

# Newsletter

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Celebrate

**Christmas** at

The Malta University Residence

Our Conference hall is an ideal place to have your Christmas party!

Any set-up available.

For more information send us an email on [info@universityresidence.com](mailto:info@universityresidence.com)



# CEO's Corner



This corner will be a permanent feature in future MUHC newsletters. In this limited space I will be sharing with you ideas, thoughts and general information related to the Group as well as some observations drawn from my personal experiences. I will also sometimes include snippets on Project Management and Corporate Governance (two of my pet subjects).

## **Group's Performance**

Our financial year ends in September and so by now we have a very good idea of the financial performance of the Group in the year just ended. We have done well. The good thing is that the positive trends are across various business arms and not restricted to any particular activity.

## **Business Development/Projects**

Since the last newsletter we have had some interesting developments within MUHC:

The kiosk at the football pitches is finally ready. We are currently dealing with the paperwork relating to the trading license following which we will contract the operator and it will open to the public. Cannot wait to spend some time down there with friends and colleagues over a beer and



in front of a good game on the big screen. Watch out for Friday evening happy hours!!

- The Consultancy/training arm of the Group was very active during this latest period. We have now taken out the Professional Indemnity Insurance for the various consultants and trainers collaborating with MUC. The Unit has also bid successfully for Erasmus+ funds as part of the GO & Learn Project in local partnership with the Malta Business Bureau. This 2 year project will provide us with a platform for future networking opportunities with our international partners coming from Italy, Spain and France.
- Team Building Events. This activity is picking up in popularity with various University Departments and other local entities, private and public. Mostly we are asked to organize at the Residence a full day programme of fun, games (including archery and occasionally quizzes) and bonding sessions for employees. The organization is complete with mid-day lunch and morning/afternoon coffee breaks. The feedback we are getting is very encouraging.

## **Launch of ZAAR – Malta's First Crowdfunding Platform**

Along with a number of investments in start-up companies, mostly emanating from TakeOff incubatees, MUHC has also set up PEI Ltd in equal ownership with the Malta Business Bureau. The new Company's scope is the setting up, marketing and operation of the country's first crowdfunding platform. The Platform will initially work on the rewards based model of crowdfunding. [www.zaar.com.mt](http://www.zaar.com.mt) was officially launched on the 1<sup>st</sup> December 2015 at St. James Cavallier in Valletta and a number of projects have already been registered on the platform.

## **The Perfect Handshake**

Everything about us speaks volumes to others. One of the earliest opportunities to project yourself with a new acquaintance is the introductory handshake. Many signals are given through that initial contact. Once I was being introduced to a new manager in one of my earlier jobs and we shook hands. His grip was so limp and shy that it felt like trying to hang on to a slippery dead fish. In truth it turned out that this guy's main problem was a lack of confidence, weak in character and an introvert. Hardly managerial quality. To me the perfect handshake should be firm. This transmits strength, confidence, power and control. Good shakers give their hand first and announce their full name at the same time. They look you in the eye, smile and repeat your name back. Be very careful, however, of cultural differences. Once I made a complete ass of myself by offering my hand to the female secretary of a Middle Eastern Chairman in an official function. I was left suspended in mid air.

## **Project Management – The Project Manager's role**

The successful delivery of a project can be simplified into three components: delivery on schedule, within budget and to the required quality. The main person in this case is the Project Manager. This is a generalist role requiring the ability to perform several sub-roles at the same time whilst juggling with time, money and quality. So this guy must see to it that he or she is functioning as a facilitator, team leader, stakeholder manager, planner, financial manager, benefits manager, risk manager, report author, HR manager, mentor and sometimes just a shoulder to cry on. The role becomes even more complicated when resources needed for the project have to be borrowed from other quarters of the entity employing him/her and faces crises situations of now you have them the next moment you don't. Who wants to be a project manager? A study some years back found that only 26% of projects can be classified as successful (within budget, on time and to the required quality). A good 46% were challenged (over budget or late) and 28% simply failed and were not continued.

## **A cursed year**

Football wise this year is proving to be cursed for me. Every team I follow, local or international, seems to be doing its best to affect my good humour. Friends and colleagues do not make things better of course. I have already entered, as early as the first quarter of the year, into a total state of indifference. Admittedly, I did not choose wisely when I was young by going for (then) exciting prospects and not established famous football clubs. Now it is too late and I must suffer in silence. A nice winning run will change all that though.

## **Best Wishes**

I wish all the readers of this newsletter the very best for the coming festive season.

Cheers



MALTA UNIVERSITY CONSULTING

## e-Marketing Course

Gozo

23rd January – 12th March 2016

Saturdays from 09:00-11:00 hrs



MALTA UNIVERSITY CONSULTING



MALTA UNIVERSITY CONSULTING

## MATLAB® TRAINING COURSE



Malta University Consulting Ltd  
is organising a 24-hour

**MATLAB® Training Course**

The course is designed to provide training in MATLAB® with special reference to programming, data analysis and visualisation to participants from a variety of academic backgrounds working or studying in various sectors including engineering, finance, social sciences, health services and higher education.

