

## IT Project Management Final Examination

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**1. Write a Cash Flow simulation (in table form) for a sister StartUp company plan. Cash Flow must contain cash income predictions from customers, expense cash predictions, etc. for a period of two years or up to three years (in units of monthly time)**

For clearer table, open:

<https://docs.google.com/spreadsheets/d/1ltKejyOI9nz-QRXs4c0JkkkcE9MGFMp-XtdBGo1kjcw/edit?usp=sharing>

### Anbasiri Cash Flow Table 24 Months Cash Flow Forecast Currency amount in Thousands

Year	2021												2022											
Month	1	2	3	4	5	6	7	8	9	10	11	12	1	2	3	4	5	6	7	8	9	10	11	12
<b>CASH ON HAND (beginning of month)</b>	\$ 120.0	\$ 107.5	\$ 95.5	\$ 87.6	\$ 32.9	\$ (22.4)	\$ (78.2)	\$ (134.6)	\$ (192.8)	\$ (251.6)	\$ (311.3)	\$ (372.0)	\$ (435.1)	\$ (498.5)	\$ (563.2)	\$ (627.8)	\$ (692.9)	\$ (756.8)	\$ (820.8)	\$ (884.9)	\$ (948.7)	\$ (1,013.7)	\$ (1,013.7)	\$ (1,079.3)
<b>CASH RECEIPTS</b>																								
Customer Subscription	\$ 12.0	\$ 10.0	\$ 11.0	\$ 11.0	\$ 11.1	\$ 11.1	\$ 11.1	\$ 11.2	\$ 11.2	\$ 11.2	\$ 11.3	\$ 11.3	\$ 11.3	\$ 11.4	\$ 11.4	\$ 11.4	\$ 11.5	\$ 11.5	\$ 11.5	\$ 11.6	\$ 11.6	\$ 11.6	\$ 11.6	\$ 11.7
Advertisement	\$ 2.0	\$ 4.0	\$ 4.1	\$ 4.7	\$ 4.7	\$ 4.8	\$ 4.8	\$ 4.8	\$ 4.9	\$ 4.9	\$ 5.0	\$ 5.0	\$ 5.0	\$ 4.7	\$ 4.7	\$ 4.8	\$ 4.8	\$ 4.8	\$ 5.0	\$ 5.0	\$ 5.1	\$ 5.1	\$ 5.1	\$ 5.1
Youtube monetization	\$ 9.0	\$ 10.0	\$ 9.5	\$ 9.6	\$ 9.7	\$ 9.8	\$ 9.9	\$ 10.0	\$ 10.1	\$ 10.2	\$ 10.3	\$ 10.4	\$ 10.5	\$ 10.6	\$ 10.7	\$ 10.8	\$ 10.9	\$ 11.0	\$ 11.1	\$ 11.3	\$ 11.4	\$ 11.5	\$ 11.5	\$ 11.6

