

## MINOR BUILDING PARTNERSHIPS IN CHINA

If you are enrolled for this minor programme, you are obliged to follow and complete all parts.

If you have specific questions about the content of this programme, you can have a look at the website [www.minorbuildingpartnerships.com](http://www.minorbuildingpartnerships.com) or contact the responsible minor coordinator: [Mr. Claudio Perotti](mailto:c.v.perotti@hva.nl), e-mail: [c.v.perotti@hva.nl](mailto:c.v.perotti@hva.nl)

Minor Building Partnerships in China			
Catalogue Number	Course name	30 ECTS	Examination
6100ASM_10	Assignment + China Program	20 ects	Project, written report, video presentation
6100ETB_11	Economy, Trade & Business	2 ects	Written Exam, continuous assessment and Workshops
6100SRO_10	Sourcing, Research & Organization	2 ects	Workshops, Project, video presentation and written report
6100CLB_10	Chinese Language Basics	2 ects	Workshops, Oral and written exams
6100CSP_11	Culture, Society & Population	2 ects	Workshops, Written exam and oral assignment
6100GHP_11	Geography, History & Politics	2 ects	Workshops, Written exams and assignment

### Brief Description

Together with one other student you will form a team to prepare and execute an assignment during the AUAS fact-finding Mission to China. Each team is responsible for acquiring its own assignment that is commissioned by a Dutch company or organization. The complexity and feasibility of each assignment is assessed and approved by the instructors of the school.

Fieldwork of the assignments is executed on location during a four-week visit to China.

Part of the course is also taught in Shanghai in collaboration with Shanghai Donghua University.

This course is designed to fit in *any* Major program of *any* University (of Applied Sciences). The Assignment can be individually tailored to meet the criteria set by the Examination Board of your own study.

#### Student feedback:

My opinion about this minor in one sentence:

- Absolutely amazing experience, better than expected. And I learned a lot in a plenty way.
- A lifelong remembering experience. A time where I have learned a lot and grow personally in both business and in personal points .
- Great experience. And it gives me a good insight in doing business in China.
- Outstanding, fantastic experience.
- This minor gave me a lot of knowledge and an experience that was totally new for me.
- Best experience ever!
- ...

### Admission Requirements

The Minor is aimed at ALL students of the AUAS (full-time, part-time students), who have a special interest in doing business or building relationships in or with China.

All FBE-students are automatically admissible for this minor. They do not need to apply for an individual admission request at their Examination Board

The minor is also open for exchange students and students that are not enrolled at the AUAS. The latter group need to register via [Kiesopmaat.nl](http://Kiesopmaat.nl).

Command of the English language at CEF level B2 (literature and courses are in English)

You must have the ability to travel to China. Visitors to China need a visa.

Participation in the fact-finding mission in China is obligatory.

A motivation letter and proposal for your assignment are part of the selection procedures. You will receive further instructions after the enrolments are closed.

**Note:** Doing business in Asia can be challenging and may require quite a lot of stamina of you. This mission is certainly *not* a holiday. You will face emotional, practical, cultural and maybe even physical challenges during your mission. However, your reward will be a true life experience that is unparalleled by any other course of your study!

## Learning Goals

The program is aimed at **all** students who have a special interest in doing business in or with China.

- Introduction to business issues in other cultures
- Learn how to find and maintain business relations
- Learn how to network in the business community dealing with China
- Learn how to execute a real-life assignment on location in China: To initiate a business relationship between China and The Netherlands
- Learn about Geography, History, Politics, Economy, Language, Culture, Society and Population of China
- Obtain a better insight into the economy of China
- Understand the challenges of trading with, and doing business in China
- Find out what you need to know when planning to do business at an international level
- Find out what aspects you come across when doing business with Chinese partners
- Learn how to deal with cultural differences when doing business
- Understand the do's and don'ts when doing business in/with China
- Apply knowledge learned to report writing
- Apply knowledge learned to real-life situations

## Literature

- *Doing Business in China* - Tim Ambler and Morgen Witzel, Routledge, Curzon  
ISBN- 978-0415310154
- *Understanding Contemporary China* – Robert E. Gamer ed., Reinner, 4<sup>th</sup> edition  
ISBN- 978-1588268440
- *Experiencing Chinese, Living in China edition*, Higher Education Press, Hanban ISBN – 704-0187477  
ISBN 978-7040187472

## Time Table

7 weeks, 4 days rostered (intense preparation program)

1 month on location (Shanghai): Mo-Fr 8:30am - 01:00pm classes. Afternoons reserved for business appointments.

