



January - February 2001

## New Online Learning Site for Management Institute

Queensland now boasts a new online learning presence as a result of a strategic alliance between AIM Qld & NT and Indelta Pty Ltd, a partly owned subsidiary of the University of Southern Queensland.

Branded The CyberInstitute, this new entity has been 12 months in the planning and trialling. The move to an online learning site complements the core capabilities of both AIM and the University of Southern Queensland.

AIM Chief Executive Officer, Carolyn Barker said: "Our Board has been significantly involved in the business planning for The CyberInstitute."

"The CyberInstitute has been structured to offer business, management and personal skills courses to a range of organisations and/or individuals. Its mission is to become a global online learning site that encourages students to practice skills back in the workplace," she said.

The online learning market is recognised as second only to B2B as an industry sector on the Internet, with the global market worth more than A\$1360 billion annually.

"Transference of learning and education is not going to go away," Ms Barker said. "While there are still many refinements to be made it is our belief that critical mass will hit in Australia in 2003/2004. That's why we have taken a long term strategic view."

### e-Learning

The CyberInstitute will integrate much of the content and learning processes of face-to-face training within the dynamic Internet environment. It can operate as an independent e-learning college or a corporate university, as well as a facility for public training classes.

Using content written expressly for web delivery, but based on AIM's well known

workplace-focused training courses for all levels of management, The CyberInstitute uses the Australian qualifications framework to deliver single units, certificate or diploma level awards to students and companies. There is a strong emphasis on articulation from the vocational sector into the tertiary sector, with AIM having secured a number of articulation arrangements with universities throughout the country.

At an international level, The CyberInstitute removes the physical presence of the Australian qualification framework but still retains the rigor of the process in delivering learning that will be applicable in any workplace.

### Distance education alliance

The University of Southern Queensland makes an ideal partner in this venture, given its international reputation as a distance education university and an online education provider.

The University of Southern Queensland, a major shareholder in Indelta Pty Ltd, was awarded the Good Universities Guide's "Australia's University of the Year 2000-2001" for "Developing the e-University," including its extensive work in e-learning initiatives.

"We see the alliance with AIM as providing a greater level of learning choice for managers and business people," Professor David Ross, Indelta Chief Executive Officer and Director, said.

"Indelta Ltd has a record of providing e-learning opportunities so that people can receive training and upgrade their qualifications in their own time, in their own style, and in their own place. Interactive online training provides maximum work and lifestyle flexibility for busy managers and business operators," Professor Ross said.

Ms Barker said it was AIM's intention to build the brand 'The CyberInstitute' as a stand-alone site in order to achieve maximum flexibility for clients. As well, a view has been taken about the global nature of this initiative, hence registering a .com address as opposed to a .com.au domain.

"Nevertheless, it remains a fully owned subsidiary of AIM Qld & NT," she said.

### The CyberInstitute Courses

From 2001, The CyberInstitute will offer certificates in the following:

#### Frontline Management

- Leadership in the workplace
- Effective people skills
- Techniques for planning and organising
- Creating a safe workplace
- Managing work priorities
- Developing high performance teams
- Budgeting and planning
- Managing workplace information
- Managing quality customer service
- Implementing change
- Developing a learning environment

#### Management Practices

- Principles of Management
- Taking Control with Time Management
- Working with an Effective Team
- Introduction to Accounting
- Continuous Quality Improvement

#### Marketing

- Fundamentals of marketing
- Developing and implementing marketing strategies
- Managing public relations

Read the course descriptions and register your interest at:  
[www.thecyberinstitute.com](http://www.thecyberinstitute.com)

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JOIN THE LEADERS

## Special Interest Network Group Update

### SPIN Update

Member feedback plays a key role in determining the Institute's activities – particularly events.

Over the past year the events team at AIM has collected and monitored the feedback of those who have attended Special Interest Networks (SPINs). As a result of this feedback and insight into key issues affecting managers today, the Institute will introduce new look SPINs.