**Date :** 2nd February 2016 (8 sessions)

**Time :** 5.00pm – 8.00pm



MALTA UNIVERSITY CONSULTING

## The Art of Public Speaking

Monday 7th March – Monday 25th April 2016

17:30-20:00 hrs (20 hours)



MALTA UNIVERSITY CONSULTING

## MEDIATION

Learn the whole mediation process

4th January 2016

Time: 17.00hrs to 20.00hrs

[Click](#) here for  
further information  
on MUC courses.

## PROFESSIONAL INDEMNITY INSURANCE COVERAGE VIA MUC

Professionals (and particularly warrant holders) who provide a service and offer advice, such as engineers, architects, accountants and lawyers, are required to be covered by an indemnity insurance when practising their profession, to protect them for claims for compensation made for negligence, errors or emissions that have been made in the conduct of their business.

However this involves a hefty expense which needs to be paid by the individuals on a yearly basis if one were to offer his/her services on an individual basis.

**As from 1<sup>st</sup> October 2015 Malta University Consulting Ltd (MUC) is offering Professional Indemnity Insurance Coverage to Consultants and Trainers that are offering their expert services through the Company thus reducing this financial burden. Academics and staff of the University of Malta as well as other professionals are thus encouraged to take advantage of this coverage.**



The EU2020 strategy encourages more workplace learning experiences, a closer collaboration and partnerships between public services, education and training providers and employers, at several levels and a greater validation of skills and competences acquired in non-formal and informal contexts.

Over the past 3 years, this has been successfully implemented in the Italian Veneto region through the Go and Learn initiative and is now being expanded to other EU countries via Go and Learn+.

Malta University Consulting Ltd (MUC) in collaboration with the Malta Business Bureau (MBB) and other foreign partners have successfully been awarded funding for a 2 year Erasmus+ Project under this initiative. The main objective of the project is to increase academia-industry collaboration via study visits, training seminars and international mobility. Dr Ing. Alexia Pace Kiomall from MUC attended the first kick-off meeting that was held in Padova and will be working in close collaboration with MBB to expand the network locally.

More information can be found at: <http://www.goandlearn.eu/goandlearn/>



## MALTA UNIVERSITY LANGUAGE SCHOOL



*As 2015 is coming to an end Malta University Language School is celebrating another successful year. Many Korean and Japanese universities have entrusted us to provide language courses for their students. Additionally our evening language courses in Maltese, Japanese and English have proven to be very popular and well attended.*

*For 2016 the school would like to replicate the same performance and even improve our services by using the feedback we have received from our students. We are targeting new markets such as South America and Spain, and retaining our market share in Asia, as many of our partners have been in contact to send more students in 2016.*

*For the New Year we will also be launching a new IELTS course - one which will be introduced at the beginning of January. Many students have asked if they could take an exam preparation course in the evening, so therefore we decided to launch an IELTS evening class.*

*The Japan foundation and the Malta-Japan Association in collaboration with Malta University Language School has hosted "Discover Japan" to celebrate 50 years of good relations between the two nations. We would like to thank Ms. Noriko Perry for coordinating the event and always helping the school, both in student welfare and in promoting our services to Japanese students.*





# MALTA UNIVERSITY SPORTS AND LEISURE

## GRADUATION 2015

Official University of Malta merchandise,  
photography and DVDs for Graduation



*Relive your proudest moment over and over again.  
Or pick out the perfect gift for any friends or family graduating this year.*

<http://universitiesportsandleisure.com/graduation/>

## University Race, Relay, Walk & Fun Run

It's never too early to start training for the University Race, Relay, Walk & Fun Run

Keep this date free— **Sunday 13th March 2016**

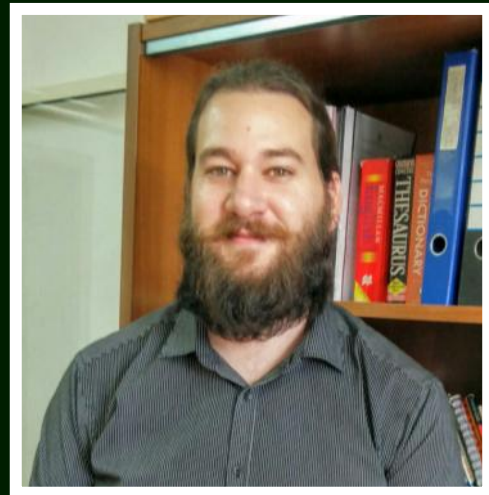
Fun for all the family & a great team building activity for colleagues & friends

5km run - 2km run/walk - 5km relay (5km divided by team of 4) -

800m children's fun run

Part of the proceeds will be donated to charity. More details to follow soon.

**FOCUS ON PERSONNEL :**  
**AEDEN CHETCUTI**  
**MARKETING & ADMINISTRATION**  
**MALTA UNIVERSITY LANGUAGE SCHOOL**



This month we shall focus on a relatively new employee with The Malta University Language School. Aeden is a University student interested in economic sociology and political economy. He has been teaching English to foreign students for the last five years with many different companies, from medium sized to large franchises. He is currently working as a teacher and helping in the office especially with marketing. Aeden has developed a keen interest in digital marketing and currently also pursuing training in the field.

