







"Technology and Innovation Management for Societal and Global Challenges"

November 16-18, 2015 Bangkok, Thailand

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Editor: Sotarat Thammaboosadee













The 2nd Management Innovation Technology International Conference (MITiCON2015)

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Welcome Message from the General Chair and Secretary

On behalf of the Organizing Committee, it is our greatest honor to welcome you to the 2nd Management and Innovation Technology International Conference (MITiCON2015), hosted at the Grand Mercure Fortune Bangkok Hotel, Thailand, 16–18th November 2015. MITiCON2015 is supported and sponsored by the Information Technology Management Program, Faculty of Engineering, Mahidol University, co-sponsored by the Graduated Studies of Commerce, Burapha University and supported by several industrial firms. MITiCON2015 features a world-class conference that brings together researchers and practitioners in the field of management, innovation technology and information technology for the society and global challenges according to the conference theme: "Technology and Innovation Management for Societal and Global Challenges". MITiCON2015 provides an opportunity for academic and industry professionals to present and discuss the latest issues and research progress in the area of technology and innovation management such as IT and innovation management, knowledge management, technology assessment, strategic management, data management, IT corporate management, IT governance, Enterprise Architecture, business management, management, economics, policies management, educational management, and their social impacts. Additionally, other related engineering and science topics are also welcome.

This year we received 125 high-quality papers from more than 10 countries. Many papers demonstrated notable systems with empirical analyses. Many of them proposed interesting and outstanding researches in the related fields of innovation management. Each paper was reviewed by two reviewers. Based on these rigorous reviews, MITiCON2015 consequently accepted 73 papers in 7 research tracks for inclusion in the conference program. Therefore MITiCON2015 represents an acceptance rate around to 58%. All accepted

papers will be included in the Proceeding of Management and Innovation Technology International Conference.

The highlights of the conference include:

- Three Keynote speeches by researchers and executive from academic and industry:
- Dr. Smitti Darakorn Na Ayutthaya (Mahidol University), who gives a talk in "Innovation in the Digital Economy for National Policy of Thailand".
- Asst. Prof. Dr. Banpot Wiroonratch (Graduated Studies of Commerce, Burapha University), he provides an academic tutorial in Ph.D. research conduction.
- Ben Gerber (DBS Bank, Singapore), who gives a talk in "Understanding Privacy"
- 10 parallel sessions of international paper oral presentations throughout a two-day period
- 2 parallel sessions of local paper oral presentations on the last day of the conference; and

A series of social functions have been planned, which include a welcome reception, lunches, conference banquet at Grand Mercure Fortune Bangkok Hotel.

Apart from attending the technical program, you are encouraged to experience the magic of the Nightlife City, Bangkok, especially to the Ratchada area which the conference venue is located.

Last but not least, we would like to express our sincere gratitude to everyone involved in making the conference a success. Many thanks go to advisory board members, the organizing committees, the keynote speakers, the program committee and reviewers, the session chairs, the conference participants, and of course, to all the contributing authors who will be sharing the innovation and novelty of their high quality research. We wish our best wishes for an awesome staying in Thailand!

Asst. Prof. Dr. Supaporn Kiattisin MITiCON2015 General Chair

Dr. Sotarat Thammaboosadee MITiCON2015 Secretary

TABLE OF CONTENTS

	Pages
Welcome Message from the General Chair and Secretary	i-ii
Table of Contents	iii-xii
Committees	xiii
Keynote Speeches	
Innovation in the Digital Economy for National Policy of Thailand <i>Dr. Smitti Darakorn Na Ayutthaya</i>	xiv
The Conduct of Dissertation	XV
Asst. Prof. Dr. Banpot Wiroonratch Understanding Privacy	xvi
Ben Gerber	11,1
Technical Program	xvii-xx
PAPER CONTENTS	
Track IM-Information Technology and Innovation Management	
IM-005	1-4
Information Format-Shopping Orientation Fit in Mobile Commerce App: A Contradiction between Functional and Psychological Consequences Chiang-Yu, Cheng, Yu-Tsu Lin, Chih-Wei, Cheng	
IM-009	5-9
A Web-and-Android-Based Crime Data Retrieval System: A Case Study: Investigation Sub-Division Chiangrai Police Station Thammavich Wongsamerchue, Wimol San-Um	
IM-044	10-13
IT Management for SCM and Logistics in Agricultural Product Industry Thongchai Surinwarangkoon	
IM-046	14-18
The Model Development of Incremental Innovation Affecting Organization Performance of Thailand Furniture Industry Kitipong Tangkit, Vinai Panjakajornsak	
IM-053	19-22
Semantic Ontology for Fine Arts Knowledge Management Wassana Ouppala, Sotarat Thammaboosadee	

IM-055	Pages 23-28
CRM Strategies discovered by Clustering Technique and Business Intelligence; case study in Chemical Industry Thanakal Yotsomsak, Sotarat Thammaboosadee	23-26
IM-056	29-33
A Truck Tires Usage Worthiness Prediction Model Nakarin Prateeppattanatumrong, Sotarat Thammaboosadee	
IM-062	34-38
Analysis of Global Mobile Device in Thailand Panyaphat Aekitsawatwikul, Adisorn Leelasantitham, Supaporn Kiattisin, Smitti Darakorn Na Ayuthaya	
IM-066	39-44
Requirement Prioritization for Software Release Planning Based on Customer Value with Analytic Hierarchy Process Alissara Chindapornsopit, Taweesak Samanchuen	
IM-075	45-50
The Hierarchical Technology Valuation Model for Big Data Technology Applied in Recruitment Thiti Noydee, Sotarat Thammaboosadee	
IM-086	51-54
Of Online Community: Clustering Group of Compatible Mentor and Mentee Pratya Nuankaew, Punnarumol Temdee	
Track EA-Enterprise Architecture, IT Corporate Management, and IT Governance EA-030	55-59
The Factors Affecting to Acceptable Behaviors of Enterprise Resource Planning Mathuros Panmuang, Chonnikarn Rormorn, Khuanwara Potiwara	
EA-074	60-63
Economic Analysis of the Information System Investment Using Cost and Benefit Analysis (CBA) Method Leo Willyanto Santoso, Yulia, Imelia Widjanadi	

	Pages
EA-076	64-68
IT Investment Evaluation Using Multi Objective Multi Criteria: Case Study on an Expedition Company Yulia, Leo Willyanto Santoso, Danny Tantra	
Track BM-Business, Marketing, Strategic, and Financial Management BM-007	69-72
A Structural Equation Model Development of Service Quality Customer Satisfaction and Relationship Quality That Affect Customer Loyalty of Sea Freight Forwarders in Thailand Teewin Narunart, Vinai Panjakajornsak	07-12
BM-010	73-78
The Use of Social Media for Corporate Disclosure by Companies Listed in the GCC <i>Ehab K. A. Mohamed, Mohamed A. K. Basuony</i>	
BM-014	79-83
A STUDY OF THE CORE Competencies Affecting the Performance of Security Investment Consultant at Security Companies in The Stock Exchange of Thailand Phatre Friestad	
BM-015	84-86
The Preparedness to Apply Total Quality Mangement in Production: a Case Study of a Company Making Metallic Coated Steel in Rayong Province Jarun Suantai, Surat Supitchayangkul, Sarayuth Chokchaiworarat	
BM-017	87-91
Activity Types and Agro-tourism Route at Khun Dan Prakarn Chon Dam, Nakorn Nayok Province Nitt Visesphan, Sarunya Lertputtarak, Wilailuk Khamloy	
BM-034	92-97
Employee or Employer? Entrepreneurial Perspectives of Tourism Management Students of a Higher Education Institution in Angeles City, Philippines Darriel B. Mendoza, Jean Paolo G. Lacap	

Pages 98-102 BM-035 Value Analysis of Cyber Security Based on Attack Types Mehrnaz Akbari Roumani, Chun Che Fung, Shri Rai, Hong Xie BM-040 103-106 A Causal Model of Innovation Capability, Market Orientation and Absorptive Capacity Affecting Competitive Advantage of Thailand Rubber Industry Prapapan Mantam, Vinai Panjakajornsak BM-045 107-109 The Role of Regulatory Focus on Promotional Mental Accounts Pei-Ru, Li, Po-Shun, Chen, Chia-Jung, Chang **BM-060** 110-114 A Structural Equation Model Development of Service Quality, Brand Image, and Switching Deterrents Affecting Customer Loyalty for Mobile Service Providers in Thailand Patcharanan Klankaew, Amnuay Saengnoree, Vinai Panjakajornsak **Track PS-Policies Management and Social Aspects** PS-025 115-118 "Facebook" a Dreamlike Stage: Big Data Features, Performance, and Neoliberal **Economic Approaches** Sustarum Thammaboosadee. Rubkwan Thammaboosadee. Sotarat *Thammaboosadee* PS-026 119-123 Personal Factors Affecting Visionary Leadership for Supply Chain Management in the Manufacture Industrial of Thailand: An Empirical Study Kasem Bunnoiko, Walailak Atthirawong Track IT-Computer Engineering, Computer Science, Information Technology, and Software engineering IT-032 124-129 Improving Classification Performance with Complementary Fuzzy-Based Neural Networks Ratchakoon Pruengkarn, Chun Che Fung, Kok Wai Wong, Worapat Paireekreng

