“China Links offers curriculum that is updated on an ongoing basis to insure that it reflects the most relevant and current information on China. China Links workshops thus offer the Canadian business community an incomparable window on the world’s most rapidly growing economy, the opportunities it offers and the management of risks.”

- Joseph Caron, Former Canadian Ambassador and Principal and Founder of Joseph Caron Inc.

“China Links is an invaluable program for Canadian businesses to prepare for successful operations in China. Canada China Business Council members in particular will find this program an important resource to use as they develop their business activities with China.”

- Canada China Business Council

Contact Us

For more information on China Links: Professional Seminars at UBC, please contact:

China Links at The University of British Columbia
374-1855 West Mall Vancouver, BC V6T 1Z2
Phone: 604-822-1291
Fax: 604-822-5207
Email: chinaprogram@exchange.ubc.ca or carterj@exchange.ubc.ca

For a complete overview of fees and information on how to register, please visit:

www.chinalinks.ubc.ca
The China Links core program is comprised of two integrated modules:

**MODULE I - VANCOUVER**

**Dates:** April 12-14, 2012  
**Location:** UBC Point Grey Campus  
**Curriculum:**
- China's operating environment in the 21st century  
  - Historical imperatives and shifting variables  
  - Regional characteristics  
- Intellectual property  
  - Technology transfer process  
  - IP risk management  
  - Technology licensing and partner selection  
- Supply chains and technology  
  - Logistics  
  - Global integration and value networks  
- Ethics, integrity, and social responsibility  
  - Stakeholder analysis  
  - U.S. Foreign Corrupt Practices Act / Canada Corruption of Foreign Public Officials Act compliance  
- Managing relations between business and government  
  - Due diligence  
  - Institutional mapping  
  - Relationship management  

**Also includes:** April 12 welcome dinner

**MODULE II - SHANGHAI**

**Dates:** May 7-11, 2012  
**Locations:** Shanghai Academy of Social Sciences (SASS) and China Executive Leadership Academy Pudong (CELAP)  
**Curriculum:**
- Contracts and property  
  - WFOEs, joint-ventures, and M&A  
  - Legal principles and practical application  
  - Property rights  
- Cross-cultural communication and negotiations  
  - Cross-cultural integration  
  - Human resources management  
  - Negotiation strategies and methods  
- Due diligence  
  - Information seeking  
  - Documentation integrity  
- Dispute resolution  
  - Mediation, arbitration, and litigation  
  - Dispute resolution fora  
- Environmental management & regulatory compliance  
  - How CPC environmental policies affect business  
  - Twelfth Five-Year Plan and operational alignment  
- Chinese central government perspectives on key issues  
  - Instruction from Party officials and policymakers  

**Also includes:**  
- Site visits to important commercial and governmental locations around Shanghai  
- Shanghai May 7 welcome dinner  
- May 11 farewell banquet

China Links is unique in North America for its intensive training, focusing on operational challenges, problem solving, and decision-making in China. The program was developed with the encouragement of government and business leaders across Canada, who expressed the need for intensive training on practical issues for professionals and executives who engage with China in various capacities.

**Who Should Attend**
- Managers across a range of functional areas  
- Executives and executive directors  
- Project managers  
- Lawyers  
- Policy analysts and advisors  
- Professionals who engage with China in all types of capacities

**China Links Participants Learn How To:**
- Effectively analyze events and information in China  
- Formulate and execute appropriate responses to problems and crisis situations  
- Employ sound decision-making and problem-solving methods that work in China  
- Overcome common obstacles to achieving business success in China  
- Navigate their way through China’s complex legal and regulatory environment

**Instruction**
Instruction is led by Dr. Pitman Potter, Professor of Law at the University of British Columbia’s Law Faculty and HSBC Chair in Asian Research and Dr. Alison Bailey, China Links director, with support from faculty, business leaders, and policymakers from across North America and China.