Collection of Principal on Loans	\$ 4.0	\$ 5.0	\$ 5.5	\$ 5.6	\$ 5.6	\$ 5.7	\$ 5.7	\$ 5.8	\$ 5.9	\$ 5.9	\$ 6.0	\$ 6.1	\$ 6.1	\$ 6.2	\$ 6.3	\$ 6.3	\$ 6.4	\$ 6.5	\$ 6.6	\$ 6.6	\$ 6.7	\$ 6.8	\$ 6.8	\$ 6.8
Sale of Investment Securities	\$ 10.0	\$ 9.0	\$ 9.7	\$ 9.8	\$ 9.8	\$ 9.9	\$ 10.0	\$ 10.0	\$ 10.1	\$ 9.5	\$ 9.6	\$ 9.6	\$ 9.7	\$ 9.8	\$ 9.8	\$ 9.7	\$ 9.8	\$ 9.8	\$ 9.9	\$ 10.0	\$ 9.7	\$ 9.8	\$ 9.8	\$ 9.8
Project Request	\$ 7.0	\$ 8.0	\$ 10.0	\$ 10.1	\$ 10.2	\$ 10.3	\$ 10.4	\$ 10.6	\$ 10.7	\$ 10.8	\$ 10.9	\$ 8.0	\$ 8.1	\$ 8.2	\$ 8.3	\$ 8.2	\$ 8.3	\$ 8.4	\$ 8.5	\$ 8.7	\$ 8.8	\$ 8.9	\$ 8.9	\$ 9.0
Non-operating receipt	\$ 6.0	\$ 3.0	\$ 6.0	\$ 6.0	\$ 6.1	\$ 6.1	\$ 6.1	\$ 5.0	\$ 5.0	\$ 5.1	\$ 5.1	\$ 5.1	\$ 4.8	\$ 4.8	\$ 4.8	\$ 4.9	\$ 4.9	\$ 4.9	\$ 4.5	\$ 4.5	\$ 4.5	\$ 4.6	\$ 4.6	\$ 4.6
Other	\$ 5.7	\$ 3.0	\$ 3.7	\$ 3.7	\$ 3.8	\$ 3.8	\$ 3.8	\$ 3.9	\$ 3.9	\$ 3.9	\$ 3.9	\$ 3.8	\$ 3.8	\$ 3.9	\$ 3.9	\$ 3.7	\$ 3.7	\$ 3.8	\$ 3.8	\$ 3.5	\$ 3.5	\$ 3.6	\$ 3.6	\$ 3.6
<b>TOTAL CASH RECEIPTS</b>	<b>\$ 55.7</b>	<b>\$ 52.0</b>	<b>\$ 59.5</b>	<b>\$ 60.5</b>	<b>\$ 61.0</b>	<b>\$ 61.5</b>	<b>\$ 61.9</b>	<b>\$ 61.3</b>	<b>\$ 61.7</b>	<b>\$ 61.5</b>	<b>\$ 62.0</b>	<b>\$ 59.3</b>	<b>\$ 59.4</b>	<b>\$ 59.5</b>	<b>\$ 60.0</b>	<b>\$ 59.8</b>	<b>\$ 60.3</b>	<b>\$ 60.7</b>	<b>\$ 60.9</b>	<b>\$ 61.2</b>	<b>\$ 61.3</b>	<b>\$ 61.8</b>	<b>\$ 61.8</b>	<b>\$ 62.3</b>
<b>TOTAL CASH Pre-Cash-Out</b>	<b>\$ 175.7</b>	<b>\$ 159.5</b>	<b>\$ 155.0</b>	<b>\$ 148.2</b>	<b>\$ 93.9</b>	<b>\$ 39.1</b>	<b>(16.3)</b>	<b>(73.3)</b>	<b>(131.1)</b>	<b>(190.1)</b>	<b>(249.3)</b>	<b>(312.7)</b>	<b>(375.7)</b>	<b>(439.0)</b>	<b>(503.3)</b>	<b>(567.9)</b>	<b>(632.6)</b>	<b>(696.0)</b>	<b>(759.9)</b>	<b>(823.7)</b>	<b>(887.4)</b>	<b>(951.9)</b>	<b>(951.9)</b>	<b>\$ (1,017.1)</b>