	Pages
IT-033	129-134
Management of Internet Bandwidth Using Machine Learning Technique Hari Suparwito, Hong Xie, Chun Che Fung, Shri Rai	
IT-039	135-138
Emotion Recognition using EEG data with a Multiple Classification Framework Anuchin Chatchinarat, Chun Che Fung, Kok Wai Wong	
IT-061	139-144
Efficient Compact Join Algorithm for Acyclic Conjunctive SPARQL Jaesung Lee, Dongguk Kim, Kyungsun Kim, Hanmin Jung	
IT-064	145-149
An Image Encryption Scheme and Its Android Application using Robust Chaotic Map with Absolute Value Nonlinearity Sivapong Nilwong, Wimol San-Um	
IT-065	150-154
A Verification of Instantaneous Acoustic Emission Signals Based on ASTM E976-94 Standard through Short-Time Fourier Transform Method <i>Jirayu Samkunta, Wimol San-Um</i>	
IT-069	155-158
Applying Item Category Rating in Recommendation Systems Thanaphon Phukseng, Nawaporn Wisitpongphan, Sunantha Sodsee	
IT-070	159-163
A Development of Efficient Routing Algorithm Applied in Transportation Networks <i>Tun Tun Naing, Sunantha Sodsee</i>	
IT-073	164-167
Implementing Historical Aspects of Majapahit Empire in A Turn Based Strategy Game	
Liliana, Gregorius Satia Budhi, Silvia Rostianingsih, Erandaru	

IT-077	Pages 168-172
Towards an Internet-of-Things aware Process Modeling Method - An Example for a House Suveillance System Process Model Roland Petrasch, Roman Hentschke	
IT-078	173-177
The Use of Probabilistic Neural Network and ID3 Algorithm for Java Character Recognition Gregorius Satia Budhi, Rudy Adipranata, Bondan Sebastian, Liliana	
IT-079	178-182
Comparison Between Shape-based And Area-based Features Extraction for Java Character Recognition Rudy Adipranata, Gregorius Satia Budhi, Liliana, Bondan Sebastian	
IT-083	183-186
Nudity Detection Using Combination of Color-Based and Morphological Methods Sangjun Rattanee, Werapon Chiracharit	
Track EG-Engineering, Science, and Technology Management	107 100
EG-001	187-190
A Structural Equation Model Development of Environmental Performance and Economic Performance of The Electrical and Electronics Industry in Thailand Surin Wichchuwong, Vinai Panjakajornsak, Amnuay Saengnoree	
EG-038	191-194
Application of AHP and VIKOR for Chemical Product Selection Thoedtida Thipparat, Narong Chaisongkroh	
EG-051	195-200
4D Application for Energy Building Project Thoedtida Thipparat, Narong Chaisongkroh	
EG-063	201-205
The Development of Distributed Sensors Network for Measurement of Thermal Comfort in Academic Classroom Wipawadee Wongsuwan, Wimol San-Um	

