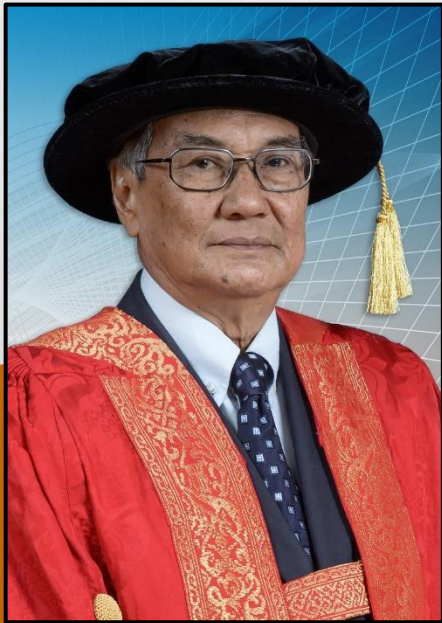


# **PERSIDANGAN PENGURUSAN KEKAYAAN UNIVERSITI MALAYSIA SABAH**



**TUN ZAKI BIN TUN AZMI  
PENGERUSI LEMBAGA PENGARAH  
UNIVERSITI MALAYSIA SABAH**



# APAKAH OBJEKTIF PERSIDANGAN INI?

Membincangkan dan mengupas subjek Pengurusan Kekayaan di Universiti Awam.

Kelestarian Pengurusan Kekayaan di Universiti Awam seharusnya disokong oleh aset utama Universiti Awam iaitu ilmu pengetahuan.

# ILMU PENGETAHUAN ADALAH PRODUK

Ilmu pengetahuan pada masa kini dengan sendirinya telah menjadi produk yang didagangkan dalam ekonomi dunia masa ini.

**Contoh : Sumbangan ekonomi digital terhadap keluaran negara kasar (KDNK) negara mencecah 17% pada tahun lalu.**

# ILMU PENGETAHUAN UNTUK MENJANA KEKAYAAN

**Universiti Awam perlu merangka kaedah dan teknik baru bagi menguruskan aset ilmu pengetahuan yang dimiliki supaya aset ini akan dapat menjana kekayaan.**



# KEBERGANTUNGAN KEPADA KERAJAAN

**SEKARANG:  
Kewangan universiti bergantung sepenuhnya  
kepada kerajaan**



# JADILAH UNIVERSITI BERDIKARI

10 Lonjakan dalam Pelan Pembangunan Pendidikan Malaysia 2015 -2025

## **Lonjakan 5: Kemampuan Kewangan - Universiti Menjadi *Autonomous***

(Mengurangkan Kebergantungan kepada Kerajaan untuk Perbelanjaan)



# SUMBER UNTUK MENAMBAH PENDAPATAN

Sebelum berbincang mengenai **PENGURUSAN KEKAYAAN**,  
kita perlu menjadi kaya terlebih dahulu.

Caranya dengan mencari sumber untuk menambah  
pendapatan.



**MENGUTIP DANA UNTUK  
UNIVERSITI BUKANLAH  
PERKARA BAHARU...**



■ CAMPUS & COMMUNITY > ON CAMPUS

## Harvard kicks off fundraising effort

\$6.5 billion campaign to bolster key priorities

By Alvin Powell, Harvard Staff Writer



**H**arvard University publicly kicked off a \$6.5 billion fundraising campaign today, an effort that, if successful, would be the largest ever in higher education.

Harvard today emerged from what fundraisers call the campaign's "quiet phase," during which the institution raises a portion of the total before the public launch. Harvard already has raised about \$2.8 billion in gifts and pledges, leaving a target of about \$3.7 billion.

## Harvard kicks off fundraising effort

\$6.5 billion campaign to bolster key priorities

The University's endowment stood at \$30.7 billion last year, but Faust cautioned recently against thinking of the endowment as a "checking account" that can be drawn down at will. The endowment is a linked pool of thousands of funds, most of them dedicated to specific purposes — such as named chairs or individual institutes or programs — that must be managed into perpetuity, a feature that limits the funds that can be withdrawn in any given year to about 5 percent.

Chulalongkorn University is Thailand's oldest university and for many decades now has been graduating students who have played important roles in the country's development. The Chula Alumni Association has thus become an important organization in promoting and assisting all Chulalongkorn students, past and present. The Alumni Association is also committed to aiding Thai society and so organizes a number of activities, for example, to raise scholarship funds as well as promote education.

<http://www.chula.ac.th/en/alumni>

Popularly known as Chula, the University has 20,000 students preparing for Bachelor, Master and Doctorate degrees, and 2,500 full-time faculty members. Chula receives 60% of its funding from government, 30% from property management and the remainder from academic fees.

