Cross Roads

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JUNIOR CHAMBER OF SINGAPORE
新加坡國際青年商會

Change Toward Excellence



It has been an honour to have been elected the 2001 National President of this phenomenal organisation. We have just entered the first year of a new century, a fresh new start with new challenges. Toward the end of the last millennium, fantastic changes had contributed to how we humans live our lives. The rapid growth of technology has today changed our lives such that 'E-commerce' tempers the way we do business and that the knowledge-based economy through all intents and purposes have become the vehicle that will change our value systems here-on-end.

I believe that the Junior Chamber, one of the most dynamic international organisations today has to constantly strive to be at the leading edge – of everything that we do . We need to continually adapt to the changing needs of society and the demands of mankind's technological evolution. This change however, like a double edged sword, cuts both ways. It is thus that our theme for this year will be: ***"Change toward Excellence"***. This, to recognise the fact that to succeed you must also risk the possibility of failure and that despite this we must continue to strive for excellence and not forget our mission Statement as eloquently put by Junior Chamber International:

"To contribute to the advancement of the global community by providing the opportunity for young people to develop the leadership skills, social responsibility, fellowship, and entrepreneurship necessary to create positive change"

Leaders are not born of men, they are wrought from experience, training and a determination to succeed despite all odds. To be a true Jaycee, we should proactively participate in activities, be involved in projects - taking up positions of leadership both for the benefit of the community that we serve as well as ourselves. This being the most effective way that we can create positive change for ourselves, our organisation and our community. Hence I bring attention to the Junior Chamber philosophy of " Learning by Doing "& " Learning from your Mistakes ". Apply this simple truth to everything that you do and soon you will emerge "a leader amongst men".

As I had mentioned earlier, the Junior Chamber is not a localised organisation. We are a truly 'international roaming network'. When globalisation started to take root, every Junior Chamber in every country became one of the most valuable assets on earth. Consider this notion - Singapore, a very small country whose peoples have constantly had a need to cast their net wider for the development of opportunities internationally. You, as part of this organisation can leverage off our international connection - the Junior Chamber worldwide network, to access markets for such opportunities in almost every field, anywhere on the globe.

Frankly, I believe that we should personally take advantage of this to connect with businesses and professional peoples in other communities through our participation in international conferences, academies, programs, twinning and business exchanges that are constantly available throughout each JC year. This can be your opportunity to make the difference – by being the truly global person that every Jaycee has the potential to be.

The Year 2001 has definitely made it's mark as one of the most challenging years for one and all. Let us all put our hearts and minds together and make this, the first year of this new Millennia, a remarkable and memorable one.

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JCI World President JCI GEORGE BOUVERAT *visits*

by Karen Leong, Orchid JC



Junior Chamber of Singapore (JCS) welcomed the JCI World President 2001, George Bouverat, on 16th Jan 2001. He had specially stopped by Singapore after attending the installations of HongKong and Japan Junior Chamber. Upon his arrival, he was received by our National President, Desmond Tan, Senator Dato Tan and other Singaporean delegates. Dato (Dr) Tan Hian Tsin also hosted President George Bouverat at his residence.

JCS organised a formal dinner in a private room at Northern Palace Restaurant. 40 JCS members turned up to meet the President. The President of Malaysian, JCI Sen Gui Ing Ing Junior and some of her members were also present. The project chairperson was JC Mike Yeo, Vice-President from City Chapter. President George Bouverat gave an inspiring speech about the Junior Chamber movement and his visions for JCI as the world President. He encouraged every member to be more proactive in JC, and that Junior Chamber was a very good platform for business and personal development. On a more personal note, he relayed how he managed to gain the support of his company, leading to his Company supporting him through his term as World President, of which he will resume his position after his Presidential term. This was a win-win situation for the Company, because of the immense publicity and coverage in the print and other media he gets as world President, and every introduction is usually accompanied by his position as Financial Controller in his Company.

There was a lot of interaction amongst the President as well as the rest of the Singapore JC members throughout the night. There was sharing of experiences by the President, and there was a lively question and answer session as well. The topics raised included the possibility of JCS hosting the World Congress in the future as well as producing a future World President! The President remarked that such an intimate gathering, coupled with the exchange of ideas and comments, made the evening a very fruitful one. This would not be achieved if he had just been invited to attend an Installation ceremony, with minimal 'real' interaction with all the members.