Occupational Health Hazards Vis-à-vis Industrial Safetyand Environmental Degradation — Case Studies Dr. B. K. Pal, Sunil Kumar Bisoyi, Deepak Majhi, Susil Kumar Bisoyi EG-071 211-214 Optimal routing model for multi modal transportation Thanawat Bamrungthai, Supaporn Kiattisin, Smitti Darakorn Na Ayuthaya EG-090 215-220 Design of Thermoelectric-Based Cooling Systemused for Portable Application Teerapon Thongpasri, Surapong Pongyupinpanich Track EM-Educational Management EM-002 221-224 A Framework for Empowering Teachers to Author Interactive Content for Tablet Classroom Activities Siwawes Wongcharoen, Jaratsri Rungrattanaubol, Antony Harfield EM-016 225-228 The Preparation of Victnamese Students at Burapha University for Asean Economic Community (AEC) Skilled Labour Market Chinh Bui XuanSaranya Lertbuddharak, Sirinya Chokchaiworarat EM-027 229-234 A Study of Relationships of Attitudes and Behaviors towards to Usage of Google Translate of IT Students Onwara Thanongsaksakul, Sotarat Thammaboosadee, Rubkwan Thammaboosadee EM-049 235-243 Application of BIM into Civil Engineering Management Class Thoedtida Thipparat, Narong Chaisongkroh, Nonthachart Kulprapa, Thongpoon Thaseepetch EM-050 244-250 Application of QFD to Design a Course in Building Information Modeling BIM) Thoedtida Thipparat, Narong Chaisongkroh, Nonthachart Kulprapa, Sunantha	FC 0(0	Pages
Degradation — Case Studies Dr. B. K. Pal, Sunil Kumar Blsoyi, Deepak Majhi, Susil Kumar Bisoyi EG-071 Optimal routing model for multi modal transportation Thanawar Bamrungthai, Supaporn Kiattisin, Smitti Darakorn Na Ayuthaya EG-090 Design of Thermoelectrie-Based Cooling Systemused for Portable Application Teerapon Thongpasri, Surapong Pongyupinpanich Track EM-Educational Management EM-002 A Framework for Empowering Teachers to Author Interactive Content for Tablet Classroom Activities Siwawes Wongcharoen, Jaratsri Rungrattanaubol, Antony Harfield EM-016 The Preparation of Vietnamese Students at Burapha University for Asean Economic Community (AEC) Skilled Labour Market Chinh Bui XuanSaranya Lertbuddharak, Sirinya Chokchaiworarat EM-027 A Study of Relationships of Attitudes and Behaviors towards to Usage of Google Translate of IT Students Onwara Thanongsaksakul, Sotarat Thanmaboosadee, Rubkwan Thammaboosadee EM-049 Application of BIM into Civil Engineering Management Class Thoedtida Thipparat, Narong Chaisongkroh, Nonthachart Kulprapa, Thongpoon Thaseepetch EM-050 Application of QFD to Design a Course in Building Information Modeling (BIM) Thoedtida Thipparat, Narong Chaisongkroh, Nonthachart Kulprapa, Sunantha	EG-068	206-210
Optimal routing model for multi modal transportation Thanawat Bamrungthai, Supaporn Kiattisin, Smitti Darakorn Na Ayuthaya EG-090 215-220 Design of Thermoelectric-Based Cooling Systemused for Portable Application Teerapon Thongpasri, Surapong Pongyupinpanich Track EM-Educational Management EM-002 221-224 A Framework for Empowering Teachers to Author Interactive Content for Tablet Classroom Activities Siwawes Wongcharoen, Jaratsri Rungrattanaubol, Antony Harfield EM-016 225-228 The Preparation of Vietnamese Students at Burapha University for Asean Economic Community (AEC) Skilled Labour Market Chinh Bui XuanSaranya Lertbuddharak, Sirinya Chokchaiworarat EM-027 229-234 A Study of Relationships of Attitudes and Behaviors towards to Usage of Google Translate of IT Students Onwara Thanongsaksakul, Sotarat Thammaboosadee, Rubkwan Thammaboosadee EM-049 235-243 Application of BIM into Civil Engineering Management Class Thoedtida Thipparat, Narong Chaisongkroh, Nonthachart Kulprapa, Thongpoon Thaseepetch EM-050 244-250 Application of QFD to Design a Course in Building Information Modeling (BIM) Thoedtida Thipparat, Narong Chaisongkroh, Nonthachart Kulprapa, Sunantha	Degradation – Case Studies	
EG-090 215-220 Design of Thermoelectric-Based Cooling Systemused for Portable Application Teerapon Thongpasri, Surapong Pongyupinpanich Track EM-Educational Management EM-002 221-222 A Framework for Empowering Teachers to Author Interactive Content for Tablet Classroom Activities Siwawes Wongcharoen, Jaratsri Rungrattanaubol, Antony Harfield EM-016 225-228 The Preparation of Vietnamese Students at Burapha University for Asean Economic Community (AEC) Skilled Labour Market Chinh Bui XuanSaranya Lertbuddharak, Sirinya Chokchaiworarat EM-027 229-234 A Study of Relationships of Attitudes and Behaviors towards to Usage of Google Translate of IT Students Onwara Thanongsaksakul, Sotarat Thanmaboosadee, Rubkwan Thanmaboosadee EM-049 235-243 Application of BIM into Civil Engineering Management Class Thoedtida Thipparat, Narong Chaisongkroh, Nonthachart Kulprapa, Thongpoon Thaseepetch EM-050 244-250 Application of QFD to Design a Course in Building Information Modeling (BIM) Thoedtida Thipparat, Narong Chaisongkroh, Nonthachart Kulprapa, Sunantha	EG-071	211-214
Design of Thermoelectric-Based Cooling Systemused for Portable Application Teerapon Thongpasri, Surapong Pongyupinpanich Track EM-Educational Management EM-002 A Framework for Empowering Teachers to Author Interactive Content for Tablet Classroom Activities Siwawes Wongcharoen, Jaratsri Rungrattanaubol, Antony Harfield EM-016 225-228 The Preparation of Victnamese Students at Burapha University for Asean Economic Community (AEC) Skilled Labour Market Chinh Bui XuanSaranya Lertbuddharak, Sirinya Chokchaiworarat EM-027 A Study of Relationships of Attitudes and Behaviors towards to Usage of Google Translate of IT Students Onwara Thanongsaksakul, Sotarat Thammaboosadee, Rubkwan Thammaboosadee EM-049 Application of BIM into Civil Engineering Management Class Thoedtida Thipparat, Narong Chaisongkroh, Nonthachart Kulprapa, Thongpoon Thaseepetch EM-050 Application of QFD to Design a Course in Building Information Modeling (BIM) Thoedtida Thipparat, Narong Chaisongkroh, Nonthachart Kulprapa, Sunantha		
Track EM-Educational Management EM-002 221-224 A Framework for Empowering Teachers to Author Interactive Content for Tablet Classroom Activities Siwawes Wongcharoen, Jaratsri Rungrattanaubol, Antony Harfield EM-016 225-228 The Preparation of Vietnamese Students at Burapha University for Asean Economic Community (AEC) Skilled Labour Market Chinh Bui XuanSaranya Lertbuddharak, Sirinya Chokchaiworarat EM-027 229-234 A Study of Relationships of Attitudes and Behaviors towards to Usage of Google Translate of IT Students Onwara Thanongsaksakul, Sotarat Thanmaboosadee, Rubkwan Thammaboosadee EM-049 235-243 Application of BIM into Civil Engineering Management Class Thoedtida Thipparat, Narong Chaisongkroh, Nonthachart Kulprapa, Thongpoon Thaseepetch EM-050 Application of QFD to Design a Course in Building Information Modeling (BIM) Thoedtida Thipparat, Narong Chaisongkroh, Nonthachart Kulprapa, Sunantha	EG-090	215-220
EM-002 A Framework for Empowering Teachers to Author Interactive Content for Tablet Classroom Activities Siwawes Wongcharoen, Jaratsri Rungrattanaubol, Antony Harfield EM-016 225-228 The Preparation of Vietnamese Students at Burapha University for Asean Economic Community (AEC) Skilled Labour Market Chinh Bui XuanSaranya Lertbuddharak, Sirinya Chokchaiworarat EM-027 A Study of Relationships of Attitudes and Behaviors towards to Usage of Google Translate of IT Students Onwara Thanongsaksakul, Sotarat Thammaboosadee, Rubkwan Thammaboosadee EM-049 Application of BIM into Civil Engineering Management Class Thoedtida Thipparat, Narong Chaisongkroh, Nonthachart Kulprapa, Thongpoon Thaseepetch EM-050 Application of QFD to Design a Course in Building Information Modeling (BIM) Thoedtida Thipparat, Narong Chaisongkroh, Nonthachart Kulprapa, Sunantha		
A Framework for Empowering Teachers to Author Interactive Content for Tablet Classroom Activities Siwawes Wongcharoen, Jaratsri Rungrattanaubol, Antony Harfield EM-016 225-228 The Preparation of Vietnamese Students at Burapha University for Asean Economic Community (AEC) Skilled Labour Market Chinh Bui XuanSaranya Lertbuddharak, Sirinya Chokchaiworarat EM-027 A Study of Relationships of Attitudes and Behaviors towards to Usage of Google Translate of IT Students Onwara Thanongsaksakul, Sotarat Thammaboosadee, Rubkwan Thammaboosadee EM-049 Application of BIM into Civil Engineering Management Class Thoedtida Thipparat, Narong Chaisongkroh, Nonthachart Kulprapa, Thongpoon Thaseepetch EM-050 Application of QFD to Design a Course in Building Information Modeling (BIM) Thoedtida Thipparat, Narong Chaisongkroh, Nonthachart Kulprapa, Sunantha	Track EM-Educational Management	
Classroom Activities Siwawes Wongcharoen, Jaratsri Rungrattanaubol, Antony Harfield EM-016 225-228 The Preparation of Vietnamese Students at Burapha University for Asean Economic Community (AEC) Skilled Labour Market Chinh Bui XuanSaranya Lertbuddharak, Sirinya Chokchaiworarat EM-027 A Study of Relationships of Attitudes and Behaviors towards to Usage of Google Translate of IT Students Onwara Thanongsaksakul, Sotarat Thammaboosadee, Rubkwan Thammaboosadee EM-049 Application of BIM into Civil Engineering Management Class Thoedtida Thipparat, Narong Chaisongkroh, Nonthachart Kulprapa, Thongpoon Thaseepetch EM-050 Application of QFD to Design a Course in Building Information Modeling (BIM) Thoedtida Thipparat, Narong Chaisongkroh, Nonthachart Kulprapa, Sunantha	EM-002	221-224
The Preparation of Vietnamese Students at Burapha University for Asean Economic Community (AEC) Skilled Labour Market Chinh Bui XuanSaranya Lertbuddharak, Sirinya Chokchaiworarat EM-027 A Study of Relationships of Attitudes and Behaviors towards to Usage of Google Translate of IT Students Onwara Thanongsaksakul, Sotarat Thammaboosadee, Rubkwan Thammaboosadee EM-049 235-243 Application of BIM into Civil Engineering Management Class Thoedtida Thipparat, Narong Chaisongkroh, Nonthachart Kulprapa, Thongpoon Thaseepetch EM-050 244-250 Application of QFD to Design a Course in Building Information Modeling (BIM) Thoedtida Thipparat, Narong Chaisongkroh, Nonthachart Kulprapa, Sunantha	Classroom Activities	
Economic Community (AEC) Skilled Labour Market Chinh Bui XuanSaranya Lertbuddharak, Sirinya Chokchaiworarat EM-027 A Study of Relationships of Attitudes and Behaviors towards to Usage of Google Translate of IT Students Onwara Thanongsaksakul, Sotarat Thammaboosadee, Rubkwan Thammaboosadee EM-049 235-243 Application of BIM into Civil Engineering Management Class Thoedtida Thipparat, Narong Chaisongkroh, Nonthachart Kulprapa, Thongpoon Thaseepetch EM-050 244-250 Application of QFD to Design a Course in Building Information Modeling (BIM) Thoedtida Thipparat, Narong Chaisongkroh, Nonthachart Kulprapa, Sunantha	EM-016	225-228
A Study of Relationships of Attitudes and Behaviors towards to Usage of Google Translate of IT Students Onwara Thanongsaksakul, Sotarat Thammaboosadee, Rubkwan Thammaboosadee EM-049 Application of BIM into Civil Engineering Management Class Thoedtida Thipparat, Narong Chaisongkroh, Nonthachart Kulprapa, Thongpoon Thaseepetch EM-050 Application of QFD to Design a Course in Building Information Modeling (BIM) Thoedtida Thipparat, Narong Chaisongkroh, Nonthachart Kulprapa, Sunantha	Economic Community (AEC) Skilled Labour Market	
Translate of IT Students Onwara Thanongsaksakul, Sotarat Thammaboosadee, Rubkwan Thammaboosadee EM-049 Application of BIM into Civil Engineering Management Class Thoedtida Thipparat, Narong Chaisongkroh, Nonthachart Kulprapa, Thongpoon Thaseepetch EM-050 Application of QFD to Design a Course in Building Information Modeling (BIM) Thoedtida Thipparat, Narong Chaisongkroh, Nonthachart Kulprapa, Sunantha	EM-027	229-234
Thammaboosadee EM-049 Application of BIM into Civil Engineering Management Class Thoedtida Thipparat, Narong Chaisongkroh, Nonthachart Kulprapa, Thongpoon Thaseepetch EM-050 Application of QFD to Design a Course in Building Information Modeling (BIM) Thoedtida Thipparat, Narong Chaisongkroh, Nonthachart Kulprapa, Sunantha	Translate of IT Students	
Application of BIM into Civil Engineering Management Class Thoedtida Thipparat, Narong Chaisongkroh, Nonthachart Kulprapa, Thongpoon Thaseepetch EM-050 Application of QFD to Design a Course in Building Information Modeling (BIM) Thoedtida Thipparat, Narong Chaisongkroh, Nonthachart Kulprapa, Sunantha	<u>e</u>	
Thoedtida Thipparat, Narong Chaisongkroh, Nonthachart Kulprapa, Thongpoon Thaseepetch EM-050 Application of QFD to Design a Course in Building Information Modeling (BIM) Thoedtida Thipparat, Narong Chaisongkroh, Nonthachart Kulprapa, Sunantha	EM-049	235-243
Application of QFD to Design a Course in Building Information Modeling (BIM) Thoedtida Thipparat, Narong Chaisongkroh, Nonthachart Kulprapa, Sunantha	Thoedtida Thipparat, Narong Chaisongkroh, Nonthachart Kulprapa, Thongpoon	
(BIM) Thoedtida Thipparat, Narong Chaisongkroh, Nonthachart Kulprapa, Sunantha	EM-050	244-250
	(BIM)	