One of our new SPINs is **Employee Relations Management**. This SPIN will provide our members and guests insights into employee relations and human resource management. Topics such as performance appraisals and salary packaging are just some of the SPINs planned for this year.

The **Leadership and Strategic Management** SPIN has evolved into an exciting Leadership Forum for AIM's Associate Fellows (More information regarding this event this available on page 5).

The **Negotiation Management** Forum will return again in 2001 with the Managers' Learning Network, Psychology at Work, Women in Management, Speaking Club, Young Managers Network and Personal Skills Management.

We look forward to seeing you at the 2001 SPINs.

**Book your SPIN online at:**

[www.aimqld.com.au](http://www.aimqld.com.au)

## Negotiation Management Forum

Wednesday 14 February 2001

### Principles of Negotiation

Negotiation is a management skill for everyone. It is a vital tool for communicating in today's changing business environment.

Join **Dennis Hall** AIMM for the first of a series of negotiation seminars for 2001. This session will provide an introduction to the skills of negotiating, covering the basic principles of how to arrive at win-win outcomes.

This session is suitable for those with little or no formal negotiation experience, as well as for managers looking to improve their negotiating outcomes.

It is fun, interactive and compact enough to fit in after work!



<b>Venue</b>	AIM Management House
<b>Time</b>	6.00pm to 7.30pm
<b>Cost</b>	Non Members \$22.00
	AIM Members \$11.00

All prices shown include GST

## Networking Opportunity

Wednesday 21 February 2001

### Networking Reception

Don't Miss the February Networking Reception!

One of the most common reasons a member joins AIM is to network with peers.

Whether you are a personal or corporate member these networking receptions, hosted by the **Australian Institute of Management Board and Council**, are an ideal networking opportunity for new and existing members.

The evening is informal and interactive, including an optional tour of our facilities and an opportunity to meet with the Institute's key staff.

Take this opportunity to connect and network with other senior managers over a glass of wine. Book Now...numbers are limited.

Do you know anyone who could benefit from an AIM membership? Bring them along to our Networking Reception.

<b>Venue</b>	AIM Management House
<b>Time</b>	6.00pm to 8.00pm
<b>Cost</b>	Non Members \$27.50
	AIM Members \$16.50

## Women in Management

Tuesday 27 February 2001

### On Board to Board

Come along to the first On Board to Board for this year. Join new and existing **Women in Management** members for a bus tour and informal evening of wine and networking with a difference.

Away from the tensions of everyday working life, be hosted to wine and cheese in the board room of a "mystery" senior woman in management and learn first hand about her personal success formula.

Establish new friends and potential business associates, while enjoying the social atmosphere of the evening.

Whether you are an AIM personal member or a woman in management working in an organisation that is an AIM corporate member, make the effort to come along and expand your network.

**Prepaid bookings essential. Limited numbers only.**

<b>Venue</b>	AIM Management House
<b>Time</b>	Registration 5.30pm for 6.00pm departure Return 8.00pm
<b>Cost</b>	Non Members \$27.50
	AIM Members \$16.50

## Young Managers' Forum

Wednesday 28 February 2001

### Young and in Charge

Find out what it takes to be young and in charge.

Explore the success story of the 2000 Telstra Young Businesswoman of the Year, **Gabrielle Molnar**, who received the award for her outstanding professional and personal achievements.

Commencing her career in international hospitality management, Gabrielle transferred her skills into the recruitment industry. Joining Markham Appointments in 1995, Gabrielle quickly rose through the ranks to be appointed Director of the company in 1998. Gabrielle will share her experience for adding value and having a determination that has positioned her where she is today.

Join other young managers for wine, cheese and an evening of idea interchange.

This is one of the best networking opportunities this year. So come along, learn from the successful and take charge!

