

## Fantree Leadership Program: we love it !



**Gladys Casinto**  
Business Line Manager Personal  
& Household Care Industries,  
Business Unit Specialty & Life  
Science Chemicals,  
Edward Keller Philippines, Inc.

“The program is a useful survival tool for managers in the increasingly competitive market environment. It challenged one’s creativity in recognizing business opportunities as well as enhancing negotiating skills. Furthermore, it gave me the chance to network with DKSH colleagues from other markets and better understand the businesses outside the Business Unit Specialty & Life Science Chemicals.”



**Sharon Lee**  
General Manager  
Food Services & Hotel Supplies  
Division, DKSH Hong Kong

“The content of the program was very useful for applying to daily work and assisting us to act more effectively in making business decisions. How about using actual case studies from within the company? Or, getting our Business Unit Managers to bring up issues from their business sectors to discuss among the group. Turn them into troubleshooting sessions.”



**Philip Younie**  
General Manager, Business Unit  
Consumer Goods, Siam Food  
Services Ltd., Thailand

“An intense reminder of the key elements to our successful business development and a most fulfilling experience that provided an opportunity to learn more from global cultures. The most rewarding sessions for me personally were the negotiating skills and leadership styles gained from hands-on and practical experiences. As for the future... principals beware and customers be rewarded!”



**Nirabon Pattiyakul**  
Head of Customer Care Center,  
Business Unit Healthcare,  
Diethelm & Co. Ltd., Thailand

“Thinking about the program, fun is not the first thing that crosses my mind. For many assignments, we had to do late-night work. I learned more about DKSH Group in a wider perspective, not just in Thailand. The training course really led me to meet the need or culture that the company would like to put in all employees’ minds: Thinking Global. Acting Regional. Selling Personal.”



**Tony Woo**  
Head Global Data Center  
DKSH Corporate Shared Services  
Sdn Bhd, Malaysia

“The DKSH Fantree Leadership Program has provided me with new tips and techniques that would be helpful in managing the Corporate Shared Services Center. Besides learning from the Professors, I was able to network, share experiences and exchange ideas with colleagues from many countries.”



**Pete D. Miranda Jr.**  
Director, Healthcare Alliance  
Diethelm Philippines, Inc.

“Participating in the DKSH Fantree Leadership Program at INSEAD was a great mixture of learning from a broad range of topics on Leadership in a one-week schedule. The enhanced knowledge received from the discussions of actual experiences of various companies will be a valuable advantage when I, too, will make decisions under similar circumstances. Topics on negotiation skills and experiences on transfer of best practices are areas – among many others – that I can immediately practice in my job at DKSH as Director of Healthcare Alliance in the Philippines.”