Challenges and possible solutions to expanding trade in ICT products

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Income Migration : Malaysian Experiences

1980 GNI per capita:
RM1820

1980 Household Income:
RM692

1995 GNI per capita:
RM5406

1995 Household Income:
RM2020

2007 GNI per capita:
RM17,747

2007 Household Income:
RM3,686

By 2020

Until mid 90's

Until late 70's

Land, labour and low skills

Infrastructure, Capital, Factory, Technical Skills and Semi-skilled Workforce

Info-structure (ICT), science, R&D, knowledge capital, innovation skills, XY Generations, entrepreneurship and globalization

LOW INCOME – FACTOR DRIVEN ECONOMY

MIDDLE INCOME – INVESTMENT DRIVEN ECONOMY

HIGH INCOME – INNOVATION DRIVEN ECONOMY

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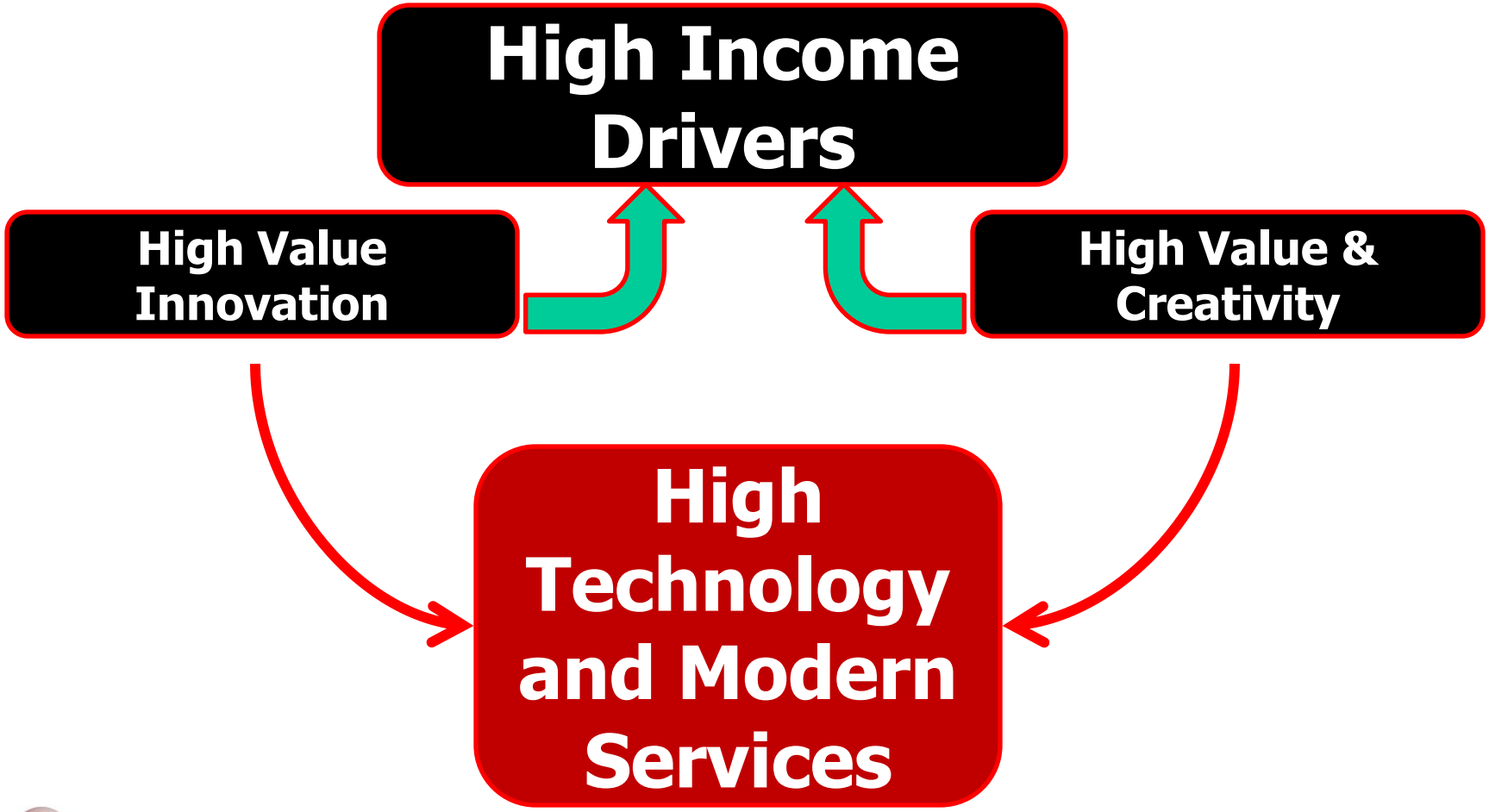
Innovation Strategy : ICT Enabled