CASH PAID OUT																								
Website Maintenance	\$ 5.0	\$ 4.8	\$ 5.0	\$ 5.0	\$ 5.0	\$ 5.0	\$ 5.1	\$ 5.1	\$ 5.1	\$ 5.1	\$ 5.1	\$ 4.8	\$ 4.8	\$ 4.8	\$ 4.8	\$ 4.9	\$ 5.0	\$ 5.0	\$ 5.0	\$ 5.0	\$ 5.1	\$ 5.1	\$ 5.1	\$ 5.1
Making Loans to Other Entities	\$ 3.0	\$ 4.0	\$ 3.5	\$ 3.6	\$ 3.6	\$ 3.7	\$ 3.7	\$ 3.9	\$ 4.0	\$ 4.0	\$ 4.1	\$ 4.1	\$ 4.4	\$ 4.5	\$ 4.9	\$ 5.0	\$ 4.3	\$ 4.4	\$ 4.3	\$ 4.4	\$ 4.5	\$ 4.6	\$ 4.6	\$ 4.6
Purchase of Investment Securities	\$ 7.0	\$ 7.0	\$ 7.1	\$ 7.2	\$ 7.2	\$ 7.3	\$ 7.4	\$ 7.5	\$ 7.5	\$ 7.6	\$ 7.7	\$ 7.8	\$ 7.8	\$ 7.9	\$ 8.0	\$ 8.1	\$ 8.2	\$ 8.2	\$ 8.3	\$ 8.4	\$ 8.5	\$ 8.6	\$ 8.6	\$ 8.7
Advertisement	\$ 5.0	\$ 5.7	\$ 5.6	\$ 5.7	\$ 5.7	\$ 5.8	\$ 5.9	\$ 5.9	\$ 6.0	\$ 6.0	\$ 6.1	\$ 6.2	\$ 5.8	\$ 5.9	\$ 5.9	\$ 6.0	\$ 6.1	\$ 6.1	\$ 6.2	\$ 6.3	\$ 6.3	\$ 6.4	\$ 6.4	\$ 6.5
Operation and Administration	\$ 9.0	\$ 8.8	\$ 9.0	\$ 9.1	\$ 9.1	\$ 9.2	\$ 9.3	\$ 9.3	\$ 9.4	\$ 9.2	\$ 9.3	\$ 9.3	\$ 9.6	\$ 9.7	\$ 9.3	\$ 9.1	\$ 9.2	\$ 9.0	\$ 9.1	\$ 9.1	\$ 9.2	\$ 9.3	\$ 9.3	\$ 9.3
Wage Expenses	\$ 11.0	\$ 10.2	\$ 10.3	\$ 10.4	\$ 10.5	\$ 10.6	\$ 10.8	\$ 10.9	\$ 11.0	\$ 11.1	\$ 11.4	\$ 11.5	\$ 11.3	\$ 11.4	\$ 11.5	\$ 11.7	\$ 11.8	\$ 12.0	\$ 12.1	\$ 11.7	\$ 11.8	\$ 12.0	\$ 12.0	\$ 12.1
Income Taxes	\$ 5.6	\$ 5.3	\$ 6.0	\$ 6.1	\$ 6.2	\$ 6.2	\$ 6.3	\$ 6.2	\$ 6.2	\$ 6.2	\$ 6.3	\$ 6.0	\$ 6.0	\$ 6.5	\$ 6.1	\$ 6.0	\$ 6.1	\$ 6.1	\$ 6.2	\$ 6.2	\$ 6.2	\$ 6.2	\$ 6.2	\$ 6.3
Other	\$ 4.6	\$ 4.0	\$ 4.6	\$ 4.6	\$ 4.7	\$ 4.7	\$ 4.7	\$ 4.8	\$ 4.8	\$ 4.9	\$ 4.9	\$ 4.9	\$ 5.0	\$ 4.7	\$ 4.7	\$ 4.8	\$ 4.8	\$ 4.9	\$ 4.7	\$ 4.7	\$ 4.8	\$ 4.8	\$ 4.8	\$ 4.9

SUBTOTAL	\$ 50.2	\$ 49.8	\$ 51.1	\$ 51.6	\$ 52.1	\$ 52.6	\$ 53.0	\$ 53.5	\$ 54.0	\$ 54.2	\$ 54.8	\$ 54.7	\$ 54.7	\$ 55.4	\$ 55.3	\$ 55.5	\$ 55.4	\$ 55.7	\$ 55.9	\$ 55.8	\$ 56.4	\$ 56.9	\$ 56.9	\$ 57.4
Repurchase of Stock	\$ 7.0	\$ 4.0	\$ 6.0	\$ 6.0	\$ 6.0	\$ 6.0	\$ 6.0	\$ 6.0	\$ 6.0	\$ 6.4	\$ 6.4	\$ 6.4	\$ 6.4	\$ 6.4	\$ 6.4	\$ 6.4	\$ 6.4	\$ 6.5	\$ 6.5	\$ 6.5	\$ 6.5	\$ 6.5	\$ 6.5	\$ 6.5
Repayments of Loans	\$ 6.0	\$ 5.0	\$ 4.0	\$ 3.6	\$ 3.6	\$ 3.7	\$ 3.7	\$ 3.9	\$ 4.0	\$ 4.0	\$ 4.1	\$ 4.2	\$ 4.4	\$ 4.5	\$ 4.9	\$ 5.0	\$ 4.3	\$ 4.4	\$ 4.3	\$ 4.4	\$ 4.5	\$ 4.6	\$ 4.6	\$ 4.7
Dividends	\$ 3.0	\$ 3.1	\$ 4.0	\$ 51.8	\$ 52.2	\$ 52.7	\$ 53.2	\$ 53.7	\$ 54.2	\$ 54.3	\$ 55.0	\$ 54.8	\$ 54.9	\$ 55.5	\$ 55.5	\$ 55.7	\$ 55.6	\$ 55.9	\$ 56.0	\$ 56.0	\$ 56.5	\$ 57.1	\$ 57.1	\$ 57.6
Other	\$ 2.0	\$ 2.1	\$ 2.3	\$ 2.3	\$ 2.3	\$ 2.3	\$ 2.3	\$ 2.3	\$ 2.3	\$ 2.3	\$ 2.3	\$ 2.3	\$ 2.3	\$ 2.3	\$ 2.3	\$ 2.4	\$ 2.4	\$ 2.4	\$ 2.4	\$ 2.4	\$ 2.4	\$ 2.4	\$ 2.4	\$ 2.4
TOTAL CASH PAID OUT	\$ 68.2	\$ 64.0	\$ 67.4	\$ 115.3	\$ 116.3	\$ 117.3	\$ 118.3	\$ 119.5	\$ 120.5	\$ 121.3	\$ 122.7	\$ 122.4	\$ 122.8	\$ 124.2	\$ 124.5	\$ 125.0	\$ 124.1	\$ 124.8	\$ 125.0	\$ 125.0	\$ 126.3	\$ 127.4	\$ 127.4	\$ 128.5
CASH POSITION (end of month)	\$ 107.5	\$ 95.5	\$ 87.6	\$ 32.9	\$ (22.4)	\$ (78.2)	\$ (134.6)	\$ (192.8)	\$ (251.6)	\$ (311.3)	\$ (372.0)	\$ (435.1)	\$ (498.5)	\$ (563.2)	\$ (627.8)	\$ (692.9)	\$ (756.8)	\$ (820.8)	\$ (884.9)	\$ (948.7)	\$ (1,013.7)	\$ (1,079.3)	\$ (1,079.3)	\$ (1,145.6)