## Costs

The costs for this Minor are € 2,100. This (fixed) fee covers your airfare, accommodation in Shanghai, transfers to hotel, lecturers, guest lecturers, administration, business and cultural visits organised through Dong Hua University, farewell dinner in Shanghai with local 'buddies' and staff from Dong Hua University. Please note, there may be incidental costs which are not included. The costs do not cover literature required for the modules in Amsterdam, visas, travel insurance, local costs in China such as travel, food and drink. For an idea regarding personal expenditure in Shanghai, take into account that although travel and eating are much cheaper than in The Netherlands, the attractions of Shanghai and the networking opportunities may tempt you to spend more than might be the case at home so plan a good budget for yourselves in China.

**Additional Information**

[www.minorbuildingpartnerships.com](http://www.minorbuildingpartnerships.com)

[https://www.facebook.com/Minor-Building-Partnerships-in-China-1608919616010886/info/?tab=page\\_info](https://www.facebook.com/Minor-Building-Partnerships-in-China-1608919616010886/info/?tab=page_info)

**Study Programme Department**

AMSIB (Trade Management Asia)



# Minor Building Partnerships in

...

**Frequently Asked Questions about the minor  
programs:**



*Building Partnerships in China*

*Building Partnerships in Thailand / ASEAN*

**WOULD YOU LIKE TO RECEIVE THIS DOCUMENT BY EMAIL?**

**SEND AN EMAIL TO: [C.V.PEROTTI@HVA.NL](mailto:C.V.PEROTTI@HVA.NL)**

### Questions about the enrolment procedures

*From experience, is this a very popular minor?*

Yes. We have a selection procedure. (Not all students are automatically enrolled in the program).

*When can we start enrolling in the minor?*

The enrolment period for AUAS (HvA) minors is communicated at <http://www.hva.nl/onderwijs/praktisch/content/studiekeizers/hva-breed/studentenzaken/minoren/minoren-stk.html> for AUAS (HvA) students.

*How does the registration procedure work?*

AUAS (HvA) students can enrol at the official *SIS inschrijvingen* site: <https://www.sis.hva.nl> during the enrolment period. After the enrolments have closed, you will receive instructions for your motivation letter and proposal for assignment.

If you are a student from another University than the AUAS (HvA) you can enrol at the website *kiesopmaat.nl*: <https://www.kiesopmaat.nl/modules/hva/DEM/135609/> (the designated destination) or <https://www.kiesopmaat.nl/modules/hva/FBE/137704/> (Thailand). (Or search for "China" or "Thailand" on the *Kiesopmaat* website.

If enrolments at *kiesopmaat.nl* are not open yet, you can already register by sending an email to the coordinator of the minor (Claudio Perotti: [c.v.perotti@hva.nl](mailto:c.v.perotti@hva.nl)) and the minor administration office (Ms Laila Akkouch: [l.akkouch@hva.nl](mailto:l.akkouch@hva.nl)). You will receive further instructions after you have registered.

*Do international students have more chance in the selection process to do this minor, because it is in English?*

No. Higher priority is only granted to students that secured a suitable assignment.

*Somehow, I cannot manage to register via the SIS system. What's wrong?*

Only third-year students or students that are in the last semester of their second year can apply via SIS for a minor. This may be the cause of the problem.

Also, keep in mind that at the Faculty of Business and Economics you need to have passed at least the propedeutic exam (propedeuse) and attained 40 ECTS in the main phase of your study before you are entitled to enrol in a minor.

*Would it be possible to start this minor at the beginning of February?*

Yes, The minor is offered every semester (starting in September and February – provided there are enough enrolments).

*How many entrants to this minor do you accept, what is the limit?*

Min 15, Max 25.

*The minor needs a minimum number of 15 participants so I was wondering whether this minimum is always met?*

Ever since the minor started (in 2008), we have never had to cancel the minor on account of there being not sufficient enrolments.

*If there are more participants than places, will there be a kind of selection or draw?*

We will make a first selection of enrolments based on the motivation letters and the proposals for assignment in particular. Five seats are reserved for *Kiesopmaat* students.

*When do I receive instructions for my motivation letter?*

As soon as the deadline for enrolments has passed, you will receive an email with the instructions. Note: We will use your AUAS (HvA) email address. If you are not an AUAS (HvA) student, you will receive an email at the address that we received via Kiesopmaat.nl.

