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Failure to **plan** is planning to fail

In this week's column we sit down with Serba Dinamik Holdings Bhd managing director and CEO Datuk Mohd Abdul Karim to get his thoughts and views on good leadership

SUCCESS: THE INSIGHT STORY

How has your life experience made you the leader you are today?

I grew up in a family with an agricultural background. My parents were quite well-known as watermelon planters. I worked hard under my father's strict supervision to achieve our sales goal, which has ultimately established a strong foundation for me to be "hands on" in achieving my goals.

What traits do you look for in your talent or how do you decide who is right for a job?

The respective interest in a job remains the first criterion as interest generates enthusiasm and passion to work hard and smart, to achieve the much needed end-result. New qualifications and track records will further enhance our choice selection.

How do you think the industry you are in will evolve in the future?

We are currently focusing on three sectors, namely oil and gas (O&G), power generation and water.

The O&G industry is facing continuous challenges from alternative options such as the renewable energy. It is exacerbated by the ineffectiveness of Opec (Organisation of Petroleum Exporting Countries) in influencing the global oil price. It is expected that oil prices will fall within the range of US\$45-60 per barrel in the coming few years.

Prominent players will adjust their budget to this price accordingly. Nevertheless, it will still remain a relevant and important economic-financial contribution to the country's income.

Power generation is an ever growing industry as development and population are constantly on the rise. Thus, more power supply is required. It is a very good industry with bright prospects as more power plants will be using gas, based on the future projection of a more affordable gas price. Water treatment plants will follow a similar trend.

We all know about the industrial revolution, are we in for a technological revolution? Your thoughts.

Yes, we are in a technological revolution and it is an era of industry 4.0 as people call it. It involves components like IoT, AI, Smart Tech and Big Data Analytics. Captain of industries and financial institutions need to gear up for this, failing which they will be left behind and may not be able to compete successfully.

How has mentorship made a difference in your professional life?

Mentorship does not work well for me because I believe

every person is created with different capabilities and well-adapted to different surroundings and environment.

What do you want to accomplish in the next five years?

To make my company, Serba Dinamik Group, a global name among the top 10 multinational companies of preferred choice.

Best piece of advice you ever got on your career.

"You are not here for today but since yesterday", means that one needs to be ahead of others to remain relevant in business. Time is of the essence, thus we need to speed up in fulfilling our tasks.

How do you stay abreast of issues affecting your industry?

Keep in touch daily with what's happening globally in order to maintain a strong mindset, that there is a solution to every problem. To do that we need to be innovative and determined.

If you could have an hour with any thought

leader in the world, who would it be and why?

Jack Ma, Because he is from a country that is not highly respected technologically, but he has managed to prove the people's perception wrong.

What has been the biggest challenge you have faced? And what did you learn from it?

Insufficient funds to run the company. Lesson learnt: Failure to plan is planning to fail!

What was the most outlandish business proposal you have ever heard of?

Asking for 100% support from the government.

What man-made innovation confounds you? Why?

The internet and SMS because one cannot rationalise how words can be transmitted so seamlessly!

Malaysia's greatest brand.

AirAsia.

A must-read for every business owner/manager is ...

The memoirs of Lim Goh Tong, founder of Genting Group.

How do you expect policies on climate change to impact businesses in the future?

No serious implication in fact, it will open up a lot of new business opportunities.

What are the top three factors you would attribute to your success?

- Adopt the following wise words/sentence i.e:
- ▶ Success is the journey, not the destination
 - ▶ Innovate or you will evaporate
 - ▶ Failure to plan is planning to fail!