<https://www.nectec.or.th/users/htk/sciam/05chula.html>

Student › News

# Universities resort to cold calling ex-students

Nine million graduates asked for cash donations as institutions adopt aggressive US-style tactics

Paul Gallagher | @PMGallagher1 | Thursday 24 September 2015 08:44 BST | [10](#) comments

Universities targeted more than nine million of their former students with cold calls and spam emails over the past year as they increasingly adopt US-style tactics to raise funds.

Philanthropic donations to institutions are at a record high but the growth in aggressive fundraising has angered graduates of wealthy universities who are still struggling to pay back huge levels of student debt.

The number of graduates asked to donate has nearly doubled in the past decade with almost 9.3 million approached last year and 174,000 (1.4 per cent) making a gift, according to the latest annual report from the Ross Group and the Council for Advancement and Support of Education.

Universities now spend £80m a year on fundraising – up from £34m in 2005 – and secured £660m in cash donations in 2012-13, with older graduates who received a free education much more likely to contribute.

<http://www.independent.co.uk/student/news/universities-resort-to-cold-calling-ex-students-9631861.html>

# Oxford University's books are looking good as it raises £2bn

Institution has the fastest-growing endowment of any European university, while almost 18% of its alumni donated in 2013-14



📷 Oxford University is raising more than £200m a year through philanthropic giving, the highest rate in UK higher education. Photograph: Andrew Matthews/PA

The enormous wealth of Oxford University is underscored by the news that it has raised a record £2bn through donations and gifts as part of an ambitious campaign to compete with the giants of the US Ivy League.

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<http://www.theguardian.com/education/2015/may/12/oxford-university-books-looking-good-raises-2bn-donations-education>

# WHY CAN'T WE HAVE IT AT ISTANA SABAH?

More than S\$200 million raised by NUS and SUTD to celebrate Mr Lee Kuan Yew's 90th birthday

03 Sep 2013

The National University of Singapore (NUS) and Singapore University of Technology and Design (SUTD) have raised philanthropic gifts totalling more than S\$200 million to celebrate the 90th birthday of Singapore's founding Prime Minister Mr Lee Kuan Yew. The funds raised will go toward enhancing academic and learning excellence, as well as providing scholarships and bursaries for needy students at the two universities.

A donor appreciation dinner was held at the Istana this evening. Distinguished guests in attendance included Prime Minister Mr Lee Hsien Loong, Emeritus Senior Minister Mr Goh Chok Tong and Minister for Education Mr Heng Swee Keat, as well as more than 100 donors and guests.

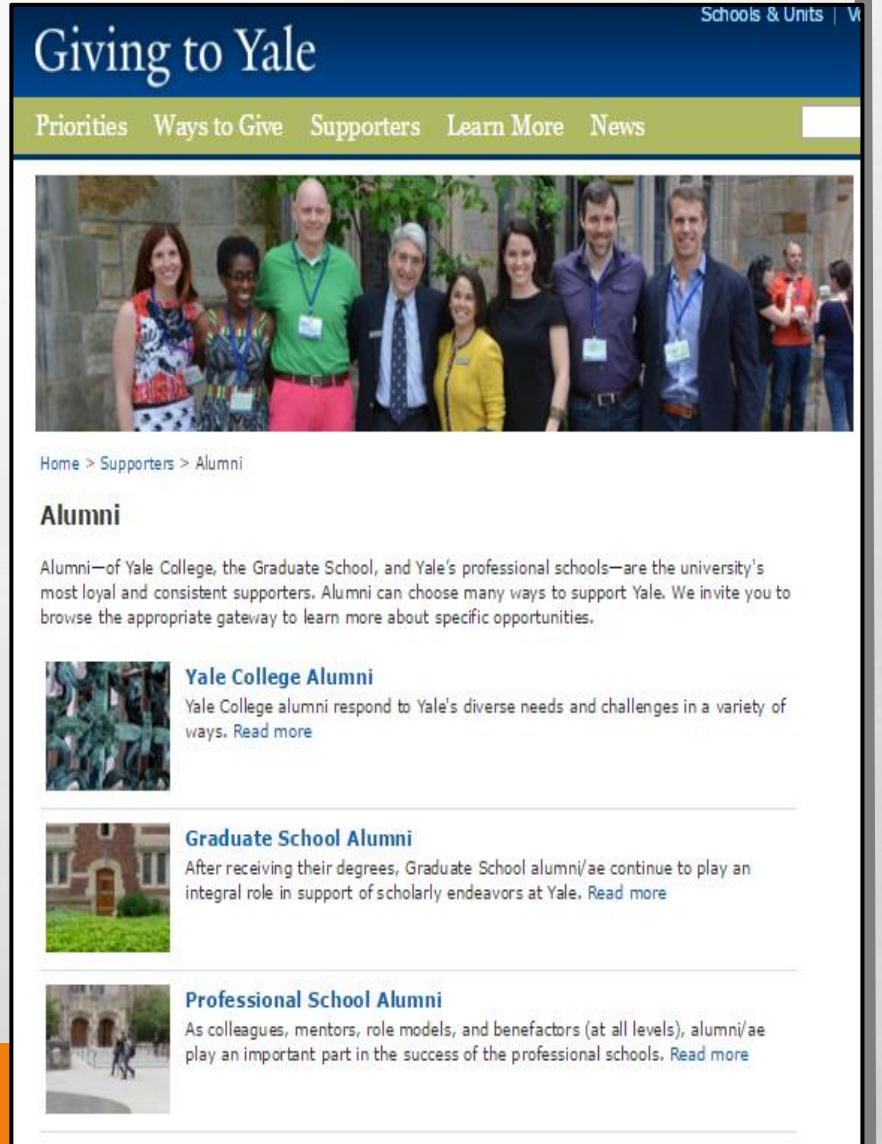
# CONTOHNYA:

## □ DARI ALUMNI:

- Menubuhkan anak syarikat dan membuat pelaburan.
- Risiko rendah dan pendapatan tinggi

## □ DARI SUMBANGAN KORPORAT DAN INDIVIDU:


- Contohnya Tan Sri Yeoh Tiong Lay (YTL) dan Tan Sri Azman Hashim



Schools & Units | W

## Giving to Yale




Priorities Ways to Give Supporters Learn More News



Home > Supporters > Alumni

### Alumni

Alumni—of Yale College, the Graduate School, and Yale's professional schools—are the university's most loyal and consistent supporters. Alumni can choose many ways to support Yale. We invite you to browse the appropriate gateway to learn more about specific opportunities.

-  **Yale College Alumni**  
Yale College alumni respond to Yale's diverse needs and challenges in a variety of ways. [Read more](#)
-  **Graduate School Alumni**  
After receiving their degrees, Graduate School alumni/ae continue to play an integral role in support of scholarly endeavors at Yale. [Read more](#)
-  **Professional School Alumni**  
As colleagues, mentors, role models, and benefactors (at all levels), alumni/ae play an important part in the success of the professional schools. [Read more](#)

# LANGKAH-LANGKAH:

1. Set up a fund raising department
2. Small budget...Small expenditure, the more he / she collects, the bigger budget
3. Employ part time...Bahasa Melayu, English, Cantonese, Mandarin, Tamil, Chinese speaking are best!
4. Small salary big commission...15% to 20% after deducting costs. Example : Sales commission, insurance agent



## SAMBUNGAN...

5. Tax exemption?.... Charitable
6. Close monitoring of accounts : Donate by credit card?...  
Minimize cash
7. Set up SOP to prevent fraud. Once there is fraud, no trust
8. Provide list of alumni to approach
9. Train how to approach alumni? Get insurance company to teach

# VENTURE CAPITAL WORKSHOP

Raising money to fund a new venture involves entrepreneurs and investors in a challenging and critical process. In order to successfully scale, most new ventures will need to seek outside funding from venture capitalists or angel investors. Therefore it is critical for entrepreneurs to have an understanding of venture financing from the investor's perspective. Venture investors must know how to identify potentially successful ventures, how to structure deals with entrepreneurs and how to generate the high returns that characterize successful venture capital investing.

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# Delivering big, fast results



**TRANSFORMATION:**  
Need to engineer shift  
from untenable  
government-aided  
growth to one that is  
private sector-driven

Pemandu CEO **Datuk Seri Idris Jala** says *Malaysia is no longer stuck in the middle-income trap as the country is consistently closing the gross national income gap.*

**LIDIANA ROSLI**  
KUALA LUMPUR  
lidiana@btimes.com.my

**I**T IS all about big, fast results (BFR) when it comes to achieving the goals of the government's National Transformation Programme (NTP), according to Performance Management and Delivery Unit (Pemandu) chief executive officer Datuk Seri Idris Jala.

Idris, who is also the managing director of the BFR Institute, is in charge of optimising the BFR methodology to delivering results, as envisioned in the NTP.

The BFR methodology refers to eight steps of transformation, which are:

- Strategic direction in determining the transformation goal from the onset and time period;

- Inviting a panel of international experts to conduct panel review and audit; and,

- Providing an update on the progress of the transformation programme to all stakeholders, typically through an annual report.

"I always look at transformation work coming on two waves of activities. The first involves the intervention work required to the deliver BFR. This is the intervention wave," said Idris during his keynote address at the Global Transformation Forum (GTF2015), here, yesterday.

"The second wave is the sustainability wave. This instils the right leadership capability, organisational culture and competency development."

He said the BFR methodology showed the government the need to sustainably finance public delivery by sustaining growth and engineering a shift from untenable govern-

gap, as set by the World Bank's high-income threshold from 33 per cent in 2009 to 16 per cent last year.