\* *Gabrielle Molnar will also be guest speaker at The Enterprising Women's Luncheon Wednesday 28 February 2001. For more information email - mbatty@qcci.com.au*

<b>Venue</b>	AIM Management House
<b>Time</b>	6.00pm to 8.00pm
<b>Cost</b>	Non Members \$27.50
	AIM Members \$16.50

## Personal Skills Management

Wednesday 14 March 2001

### Time to Manage Time

If you find you have more things to do each day and less time to do them, your personal effectiveness and quality of life may be at risk. The ability to manage time effectively is what sets the best managers apart from the rest.

Learn the art of delegation, the importance of goal setting, prioritising, recognising and controlling universal time wasters.

Join Australian Institute of Management facilitator **Stephen Hartley** as he touches on the techniques that will help you take control with time management.



<b>Venue</b>	AIM Management House
<b>Time</b>	6.00pm to 7.30pm
<b>Cost</b>	Non Members \$22.00
	AIM Members \$11.00

All prices shown include GST

## Negotiation Management Forum

Tuesday 27 March 2001

### Negotiation Tactics

If you want to improve your negotiation outcomes you need to understand how to use tactics.

This session will introduce you to tactical ploys used by skilled negotiators and how you too, can master their use.

Join experienced negotiator **Dennis Hall** AIMM, for a practical session on how to recognise, implement and counteract tactics to gain the edge in your next negotiation.

Whether you are a novice or a seasoned negotiating veteran, you will find this session to be of enormous value.

<b>Venue</b>	AIM Management House
<b>Time</b>	6.00pm to 7.30pm
<b>Cost</b>	Non Members \$22.00
	AIM Members \$11.00

## Venture Capital

Wednesday 28 March 2001

### Nothing Ventured, Nothing Gained

Mr **Bill Ferris** AO is one of Australia's leading venture capitalists and author of the recently published book: *Nothing Ventured, Nothing Gained*.

In this presentation he will identify some of the essential ingredients for success and failure in the world of venture capital. Drawing on his expertise as Executive Chairman of the Castle Harlan Australian Mezzanine group, he will discuss specific case studies to illustrate important lessons for success with venture capital and identify the pitfalls that await the inexperienced.

These case studies will include real life company examples such as the new economy company, LookSmart, as well as some older economy companies such as the high-speed ferry group, Austal Ships.

This presentation will be of interest to entrepreneurs and management teams who are thinking about finding growth capital to expand their enterprises. It is also relevant to management groups contemplating management buyout transactions of enterprises they are presently running.

Cost includes a light supper.

<b>Venue</b>	AIM Management House
<b>Time</b>	6.00pm to 8.00pm
<b>Cost</b>	Non Members \$33.00
	AIM Members \$22.00

# AIM Events Booking Form

Please complete a separate form for each participant

AIM Personal Member       AIM Corporate Member       Non Member

Membership No: \_\_\_\_\_

Investment

- Negotiation Management Forum**  
Principles of Negotiation      14 February      page 2      \$ \_\_\_\_\_
- Networking Opportunity**  
Networking Reception      21 February      page 2      \$ \_\_\_\_\_
- Women in Management**  
On Board to Board      27 February      page 2      \$ \_\_\_\_\_
- Young Managers' Forum**  
Young and in Charge      28 February      page 3      \$ \_\_\_\_\_
- Women in Management**  
International Women's Day Debate      8 March      page 4      \$ \_\_\_\_\_
- Leadership Forum for Associate Fellows**  
2001 Case Study Luncheon Series      13 March      page 5      \$ \_\_\_\_\_
- Personal Skills Management**  
Time to Manage Time      14 March      page 3      \$ \_\_\_\_\_
- MasterClass**  
Business Protocol Skills      16 March      page 5      \$ \_\_\_\_\_
- Negotiation Management Forum**  
Negotiation Tactics      27 March      page 3      \$ \_\_\_\_\_
- Venture Capital**  
Nothing Ventured, Nothing Gained      28 March      page 3      \$ \_\_\_\_\_