*I am an international student and I would like to know if I would be able to do the minor while on my exchange?*

Yes, you can. Please note that the additional participation fee also applies to exchange students.

*I am too late to enrol, but I would like to do this minor, what can I do?*

Late, or irregular enrolments in a minor – *before* the start of the minor - need to be approved by the exam committee of your course. If approved, you can contact the coordinator of the *Building Partnerships in...* minor (Claudio Perotti) and he will proceed with the enrolment procedure. Ms Laila Akkouch (L.Akkouch@hva.nl) will administer your enrolment if you have the approval from your course manager *and* the coordinator of the minor. Please note that a motivation letter and proposal for assignment are always required to enrol.

*Are any meetings planned for students who wish to participate?*

No. But you can visit us at the Minor fair (*minorenmarkt*) every year. Alternatively, if you have any personal questions, you can always contact the coordinator of the minor: Claudio Perotti  
C.V.Perotti@HvA.nl

*Is it possible to do also another parallel minor?*

No. AUAS (HvA) students are allowed to do only one minor program. Apart from this, the workload is too high to participate in two parallel minor programs.

## Questions about the assignment

### *Do I need to have an assignment before I start?*

Yes. All students that enrol in the minor are required to carry out an assignment for a Dutch organization. It is *strongly* recommended to secure your assignment *before* you enrol in the minor. Students with a confirmed assignment have priority in the selection procedures.

### *Do not have any contacts in the designated destination, how can I obtain a suitable assignment?*

You are not alone. Most students have no contacts in the designated destination. In fact, this is the objective of the minor: *Building partnerships!* For your assignment you have to use your own network, here – in The Netherlands. You may also find a suitable assignment outside of your personal network. (Read the newspapers or search the Internet and you will discover that there are many companies and organizations interested in doing business in or with the designated destination).

### *What kind of assignment do I need to look for?*

Your assignment should be focused on building professional partnerships in the designated destination for a Dutch company or organization. During the minor, you are required to have made a minimum of 15 appointments in the designated destination (e.g. visit companies or meet with industry specialists).

**Most** assignments fall into one of the two following categories:

- 1) market entry (finding sales opportunities in the designated destination for Dutch organizations)
- 2) sourcing (finding suppliers or manufacturers in the designated destination)

☞ However, your assignment *may* not fall into one of the above categories. No problem. We had teams working on other assignments before. But keep in mind that the assignment:

- Should be focused on building partnerships in the designated destination
- Should require at least 15 appointments to enable you to write a good advisory report

**and**

- The commissioning organization must have a *significant interest* in a proper execution of the assignment. (This means that most assignments offered by relatives or close friends do not qualify because of a conflict of interest).

So, the assignment could be customized to the needs of the organization of your choice.

### *Can you give me an example of a suitable assignment?*

Examples:

#### 1) Market entry (research /sales)

- Finding a potential distributor for the Dutch products
- Finding a business partner to offer Dutch expertise in the designated destination
- Finding a suitable location for a pilot store in the designated destination
- Finding a potential joint venture partner for business development in the designated destination

#### 2) Sourcing

- Finding a reliable manufacturer for products of a Dutch company
- Finding a reliable supplier of products /services

### *What activities am I expected to do for my assignment?*

Examples of activities that may be part of your assignment:

- Finding (market) information for a Dutch organization
- Conducting a market study / market research for a Dutch organization
- Finding and meeting with new and/or potential customers
- Visiting a trade show in the designated destination for a Dutch organization and reporting on new products, suppliers, manufacturers
- Representing a Dutch organization on a trade show in the designated destination
- Finding and meeting up with potential new distributors for products of a Dutch organization.
- Sourcing: Visiting potential manufacturers that Dutch organizations may be interested in doing business with
- Selling Dutch products and/or services in the designated destination
- Visiting production facilities and/or inspecting goods/shipments
- Selecting a representative / an agent for a Dutch company

**Note:** consider the above examples as *components* of your full assignment; you will have to combine different activities to complete the assignment in such a way that it meets the requirements.

*Does it matter what kind of Dutch company I find, as long as it is related to the designated destination?*

Any Dutch company or organization may offer a suitable assignment as long as the commissioning organization (company) has a *serious interest* in building partnerships in the designated destination.

An important aspect of a 'suitable assignment' is the requirement that the commissioning organization has a *serious interest* in a proper execution and completion of the assignment. The assignment should offer (literally) **added value** for the commissioning organization.

*I'm wondering if an assignment for service providers will also be approved?*

Yes, see above.