EM-052	Pages 251-255
Univeristy Students' Year Level, Gender, and Entrepreneurial Attitude Orientation: The Case of Management and Entrepreneurship Students of a Philippine Higher Education Institution <i>Jean Paolo G. Lacap</i>	
EM-054	256-259
Constructing a Risk Behavior Guideline for Adolescent Students using Decision Tree Surin Aunsan, Sotarat Thammaboosadee	
EM-057	260-264
Analyzing the Characteristics of Maths and English Tablet-based Games for Primary School Children Hsu Nang, Antony Harfield, Ratchada Viriyapong	
EM-087	265-268
Classification of Basic Computer Skills for Skill Based Online Learning Sataworn Chaichumpa, Santichai Wicha, Punnarumol Temdee	
Track TT-Thai Track TT-004	269-272
การเปรียบเทียบประสิทธิภาพการทำงานของ Extract, Transform andLoading (ETL) โดยใช้ตันไม้การตัดสินใจและตรรกศาสตร์คลุมเครือ พัฏฐพล นาคบัวแก้ว, สุภาภรณ์ เกียรติสิน, อดิศร ลีลาสันติธรรม, โษฑศ์รัตต ธรรมบุษดีสมิทธิ ดารากร ณ อยุธยา	
TT-012	273-279
การสรรหาเงินฝากเชิงกลยุทธ์ธนาคารออมสืนในเขตอำเภอวิหารแดงจังหวัดสระบุรี พรพรรณ รักนาค, ภูวรินทร์ นิลรังษี, ธีทัต ตรีศิริโชติ	
TT-018	280-285
มาตรฐานการบริการคนไร้ที่พึ่งนนทบุรี ในสถานแรกรับคนไร้ที่พึ่งนนทบุรี ผัฐสินี วรัตน์กุลนันท์, นพคล เคชประเสริฐ	
TT-019	286-292
การพัฒนาสื่อประชาสัมพันธ์หลักเกณฑ์การจัดเก็บภาษีห้างหุ้นส่วนสามัญและคณะ บุคคลที่มิใช่นิติบุคคล เยาวลักษณ์ วรกานต์ทิวัตถ์, นพคล เคชประเสริฐ	

TT-020	Pages 293-298
การพัฒนาคุณสมบัติของข้อมูลสถิติเศรษฐกิจภาคต่างประเทศของธนาคารแห่ง ประเทศไทย รวี อาฌานุการ, สุขนนี เมธิโยธิน	
TT-021	299-304
แนวทางการพัฒนาการจัดเก็บภาษีอากรและลดจำนวนผู้เสียภาษีที่เป็นกลุ่มเสี่ยง ของสำนักงานสรรพากรพื้นที่นนทบุรี 2 เรียม เขียนทอง, นพคล เคชประเสริฐ	
TT-022	305-309
แนวทางการปฏิบัติงานในการเข้าถึงมวลชนของหน่วยทหารระดับกองร้อยในพื้นที่ หน่วยเฉพาะกิจยะลา ระหว่างปี 2552 - 2557 วาทินี สุวรรณรักษ์, สุชนนี เมธิโยธิน	
TT-023	310-315
การบริหารจัดการที่ส่งผลต่อการมีส่วนร่วมในการพัฒนาสถานทำงานน่าอยู่ น่า ทำงานของพนักงานและข้าราชการ สำนักนโยบายและยุทธศาสตร์ สำนักงาน ปลัดกระทรวงสาธารณสุข สโรชิน สหสาคร, สุขนนี เมธิโยธิน	
TT-028	316-322
ผลกระทบจากอิทธิพลส่งผ่านของนวัตกรรมผลิตภัณฑ์ระหว่างสารสนเทศในการ จัดการความรู้และการบรรลุเป้าหมายองค์กร นุจรี ภาคาสัตย์, ศักดิ์ชาย จันทร์เรื่อง	
TT-047	323-328
การพัฒนาชุดจำลองเครือข่ายคอมพิวเตอร์บนพื้นฐานของ Dummynet:การ กำเนิด Jitter จรัสพงศ์ กาญจนลักษณ์, เทอคพงษ์ แคงสี, ตุลย์ ใตรยสรรค์, พงษ์พิสิฐ วุฒิดิษฐโชติ	
TT-080	329-333
การประเมินประสิทธิภาพการดำเนินงานด่านชายแดนไทยด้วยวิธีการวิเคราะห์การ วางกรอบข้อมูล คำรงพล ชนะวรรณ, จิรพรรณ เลี่ยงโรคาพาธ, อดิศร ลีลาสันติธรรม, สุภาภรณ์ เกียรติสิน, สมิทธิ คารากร ณ อยุธยา	

TT-081	Pages 334-339
การเปรียบเทียบคุณลักษณะและประสิทธิภาพเครื่องแม่ข่ายเสมือนแบบก้อนเมฆ ของศูนย์ข้อมูลกลาง Uninet ระหว่าง ยูคาลิปตัสคราวด์และไมโครซอฟท์ซิสเต็ม เซ็นเตอร์ 2012 ศรุต จันทรไกร, สุภาภรณ์ เกียรติสิน, อดิศร ลีลาสันติธรรม, สมิทธิ ดารากร ณ อยุธยา	
TT-085	340-344
การตรวจหาภาพปืนโดยการแปลงลักษณะเด่นแบบไม่แปรผันตามขนาด สุเมช คำงำเมืองวีรพล จิรจริต	
TT-089	345-348
การวิเคราะห์สมรรถนะการทำงานของโรงไฟฟ้าพลังงานร่วม: กรณีศึกษา อัญชิตา จิตตามัย, สุเมธ เนติลัดดานนท์	
TT-091	349-354
การลดสัญญาณรบกวนข้ามช่องใน VLSI Design โดยใช้ทฤษฎีกบกระโดด อติศักดิ์ จีบค้างพลู, นุสรา ฮวดโพธิ์พันธ์, อภิชาต ติรประเสริฐสิน	
TT-092	355-359
การจัดวางโครงสร้าง VLSI Chip เพื่อลดเส้นทางการเชื่อมต่อโดยใช้ทฤษฎีกบ กระโดด	
วิไลพร แหว่กระโทก, สิทธิพงศ์ ชวนโพธิ์, พรภัสสร อ่อนเกิด, อภิชาต ติรประเสริฐสิน	
TT-093	360-364
การออกแบบจัดวางผังโรงงานเพื่อลดขั้นตอนการเดินทางโดยใช้เทคนิคซัฟเฟิลฟร อกลิปปิง อนัญญา ศรีวงษ์, สิรินทิพย์ วันจันทึก, ประกาย นาดี, อภิชาต ติรประเสริฐสิน	
TT-094	365-370
Designing the Governance and Measurement Model for Thailand Mobile Connect Service by Utilising the TM Forum eTOM and ISO 38500 Framework Mahasak Pijittum, Supaporn Kiattisin, Smitti Darakorn Na Ayuthaya	
AUTHORS INDEX	371-375

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- Werapon Chirachalit, KMUTT
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Sotarat Thammaboosadee, MU

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Nuttakorn Penchotiros

Keynote Speech



Innovation in the Digital Economy for National Policy of Thailand Dr. Smitti Darakorn Na Ayutthaya

On behalf of the Royal Thailand Government has pledged to promote the digital economy for transformation. The Ministry of Information and Communication Technology is joining hands with the Federation of Thai Industries in translating the Government's policy on the digital economy into action. Thai economy in 2015 would grow by about 4 percent. The digital economy in the industrial sector, SME operators would be urged to adopt e-business as a new channel for their business operations. "Digital economy" refers to an economy that is based on digital technologies, which are rapidly transforming both business practices and societies. The Thai government is giving a boost to the digital economy in order to enhance the competitiveness of the Thai industrial sector and prepare Thailand for the ASEAN Economic Community. In response to this policy, entrepreneurs and operators of the digital business will be created and developed, so that they will become a driving force for the country's productivity.

Keynote Speech



The Conduct of Dissertation:
The questions must be answered is
how the discovered models can be really used
Asst. Prof. Dr. Banpot Wiroonratch

Mostly research methodology for social sciences are carried out in three steps. 1. What is the original idea? 2. What is the problem found? 3. What the new idea is. Whenever you can answer these questions you can complete you research. Addition, the used sample size and statistic should be suitable as well.

