	47
	in financial of the dependment.	CAY.
	- a bit meety on how Naziran audit	MAT YASSIN BIN SULAIMAN
	an the financial decurrent.	Jab, Keselarnatan Jalan-Raya Negen Sarawak
	when its all about - voucher	
and hearth at	- claim	
	- soilay	
	- Bonnses	
	3. Auditing procedure: There are two	7
	meeting i.) entry meeting-	
	ii) exil meeting-findings	
Jan Karl		
		Mark Park Indian
		6
		

DATE	EXACT NATURE OF WORK DONE	SUPER VISORS REMARKS
2 AUG 2012	1 Newspaper cutting.	
)
	2. Fax letter: received and hop	Var i
	b- E government chops	///
		Penolong/regawai Tadbir N32 Jab Resalematan Jalan Raya Negeri Sarawak
	2. Pupared for event of road	Negeri Sdrawak
	topely check the venus	
	- re toyet audienes	a denember .
	-dorte/pm.	
	- nedra conerge.	
A 10		
mark and the		E-FREE CO. T
Log Stevent A		
new Wild C	Color organic PTP CCC - conditioned	1,5,

D.A.T.E.	EVACTALA TURE OF WORK DONE	CUPED MICOR OF THE A PAR
DATE	EXACT NATURE OF WORK DONE	SUPER VISORS REMARK
0 3 AUG 2012	1. taper on Newspaper cutting.	4
	sinfrepared for previongeneral	,
V	Non Air on etador - cals pm	
	- RTM.	//
	reprepared the spreach per	79.
	tenjor apprer por he ton media	MAY YASSIN BIN SULAIMAN Perplong Pegewai Tacbir N32 Jab Sesula Iratur Jalan Raya
12	confuerer.	Nogen Sardwak
1.55	-deal with the media / press pr	
	medial coverage only particular	
	meda with be inchange.	
	: There will be Jeal with Labalan	
	renerangen for media coverage	
	event for this department.	
		a)
		z e je v ji š ingelijoš e josiece i

DATE	EXACT NATURE OF WORK DONE	SUPER VISORS REMARKS
(0 4 AUG 201	, Newspaper cutify.	
DS AUG O		
0 AUG 2012). or write write a letter	r
	"MINT Meogrephot" for OKOK	3.
	meeting (burat makluman)	
1 2	A JPAK MECKY CAKAUN)	/4
	is) and meeting (AUFT)	A Comment of the Comm
	i) on accountant department	MAT YASSIN BIN SULAIMAN Perpiteng Sulawai Tader N32
	ii) Moret department	Perpinang pepawan ranor Nuz Jabi Kosebutatan Jalan Raya Negeri Sarawak
	3. ON AIR at Catifm.	
alegy (e	- regarding to the road repety.	
	- bet the appointment with them	
	prot- tepore the event and	
	what he property to an Am.	
	4. weekly meeting every monday	
	- regarding with previous	
	talk that had been done	
	like previous campaign,	
	any mad roped event.	
	- update what's plane	*
dayki, ili	ackny and event pr	ordinage of the second of the second
	the department.	
11 400		
		×

DATE	EXACT NATURE OF WORK DONE	SUPER VISORS REMARK
10 7 406 7612	1. Stamp any fax recents	
	2. Newspaper cutting.	1
	3. Ifter / Braking faut with	
	X X X X X X X X X X X X X X X X X X X	NA.
	the shell company at Pullmen - networking with the chell for other department.	MAT YASSIN BIN SULAIMAN
1819-88-63	4. On campaign at sibu when	Pokalong Peghwai tanbir r132 Jab. Maselumitan Jalan Raya Negen Surawuk
	2 of the stapp har been	
	havelly by to depart next ever	
	vehicles.	
elo y la Harana escalar	- the travelling will be harm	
	ne clausy and	
		=
F		
	B	
	The second of th	The special supplies

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DATE	EXACT NATURE OF WORK DONE	SUPER VISORS REMARKS
AUG 2012	1. Newpaper cutting.	
	s. Filing: on the letter from	Ś
	· hipp, suk, or any organization	
	either private or public.	A.
15 (6)		MAY YASSIN BIN SULAHAN
	3. learned how to nake	Perolong Memori Factor N32 Jab Kosupanat in Jaket Roya Negan Mawak
ji ing.	a on lean or any havelling	
	claimed from the finance	
26	1 . 2 - 1	
estern man	to the action in the other star say the position days the first of the con- action of the position of the contraction of the co	
	The state of the s	
		8
ry wastrily.	FITTER DIE 1988 SARY LANKEN IN 1997	