## 2.1. Provide definitions and explanations, as well as examples for the following Visible Organization Culture

### a. Vision

A vision describes it's company base and purpose; their goal, what they want to achieve, and define the future stepping stones. The vision communicates the organization's value and commitment towards the goal. The vision are usually displayed publicly and understood by the audience in order to understand the path they want to take to develop the organization.

- Example LinkedIn's Vision Statement: create economic opportunity for every member of global workforce

### b. Share values

Share values is the identity and the idea of the organization that are built, trusted, and applied by every member of the organization to establish the brand's image and base. It is something that the organization tried to apply in their daily workforce as their mission. Share values means the employee share common work attitudes and principle with their colleagues

- Example Sea Group's Shared Value:
  - They believe
    - Our people defines us
    - Our products and service differentiate us

- Our institution will outlast us
- Core Values
  - We serve: customer are the sole arbiter of the value of our products and services
  - We adapt: embrace and celebrate change
  - We run: in constant race towards success by moving faster and better
  - We commit: our work are our commitment
  - We stay humble: never lose humility towards further heights

**c. Procedure**

Procedure is a comprehensive set of instructions that are carried out in performing work processes in relation to time in order to achieve specific set of goal. It facilitates the efficiency and effectiveness of performing a process to minimize repetitive and abundant (probably costly) actions of the organization

- Procedure in Hiring Employees:
  - Invitation of applicants through LinkedIn and JobStreet
  - Screening CV by experience and skills
  - CBT Test for Basic Maths and logic
  - HRD Interview
  - User Interview
  - Contract discussion
  - Deliver employment letter.

**2.2. Provide definitions and explanations, as well as examples for the following Invisible Organization Culture**

**a. Value**

Value is how the internal environment perceive their work ethics, this relates directly to the organization's arching approach to strive in reaching their vision by achieving their missions. Value included in invisible organizational culture because its more of a personal idea on how task should be carried out and what are the principle they must obey in order to achieve the organization's goals.

Example of values: Quality over quantity, rapid and stable progress, achieve beyond the standards, abide internal bureaucracy

**b. Norm**

Norm is a term used to describe the basic pillars of the organizational culture. It is also referenced as a set of rules for human behavior in the organization. Organizational Norms regard information sharing as usual, correct and

socially expected work place behavior. Consists of a structure that further standardizes and shows how the organizational structure (relationship independent of time), organizational interaction (standardized functions), and organizational functions are related to each other.

Example: a norm of employee to propose an request letter to the board in a maximum of h-14 before the occasion, a norm of employee to respond to an inquiry email within a business day or set to auto response if not available.

**c. Share assumptions**

is a kind of belief that is taken for granted as a fact and so it is never challenged. A pattern of basic assumptions evolve among the members of a social group and makes the core of the culture in any organization. values of the employees which can't be measured but do make a difference to the culture of the organization. There are certain beliefs and facts which stay hidden but do affect the culture of the organization.