**Total: \$** \_\_\_\_\_

Name: \_\_\_\_\_

Company: \_\_\_\_\_ Position: \_\_\_\_\_

Postal Address: \_\_\_\_\_

Postcode: \_\_\_\_\_

Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_

email: \_\_\_\_\_

**Payment is required to confirm registration**

**Method of payment:**  Cheque / Money Order

Please charge my:  Bankcard  Mastercard  Visa  Diners  Amex ID No. \_\_\_\_\_

Exp. Date: \_\_\_\_\_ Card No: \_\_\_\_\_

Cardholders Name: \_\_\_\_\_

Signature: \_\_\_\_\_

**To secure your place:** Call 13 16 48, complete and fax this form with your payment to (07) 3832 2497 or send this form with payment to AIM, PO Box 200, Spring Hill Q 4004. Please make cheques payable to AIM Qld & NT. If you are unable to attend, a substitute is welcome at no extra charge. However, we regret that refunds cannot be made.

**Booking form available online at [www.aimqld.com.au](http://www.aimqld.com.au)**

## International Women's Day Debate

Thursday 8 March 2001

*The Debate Continues.....*

Celebrate International Women's Day with leading Queensland women debating the topic:

**"That The Best Women Managers Manage Like Men..."**

Do women really need to act like men to be good managers? How have women in management changed the face of the workplace? Join us for an informative, insightful and hilarious day as these and other gender issues are explored.

The Master of Ceremonies for this exciting event will be Brisbane identity **Jan Power**.

<b>Venue</b>	Sheraton Brisbane	
<b>Time</b>	12.00pm to 2.30pm	
<b>Cost</b>	Non Members	\$88.00
	AIM Members	\$77.00
<b>Tables of 10</b>	Non Corporate Member	\$858.00
	AIM Corporate Member	\$748.00

**For bookings call 13 16 48**

AIM would like to congratulate AIM Corporate Member, Copy Print Xpress, for receiving the following Awards at the 2000 Queensland Printing Industry Craftsmanship Awards:

- Gold Award** Business Cards
- Gold Award** Digital Printing
- Silver Award** Lithographic Printing
- Bronze Award** Envelopes
- Bronze Award** Digital Printing

## AGENDA

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# 2001 Case Study Luncheon Series

AIM's Leadership Committee is excited to announce a new series of activities specifically developed for Associate Fellows of the Institute.

The AIM 2001 **Case Study Luncheon Series** is a new initiative supported by the University of Queensland Graduate School of Management and Mt Eliza Business School.

The series features leading Australian executives who will share a major issue or challenge they have faced in their current business life.

The focus of the **Case Study Luncheon Series** is a short, sharp presentation that allows busy managers to hear about the major issues that other organisations have faced, and to take away tactics they could possibly use in their own business environments.

"Luncheon guests will hear the inside story on what really happened to a major

company facing major issues. Guests will be an integral part of the presentation and after hearing the background and issues, will discuss the methodologies used and suggest other possible solutions to the case study," Head of University of Queensland Graduate School of Management, Professor Victor Callan said.

## **Up-coming luncheons:**

**Tuesday 13 March 2001**

### **"Managing Back from the Edge"**

**Ken Smith**, Managing Director of Century Yuasa Batteries, will share what he and his team did when faced with restructuring an organisation on the edge. Mr Smith used an actual business methodology to overcome people, systems, financial and strategic challenges to restructure the company to where they are today.

**Tuesday 12 June 2001**

### **"Managing a Crisis from Left Field"**

Presented by Herron Pharmaceuticals Managing Director, **Euan Murdoch**. Luncheon guests will have the opportunity to analyse this well publicised extortion case that could have toppled the company.

<b>Venue</b>	Stamford Plaza
<b>Time</b>	11.45am to 2.00pm
<b>Cost</b>	\$66.00 per luncheon

For bookings call **13 16 48**

## **NUMBERS STRICTLY LIMITED**

Leadership Forum activities are exclusive to AIM Associate Fellows and their guests (one guest per Associate Fellow).



