



The British
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香港英商會

How great firms manage their Chinese suppliers

Neale O'Connor

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Professor O'Connor will present two in-depth case studies centre on actual supplier management practices documented during field visits to several well known manufacturers in the consumer electronics industry. The outline of his case studies includes:

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

Professor O'Connor joined the University of Hong Kong in 2006. He has a diverse consulting and executive education portfolio with a wide range of companies in the Asia-Pacific region. His work has focused on controllership, financial performance metrics, and human resources management. His most recent research examined the use of management controls in international joint ventures in China and the adoption of formal management control mechanisms in Chinese SOEs. He is currently involved in researching how great firms manage the risk associated with their suppliers in China.

Wednesday 1 June 2011

8:00 - 9:15am

**Harcourt Suite, 1/F, The Hong Kong Club
1 Jackson Road, Central**

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