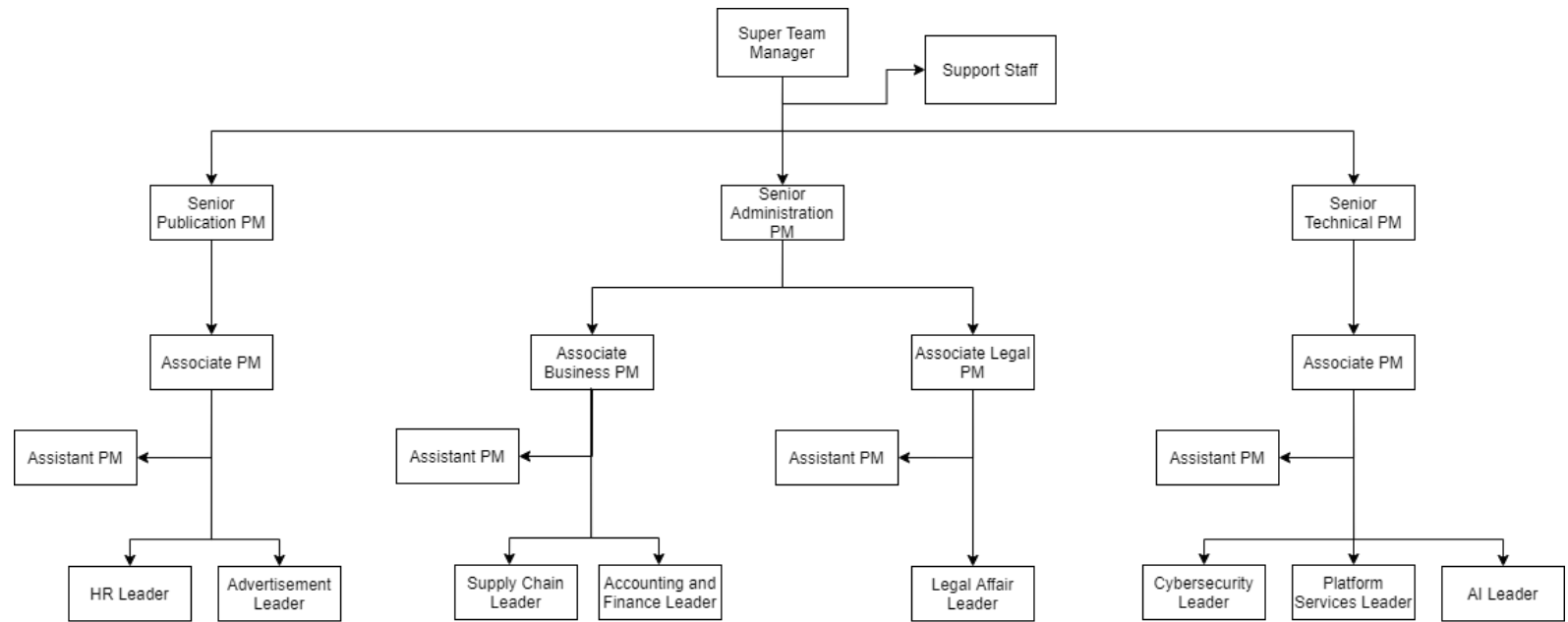
Example: Organizations where female workers dominate their male counterparts do not believe in late sittings as females are not very comfortable with such kind of culture. Male employees on the other hand would be more aggressive and would not have any problems with late sittings.

**3.1. Why is a super team embraced on a project or some company project. Explain the differences with the IT project team that is arranged normally or in general from a company.**

A super team is an effective team that can respond to changes flexibly and cohesively. Super teams work together to complete tasks, seek improvements, solve problems, and overcome obstacles. They perform well and always focus on doing the best for the team. It consist of expert and independent project managers working together with each other to achieve a successful integrated project.

The difference between a super team and regular project team is on the structure and expertise. Super team is led by super team manager and consist of only a few expert project managers to work on the deliverables in great focus. Therefore support in high intensity, rapid, and progressive working culture.