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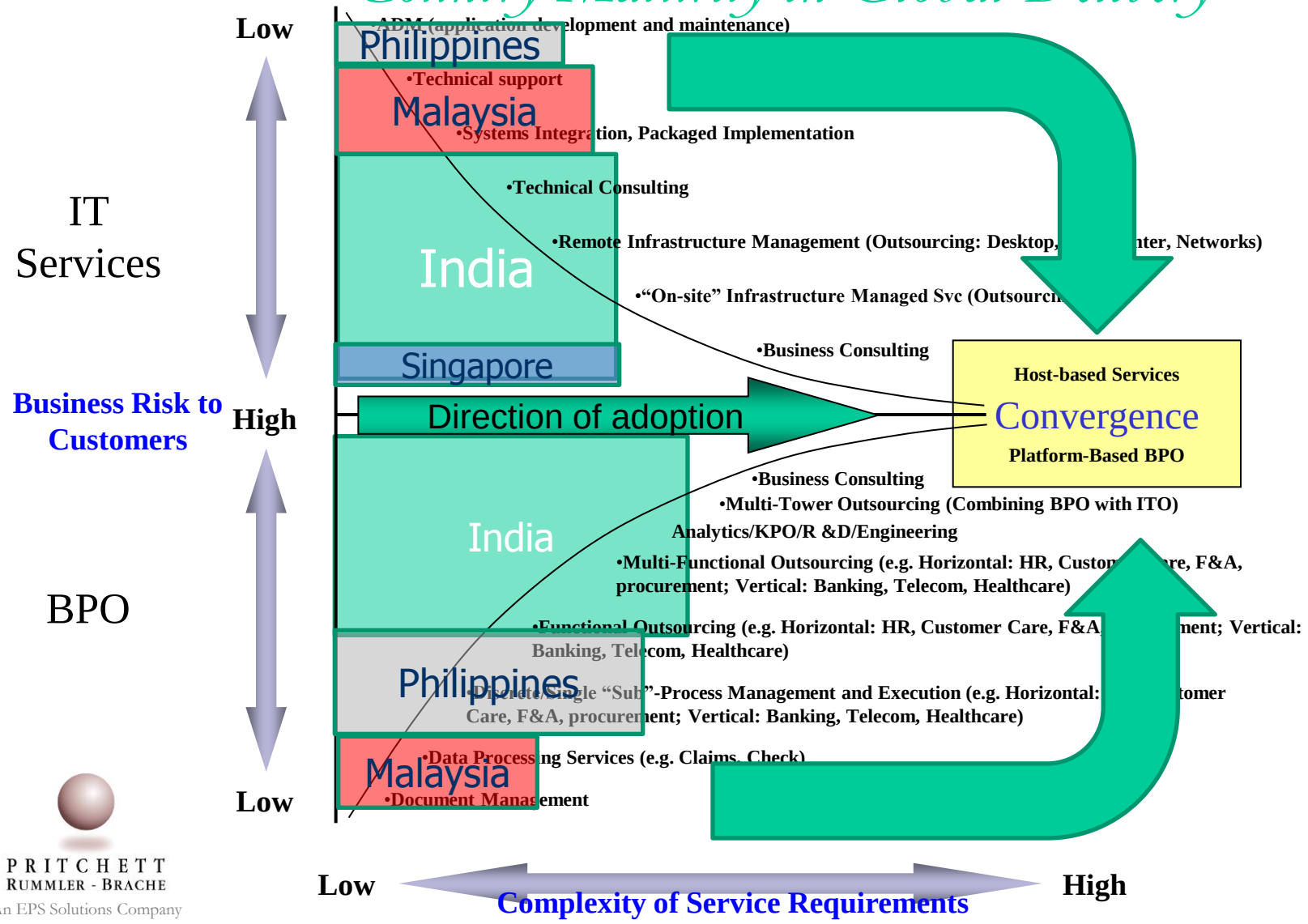
Keynote address by PM Datuk Seri Najib Razak at Invest Malaysia Kuala Lumpur