Keynote Speech



Understanding Privacy
Ben Gerber

Data is driving opportunity and increasing quality of life across the world. To realize these opportunities, organizations must demonstrate they are trustworthy and value privacy as a social good by handling data responsibly.

What is privacy? Where do privacy expectations originate from? What does your organization need to do to respect privacy, and meet or exceed the expectations of customers, constituents and regulators? This session will provide the audience with an understanding of international privacy concepts, legal and regulatory requirements and best practices.





The 2nd Management and Innovation Technology International Conference (MITiCON2015)

16 - 18 November 2015, Bangkok, Thailand Grand Mercure Bangkok Fortune Hotel

	Grand Picicare Ban	
	Novembe	r 16, 2015
,		and Reception
4:30 pm to 6:30 pm		y, Fl.1
		r 17, 2015 and Reception
8:30 am to 10:00 am		Mercure 4, Fl.3
9:30 am to 10:00 am		eremonies Mercure 4, Fl.3
	State Control	Speech-I
10:00 am to 10:45 am	Presenter:Dr. Smitti D	arakorn Na Ayutthaya
10.00 am to 10.45 am		al Economy
	Room:Grand I	Mercure 4, Fl.3
10:45 am to 11:00 am	Coffee	e Break
		Speech-II
11:00 am to 11:30 am		or. Banpot Wiroonratch ertation (presented in Thai)
		Mercure 4, Fl.3
11:30 am to 1:00 pm		nch Rachada, Fl. G
1:00 pm to 5:30 pm		ITATION
	Track-IM1 Information Technology and Innovation Management	Track-EM&PS Educational Management &
1:00 pm to 2:15 pm	Session Chair: Asst. Prof. Dr. Adisorn Leelasantitham	Policies Management and Social Aspects Session Chair: Dr. Sarunya Lertputtarak
	Room: Grand Mercure 3, Fl.3	Room: Grand Mercure 4, Fl.3
	IM-044	PS-026
1:00 pm to 1:15 pm	IT Management for SCM and Logistics in Agricultural Product Industry <u>Thongchai Surinwarangkoon</u>	Personal Factors Affecting Visionary Leadership for Supply Chain Management in the Manufacture Industrial of Thailand: An Empirical Study
22		<u>Kasem Bunnoiko</u> , Walailak Atthirawong
	IM-066	PS-025
1:15 pm to 1:30 pm	Requirement Prioritization for Software Release Planning Based on Customer Value with Analytic Hierarchy Process	"Facebook" a Dreamlike Stage: Big Data Features, Performance, and Neoliberal Economic Approaches
980 - 18 - 1 • 10 10 10 10 10 10 10 10 10 10 10 10 10	Alissara Chindapornsopit , Taweesak Samanchuen	<u>Sustarum Thammaboosadee</u> , Rubkwan Thammaboosadee, Sotarat Thammaboosadee
	IM-056	EM-054
1:30 pm to 1:45 pm	A Truck Tires Usage Worthiness Prediction Model Nakarin Prateeppattanatumrong, Sotarat Thammaboosadee	Constructing a Risk Behavior Guideline for Adolescent Students using Decision Tree
1.50 pm to 1.45 pm	nakami ri acceppatanaamiong, saarat riammaaasaace	Surin Aunsan, Sotarat Thammaboosadee
	IM-075	EM-057
	The Hierarchical Technology Valuation Model for Big Data Technology	Analyzing the Characteristics of Maths and English Tablet-based Games for Primary School Children
1:45 pm to 2:00 pm	Applied in Recruitment <u>Thiti Novdee</u> , Sotarat Thammaboosadee	Hsu Nang , Antony Harfield, Ratchada Viriyapong
	IM-086	EM-027
2:00 pm to 2:15 pm	Of Online Community: Clustering Group of Compatible Mentor and Mentee <u>Pratya Nuankaew</u> , Punnarumol Temdee	A Study of Relationships of Attitudes and Behaviors towards to Usage of Google Translate of IT Students
F Free but	(a)	<u>Onwara Thanongsaksakul</u> , Sotarat Thammaboosadee, Rubkwan Thammaboosadee
2:15 pm to 2:30 pm	Coffee	e Break
2.20 mm by 4.00	Track-IM2 Information Technology and Innovation Management	Track-EM Educational Management
2:30 pm to 4:00 pm	Session Chair: Emeritus Prof. Lance Fung	Session Chair: Dr. Jean Paolo G. Lacap
	Room: Grand Mercure 3, Fl.3	Room: Grand Mercure 4, Fl.3

	IM-062	EM-049
2:30 pm to 2:45 pm	Analysis of Global Mobile Device in Thailand <u>Panyaphat Aekitsawatwikul</u> , Adisorn Leelasantitham, Supaporn Kiattisin, Smitti Darakorn Na Ayuthaya	Application of BIM into Civil Engineering Management Class <u>Thoedtida Thipparat</u> , Narong Chaisongkroh, Nonthachart Kulprapa, Thongpoon Thaseepetch
2:45 pm to 3:00 pm	IM-055 CRM Strategies discovered by Clustering Technique and Business Intelligence; case study in Chemical Industry <u>Thanakal Yotsomsak</u> , Sotarat Thammaboosadee	EM-050 Application of QFD to Design a Course in Building Information Modeling (BIM) <u>Thoedtida Thipparat</u> , Narong Chaisongkroh, Nonthachart Kulprapa, Sunantha Srisopha
3:00 pm to 3:15 pm	IM-005 Information Format-Shopping Orientation Fit in Mobile Commerce App: A Contradiction between Functional and Psychological Consequences Chiang-Yu, Cheng, Yu-Tsu Lin, Chih-Wei, Cheng	EM-016 The Preparation of Vietnamese Students at Burapha University for Asean Economic Community (AEC) Skilled Labour Market Chinh Bul Xuan , Saranya Lertbuddharak, Sirinya Chokchalworarat
3:15 pm to 3:30 pm	IM-009 A Web-and-Android-Based Crime Data Retrieval System: A Case Study: Investigation Sub-Division Chiangrai Police Station Thammavich Wongsamerchue, Wimol San-Um	EM-002 A Framework for Empowering Teachers to Author Interactive Content for Tablet Classroom Activities Siwawes Wongcharoen, Jaratsri Rungrattanaubol, Antony Harfield
3:30 pm to 3:45 pm	IM-053 Semantic Ontology for Fine Arts Knowledge Management Wassana Ouppala, Sotarat Thammaboosadee	EM-087 Classification of Basic Computer Skills for Skill Based Online Learning <u>Sataworn Chaichumpa</u> , Santichai Wicha, Punnarumol Temdee
3:45 pm to 4:00 pm	IM-046 The Model Development of Incremental Innovation Affecting Organization Performance of Thailand Furniture Industry Kitipong Tangkit, Vinal Panjakajomsak	EM-052 Univeristy Students' Year Level, Gender, and Entrepreneurial Attitude Orientation: The Case of Management and Entrepreneurship Students of a Philippine Higher Education Institution <u>Jean Paolo G. Lacap</u>
4:00 pm to 5:30 pm	Track-EG Engineering, Science, and Technology Management Session Chair: <i>Prof. Dr. B. K. Pal</i> Room: Grand Mercure 3, Fl.3	Track-IT1 Computer Engineering, Computer Science, Information Technology, and Software Engineering Session Chair: Dr. Taweesak Samanchuen Room: Grand Mercure 4, Fl.3
4:00 pm to 4:15 pm	EG-068 Occupational Health Hazards Vis-à-vis Industrial Safetyand Environmental Degradation – Case Studies <u>Dr. B. K. Pal</u> , Sunil Kumar Bisoyi, Deepak Majhi, Susil Kumar Bisoyi	IT-061 Efficient Compact Join Algorithm for Acyclic Conjunctive SPARQL <u>Jaesung Lee</u> , Dongguk Kim, Kyungsun Kim, Hanmin Jung
4:15 pm to 4:30 pm	EG-071 Optimal routing model for multi modal transportation Thanawat Bamrungthai, Supaporn Kiattisin, Smitti Darakom Na Ayuthaya	IT-070 A Development of Efficient Routing Algorithm Applied in Transportation Networks <u>Tun Tun Naing</u> , Sunantha Sodsee
4:30 pm to 4:45 pm	EG-063 The Development of Distributed Sensors Network for Measurement of Thermal Comfort in Academic Classroom <u>Wipawadee Wongsuwan</u> , Wimol San-Um	IT-065 A Verification of Instantaneous Acoustic Emission Signals Based on ASTM E976-94 Standard through Short-Time Fourier Transform Method <u>Virayu Samkunta</u> , Wimol San-Um
4:45 pm to 5:00 pm	EG-001 A Structural Equation Model Development of Environmental Performance and Economic Performance of The Electrical and Electronics Industry in Thailand Surin Wichchuwong , Vinai Panjakajornsak, Amnuay Saengnoree	IT-064 An Image Encryption Scheme and Its Android Application using Robust Chaotic Map with Absolute Value Nonlinearity <u>Sivapong Nilwong</u> , Wimol San-Um
5:00 pm to 5:15 pm	EG-038 Application of AHP and VIKOR for Chemical Product Selection <u>Thoedtida Thipparat</u> , Narong Chaisongkroh	IT-039 Emotion Recognition using EEG data with a Multiple Classification Framework Anuchin Chatchinarat, Chun Che Fung, Kok Wai Wong
5:15 pm to 5:30 pm	EG-051 4D Application for Energy Building Project <u>Thoedtida Thipparat</u> , Narong Chaisongkroh	IT-032 Improving Classification Performance with Complementary Fuzzy-Based Neural Networks Ratchakoon Pruengkarn, Chun Che Fung, Kok Wai Wong, Worapat Paireekreng
	EG-090 Design of Thermoelectric-Based Cooling System used for Portable Application	
5:30 pm to 5:45 pm	Teerapon Thongpasri , Surapong Pongyupinpanich	