"We are confident that if we keep going the way we are, we will be able to close the gap and achieve our target by 2020 as set in the Economic Transformation Programme (ETP)," said Idris.

The ETP was set in motion late 2010 and represents the catalyst for economic growth and investments needed for Malaysia to achieve high-income status by 2020.

While the government priorities policies and spending for the ETP, the bulk of the investments, targeted at 92 per cent by 2020, are to be financed by the private sector.

"Make no mistake that the ETP is a journey and the government, the private sector and the whole of Malaysia are in this journey together in making this transformation happen."

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- Strategic direction in determining the transformation-goal from the onset and time period;
- Lab sessions for intense problem-solving, rigorous analysis and stakeholder engagements;
- Sharing of lab session findings with employees of the organisations in a town hall setting;
- Publishing the roadmap with the public to establish commitment and delivery;
- Outlining key performance indicators (KPIs);
- Implementation of the agenda;

- Inviting a panel of international experts to conduct panel review and audit; and,

- Providing an update on the progress of the transformation programme to all stakeholders, typically through an annual report.

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# **INOVASI BERSIFAT KOMERSIAL**



Bekerjasama dengan pihak swasta dalam merekacipta dan berkongsi rekaan itu untuk kepentingan swasta

Setiap penyelidikan hendaklah mencapai tujuan serta berfaedah dan boleh menghasilkan pendapatan.

# CONTOHNYA:

- ❖ Menggunakan harta universiti untuk komersial
- ❖ Tanah boleh dibangunkan untuk menambah pendapatan.
- ❖ UMS mempunyai sebidang tanah di dalam bandaraya Kota Kinabalu. (Masalah : kerajaan).

**Tetapi jangan TERTIPU!**

# MENGURUSKAN DANA BAGI MENGURANGKAN PEMBAZIRAN DAN MENJIMATKAN

❖ **SEKARANG** : Hanya membelanjakan wang peruntukan daripada kerajaan sepenuhnya tanpa menambah nilai dana.

## ❖ **APA YANG PERLU DIBUAT?**

- ❖ Menggunakan wang peruntukan, dana sumbangan dan sebagainya di dalam pelaburan yang menguntungkan.
- ❖ Contoh pelaburan yang mudah ialah memasukkan wang untuk simpanan tetap (*fixed deposit*) di dalam bank yang memberikan kadar faedah paling tinggi.

# MENGURUSKAN DANA BAGI MENGURANGKAN PEMBAZIRAN DAN MENJIMATKAN SAMBUNGAN...

❖ Universiti perlu **membuat pelaburan** dalam syarikat pelaburan yang memberi pulangan tinggi serta berisiko rendah. Contohnya Public Mutual, KWSP, PNB

❖ **Melantik pakar pelaburan** (*Investment Manager*) bagi mengurus dana untuk pelaburan dan penjanaaan kekayaan.

❖ Ganjaran dibayar mengikut keuntungan yang diperolehi



# MENGURANGKAN PEMBAZIRAN

- ❖ Kontrak diberi mengikut tender dengan harga yang termurah. UMS telah kurangkan perbelanjaan sebanyak RM1.2 juta setahun dengan menukar kontraktor.
- ❖ Mengurangkan kakitangan, menambah efisiensi
- ❖ Menambahbaik kemampuan bekerja dan cara melaksanakan suatu tugas

# MENGURANGKAN PEMBAZIRAN

- ❖ Menghapuskan rasuah kerana kakitangan yang makan rasuah merugikan majikan: Contohnya rumput tak dipotong, longkang tak dibersihkan.
- ❖ Elakkan pembaziran air, elektrik dan mengurangkan bil telefon.
- ❖ Penyelenggaraan peralatan pejabat dan bangunan termasuk asrama. Pelajar / pengetua mesti bertanggungjawab (Di China, setiap pelajar menutup meja mereka dengan kain).

# **KURANGKAN CAMPURTANGAN POLITIK**

# PENUTUP

Kita harus menukar cara pemikiran dengan TIDAK menganggap universiti awam sebagai satu jabatan kerajaan semata-mata.

**Universiti juga sebuah entiti perniagaan.**

**Tujuannya adalah untuk meraih keuntungan.**

**Kita hendaklah membuat perancangan strategik.**

Ibaratkan bahawa kita tidak akan mendapat bantuan daripada kerajaan dan belajar untuk berdikari.

# PENGHARGAAN



Setinggi-tinggi penghargaan kepada semua pihak yang terlibat menjayakan persidangan pada hari ini.

# **DENGAN INI RASMINYA....**

**Saya dengan ini merasmikan Persidangan  
Pengurusan Kekayaan tahun 2015  
anjuran Universiti Malaysia Sabah**

**Buah selasih buah kelubi  
di dalam dulang hidangan pagi  
Terima kasih daun keladi  
Bila diundang datanglah lagi.**