**3.2. Create a diagram design of the super team needed for the work on an ambitious digital block chain project at a Banking company in Indonesia.**



**3.3 Write down the person's terms and qualifications, including for the position of super team chairman for the recruitment process required to enter the super team of the draft brother and the salary offered.**

Position	Terms	Qualification	Project Salary
General Role			
Super Team Manager	<ul style="list-style-type: none"> <li>• Create project plan and manage the team</li> <li>• Supervise projects progresses</li> <li>• Lead team meetings</li> <li>• Team decision maker</li> </ul>	<ul style="list-style-type: none"> <li>• Minimum 10 years experience in project management</li> <li>• Minimum 1 national level project</li> <li>• Minimum 1 multi-national level project</li> <li>• No specific educational background</li> <li>• High business acumen</li> <li>• Adequate knowledge in technical study</li> </ul>	\$ 120,750
Support Staff	<ul style="list-style-type: none"> <li>• Assist super team manager</li> <li>• Handle Administration</li> <li>• Maintain project data</li> </ul>	<ul style="list-style-type: none"> <li>• Minimum 5 years of experience in business and management</li> <li>• Administrative toolskill</li> <li>• Data management and analysis</li> </ul>	\$ 60,400

Senior Project Manager	<ul style="list-style-type: none"> <li>• Manage general project progress</li> <li>• Coordination with ST manager and associate</li> <li>• Set strategy for its section</li> </ul>	<ul style="list-style-type: none"> <li>• Minimum 7 years experience in project management</li> <li>• Minimum 5 project management</li> <li>• No specific educational background</li> <li>• High business acumen</li> <li>• Adequate knowledge in technical study</li> </ul>	\$ 80,000
Associate PM	<ul style="list-style-type: none"> <li>• Manage specific project progress</li> <li>• Coordination with Senior PM and team leaders</li> <li>• Carry out specific project tasks and milestones</li> </ul>	<ul style="list-style-type: none"> <li>• Minimum 5 years experience in project management</li> <li>• High business acumen</li> <li>• Understanding in related fields</li> <li>• Bachelor degree in related fields</li> </ul>	\$ 64,560
Assistant PM	Assist Associate PM	<ul style="list-style-type: none"> <li>• Minimum 3 years experience in project management</li> <li>• Minimum 5 project management</li> <li>• No specific educational background</li> <li>• Hard skill proficiency in related fields</li> </ul>	\$ 55,700



Publication Project			
HR Team Leader	<ul style="list-style-type: none"> <li>• Conduct hiring and termination of employee</li> <li>• Handle work contracts</li> <li>• Handle incoming inquiry</li> <li>• Outsourcing</li> </ul>	<ul style="list-style-type: none"> <li>• Minimum 3 years experience in HRD</li> <li>• Bachelor degree in social, law, policy studies</li> <li>• Adequate knowledge in legal and policy</li> </ul>	\$ 50,800
Advertisement Team Leader	<ul style="list-style-type: none"> <li>• Handle social and public media</li> <li>• Manage project advertisement</li> <li>• Content creation</li> </ul>	<ul style="list-style-type: none"> <li>• Bachelor degree in product development, social study, and art</li> <li>• Copywriting experience</li> <li>• Business acumen</li> </ul>	\$ 42,780
Administration Project			
Supply Chain Team Leader	<ul style="list-style-type: none"> <li>• Tracking of supply chain partners</li> <li>• Manage external partnership</li> <li>• Maintain stable supply needs</li> </ul>	<ul style="list-style-type: none"> <li>• Minimum 3 years experience in partnership and sponsorship</li> <li>• Bachelor in business</li> <li>• Auditing and data analysis</li> </ul>	\$ 45,850
Acc. & Finance Team Leader	<ul style="list-style-type: none"> <li>• Handle project accounting</li> <li>• Handle project financing</li> </ul>	<ul style="list-style-type: none"> <li>• Bachelor degree in business, accounting, or statistics</li> <li>• Skill in accounting</li> </ul>	\$ 45,850