	November 18, 2015	
8:30 am to 9:00 am	Registration and Reception Room: Grand Mercure 4, Fl.3	
9:15 am to 11:45 am	MORNING PRESENTATION	:

9:15 am to 10:30 am	Track-EA&IT Enterprise Architecture, IT Corporate Management, and IT Governance Session Chair: <i>Prush Sa-Nga-Ngam</i>	Track-BM1 Business, Marketing, Strategic, and Financial Management Session Chair: Asst. Prof. Dr. Yordying Thanatawee		
	Room: Grand Mercure 3, Fl.3	Room: Grand Mercure 4, Fl.3		
## EA-030 The Factors Affecting to Acceptable Behaviors of Enterprise Resource Planning **Mathuros Panmuang**, Chonnikarn Rormorn, Khuanwara Potiwara**		BM-010 The Use of Social Media for Corporate Disclosure by Companies Listed in the GCC Ehab K. A. Mohamed , Mohamed A. K. Basuony		
		BM-014 A Study of the Core Competencies Affecting the Performance of Security Investment Consultant at Security Companies in the Stock Exchange of Thailand Phatre Friestad		
9:45 am to 10:00 am	FA-076 IT Investment Evaluation Using Multi Objective Multi Criteria: Case Study on an Expedition Company Yulia, Leo Willyanto Santoso, Danny Tantra	Phatre Friestad BM-034 Employee or Employer? Entrepreneurial Perspectives of Tourism Management Students of a Higher Education Institution in Angeles City, Philippines Darriel B. Mendoza, Jean Paolo G. Lacap		
10:00 am to 10:15 am	TT-077 Towards an Internet-of-Things aware Process Modeling Method - An Example for a House Suveillance System Process Model Roland Petrasch, Roman Hentschke	BM-060 A Structural Equation Model Development of Service Quality, Brand Image, and Switching Deterrents Affecting Customer Loyalty for Mobile Service Providers in Thailand		
1T-033 Management of Internet Bandwidth Using Machine Learning Technique 10:15 am to 10:30 am Hari Suparwito, Hong Xie, Chun Che Fung, Shri Rai		Patcharanan Klankaew , Amnuay Saengnoree, Vinai Panjakajornsak BM-045 The Role of Regulatory Focus on Promotional Mental Accounts Pei-Ru, Li , Po-Shun, Chen, Chia-Jung Chang		
10:30 am to 10:45 am	Coffee	I e Break		
10:45 am to 12:00 am	Track-IT2 Computer Engineering, Computer Science, Information Technology, and Software Engineering Session Chair: <i>Dr. Sotarat Thammaboosadee</i> Room: Grand Mercure 3, Fl.3	Track-BM2 Business, Marketing, Strategic, and Financial Management Session Chair: <i>Dr. Supasit Lertbuasin</i> Room: Grand Mercure 4, Fl.3		
IT-073 Implementing Historical Aspects of Majapahit Empire in A Turn Based Strategy Game Liliana, Gregorius Satia Budhi, Silvia Rostianingsih, Erandaru		BM-007 A Structural Equation Model Development of Service Quality Customer Satisfaction and Relationship Quality That Affect Customer Loyalty of Sea Freight Forwarders in Thailand Teewin Narunart, Vinai Panjakajornsak		
11:00 am to 11:15 am	IT-079 Comparison Between Shape-based And Area-based Features Extraction for Java Character Recognition <u>Rudy Adipranata</u> , Gregorius Satia Budhi, Liliana, Bondan Sebastian	BM-040		
11:15 am to 11:30 am	TT-078 The Use of Probabilistic Neural Network and ID3 Algorithm for Java Character Recognition Gregorius Satia Budhi, Rudy Adipranata, Bondan Sebastian, Liliana	BM-015 The Preparedness to Apply Total Quality Mangement in Production: a Case Study of a Company Making Metallic Coated Steel in Rayong Province <u>Jarun Suantai</u> , Surat Supitchayangkul, Sarayuth Chokchaiworarat		
11:30 am to 11:45 am	IT-083 Nudity Detection Using Combination of Color-Based and Morphological Methods <u>Sanajun Rattanee</u> , Werapon Chiracharit	BM-017 Activity Types and Agro-tourism Route at Khun Dan Prakarn Chon Dam, Nakorn Nayok Province Nitt Visesphan, Sarunya Lertputtarak, Wilailuk Khamloy		
11:45 am to 12:00 pm	IT-069 Applying Item Category Rating in Recommendation Systems <u>Thanaphon Phukseng</u> , Nawaporn Wisitpongphan, Sunantha Sodsee	BM-035 Value Analysis of Cyber Security Based on Attack Types Mehmaz Akbari Roumani, Chun Che Fung, Shri Rai, Hong Xie		
12:00 pm to 1:00 pm		nch Rachada, Fl. G		
1:00 pm to 1:30 pm	Keynote Speech-III Presenter: Ben Gerber			
1:45 pm to 4:15 pm	pm LOCAL PRESENTATION (Thai Tracks)			
Track-TT1 Thai Track I 1:45 pm to 4:15 pm Session Chair: Manutsiri Chansutthirangkool Room: Grand Mercure 3, Fl.3		Track-TT2 Thai Track II Session Chair: <i>Dr. Taweesak Samanchuen</i> Room: Grand Mercure 4, Fl.3		
TT-012 การสรรหาเงินฝากเชิงกลยุทธ์ธนาคารออมสินในเขตอำเภอวิหารแดงจังหวัดสระบุรี 1:45 pm to 2:00 pm <u>พรพรรณ รักนาค</u> , ภูวรินทร์ นิลรังษ์, อีทัด ตรีศิริโชติ		TT-028 ผลกระทบจากอิทธิพลส่งผ่านของนวัตกรรมผลิตภัณฑ์ระหว่างสารสนเทศในการ จัดการความรู้และการบรรลุเป้าหมายองค์กร <u>บุจรี ภาคาลัตย์,</u> ศักดิ์ชาย จันทร์เรื่อง		