*My commissioning organization requires me to do only research in the designated destination.*

*Will this assignment be approved?*

No. If the assignment consists solely of doing research in the designated destination, this will not suffice. The emphasis of the assignment is on *building professional relationships* in the designated destination (hence the title of the minor!). However, (market) research is certainly a part of the advisory report that you will need to hand in at the end of the minor. But keep in mind that all research that does *not* require a visit to the designated destination can only be used as supporting material and is not the essence of your assignment.

*What is the minimum number of employees the commissioning organization should have?*

There is no minimum for the number of employees in the commissioning organization.

*I wonder if school allows me to travel through different parts of the designated destination, at least for a few days.*

No. We are based in the city of our Partner University in the designated destination and we expect all participants to execute their assignments in (the vicinity of) that city. Travel from that city to other cities must be limited to the distance of a 'daytrip' away. Please note that there will be no coaching available outside the designated city, so you will travel at your **own expense and you are liable** should anything untoward happen



*Do the students look for a Dutch company/organization themselves or does the school offer a number of companies from which the students can choose?*

In principle, it is your own responsibility to secure your own assignment. Please keep in mind that you work on the assignment in teams of 2 (Dutch) students.

*May I do an assignment on my own?*

The assignments are *group* assignments. This means that you will team up with a second student. In the designated destination you will have a local student (so-called 'buddy') to help you with your assignment in the designated destination.

*Can we look at the assignments that previous groups made?*

No, some companies would like to keep their information confidential. However, the *Grand Finale* is open to the public.

*What, if I can't find a proper assignment?*

If your team (you, and your co-student) is unable to obtain a proper assignment in time, you won't be able to do the fieldwork in the designated destination. Hence, you will not be able to earn the 20 ECTS for the assignment part of the minor.

*When will the assignment be deemed successful?*

The goal of the fact-finding mission is to produce a tangible end product that **adds value** to your commissioning organization.

The grading of your end product is done by the school. However, your commissioning organization needs to provide an '*approval for grading*' to the school. This means that the commissioning organization is fully satisfied with the execution of the assignment and the end product that you produced.

*The assignment is carried out by a team of two students, does that mean that one of the two assignments will be disregarded and each team of two works on one assignment? Or does this mean that each couple works together but every member on their own assignment?*

The first. In the first week after the start of the minor, you will need to decide which assignment is the most suitable for execution in the designated destination. This will be done in coordination with the school.

*I understand that the assignment needs to be done with another student, but I don't know anyone who wants to do the same minor. Is it still possible to enrol if I don't have a partner beforehand?*

Yes, it is possible. Teams will be formed in the first week of the minor. However, if you do have a partner for your assignment, you can form the team earlier.



### Questions about the teams

*I would like to know more about the possibility of forming your own team (for example: with a classmate).*

Yes, you can.

*If you want to form a team beforehand, is there a list with names or do we have to wait?*

The final list of participating students will only be available on the day the minor starts. There are always many changes in the list during the enrolment process. This means that we can only determine the (final) list at the last moment, unfortunately.

*Am I dependent on other students when I execute the assignment?*

Yes, the minor requires good teamwork from all participants. For your assignment, you work together with one other student from the AUAS (HvA) and two students of the partner university assist you with the assignment in the designated destination.

*I have 2 friends who are going to do this minor but they would like me in their team for the assignment. Is it possible that we do the assignment with the three of us?*

No. For practical and didactical reasons we work with teams of 2 students.

### Questions about the lectures (Amsterdam program)

*Is it a problem if I don't attend the first day?*

Yes, it is. The first day, we have a general introduction and we will form the teams that day. On this first day you will receive a lot of information that is important to you. We require all students to attend the first class (and the final briefing before the group's departure for the designated destination).

*Are the lectures mandatory or can you skip any?*

All lectures are not mandatory. However, they are indispensable. One exception: the lectures in the first week of the minor are **all** mandatory. Keep this in mind when planning your holidays etc.!

*I saw that the minor already starts at the end of January/August, but my traineeship will not be finished then. Is it also possible to start later?*

No. The first weeks of the minor are *very* intensive. In the first week we will determine the list of participants and form the teams. As of day one, you will have 4 subjects twice a week, assignments to work on, presentations to prepare etc. Hence, you will not have much opportunity to 'catch up'. Therefore, we expect you to participate in the program as of the first (Mon)day of the minor (the first day of the week prior to the start of the semester). If you cannot meet that requirement, we suggest that you enrol in the following semester.

