



Topic: How are Chinese Suppliers managing their biggest Challenge?

Programme Code: S110620S

Please provide the outline of the programme.

China Supplier 1000 Project

- Based on interviews with 648 Chinese suppliers – part of the largest ever face to face interview study of Chinese Suppliers
- Exploring how Chinese suppliers win contracts and manage their large customers
- Questions / Challenges?
 - What emphasis do Chinese Suppliers place on the use of different performance measures?
 - Do Chinese suppliers manage customers from different countries differently?
 - Do Chinese suppliers that have specific strategy for their largest customer have different performance measures?
 - With regard to risk assessment- How Chinese suppliers are managing the key challenges associated with rising material and labour costs, competition and human resources shortages/turnover.

Date Wednesday, 23rd May 2012

Time 6:30 p.m. – 9:30 p.m.

Venue Hong Kong Institute of CPAs Training Centre, 27/F., Wu Chung House, 213 Queen's Road East, Wanchai, Hong Kong.

Format Seminar plus game playing exercise and a practical example, case study will be presented.

Language English

Fee HK\$430 for HKICPA member or student; and IA/ HKIAAT's member or student
HK\$420 for online enrolment
HK\$700 for non-member

Objectives

- Understand what are the main challenges facing Chinese suppliers?
- Understand the causes of the various responses to these challenges?
- How can buyers work with suppliers to achieve a win-win result?

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

Participants Middle level managers

Competency Personal development, Communication competency, Leadership competency

Rating Foundation / Intermediate

CPD hours 3