## **AIM's Speaking Club Christmas Dinner Awards Night**

The AIM Speaking Club annual dinner was held on Tuesday 5 December 2000, with a resounding success. The Daytime and Evening Speaking Clubs combined for the final heat of seven categories.

### **Evening Speaking Club Winners**

#### **Speaker of the Year Award**

- Ian Gilbert AIMM

#### **Most Improved Speaker of the Year**

- Aivan Antica

#### **Member of the Year**

- Ben Creagh & David Gee

#### **Chairman of the Year**

- Derek Burnett

### **Daytime Speaking Club Winners**

#### **Most Improved Speaker of the Year**

- Luke Griggs

#### **Chairman of the Year**

- Sean Mowen AIMM

#### **President's Trophy**

- Richard Swift FAIM

Thankyou to all speaking club members for their involvement throughout the year and in making the 2000 Speaking Club Awards such a successful night.

**Thank You to John Appleton of Hastings Deering for providing the trophies for the Speaking Club over the last five years.**

## **MasterClass Business Protocol Skills**

Have you ever experienced an uncomfortable uncertainty when dealing with a new client, experienced a series of awkward introductions or tried to maintain a conversation at an important business meal?

You're not alone. Many people feel unsure about appropriate business etiquette, especially when faced with unfamiliar environments and when dealing with people they know little about. And yet these people are the 'corporate face' of their organisation.

Business etiquette is not just about who sits down first at the meeting table...or when one writes a thank you note.

Business etiquette is a whole system of business protocol. AIM brings **Leanne Burford** back for a third year in a row to pass on her knowledge about business protocol. Discover how to:

- run a business meeting over a meal
- behave in business negotiations

- deal with male and female colleagues
- effectively interact with clients and prospects in person, on the telephone and in written correspondence
- enter a room full of strangers and feel at ease, and conduct oneself confidently
- introduce colleagues to clients
- make small talk and mingle with people of all levels

### **INTERACTIVE One-Day Workshop**

<b>Date</b>	Friday 16 March 2001
<b>Venue</b>	AIM Boardroom Management House
<b>Time</b>	9.00am to 5.00pm
<b>Cost</b>	Non Members \$484.00 <b>AIM Members \$385.00</b>

Price includes morning and afternoon tea, three-course lunch and course notes. Prices are GST inclusive.

**Last year this MasterClass was a sell out... Book now as numbers are strictly limited to 20.**

# Training Highlights in January & February

## The New Supervisor 26 – 27 February

Effective supervisors are critical in any business and have a positive impact on staff performance.

This program will allow you to gain the necessary people skills to be truly effective and make the successful transition from team player to team leader. It shows team leaders the functions of effective teams and how to weld together concerns of task, team and individual to achieve overall objectives.

**The New Supervisor** is recommended for new supervisors and employees recently promoted to, or acting in a frontline management position, or those wishing to revise their knowledge or skills. This course introduces existing or potential supervisors and specialists to the fundamentals of the role of a supervisor.

### 2 - Day Program

Non Members	\$723.00
AIM Members	\$603.00

## Taking Control with Time Management 30 – 31 January 19 – 20 February

Do you find you have more things to do each day and less time to do them? Then it is possible that your personal effectiveness and quality of life may be at risk. By following a set of well proven suggestions, this course will help participants to take control of their day and their life.

**Taking Control with Time Management** is designed to cater for managers and professionals who wish to gain greater control of their time, increase their effectiveness and enrich their lives. Case studies, group activities and individual assessment strategies are utilised to create a positive learning environment.

### 2 - Day Program

Non Members	\$763.00
AIM Members	\$623.00

## Managing Conflict 1 – 2 February

Conflict is present in all organisations where decisions are made and problems solved. If conflict is poorly managed or ignored it can have devastating consequences. Managing conflict skillfully and constructively is valuable and necessary in providing opportunities for positive change and development, both personally and within an organisation.

**Managing Conflict** is designed to improve your ability to effectively deal with others in difficult situations and use conflict in a constructive manner.