2:00 pm to 2:15 pm	TT-047 การพัฒนาชุดจำลองเครือข่ายคอมพิวเตอร์บนพื้นฐานของ Dummynet: การกำเนิด Jitter <u>จรัสพงศ์ กาญจนลักษณ์</u> , เทอดพงษ์ แดงสี, ตุลย์ ไตรยสรรค์, พงษ์ทิสิฐ วุฒิดิษฐ โชติ	วางกรอบข้อมูล		
TT-019 การพัฒนาสื่อประชาสัมพันธ์หลักเกณกการจัดเก็บภาษีท่างทุ้นส่วนสามัญและคณะ บุคคลที่มีใช่บิดิบุคคล <i>เยาวลักษณ์ วรกานด์ที่วิดีถ์, นพคล เดชประเสร</i> ิฐ		TT-085 การตรวจหาภาพปืนโดยการแปลงลักษณะเด่นแบบใม่แปรผันตามขนาด <u>สเมธ คำงำเมือง</u> ,วีรพล จิรจริต		
2:30 pm to 2:45 pm	TT-020 การพัฒนาคุณสมบัติของข้อมูลสถิติเศรษฐกิจภาคต่างประเทศของธนาคารแห่ง แนวทางการพัฒนาการจัดเก็บภาษีอากรและลดจั 0 pm to 2:45 pm ประเทศไทย ของสำนักงานสรรพากรพื้นที่ <u>รวี อาณานุการ, สุขหนี เมธิโยธิน</u> <u>เรียบ เขียนทอง,</u> นพคล เค			
2:45 pm to 3:00 pm	e Break			
3:00 pm to 3:15 pm	TT-081 การเปรียบเทียบคุณลักษณะและประสิทธิภาพเครื่องแม่ข่ายเสมือนแบบก๊อนเมฆของ ศูนย์ข้อมูลกลาง Uninet ระหว่าง ยูคาลิปตัสคราวด์และไมโครชอฟท์ขีสเต็มเข็น เตอร์ 2012 ศรต จันทรไกร, สุภาภรณ์ เกียรติสิน, อดิศร ลีลาสันติธรรม, สมิทธิ ดารากร ณ	TT-089 การวิเคราะห์สมรรถนะการทำงานของโรงไฟฟ้าพลังงานร่วม: กรณีศึกษา <u>ฮัญชิดา จิตตามัย,</u> สุเมธ เนติสัตดานนท์		
### TT-004 การเปรียบเพียบประสิทธิภาพการทำงานของ Extract, Transform and Loading 3:15 pm to 3:30 pm (ETL) โดยใช่ดีนไปการตัดสินใจและตรรกศาสตร์คลุมเครือ <u>ณัฎสพล นาคมัวแก้</u> ว สุภาภรณ์ เกียรติสิน, อดิศร ลีลาสันดิธรรม, โษทศรัตต ธรรม ชะตั สมิทธิ ตารากร ณ อยุธยา		TT-018 มาตรฐานการบริการคนไร้ที่พึ่งนนทบุรี ในสถานแรกรับคนไร้ที่พึ่งนนทบุรี <u>ณัฐสินี วรัตน์กลนันท์,</u> นพคล เตชประเสริฐ		
3:30 pm to 3:45 pm	TT-023 การบริหารจัดการที่ส่งผลต่อการมีส่วนร่วมในการพัฒนาสถานทำงานน่าอยู่ น่า ทำงานของพนักงานและข้าราชการ สำนักนโยบายและยุทธศาสตร์ สำนักงาน ปลัดกระทรวงสาธารณสุข ส <i>โรชิน สหสาคร, สขนนี เมธิโยธิน</i>	TT-022 แนวทางการปฏิบัติงานในการเข้าถึงมวลชนของหน่วยทหารระดับกองร้อยในพื้นที่ หน่วยเฉพาะก็จยะลา ระหว่างปี 2552 - 2557 <u>วาทีนี สุวรรณรักษ์,</u> สุชนนี เมธิโยธิน		
3:45 pm to 4:00 pm	TT-091 การลดสัญญาณรบกวนข้ามช่องใน VLSI Design โดยใช้ทฤษฎีกบกระโดด <u>อดีตักดี้ จีบค้างพล</u> , <i>บุสรา ฮวดโทธิ์พันธ์, อภิชาด ดีรประเสริฐสิน</i>	TT-092 การจัดวางโครงสร้าง VLSI Chip เพื่อลดเส้นทางการเขื่อมต่อโดยใช้ทฤษฎีก กระโดด <i>วิโลพร แหว่กระโทก</i> , สิทธิพงศ์ ชวนโพธิ์, พรภัสสร อ่อนเกิด, อภิชาด ดิรประเสรี		
TT-094 Designing the Governance and Measurement Model for Thailand Mobile Connect Service by Utilising the TM Forum eTOM and ISO 38500 Framework Mahasak Pijittum, Supaporn Kiattisin, Smitti Darakom Na Ayuthaya		TT-093 การออกแบบจัดวางผังโรงงานเพื่อลดขั้นตอนการเดินทางโดยใช้เทคนิดขัพเฟิลฟะ อกลิปปิง อ <u>นัญญา ศรีวงษ์</u> , สิรินทิพย์ วันจันทึก, ประกาย นาดี, อภิชาต ติรประเสริฐสิน		

IT Investment Evaluation Using Multi Objective Multi Criteria: Case Study on an Expedition Company

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Abstract-Information Technology (IT) is an essential part of a company. IT can enhance the company's strategic position by helping them to take the next step in productivity and profitability. However, in many cases, there are failures in IT investment. IT investment only increases costs and does not provide any benefit for the company. IT investment must be aligned with the company's strategy. Business needs for IT also has to be prioritized. Projects should be initiated and scheduled based on priorities and availability of IT resources. This paper describes a model based on Multi Objective Multi Criteria (MOMC) to help determining priorities in IT investment. The MOMC approach can reflect both tangible and intangible benefits, associate the investment to company strategies, and suggest important features on application portfolio selection. In addition, a case study of an expedition company is presented in which the model has been applied. This company determined the priority in selecting IT applications to be invested using MOMC model.

Keywords— Information technology investment, MOMC, application portfolio

I. INTRODUCTION

One way to maximize IT investment is by considering how an IT project is initiated today. First, the need for the project is identified by a business unit or department. Then these business needs for IT supports are prioritized. Projects are initiated and scheduled based on priorities and availability of IT resources. This approach is focused on allocating IT resources, the resources which are insufficient to meet IT's backlog of project work.

During the previous research (Fig. 1), a process of a strategic planning information system has been conducted for an expedition company. The process consisted of Porter Value System Analysis, SWOT Analysis, TOWS Analysis, which generated a strategy for this company. This research conducted a selection both for the most needed application as well as most aligned to the strategy of the company using multi objective multi criteria (MOMC) methods. This method consisted of Balanced Scorecard (BSC) from four different viewpoints, Critical Success Factors (CSF), and Analytical Hierarchy Process (AHP).

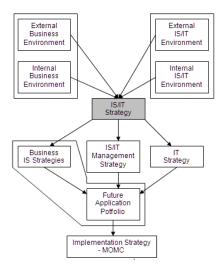


Fig. 1. IS/IT Strategic Model [10]

II. THEORY

A. Multi Objective Multi Criteria (MOMC)

Corresponding with its name, this method finds the most optimal solution for a problem having multiple objectives [3]. This is the best decision making method by considering various objectives, costs and benefits in a company. Besides, this method allows a selection process for optimization to be conducted [7]. This MOMC method covers several research methodologies such as Balance Scorecard (BSC), Critical Success Factors (CSF), Delphi Method and Analytical Hierarchy Process (AHP).

MOMC is a pretty much used variant of Cost Benefit Analysis [5][2]. This method is developed due to the reality that a company is holding a number of stakeholders having different views on the costs and benefits of many information technology aspects or elements [8] Every information technology project definitely has objectives to be met. It often has more than one objective as each stakeholder, as a decision maker, has different viewpoints towards that objective. Therefore each party has the right to give weight to the objective, for instance viewed from the priority side or the significant impact of the investment. Then the value that has been synchronized with the costs and benefits is multiplied by each weight to obtain the end result.

B. Balanced Scored Card (BSC)

This is a method which changes the concept and working steps of a company to be objective and measurable. If the company is going to do some improvement in something intangible, the result of the intangible measurement has to be integrated into the management system of the company [4]. In this case, the ones categorized as intangible are the concept and working steps of a company. To be integrated into the management system of the company, the concept and working steps have to be analyzed using BSC method. The analysis using BSC method involves 4 perspectives:

- Financial Perspective
- Customer Perspective
- Learning and Growth Perspective
- Internal Business Perspective

By analyzing the 4 perspectives, the Company Strategic Planning will be generated [7].

C. Critical Success Factor (CSF)

This method is a series of requirements, if owned by a company, will ensure the success of the company. CSF of the company can be obtained by comparing the company strategy with the result of the Balanced Scorecard analysis from various viewpoints. Then the CSF of the company for each view point will be obtained [7].

D. Analytical Hierarchy Process (AHP)

This method helps decision makers to select the best solution out of a number of choices and selection criteria [1]. In assigning weights, some errors might happen, due to the lack of consideration or some contradiction in assigning weights. Using AHP method, the weight assignment to the criteria, can be conducted with various consideration and calculation that can minimize errors [7]. AHP is one of the current main mathematical models, used to give supports in decision making theory [9]. The first stage in using AHP is to determine clear criteria for the selection [6].

III. ANALYSIS USING BSC & CSF

The strategy resulted from the previous analysis was analyzed again using the BSC method. Each strategy was grouped into four BSC viewpoints, such as Financial Perspective, Internal Business Perspective, Innovation Perspective, and Customer Perspective.

 $TABLE\ I \qquad \quad BSC-FINANCIAL\ PERSPECTIVE$

- Reduction of losses due to cost compensation on the damaged and lost property of the customers
- Minimizing the operational cost by improving the use of carriages sharing system at the company
- Improving the company competitiveness by surpassing the cost as minimal as possible

TABLE 2 BSC – INTERNAL BUSINESS PERSPECTIVE

- Improving the speed of delivery process closer to the delivery process using airfreight.
- Addition of the numbers of railway carriages, car and truck of the company.
- Improving the organization structure of the company
- Developing a wider marketing scale of the company
- Improving the communication and information exchange systems among divisions in the company
- Improving the company competitiveness by providing more services compared to those of other companies
- Improving the security, management, and inventory systems of the property at the company warehouse

TABLE 3 BSC - INNOVATION PERSPECTIVE

- Applying the checking system of the shipment content and the calculation of the shipment value to be able to determine the treatment for the shipment to minimize the company loss
- Improving the efficiency process in the business activities of the company using the support of technology
- Developing the form of the business into a new one. as a delivery boarding out service provider for other companies that have no carriages
- Developing the delivery form of the company not only using railway but using airfreight as the fast delivery service of the company
- Applying the route management system based on priorities, target address, numbers and sizes of the shipment.
- Appling the forecasting system towards the everyday number of customers who would like their property to be shipped.

