



What's On

Past Events

Co-events / Other events

Good Citizen Award

Business School Partnership

Programme

Hong Kong Awards for Industries:

Innovation & Creativity

CEO Manpower Conference

What's On

[Back](#)

How do Chinese Suppliers Win Big Contracts?
Prof Neale O'Connor, Associate Professor
 Faculty of Business and Economics, The University of Hong Kong
 15 Jun 2011 (Wed), 4:00 pm-4:45 pm

Chinese suppliers are getting more businesses from global buyers, not only because of the cost factor, but also the innovative way of "managing" their customers. How does it work?

A recent study on how big firms are managing their Chinese suppliers, and conversely how Chinese suppliers are managing their customers, has presented a result that buyer-supplier relationship is determined by the customer performance measurement. It is not about the information technology, rather it is more about the performance alignment system used by the Chinese suppliers.

Prof Neale O'Connor has conducted 67 interviews with Chinese suppliers of mainly electronics components to identify their special connection with major customers. Through the survey result, members could learn about the best practices of successful Chinese suppliers, as well as some case studies on how large buyers, such as Apple, HTC and PQL, allocate their purchasing orders among various suppliers. Prof O'Connor 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, and he has developed corporate business cases for a number of companies including HTC, PQL, EU Design, Phillips, Sungod Fashion, Delphi, Alpha, and Rescom Realestate. He joined the University of Hong Kong in 2006. His 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.

Registration Form

Speaker(s)	Prof Neale O'Connor, Associate Professor, Faculty of Business and Economics, The University of Hong Kong
Language	English
Date and Time	2011/06/15 16:00 to 16:45
Venue	Chamber Theatre, 22/F United Centre
Media	Open to media
Enquiries	Looby Ho Tel: 28231228 Fax: 28219528 Email: looby@chamber.org.hk
Fee	Members @ HKD\$80 Non-Members @ HKD\$160 <u>SME Coupons, click here for details.</u>
Terms & Conditions	Bookings will only be confirmed with full payment, on a first-come-first-served basis. To avoid over-subscription, walk-ins will normally not be taken subject to the final decision of the organiser. No-shows will be charged and payments are non-refundable unless the event is cancelled by the organiser. Refunds can be arranged for cancellations submitted 3 days before the event, and the refund amount is subjected to a 5% or HK\$30 handling charge, whichever is higher. No refund for cancellations with less than 3 days' notice.

Online Ad@Chamber
 Online Ad@Chamber
 HKGCC 150th Anniversary Souvenirs