

# INCOME GENERATING WORKSHOP – SERIES 1,2 AND 3

“Break that Pattern!  
Workshop on Sustainable Income Generation for UMP”

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KRA 2: Financial sustainability is defined as ‘The ability of an organisation to manage development activities and unexpected financial problems without drastic modifications in managing the expenses and generating income’. It is led by a Champion and assisted by a Facilitator and a Secretariat.



KRA 2 Organisational Chart: Financial Sustainability

Since 2011, there have been 11 initiatives under the Income Generating Initiative. After two years of implementation, KRA 2 views that more cutback initiatives can be implemented to increase the university's total income.

As such, the Income Generating Workshop (1<sup>st</sup> Series), ‘*Break that Pattern! Workshop on Sustainable Income Generation for UMP*’ was held on June 25-26, 2014 and August 9-10, 2014. Both the workshops were handled by **Professor Dr. Ahmad Rahman Songip** (ARS). A total of 87 participants attended the workshops (including the Facilitator, Secretariat and three members of the Secretariat).

Professor Dato’ Dr. Daing Nasir Ibrahim was also present, which was a sign of support to the participants. He took the opportunity to address the participants and told them of his wishes to see some results from the workshops.

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