Table 4 BSC - Customer Perspective

Applying CRM using the support of technology

After grouping the strategy into four BSC perspectives had been conducted, CSF analysis of the company of each strategy was conducted. With regard to the company strategy and company CSF, an IS analysis could be developed. This analysis was needed to support the company strategy. The following Table 5 is an example of CSF analysis on the financial perspective.

TABLE 5 CSF

	Financial					
ĺ	Objective	Measure(s)	Action (CSF)	IS Need		
	Reduction of losses due to cost compensatio n on the damaged and lost property of the customers	 Number of damaged property Number of lost 	Systematic, orderly and secure shipment manageme nt	 An inventory control using RFID to simplify the shipment inventory and security process. Position management for placing the shipment 		

	at the	
	warehouse	
	and railway	
	carriages	
	supported by	
	Mixed	
	Reality	
	System	
	(MREAL) in	
	the form of	
	Warehouse	
	Planning	
	■ A Warehouse	
	security	
	system using	
	CCTV	

IV. APPLICATION PORTFOLIO

IS and IT resulted from the CSF analysis were categorized into 4 parts at the application portfolio such as strategic, key operational, high potential, and support. The categorization depended on their contribution towards the success of the company business. The Application Portfolio resulted can be viewed at Table 6.

V. MULTI OBJECTIVE MULTI CRITERIA

The next process was using Delphi method to determine the criteria and sub-criteria. This method generated some criteria and sub-criteria as shown on Figure 2. The criteria and sub-criteria were further analysed using AHP to determine the priority of the company IT implementation process.

AHP analysis was conducted using Expert Choice Program. The analysis process was started by determining the goal. In this case the goal of the AHP was to determine the Implementation Project Portfolio Priority. The next step was to determine the alternatives. In this case the entire IT application portfolio was used as the alternatives. This process was followed by the weighting process. Figure 2 is the result of the weighting process of the criteria and sub-criteria.

The results of the weighting process shown in Figure 2, showed that the most important criteria for the company was Minimizing risks which had a point of 0.4. The least important criteria was improving the financial advantage which had a point of 0.107.

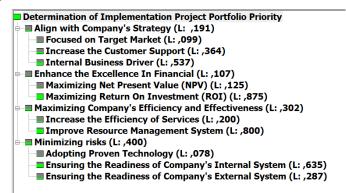


Fig 2. Determining IT Priority

The results of the IT implementation priority determination at the company can be viewed at Figure 3.

TABLE 6 APPLICATION PORTFOLIO

STRATEGIC	HIGH POTENTIAL		
· · · · · · · · · · · · · · · · · · ·			
• CCTV.	 MREAL for warehouse planning. 		
■ The company official website as an online marketing	■ Features on online order, location delivery checking		
media.	and the shipment status checking at the company		
■ RFID for inventory control.	official website		
■ Forecasting software.			
■ CRM software			
 X-Ray Machine for inspecting the shipment's content. 			
• Features on shipment route management based on the			
priority of the shipment delivery location, and the size of			
the shipment at the Company operational software			
 GPS for location tracking towards delivery unit 			
• GPS for determining the best delivery route			
• Shipment value column at the shipment table at the			
company operational software			
Features on the data maintenance of shipment,	■ Features on the data maintenance of the partnering		
customers, and suppliers as well as receipts, loading	companies at the Company operational software		
	1 7 1		
lists, travel documents and invoices writings at the	• Feature on data maintenance of customers at the		
Company operational software	Company operational software		
	■ The facility of crypto payment for the online order		
	feature at the company official website		
KEY OPERATIONAL	SUPPORT		

CCTV	,034
Company's official website as an online marketing media.	,048
RFID for inventory control system.	,116
Forecasting software .	,068
CRM software .	,051
X-Ray Machine for inspecting the shipment's content.	,060
Feature for making delivery routes based on delivery location, priority, and size of the goods in	,083
GPS for tracking the location of company's shipping unit.	,045
GPS to determine the best delivery route.	.046
Company operational software's Goods Value column on Goods table.	,021
Features for maintaining the goods data, customer data, and supplier data, and also the feature	,138
MREAL for warehouse planning system.	,106
Features for online delivery order, checking the delivery location, and checking the goods's del	,076
A feature for maintaining the data of company's partner in company's operational software.	,027
A feature for maintaining the data of company's customer in company's operational software.	,035
Crypto payment facility for the online order facility in company's official website.	.046

Fig 3. The results of IT Implementation Priority Determination

TABLE 7 THE IT IMPLEMENTATION WEIGHTING ORDER

	Criteria				
IT	Aligning with the Company Strategy	Increasing the Financial Excellence	Maximizing the Company Efficiency and Effectiveness	Minimizing Risks	Total weights
CCTV	0,043	0,040	0,028	0,034	0,034
The company official website as an online marketing media	0,043	0,073	0,059	0,036	0,048
RFID for inventory control	0,080	0,075	0,139	0,128	0,116
Forecasting Software	0,062	0,093	0,082	0,054	0,068
CRM Software	0,073	0,066	0,047	0,039	0,051
CX-Ray Machine for inspecting the shipment's content	0,027	0,021	0,023	0,111	0,060
features on shipment route management based on the priority of the shipment delivery location and the size of the shipment at the company operational software	0,094	0,117	0,091	0,062	0,083
GPS for location tracking towards delivery unit	0,044	0,029	0,037	0,057	0,045
GPS for determining the best delivery route	0,043	0,040	0,042	0,052	0,046
Shipment value column at the shipment table at the company operational software	0,026	0,022	0,020	0,018	0,021
Features on the data maintenance of shipment, customer, and supplier as well as receipts, loading lists, travel documents and invoices writings at the company operational software	0,122	0,141	0,155	0,133	0,138
MREAL for warehouse planning	0,069	0,075	0,105	0,130	0,106
Features on Online order, location delivery checking and the shipment status checking at the company official website	0,098	0,111	0,080	0,054	0,076
Feature on partnering companies data maintenance at the operational company software	0,034	0,029	0,028	0,022	0,027
Feature on customer data maintenance at the company operational software	0,060	0,037	0,033	0,024	0,035
the facility of crypto payment for the online order feature at the company official website	0,082	0,033	0,032	0,044	0,046

The results of the weighting process at Figure 3 and Table 7, showed that:

- The 1st order is "Features on the data maintenance of shipment, customers, and suppliers as well as receipts, loading lists, travel documents and invoices writings at the integrated company operational software which can be accessed online", as many as 0,138
- The 2nd order is "RFID for Inventory control", as many as 0.116
- The 3rd order is "MREAL for warehouse planning", as many as 0,106
- The 4th order is "features on shipment route management based on the priority of the shipment delivery location and the size of the shipment at the company operational software", as many as 0,083
- The 5th order is" Features on Online order, location delivery checking and the shipment status checking at the official company website". as many as 0,076
- The 6th order is "Software forecasting", as many as 0,068
- The 7th order is "X-Ray Machine for checking the shipment's content", as many as 0,060
- The 8th order is "CRM Software", as many as 0,051
- The 9th order is "The company official website as an online marketing media", as many as 0,048
- The 10th order is "GPS for determining the best delivery route and the facility of crypto payment for the online order feature at the company official website", as many as 0.046
- The 11th order is "The GPS for location tracking towards delivery unit", as many as 0,045
- The 12th order is "Feature on customer data maintenance at the company operational software", as many as 0,035
- The 13rd order is "CCTV", as many as 0,034
- The 14th is "Feature on partnering companies data maintenance at the operational company software", as many as 0,027
- The last order is the "Shipment value column at the shipment table at the company operational software", as many as 0.027

VI. CONCLUSION

- The Critical Success Factors owned by PT. X shows that PT. X is a company applying a modern system, structured, orderly and using the support of integrated modern technology. Thus the company is able to run the business process efficiently, orderly and secure
- Currently the company most needed IT application, which is also the key operational of the company, is the development of "Features on the data maintenance of shipment, customers, and suppliers as well as receipts,

loading lists, travel documents and invoices writings at the integrated company operational software which can be accessed online".

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CERTIFICATE OF PARTICIPATION

to

Leo Willyanto Santoso

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November 16-18, 2015 Bangkok Thailand

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