	<ul style="list-style-type: none"> <li>• Allocate resources flow</li> <li>• Resource forecasting</li> </ul>	<ul style="list-style-type: none"> <li>• Resource management</li> <li>• Data analysis</li> <li>• Auditing skills</li> </ul>	
Legal Team Leader	<ul style="list-style-type: none"> <li>• Handle legal affair of the project</li> <li>• Legality report</li> <li>• Procurement analysis</li> </ul>	<ul style="list-style-type: none"> <li>• Bachelor degree in law, or policy</li> <li>• Minimum 3 years experience in legal affairs</li> <li>• etc</li> </ul>	\$ 45,000
Technical Project			
Cybersecurity Team Leader	Manage the cybersecurity of the project platform and data. Assure the security of blockchain transaction	<ul style="list-style-type: none"> <li>• Minimum 3 years experience in cybersecurity</li> <li>• No specific educational background</li> <li>• Familiar in network and data security</li> <li>• etc</li> </ul>	\$ 52,000
Platform Services Team Leader	Handle front-end, back-end, and server maintenance	<ul style="list-style-type: none"> <li>• Minimum 3 years experience in product development</li> <li>• No specific educational background</li> <li>• Adequate knowledge in web and mobile development</li> </ul>	\$ 51,200

AI Team Leader	Handle platform automation of features and forecasting analysis	<ul style="list-style-type: none"> <li>• Minimum 3 years experience in artificial intelligence</li> <li>• No specific educational background</li> <li>• Good with data (analysis, engineering, etc)</li> <li>• Adequate knowledge in web and mobile development</li> </ul>	\$ 50,660
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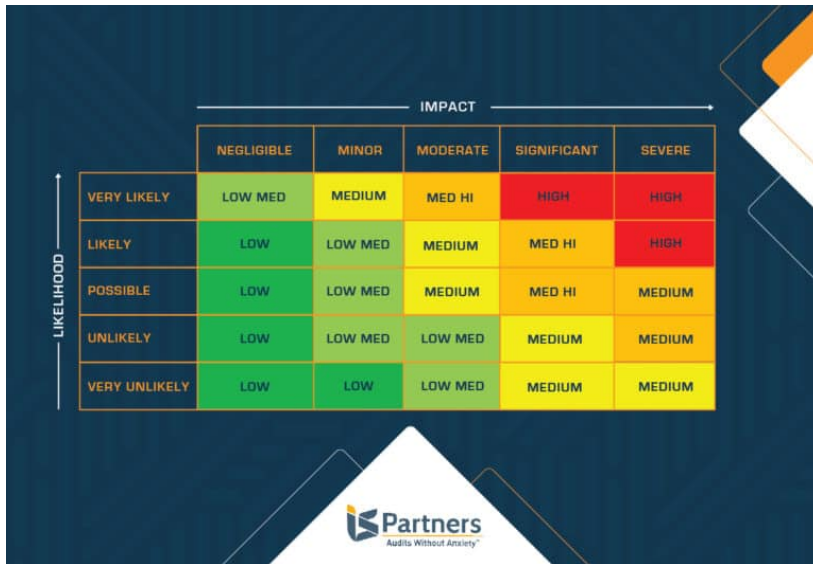
#### 4.1. Give examples of calculations of positive risk and negative risk for a project natural disaster emergency response system

Project: natural disaster emergency response system → a system that simulate an early warning for natural disaster based on the weather and environment data. Then it notifies safe and rescue to respond to the disaster to minimize casualty

##### Risk identification

- Positive Risk (opportunity)
  - Unique automation for early warning of natural disaster (warning automation)
  - Quicker safety and rescue response to the spot of disaster (quick SAR response)
  - A long term solution in disaster response system (term maintainability)
  - Global usability application with additional data adaptation (usability)
- Negative Risk (threat)
  - False emergency warning due to the complicated variable used (False warning/error)
  - Global warming and climate change that could affect the behaviour of the system (Climate issues)
  - Prone to data manipulation and depends on data quality (data security)
  - Costly IoT hardware maintenance, could be destroyed in disasters (maintenance cost)

##### Risk Assesment Calculation



Likelihood → Very unlikely-Very likely = 1-5

Impact → negligible-severe = low-high = 1-5

Risk rating → low-high = 1-5

Code	Risk	Type	Likelihood	Impact	Risk rating
A1	Warning automation	Positive	3	4	4
A2	SAR response	Positive	5	5	5
A3	Term maintainability	Positive	3	4	3
A4	usability	Positive	1	2	1
B1	False warning/error	Negative	3	5	4
B2	Climate issues	Negative	2	4	3

B3	Data security	Negative	4	5	5
B4	Maintenance cost	Negative	3	2	2

#### 4.2. What is included with Risk Response. Provide a sample count of Risk Response for natural disaster emergency response systems.

Risk response strategy is a process to control the identified risk. Its a planning and decision making on how to deal with risks. Normally, it should reduce or eliminate the threat and amplify and escalate the opportunities. Project managers should asses this risk before it happen, as anticipation to overcome the issues quickly and minimize the error. These below are the sample of risk response strategies for natural disaster emergency system.