"Offshore" Service Adoption Curves

Country Maturity in Global Delivery



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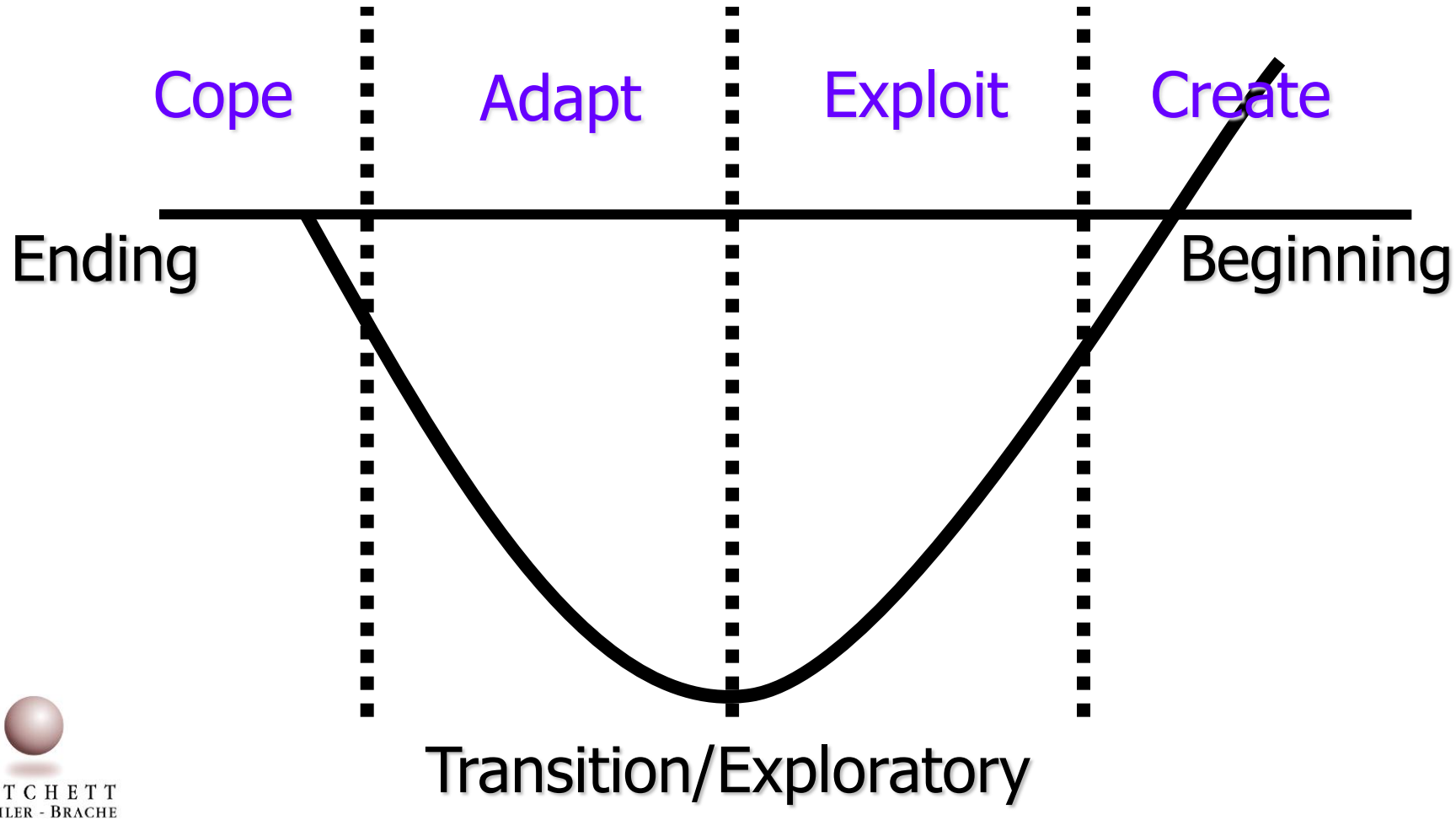
Transition Curve



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Broadening Our Perspective on Change

- The March of Progress
- The Major Cause of Change
- Globalization
- The Changing Nature of Work
- A Return to Our Roots: From Rights to Responsibilities
- Accelerating Change
- The Time Crunch

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This Is How It Is During Radical Change

Hard Reality

- "Liking" the Change is Beside the Point
- Doing Things Outside Your Comfort Zone and Skills is Necessary
- The Organization is Not Responsible for What's Happening in the World at Large
- The Speed of Change will Get Even Faster … and Old Work Habits Won't Work

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Radical Predictions

"I think there is a world market for about five computers."

...Thomas J. Watson, Chairman of IBM, 1943

"The odds are now that the United States will not be able to honor the 1970 manned-lunar-landing date set by Mr. Kennedy."

...*New Scientist*, April 30, 1964

"Who the hell wants to hear actors talk?"

...Harry Warner, Warner Brothers Pictures, 1927

"It is an idle dream to imagine that...automobiles will take the place of railways in the long distance movements of...passengers."

...American Road Congress, 1913

"There is no likelihood man can ever tap the power of the atom."

...Robert Millikan, Nobel Prize winner in Physics, 1920

"There is no reason for any individual to have a computer in his home."

...Ken Olsen, Pres. of Digital Equipment Corporation, 1970

Radical Predictions for the Future World of Work

TECHNOLOGY:

- How will technology advances affect our organization?
- What jobs will/won't exist?

INFORMATION:

- What new information will be available?
- How will increased information affect your organization? Your job? You?

PEOPLE:

- What will people be paid to do?
- Who will our competition be?
- Who will our customers be?

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New Work Habits for a Radically Changing World

- **Become a Quick-Change Artist**
- **Commit Fully to Your Job**
- **Speed Up**
- **Accept Ambiguity and Uncertainty**
- **Behave Like You're in Business for Yourself**
- **Stay in School**
- **Hold Yourself Accountable for Outcomes**
- **Add Value**
- **See Yourself as a Service Center**
- **Manage Your Own Morale**
- **Practice Kaizen**
- **Be a Fixer, Not a Finger-Pointer**
- **Alter Your Expectations**

ITA expansion

- **Supports for new round of ITA negotiations**

- **Urges non-signatories members to join ITA agreement**

Thank you