

# Global Orientations

## China Module (Oct 23 - 28, 2011)



### China Module Objectives

■ ■ ■ The Global Orientations China Module (Shanghai) is designed to provide practical business immersion experiences, insights and skills for creating strategy, executing and delivering tangible results within the Chinese market context. It addresses the following objectives:

**Perspectives**

Gain insights and explore the key approaches for building long-term and mutually beneficial ventures and partnerships with local Chinese companies

**Cultural Context**

Discover the historical, political, social and cultural foundation for China's emergence as a global economic power

**Business Context**

Identify the current economic reality and business opportunities and challenges

**Skills**

Expand leadership competencies around interpersonal relationship building, negotiating & decision making, focused on the cultural preferences of China; learn and apply frameworks to enable cultural agility within the Chinese context

**Inspiration**

Understand the key challenges faced in the Chinese context around knowledge transfer, change management, post merger integration, talent management, and sustainable development

**Synthesis**

Apply acquired skills to real life business situations; develop personal action plans to sustain learning and ensure application & implementation

# Overview

	Sun	Mon	Tues	Wed	Thurs	Fri
	Grounding	Perspectives	Context	Skills	Inspiration	Synthesis
AM	Arrival	Tai Chi	Transport	Tai Chi	Tai Chi	Tai Chi
		Field Experience	Historical, social, political, and cultural context	Business Simulation – competing for results	From vision to implementations	Business Simulation – competing for results (continued)
		Lunch	Lunch	Working Lunch	Lunch	Lunch
PM	Arrival	Field Experience	Business context and market challenges	Business Simulation – competing for results (continued)	Confucian Philosophy and Lessons for Leadership	Learning Recap Presentations ---- Individual action planning
		Executive Roundtable		Learning review		Learning review
		Welcome Reception	Networking Dinner	Simulation Case Preparation	Free evening	Dinner with Cultural Activity

## What is "Tai Chi"?

Managing everyday stress in healthy ways is an important aspect of being a successful business leader. Managing stress at the workplace benefits both the worker and the work environment. Among the distinguishing features of Tai Chi is its ability to use movement and stillness separately and clearly like a slow graceful dance. In addition, Tai Chi is not only good for building strength, but also cultivates your personality and nourishes your mind. Behind the quiet, graceful, simple movement are hidden fortunes of philosophy.



## Key Facilitators



### Professor Caroline Wang

MSc, Harvard University  
MA, University of Wisconsin  
Adjunct Professor at HKUST Business School  
Professor Wang teaches Leadership, Decision Making, Communication and Diversity at HKUST. She has published two books in decision making: "Managerial Decision Making and Leadership" and "决策思维"



### Program Director Joerg Schmitz

Executive Consultant at Berlitz in Learning Solutions. Mr. Schmitz is a cultural anthropologist trained in communication analysis and educated in his native Germany, Mexico and the United States

We also invited other facilitators and experts from world-renowned institutions and successful companies to provide key intelligence and latest insights on China.

## How to apply?

### Admissions

To apply for the program, candidates are required to complete an online application at: [www.berlitz.com/globalorientations](http://www.berlitz.com/globalorientations). Applications will be thoroughly reviewed by the Admissions Committee. Applications for admission should be received at least two months prior to the program's start date. Early application is encouraged.

Application Procedure:

1. English Proficiency Assessment
2. Individual Needs Assessment
3. Personal Goals Statement

All programs are conducted in English and participants should be able to interact in English.

### Program Fee: US\$ 12,000

The program fee includes tuition, all reading and program materials, accommodations, and most meals. The program fee does not include travel expenses.



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