President George Bouverat also inducted some baby Jaycees. It was heartening to see the strong welcome given to the new member. The dinner ended with a photo-taking session. President George Bouverat. patiently took pictures with many of the members who wanted to remember this special night.

Joint Installation Night







"Its cost effective for everyone, productive and it gave everyone a sense of Unity"

That seems to about sums up the advantages of having one grand installation night.

On January 14 2001, City Junior Chamber, Orchid Jayceettes, Marina Junior Chamber and Mandarin Junior Chamber joined forces to organize an "all-in-one night" LOM Installation Ceremony for its 2001 Board of Directors.

The ceremony held at Pinetree Town & Country Club also witnessed conferment of its Guests of Honour, the partronship of JCI Sen Dato (Dr) Tan Hian Tsin and JCI Sen Dr Derek Goh for Junior Chamber of Singapore.

The Patronship honours long serving members who have constantly supported the organisations in their various projects. An impressive citation for JCI Sen Dr Derek Goh was read by close friend and mentor Dr Benji Ng and an illustrious citation of Dato Dr Tan Hian Tsin was eloquently spoken by JCI Sen Pearlyn Ng.

And also included that night was the celebration of newly conferred Patron Derek Goh's birthday, complete with birthday cake, singing and dear friends.

The Chairman of the organising committee JC Gilbert Yap had this to say *"It has not been an easy task but with the dedication and hard-work of the committee members, they have done a fine job of putting things together"*

Is this the start of many joint installations to come?? Why not??

ASPAC IN TAEGU

The Area B Asia Pacific Conference will be held in Taegu, Korea, May 23 - 26, 2001.

Jaycees from all over this region will gather in this one place to discuss and share ideas for a better Asia Pacific. If you like to join the Singapore delegation, please contact the Onto Chairman, JC Kelvin Lim.

Or

For more information on Aspact Taegu, visit their websites:

www.2001aspac.or.kr
or www.taegujc.co.kr

CONFERENCE INFORMATION

REGISTRATION FEE
US$250

FLIGHT
Korean Airlines (Group Fare):
S$630
(SIN-Seoul-Teagu-Seoul-SIN)
S$540 (SIN-Seoul-SIN)

Asiana Airlines
At time of printing, no definite cost given.
Please contact the Onto Chairman for information.

ACCOMODATION
Between S$80-$225 per day (twin sharing)
Choice of 3 hotels available

FOOD
Budget between S$300-S$400

EXCHANGE RATE:
100 WON = S$130

For More Information, please contact
Onto Chairman JC Kelvin Lim Tel: 97668572 / 2762362
Email: kelvin2880@yahoo.com.sg
As at 1 April 2001

REN CI HOSPITAL ANNUAL VISIT

by JC Theng Poh, City JC







Ren Ci Hospital & Medicare Centre is a non-profitable voluntary welfare organisation, which provides long-term medical and nursing care to the sick and needy patients regardless of race, religion or creed. Many of the patients suffer from severe physical disabilities, terminal or long term illness and most of them are homeless or they come from lower socio economic backgrounds.

JCI Sen. Roland Chan initiated the City JC Ren Ci Hospital & Medicare Centre Fund Raising and Visit Project back in the late 70's. Traditionally, the annual event coincided with the Chinese New Year celebrations. This year's effort primarily focused on getting the youth community outside of Junior Chamber to be involved in the project. The aim of the project was to get the youth to share their time and appreciate their relative situation in society, instead of simply raising funds for the needy. The Nanyang Technological University was approached in order to achieve this aim. Consequently, the NTU Buddhist Society and the NTU Lion Dance Troupe were engaged for the occasion. With this huge force of supporters, it gave the visit a more festive feel.

It's gratifying to see our show of concern brightening faces, and heart-warming to be the recipient of generous gesture offered by the residents to join them for lunch and to share their simple meals that they look forward to each day. It is a moment to savour, when a congregation of people embraces the spirit of sharing deluging kindness and generosity that transients social inequalities.



When the students left at the end of the visit, with the promises of returning, we know in our hearts that we have achieved our aim. Ultimately, it's not what we do but how we did it that counts. The fact that strong support from within the Jaycees fraternity in the form of members turning out in numbers plays a large role in inspiring the young and bringing cheers to the residents. By putting in practice the Creed in which we so aptly recite, *"That earth's great treasure lies in human personality"* ... *"And that service to humanity is the best work of life"*, we are all winners.

