



Doing Business in China

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Being one of the world economic leader and rapidly growing market, in the past several years, China has changed its business model. Low-cost production moves away from China, and China by creating higher-skilled manufacturing jobs, become more innovative and develops high-tech production.

This course provides an overview of main business and entrepreneurship models in China. It focuses on the main patterns of modern Chinese business culture, management and entrepreneurship, forms, obstacles and opportunities for foreign investments, establishing joint ventures, wholly foreign owned enterprises, representative offices, China market entry and growth, etc.

This course also concentrates on national identity in China, cross-cultural dialogues, misunderstanding in conducting business in China. We will also discuss sociopolitical risks and risk-management, decision making in China, economic factors that affect the costs of doing business in China; market entry considerations, bookkeeping and audit, taxation, mergers & acquisitions, due diligence, human resource and staff recruitment process, employing foreign nationals in China, strategies for repatriating profit from China using China Free trade zones and double-tax agreements, supply chain strategies

Topics will also include business culture, protocol and business customs, traditions, dress, gifts, formal and informal communication, emotional dimension of business behavior in China, psychological estimation of Chinese partners, China's market potential and hot industries; its culture and people; current obstacles and opportunities in logistics; the historical and current problems faced by the economy; economic and political factors that affect the costs of doing business in China, government relations, regulatory compliance and stakeholder alignment. We will focus on several case studies of regional business models: Shanghai free trade zone, Beijing, Ningbo, Guangzhou, Chongqing, Harbin, etc.

Several case study focusing on China's regional business diversity and local business traditions, way of negotiations are incorporated into this course. We will also analyze common situations and common mistakes that arise when conducting business in China