		, A
DATE	EXACT NATURE OF WORK DONE	SUPER VISORS REMARI
10 8 AUG 2012	1. Newspaper cutting.	Pr (4)
	2. Meet the Apermor	
	- for checking my los bunk	/1
	and hupdate my M	15
	int I tack to be done.	\mathcal{A}
		1 (See 1)
	3. Given a hear that I learned on	
	leave arrangement to the stopp	
2°1 8°7°6	during feather teason.	
	5	
		Page Laboratory and the second

DATE	EXACT NATURE OF WORK DONE	SUPER VISORS REMARKS
0 AUG 2012	1. Newpaper cutting.	
	2. Prepared to equipment	
	for campaign promonow.	/0
	"kempen Han Raya Aidilfoh"	
	di ute sen letroner samaratan	MAT XASSI BIN SULAIMAN Pendeng Padarai Tadbir N32 Itay Kodingka Julan Raya
	(10-12 pm) 11/0901/2012.	The same of the sa
with a		
	- tending to all the equipment	
	at the petines are an achel	
	preparations.	

DATE	EXACT NATURE OF WORK DONE	SUPER VISORS REMARI
13 AUG 2012	1. last whereby, the compaign was	/,
	run varithy by the collaboration	
	with petroner, PORMente of this	1)1.
	department.	MAT YASEIN BIN SULAIMAN Phoseona Piligawa, hadair N32 Jeb. Yessiamabin Jelan Raya
		Negu: Sarayak
	2. Newspaper eithy.	
	2	
		La Spo St. Hillochylig Hallard Lagor
	0	

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DATE	EXACT NATURE OF WORK DONE	SUPER VISORS REMARKS
1 4 AUG 2012	1. Prepared all the paraphlets,	
	the gwater bays and all the	
	equipment p, 10 momen event.	5
	at terms and at personer	MAT YASSIN BIN SULAIMAN Fenciong Portawal Tadbir N32 Jat. Koselamatan Jalan Raya
	Ruta samarahan.	Negen Sarayak
	2. Newspaper authory.	
Commence of the commence of th		
f a later	out-tipe to the thinks. This is a first term	

DATE	EXACT NATURE OF WORK DONE	SUPER VISORS REMAR
\$1 5 AUG 2012	1. Event: campaign on Mendeka Raya	è
	- koad side kemper Hari Roys	
	4ditato at 2 place.	
	i.) Petronal to hava maraban	/31
Z	at t.30 am with rejubat	MAT YASSIN BIN SULAIMAN Perolong Papara Teader N32
	renden bamarahan.	Jab. Keselantalan Jalan Raya Negan Sarawak
	ii) berian - at 3pm.	
	with batuk	er german
		A-L.
		1

DATE	EXACT NATURE OF WORK DONE	SUPER VISORS REMARKS
& 6 AUG	2012 1. Preparo goode by for	
	campaign. No sevent b	
	min which event porth	Ÿ
	collaboration with Petro nev.	A-
		MAT PASSIT BIN SULAIMAN Penching Processing Taribir N32 Jun Handlemeter Jakin Raya
	2. dething up the tooks for the	Con School Skin Haya
	saff. The hold for min 42 hois	
	for OPS FERMINAL AT KNEWS	
	tentral.	
*****	3. tonite will be join the stage	
	for ops terminal at kuching	
	sentral.	
4.,		
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APPLICATION OF A	and the state of t	

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		A.*
DATE	EXACT NATURE OF WORK DONE	SUPER VISORS REMAR
8 7 AUG 2012	1. My cookday of internation at	
- 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1	Koaltogedy department.	
= 21 21	2. Meet my expension for evaluation	
	mark.	SULAIMAN SULAIMAN
	s. fimple farevell as I great all	Jal. Kasglamalan Jalan Raya Negati Sarawák
	The stepp per to all their outprod	
	and help once the day me!	town Hill Control
	do my internating at this department.	
	6	