World Trade Game

By JCI Sen Jane Lee, WTG Commissioner

The World Trade Game (WTG), an interactive game to stimulate participants' negotiation and decision-making skills under time pressure, is a great management tool for team building, morale boosting and bonding. Participants also gain an insight into the wheeling and dealing behind global trading and the world economy.

First launched in Singapore in September 1999, this baby of Junior Chamber of Singapore is now gradually sprouting its way not only to the corporate community but has also gained a strong foothold in one of our top schools. Running eleven sessions this year, practically every Saturday morning from January to April at Raffles Girls School went beyond the imagination and achievement to those members who initiated this project.

The evolution of WTG reminds me of my own son whom I watched grow into a teenager today. The WTG is now in the good hands of our marketing agent JC Mike Yeo, who will further nurture the WTG to greater possibilities.





Fun-filled session with students of Raffles Girls School





Member of Alfred Lim's Great Eastern Life wheeling & dealing in World Trade

Out On the Open Seas

By Ira Sugita



Several Sundays ago, a bunch of us from Orchid Jayceettes went for our first sailing trip. Arriving at the Raffles Marina, I found the Club to be both spacious and spectacular. And when we went out to the marina, I gasped even more! The sight reminded me of those magnificent views of world class marinas from the pages of lifestyle magazines!

I believe we all got pretty excited when we first laid our eyes on the boat. It wasn't a large one, but it was nevertheless spacious enough for the 11 of us, including three very able ladies who manned the boat. They did an impressive job, maneuvering the yacht in different directions, and at several points in the journey, opened the large sail that made the boat to look all the more majestic. I had some terrifying moments when the yacht was tilting rather violently. But then again, it made the cruise even more exciting and enjoyable!

Fortunately for us, the weather was good and made the trip very pleasant. It was rather sunny, but yet cooling and breezy. During the cruise, we all had fun talking, bantering and eating. And some of took the time to catch a few winks in the cool breeze. Everyone was such great company and generous to boot! They brought so much food that I think could last us a week, should we, touchwood, be shipwrecked somewhere out there.

Before long, the journey had to unfortunately end. Besides the great weather, beautiful scenery and the great "sense" when you are out "there", the highlight of the day was getting to know each other better. It was my first time sailing, and I hope it won't be my last.

Ushering the Year of the Snake



This year's Chinese New Year gathering took us again to the homes of two celebrated jaycees. Dato (Dr) Tan Hian Tsin's and JCI Sen Dr Derek Goh's residences were not only serving good food but it was the interaction with excellent company that came close to none. May the year of the snake be a sssssenssssssational year for all Jaycees!

Orchid's Disco Night



Its was Party Time! Leave your worries behind and shake that boody.

Orchid Jayceettes ensures that this is the first of many fun activities in store for all its members. Held at HOME Disco and Wine Bar (basement of Mandarin Hotel), it was reported that everyone had a whale of a time. Behind the disco night rendezvous is its Chapter's secretary JC Siti Asmidar Salleh..

Look out for details about the next disco night. Rumour has it its just around the corner. As part of their advertising, they urge to mention that by the time of the next disco and if all goes according to plan, girls will outnumber boys three to one at the next session. Now, isn't that enough motivation for the other Chapters to come on down and bring their best buds along??

Cheap Meal Scheme



Orchid ladies are at it again! The marketing, cutting, cooking, cleaning, packing and delivering – making sure that these old folks do not neglect the importance of nutritient.

The Chapter is into its fourth year of running this community project for the Telok Ayer Senior Citizen's Club. The new chairman for this project is new member and treasurer for the Chapter, JC Goh Siew Ying. The ladies meet every sixth Sunday or so to perform this selfless deed for the senior citizens living in one-room HDB flats in the Chinatown district.

Well done ladies!