- Negative risk response:
  - Avoid: eliminate cause to eliminate threat
  - Mitigate: if the risk cannot be avoided, then reduce the cause
  - Transfer: transfer the risk to other third-party
- Positive Risk response:
  - Exploit: add work to make sure the opportunity occur
  - Enhance: enhance the probability of the risk
  - Share: allocate ownership to third party
- Both risks response:
  - Accept: accept and take the risk then allocate time and resources to handle the risk
  - Escalate: risk that are too big and needed to be transferred in upper level of management

Response decision making table

Risk Type	Risk Rating Requirements	Risk Response
Negative	If rating == 5	Transfer
	If rating is 3 or 4	Mitigate
	If rating is 1 or 2	Avoid

Positive	If rating is 4	Exploit
	If rating is 3	enhance
	If rating is 2	share
Both	If risk type == positive and rating== 5 Or If risk type == negative and rating == 1	Accept
	If risk type == positive and rating== 1 Or If risk type == negative and rating == 5	Escalate

#### Risk response result

Code	Risk rating	Response
A1	4	exploit
A2	5	accept
A3	3	enhance
A4	1	escalate
B1	4	mitigate
B2	3	mitigate
B3	5	transfer/excalate

B4	2	avoid
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**51. Mention the form or Model procurement for IT Projects in Indonesia. Give each of the advantages and disadvantages.**

Types of e-procurement in indonesia:

- E-sourcing: is procurement in finding supplier and resources using internet information gathering in the procurement process
  - Advantages
    - Has wide reach because using internet.
    - Easier online discussion using social media platforms and able to target various market on the internet.
    - Dont need further follow up, saving up time and action.
    - The deal is better in structure, and safer in term of qualification.
  - Disadvantages
    - Less private publication and the offer can be seen and analysed by competitors.
    - Therefore copywriting and information disclosure needed so there is less chance of outranked by the competitor
- E-tendering: Process of screening and sending requests for information and requests for price
  - Advantages
    - Can minimize the supplier candidate,
    - also enables a more focused target market,
    - minimizing the abundant requests that were time consuming.
  - Disadvantages
    - Implicitly reduce the chance of obtaining “out-of-the-box” audience who is outside of the targeted market.
    - More time consuming in terms of procedure in screening and request delivery,
    - also need further action

- E-informing: qualification of suitability, handling information about the supplier's quality financial status or delivery capabilities
  - Advantages:
    - Has better focus in targeted procurement.
    - Easier process of deal because does not include transaction and other administration
  - Disadvantages:
    - Require additional action to assess the qualification of the supplier.
    - Need more information about the financial status and delivery capabilities.
    - Minimizing the chance of unexpected procurement deals
  
- E-reverse auction: enable a purchase with low price for companies to buy goods and services
  - Advantages:
    - Could form a better relationship with the vendor in long term deals and
    - could result in further recommendation with the companies' partners
  - Disadvantages:
    - Has less profit due to the low-price deals,
    - less information on the capability of the companies in terms of financial level and deliveries
  
- e-MRO and web based ERP: using software to manage the creation and approval of purchase requisitions.
  - Advantages
    - Its a swift and mobile process and
    - also could obtain lower price of deal.
  - Disadvantages
    - The security is not guaranteed and also server-dependent,
    - it has smaller room for error and crashes.
    - Has more fee for subscription and other deals

**52. From the picture of procurement process above, what is intended and the role of  
(a) negotiation contract,**

Negotiation is communication between two or more parties with the desired outcome of reaching a mutually satisfying agreement. purchasing professionals through this to facilitate the new supplier contract framework. This could involve



negotiating different terms with an existing supplier when renewing a contract, or discussing terms from scratch with a brand new supplier. It is used to determine the fairest prices and payment terms, delivery and production times, quality standards, and more.

Negotiations should consider the best option for the supplier and the buyer. this will help build stronger relationships with suppliers over the long term. Once negotiation is complete, the deal will be marked as a contract to seal the deal to have legal power through contract

.

#### **(b) purchase order**

Purchase order is the official confirmation of order details. It includes details of approval, dispatch, delivery, invoicing, and closure. In purchasing order, you should consider budget checking, contract management, quality checking, etc. Once the order is accepted by the vendor, it has a legal binding power of the document.

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