

# NEWSLETTER

## STCL celebrated "Hta Ma Ne" Making



For this week, to participate all Supreme Trading Company Staffs, yearly celebrated "Myanmar Traditional Htamane making" at 2:00 P.M. on 23<sup>rd</sup> of Feb 2016. Then every staff received equal share of HtaMane and had happily.



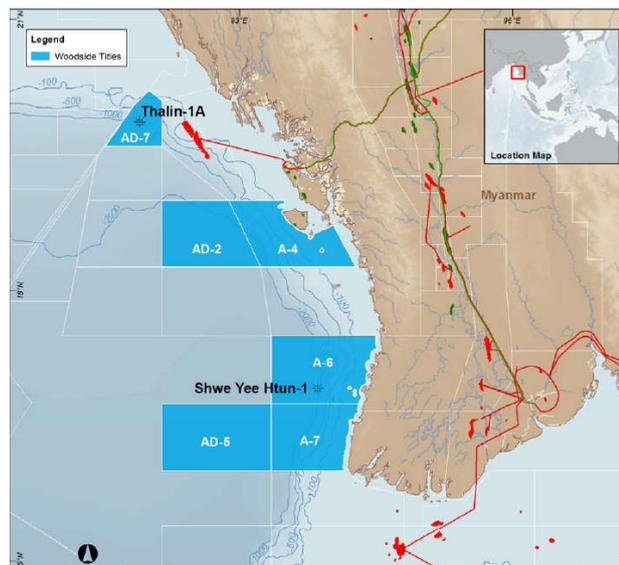
### FDI could drop during transitional year

Observers of Myanmar's economy are predicting that foreign direct investment (FDI) this year will slow due to the country's political transition. According to a local report, U Aye Lwin, joint secretary of the Union of Myanmar Federation of Chambers of Commerce and Industry (UMFCCI), said that despite the country's transition towards fully-fledged democracy, potential investors are still waiting before they invest in the country. "If political leaders don't follow the rule of law here, investors won't come," he said. He added that the new government should prioritise clarifying rules and regulations for foreign investors and that local companies should aim to develop cooperation with foreign companies. However, U AungNaingOo, secretary of the Myanmar Investment Commission (MIC), told the local media, that a slow-down in FDI could be due to investors focusing their attention on other markets, such as Singapore. "Even if they're from the US or EU, they only reach Myanmar through Singapore," he said. The most FDI in Myanmar is power sector, accounting for 33 percent of the total, followed by manufacturing (22 percent), oil and gas (20 percent), telecommunications (11 percent) and hotels and tourism (five per-cent), the local report said.

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## Woodside makes gas discovery

Woodside Petroleum Ltd said it has discovered gas at a second offshore block in Myanmar, after finding gas at another site in January. Woodside said it had found a 64-metre column of gross gas, with 62 metres of net gas pay at the Thanlin-1A AD-7 block, a Reuters report said. “These discoveries provide evidence of the high quality of offshore Myanmar [has] as an exploration focus area,” Woodside chief executive Peter Coleman said in a statement. Woodside has made Myanmar a priority, with the country accounting for a fifth of its global exploration acreage, according to the Reuters report. Woodside, the operator, owns 40 percent of the AD-7 block, with the remaining 60 percent owned by South Korea’s Daewoo International Corp.







### Negotiation Secret ELEVEN Facts

Myanmar are weak in effective negotiation. They prefer to black or white, exact answer and do not accept standing at the middle, lead colour.

There is difficult to have exactly true answer at present age. Especially when facing problems, challenges and changes various options will give more benefits. Practically come across very rapid internet and media changes are difficult to learn properly and old ages are facing great challenges to compete negotiation with youths.

Although essence of negotiation is trying to achieve a result acceptable by majority, sometimes it may necessary repeated negotiations for various reasons. Sometimes due to very tight situation, the most appropriate answer was evaluated based on three four answers.

As conditions of economic competitions changed decision makers and managers should prepare to reach mutual benefit win-win condition, and also require to expertise negotiation subject.

#### 1. To prepare in advance

Casual negotiation may not easy to attain expected result. Therefore it is needed to pay attention and hear presentations and discussions of the counterpart. Also needed to study thoroughly the subject to be negotiated as necessary.

#### 2. Lay out the facts to be negotiated

Writing on paper or saving in the computer expected results for negotiation is the most effective way of special attention. By doing this will protect interruption and disappointment intentionally by counterpart.

#### 3. Know your weakness in advance

If you negotiate approaching personal affairs it may lead to lose your purposes and your counterpart may have advantages. Therefore if negotiation lead you to be disappointed, you should pay attention the main purposes of the negotiation.

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**4. To be careful about figures in negotiation**

If negotiation includes figures or financial percentages instead of sticking a fixed figure you should prepare a reasonable range so that it will close to required result.

**5. Begin negotiation with talking random topics**

Worldwide Stanford and Columbia, Universities studied e-mail based negotiations and under comparison among direct negotiation groups and groups negotiated after talking random topics; they found the second group attain success up to 59 per cent.

**6. Negotiate Face to Face**

The most effective way is by negotiating face to face. But you should be careful if you are easy to be exited. We Myanmar weak in English it is to be more careful for Economics law based contracts.

**7. Ask if you do not know and study**

It is needed to be strong minded in negotiations. As for unknown terms and do not skip without thorough questioning and discussed. Prepare in advance by attaining facts from internet. Be careful that it will be in trouble by contract on account of an unexpected clause or term.

**8. Avoid result for short term**

Sometimes if your counterpart strongly urged in the discussions, do not accept casually. It is necessary to attain mutual benefit results other than one sided.

**9. Prepare for probable Answers**

It is not easy to attain successful result if you are sticking only one answer you need. Therefore prepare options in advance; and then you may ignore negotiation if you got undesired results. Sometimes it is the best answer to leave the negotiation.

**10. Be different between person and subject matter**

It is very important between person and subject matter in negotiation. In negotiations both sides intended to get self-advantages and sometimes may lead to talk rashly. For this situation it is needed prior to purposes of business other than both personals.

**11. Negotiate with expertise in Laws of the respective subjects**

It is the most effective to involve law experts in negotiation, especially for terms of contracts. Alternately it may create enough time for authorized person and able to prepare and consider for options.



**CENTRAL BANK OF MYANMAR**

Reference Exchange Rate **01-03-2016**

Country	Currency	Value	Rate
 United State Dollar	USD	1/-=K	1,237.0
 Euro	EUR	1/-=K	1,346.0
 Singapore Dollar	SGD	1/-=K	879.68
 Pound Sterling	GBP	1/-=K	1,723.9
 Swiss Franc	CHF	1/-=K	1,239.2
 Japanese Yen	JPY	100/-=K	1,099.8
 Australian Dollar	AUD	1/-=K	881.56
 Bangladesh Taka	BDT	1/-=K	15.765
 Brazilian Real	BRL	1/-=K	309.93
 Brunei Dollar	BND	1/-=K	880.05

### Gold Price for 1.3.2016



World Gold - 1241USD/Oz  
 Myanmar Gold - 801,000 Kyats