This course is geared towards resolving conflict in a positive and cooperative manner. It focuses on the development of a win/win approach through the enhancement of personal influence and skill development.

### 2 - Day Program

Non Members	\$763.00
AIM Members	\$623.00

## Understanding e-Business Potential

12 February



This course is designed to help anyone tasked with researching, recommending or implementing an organisation's e-presence. Electronic commerce will have a continuous impact on our personal and business lives. Understanding your e-business potential is paramount for all business managers.

**Understanding e-Business Potential** is designed for all levels of management, from Middle Managers to CEOs, in small to medium sized organisations, as well as Departmental Managers.

### 1 - Day Program

Non Members	\$411.50
AIM Members	\$311.50

## Principles of Management 12 – 16 February

As business becomes more complex and dynamic, the organisations that will truly excel in the future will be those that know how to tap into people's commitment and capacity to learn at all levels. What will fundamentally distinguish effective and successful organisations of the future will be the mastery of certain basic principles by their frontline management employees, including contemporary management strategies to develop work team cohesiveness.

Managers or team leaders who are wishing to develop skills in the various functions of management would benefit from **Principles of Management**. This course will also benefit newly appointed managers, technical specialists who have been promoted to managers, and those who aspire to make a career change to management.

### 5 - Day Program

Non Members	\$1907.50
AIM Members	\$1557.50

## Writing Successful Business Plans 22 – 23 February

In today's rapidly changing business world people are more than ever required to justify their business decisions. This course will provide participants with a clear framework to prepare a successful business plan.



**Writing Successful Business Plans** is designed for existing or intending people in business and business professionals. Government departments and those currently involved in corporatisation, professional practice personnel and non-profit organisations would also benefit.

### 2 - Day Program

Non Members	\$723.00
AIM Members	\$603.00

Book securely online at [www.aimqld.com.au](http://www.aimqld.com.au)

Please note: AIM courses are GST free, however catering and support services included in the course fee are subject to \$1.50 per person, per day GST.

# Take Charge of Your Career

At AIM's Centre for Career and Self Advancement we recognise that career advancement is a major concern for individuals and we are now offering a range of learning opportunities tailored to the needs of today's self-managed employee.

The following career advancement workshops have been designed to help you make significant life and career choices. These interactive sessions are facilitated by professionals in their fields.

## Evening Workshops 5.30pm to 8.30pm

### **Preparing Resumes, Cover Letters & Selection Criteria** 27 February

Learn how to create or improve your resume and tailor your approach to the job you want. The workshop also covers how to format a response to a selection criteria.

### **Self Marketing and Networking** 6 March

Most people wait for jobs to be advertised then they apply. Much better results can be achieved by taking a comprehensive

self-marketing approach. This approach uses a variety of techniques, including networking, to uncovering opportunities.

## One Day Career Workshop 8.45am to 4.30pm

### **Career Self Advancement** 16 February

This comprehensive workshop covers career/life management and transition issues, how to prepare resumes and cover letters, self marketing and networking, preparing for interviews and how to groom and portray the best image possible to be successful at interviews and in the workplace.

Your Investment	Non Members	AIM Members
Evening Workshop	\$75.70	\$60.70
One Day Workshop	\$361.50	\$301.50

To reserve your place contact Donna Casey at AIM on 13 16 48 or visit [www.aimqld.com.au](http://www.aimqld.com.au)

AIM courses are GST free. However, catering and support services included in the course fee are subject to a GST fee of \$0.70 for an evening course or \$1.50 for the one day course.



## Minister launches Family Friendly Report

The Honourable Paul Braddy MP

The Honourable Paul Braddy MP, Minister for Employment, Training and Industrial Relations launched the National Council of Women of Queensland's report: *Towards the Mutually Friendly Workplace* at a luncheon held at AIM Management House on 22 November 2000.

AIM has worked in conjunction with the National Council of Women to produce the booklet, which is a compilation of issues that are facing today's changing workplace, and presents possible solutions.