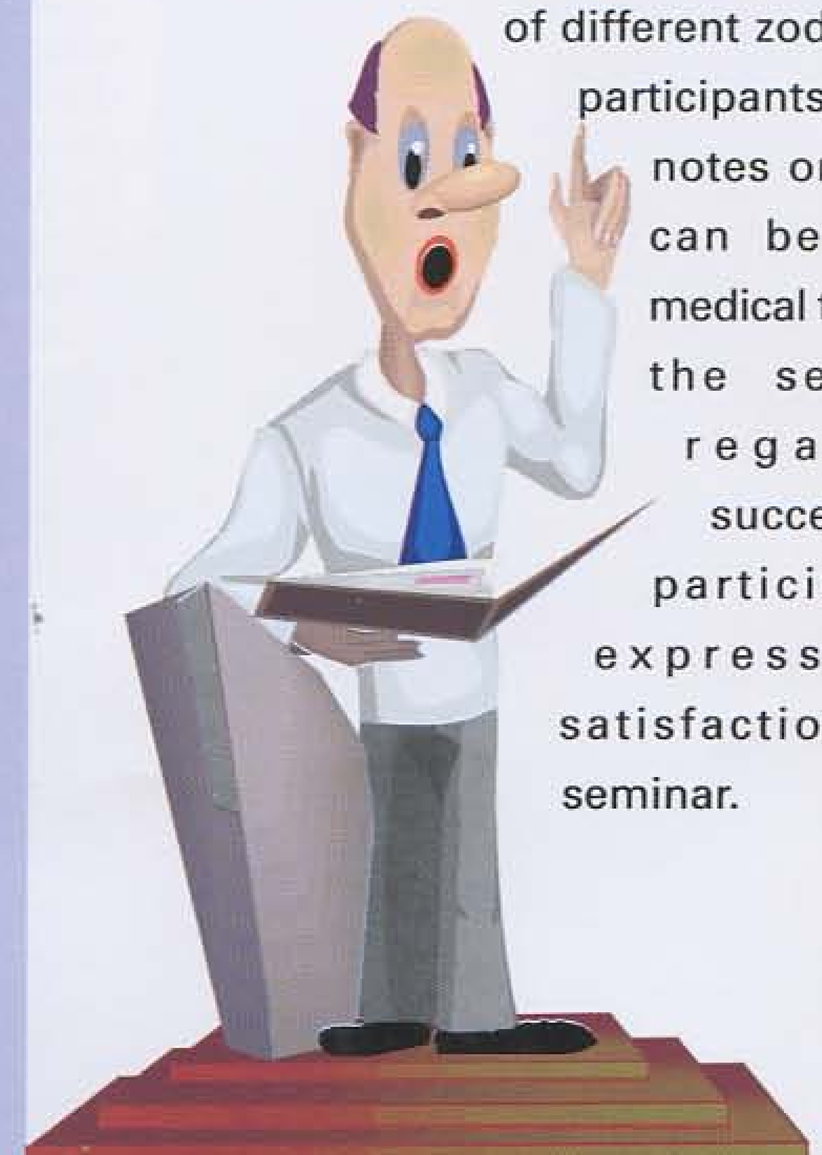
Yi Jing Seminar

by JC Yong Loy Fatt, Mandarin Junior Chamber

Mandarin Junior Chamber has hosted a seminar on Yi Jing (A Book of Change) in the afternoon of 6th Jan 2001 at Marriot Hotel. The guest speaker was Mr Arthur Cheng Hsi Huan. Mr Cheng has been Professor of I-Ching Society (R.O.C.), Chairman of I-Ching Research Society of Tainan and Advisor of I-Ching Research Association (Singapore).

The seminar was received well with about 60 people attended including reporter from Lianhe Wanbao, a local Chinese evening paper. Mr Cheng has accepted an interview with the reporter.

In the seminar, Mr Cheng has illustrated how the various parts of our face are related to our future, relationships, health and wealth from the theory of Yi Jing (or I-Ching). Mr Cheng also analysed the personality of people of different zodiac signs. The participants also received notes on how Yi Jing can be applied on medical theory. Overall, the seminar was regarded as successful and the participants have expressed great satisfaction with the seminar.



OPERA GALA

A Charity Dinner Theatre



This year marks the 30th anniversary of Orchid Jayceettes of Singapore.

To commemorate this momentous occasion, the chapter presents OPERA GALA '2001, on 15 September 2001 between 6pm to 10pm at Grand Corpthorne Hotel. This event combines Chinese Opera with dinner. All proceeds from this event will go to The Spastic Children's Association of Singapore (SCAS). We aim to raise $50,000 from this event for the purchase of the necessary basic equipment for the operations of SCAS's new Dental Facility, which will be set up to provide dental facilities to children and adults with cerebral palsy.

