

# How great companies manage Chinese suppliers

Speaker: Dr Neale O'Connor, Associate Professor, School of Business,  
The University of Hong Kong

1.5 CLAIM UP TO  
CPD hours

This seminar will focus on actual supplier management practices documented during field visits to several large, well-known manufacturers in the consumer electronics industry. Two in-depth case studies will be presented.

## Course outline

- Performance measurement practices
- Performance monitoring practices
- Cost management practices
- Using total cost of ownership information in the purchase decision and supplier response

## About the speaker

**Dr Neale O'Connor** has researched the management accounting practice of firms across several countries in Asia. He has lived in Hong Kong for 15 years and has been involved in researching and consulting for a publicly listed firm in China on the adoption of performance measures and their linkage to manager compensation. Dr O'Connor teaches a popular Management Control Systems (Controllership) course in the University of Hong Kong MBA programme and the HKU-FudanU IMBA programme. He has written a book on management accounting and control systems in China.

**Date:** Wednesday 19 January 2011

**Time:** 6.00pm – 6.30pm  
(Registration)  
6.30pm – 8.00pm  
(Workshop)

**Venue:** CPA Australia  
Shanghai

**Language:** English

**Certification:** Certificate of Attainment will be issued to participants who have completed the workshop

## Registration form

Title:	<input type="text"/>	Surname:	<input type="text"/>	First name:	<input type="text"/>
Member:	<input type="checkbox"/>	Non-member:	<input type="checkbox"/>	Membership No:	<input type="text"/>
Organisation:	<input type="text"/>	Position:	<input type="text"/>		
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Enrol for multiple workshops

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