"The shift towards a working environment that values people's family lives and responsibilities requires commitment from managers, co-workers and clients," Minister Braddy said.

Minister Braddy continued to say that publications such as *Towards the Mutually Friendly Workplace* are an important way of sharing ideas and lead to the development of new strategies to create a more effective balance between work and home lives.

"This book is a useful resource to assist business and government in developing family friendly workplaces," Minister Braddy said.

*Towards the Mutually Friendly Workplace* produced three main recommendations:

1. There be measures and research undertaken by the Queensland government towards the improved flexibility of workplaces, including rewards for organisations that implement such programs.
2. Tertiary management courses have a integral component on the benefits, both financial and cultural, of family friendly workplaces and implementation of family friendly policies.
3. The federal government review tax policies on carer costs to ensure the financial viability of full and part time work and review the regulations for setting up in-house child care.

Other recommendations of the publication included implementing part time and shared jobs, flexibility of the time and place of work, cultural changes, parental/career care availability and education in the workplace showing the benefits of family friendly policies.

A copy of *Towards the Mutually Friendly Workplace* is available from the AIM Library on 13 16 48 or contact the National Council of Women of Queensland on (07) 3229 8171.

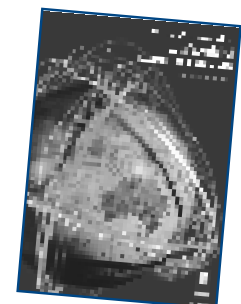
## AIM's Course Directory 2001 Out Now

There are five new training courses being offered in 2001:

1. **Understanding e-Business Potential** (see page 6)
2. **Writing Successful Business Plans** (see page 6)
3. **The Experienced Supervisor**
4. **Certificate IV in Project Management**
5. **Certificate IV in Sales Management**

Also available online at [www.aimqld.com.au](http://www.aimqld.com.au)

or call 13 16 48 for your free copy



The Great Debate Continues...

# That the **Best Women Managers**

manage like men...



Be part of the one, the only, AIM Women in Management International Women's Day Debate.

**This event is always a sell out  
...book early, call 13 16 48**

**Date:** Thursday 8 March 2001  
**Time:** 12.00pm to 2.30pm  
**Venue:** Sheraton Brisbane  
**Cost:** Non Members \$88.00  
AIM Members \$77.00  
Non Member Table of 10 \$858.00  
Corporate Member Table of 10 \$748.00

**To survive in business,  
do women managers have  
to act more male than men?**

Join some of Queensland's leading business women for an informative, insightful and hilarious day as these and other issues are explored.

The Institute is continuing its annual tradition with Brisbane's most popular luncheon debate, featuring six prominent businesswomen and personalities... who will challenge, explore and interpret gender and management themes and make you laugh in the aisles.

Known for her quick thinking and sharp wit, the 2001 Master of Ceremonies will be the renowned Brisbane identity Jan Power.

**Book online at [www.aimqld.com.au](http://www.aimqld.com.au)**

*International Women's Day Debate, Thursday 8 March 2001 – That the Best Women Managers manage like men...*

Name: \_\_\_\_\_

Cardholders Name: \_\_\_\_\_

Organisation: \_\_\_\_\_

Card No: \_\_\_\_\_

Address: \_\_\_\_\_

Expiry Date: \_\_\_\_\_ Total Amount: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Bankcard  Visa  Diners  Mastercard  Amex

email: \_\_\_\_\_

ID No: \_\_\_\_\_

AIM Personal Member  Corporate Member  Non Member

Signature: \_\_\_\_\_

**Corporate Table Bookings (Name & Company)**

- 1. \_\_\_\_\_
- 2. \_\_\_\_\_
- 3. \_\_\_\_\_
- 4. \_\_\_\_\_
- 5. \_\_\_\_\_

- 6. \_\_\_\_\_
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- 9. \_\_\_\_\_
- 10. \_\_\_\_\_



AUSTRALIAN  
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