The Chinese Opera will be staged by the Chinese Theatre Circle (CTC) with the dialogue and singing (unusually) in English. In March 1995, CTC became the first non-profit professional performing Chinese Opera Company in Singapore and was subsequently awarded the Excellence for Singapore Award in 1997 for its efforts in promoting Chinese Opera in Asia and in the world. CTC has staged more than 2000 performances in Singapore and 17 countries in Europe, the Middle-East and Asia Pacific. Miss See Toh Hoi Siang, CTC's leading actress was awarded The Outstanding Young Persons Award XIII (TOYP) by Orchid Jayceettes of Singapore in 2000. The TOYP Award recognises the contribution of young Singaporeans, between the ages of 21 to 40 towards the development of our community.

CONTEST TIME

PRIZE:
ONE $20 SIZZLERS DINING VOUCHER

Answer these simple questions
(Answers can be found inside this issue)

Q1: What is the Profession of our World President?
Answer: .....

Q2: Which Chapter adopts Ren Ci Hospital as its Annual Charity effort?
Answer: .....

Name : .....
Chapter : .....
Tel : .....
Email : .....

** There will only be one winner. Drop all entries in the Crossroads Editor's tray located at the Secretariat.*

CLOSING: 31 July 2001



DID YOU KNOW???

That the bat is only mammal who can fly?

Yes! But the bat is also the only mammal whose leg bones are so thin that it cannot walk.

NEGOTIATING *tips*

Think of the negotiation as a problem that both sides are working togetherto solve.

In today's world, everything is negotiated and the ones with the best negotiating skills take the lion's share. Here are some tips that can help you the next time you need to negotiate something:

1. Don't be afraid to ask.

Negotiators often fail to raise an issue because they don't think they have a chance of success. Don't be afraid. Not only do good negotiators ask for everything they want, they also make sure they don't end up with something they don't want. Be explicit about what you do and don't want.

2. Never negotiate against yourself.

Once you make an offer, wait for a response before making another offer. By waiting, you avoid the possibility of rejecting your own offer and making further concessions in a revised offer. If you don't wait, it encourages the other side to hold off a response in hopes of getting a better offer, and you lose the opportunity to learn from the other side's response.

3. Get it in writing.

When parties fail to live up to an agreement, written proof of the negotiators' intent is critical. First, it enables you to avoid "he said, she said" bickering, and helps those in charge of resolving the dispute know what was intended. Written agreements also are helpful if the original negotiators change jobs or are not around anymore, and they are proof that you did your job correctly.

4. Prepare

To paraphrase an old cliché, the three most important things about negotiation are preparation, preparation, and preparation. Learn as much as possible about the needs and wants of your organization, and about the needs and wants of the other side.

5. Determine the extent of the other side's authority.

When negotiating with someone with authority, the goal is to reach agreement. It doesn't matter if the other side understands your position as long as they have agreed with it. But, when negotiating with someone without authority, you need to be sure that person not only agrees with your position, but also understands the rationale behind it well enough to convince someone else of its merits. Try to deal with deal-makers, when possible.

6. Know your bottom line.

It is critical to understand what you want beforehand. That way you will know it is time to stop. Many negotiators continue negotiating beyond what they need and, as a result, end up with nothing. Knowing your bottom line also prevents you from agreeing to something that is unacceptable.

7. Establish a fallback plan.

Know your best alternative if you face an unsuccessful negotiation. Without a fallback position, you are left with no alternative but to negotiate until a deal is reached, even if that agreement is unacceptable.

8. Listen to the other side.

Good negotiators are good listeners and good communicators, not just talkers. By listening, observing behavior and body language, and being attentive, you can learn things that will further your interests.

9. There is no substitute for discussion.

Many people don't like to argue, and, therefore, sometimes fail to discuss important issues. Negotiations should not be arguments, but avoiding tough issues is not productive.

10. Avoid form contracts.

Form contracts merely drive negotiators toward a predetermined (by one side) result or take an elegant negotiation and reshape it into something ugly. The draft contract must be straightforward and 100 percent reflective of the negotiation. Finally, never sign anything that you have not read completely and understood fully.



(Article extracted from Junior Chamber International website)

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