



Doing Business in China:

Workshop on 27th April 2015



We are pleased to invite you to “Doing Business in China”, a day-long workshop at the Indian Institute of Management Indore on the 27th of April 2015. The workshop is organized by IIM Indore’s *Special Interest Group on Comparing Business in China and India* in collaboration with the Delhi-based *Institute of Chinese Studies*.

This workshop would comprise talks by speakers from both China & India, featuring an interesting mix of researchers and practitioners. The topics span a wide variety, ranging from experience sharing of doing business in China to aspects of governance and political economy. The list of topics and speakers is as follows (subject to minor modifications): -

1. *Legal and Financial safety/ risk aspects while doing business in China* – Prof. Ni Shoubin, Dean, School of Law, Shanghai University of International Business and Economics, Shanghai.
2. *Chinese Governance Structure* – Prof. Alka Acharya, Director, Institute of Chinese Studies, Delhi.
3. *Is Chinese economy slowing down? Where is it heading?* – Prof. Yin Xiangshuo, Fudan School of Economics, Fudan University, Shanghai.
4. *Sub-national Economics: Soft targets and hard surfaces for Indian Businesses in China* – Dr. Aravind Yelery, Associate Fellow, Institute of Chinese Studies, Delhi.
5. *Doing business in China in Chinese way* – Mr. Ravi Kethana, former head of China operations, Tata Consultancy Services.
6. *Chinese advantage in Manufacturing* – Mr. Jayant J Shrikhande, former country head of China operations, Larsen & Toubro.
7. *Foraying into China: Strategies to Pivot the entry with a Niche Technology* – Mr. Aneesh Sen, Vice President, DigiValet.
8. *Cultural determinants of Chinese Negotiation Behavior* – Prof. G. Venkat Raman, Associate Professor, Humanities & Social Sciences, IIM Indore.

The workshop would be in an interactive mode, beginning at 9.30 AM and ending at around 5.30 PM. Apart from the members of IIM Indore community, the audience would comprise policy makers, academicians from other educational institutions and practitioners.

Who should attend?

- Academics who wish to learn more about China and how it compares with India;
- Businessmen/ corporates who are considering doing/ enhancing business in China;
- Policy-makers interested in understanding the Chinese policy environment and how government at different levels supports industry.

Registration:

The registration fee is Rs. 1,000/-. Registration fee includes lunch apart from tea/ coffee/ snacks during the workshop. The fee is to be paid through Electronic Funds Transfer only. The details of the bank account are:

Name of Beneficiary: Indian Institute of Management Indore

Name of the Bank, Branch: State Bank of India, IIM Campus, Rau

Account Number: 32104076544

Type of Account: Saving Bank Account

IFSC: SBIN0030525

Branch Code: 30525

Please mention “China Workshop” in the purpose of remittance. Please email the workshop secretariat once the registration fee has been paid with details of the participant and the transaction details at the email id China-SIG@iimidr.ac.in. Any queries may also be addressed at the same email id.

Important Dates:

- Registration deadline: 24th April, 2015.
- Workshop date: 27th April, 2015.



The *Special Interest Group on Comparing Business in China and India* at IIM Indore comprises faculty members and doctoral students with interests ranging from cross-cultural phenomena (such as value systems) to economy level (comparisons of industry clusters) and extending further to industry, firm and group levels as well.