*What kind of subjects can I expect during the minor?*

For full details about the course, we refer to the *student manual*. Important subjects in the Amsterdam program include:

CLB - Chinese Language Basics (elementary, in The Netherlands, advanced in China)

TLB – Thai Language Basics (elementary, in The Netherlands, advanced in Thailand)

GHP - Geography, History, Politics

CSP - Culture, Society, Population

ETB - Economics, Trade, Business

SRO - Sourcing, Research and Organization

## Other questions

*What is the roster like, can I still continue my part-time job?*

The first 8 weeks of the minor are very intensive. You will need quite some time to keep pace with the 5 preparatory courses and preparations for your assignment. The student roster will only be published close to the starting date of the minor. We will try (no guarantee!) to reserve one day per week with no classes to enable you to arrange business meetings/make preparations for your assignment. You need to do this in the mornings, due to the time difference with the designated destination.

If you are able to combine this with a part-time job, you are free to do so.

*What is the duration of this minor: 2 Months or a whole semester?*

This is a regular full-time minor of 6 months.

*Is this a tough minor compared to other minors?*

Obviously, this all depends on your own competencies and efforts. Read also the answer to the question above.

*Is the minor taught in English?*

Yes, the full program is taught in English (including literature and teaching materials).

*My English is not up to standard. Could this be an issue during the minor?*

Your English is expected to be at B2 level.

*In which type of accommodation will we stay in the designated destination?*

The group will stay at the campus hotel or dormitory of our partner university or a local hotel near the campus. Both basic, but clean and conveniently located. Keep in mind that you share your room with another student of the minor.

*If you already have a place to stay in the designated destination, will the additional cost be lower or will this remain the same?*

No, the participation fee is the same for all participants. All participants are required to stay at the designated accommodation facilities of the minor on location.

*Where do we stay in the designated destination?*

We stay at (or near) our partner University.

*What is the cost of this minor?*

The extra participation cost is €1,950.- (fixed fee).

*Is the extra participation cost of this minor on top of the regular tuition fee (collegegeld)?*

Yes.

*What is the extra €1,950.- participation fee for?*

This fee covers your airfare, accommodation in the designated destination, transfers to hotel, lecturers, guest lecturers, administration, business and cultural visits organised through the partner university, farewell dinner in the designated destination with local 'buddies' and staff from the partner university. Please note, there may be incidental costs which are not included. The fee does *not* cover literature required for the modules in Amsterdam, visas, travel insurance, local costs in the designated destination such as travel, food and drink.

*Can you give me an indication of how much money I will need for extra expenses in the designated destination?*

You can expect various additional expenses. Think of food, shopping, local transportation, entertainment dinners with business relations, going out, gifts etc.

How much you are prepared to spend depends on your own budget and if you are willing to consider cheaper alternatives, because for almost everything there is a cheaper and good local alternative available.

The cost of living in the designated destination is relatively low.

In the past groups we had students run up additional expenses from €500 up to €5,000. The latter amount is extremely high, of course. The average is €1,600.-

*When is the four-week trip planned in the first/second semester?*

We schedule our mission twice a year (during the month of May and mid November/December), for a duration of approximately 4 weeks.

*What are the dates we will stay in the designated destination?*

Exact dates depend on the tickets we can book. We try to leave in the weekends. The (group)booking will only be made when all the details of participants are collected (usually in week 1, at the start of the minor). Typically, we arrive at the designated destination mid-November (semester 1) or Mid-May (semester 2).

*When we are overseas for our mission, do we have time for leisure activities or travelling on our own?*

There is certainly room for leisure activities. However, keep in mind that during the weekdays your program is fully packed with classes and other activities. Travelling further than 'a day trip away' from our base camp in the designated city is not permitted.

*Can I pre-enrol in the minor before the official enrolment period is open?*

Enrolments are only accepted through the official minor-enrolments website.

You *can* send your motivation letter and proposal of assignment prior to the official enrolments period to: [c.v.perotti@HvA.nl](mailto:c.v.perotti@HvA.nl)

*Can part-time ('deeltijd') students also enrol in the minor?*

Yes, but you need to have prior approval of the exam committee of your school/program. Keep in mind that the lectures are all on weekdays in the daytime (no evening or Saturday classes).

*I would like to stay longer in the designated destination. Can I have another return date?*

No. For planning, organizational and security reasons, we travel as a group to and from the designated destination (and within the designated country), so you cannot travel separately.

*Is there a Wifi connection available?*

In the hotel/dormitory where we will be staying there is Wifi. There is also 1 LAN (cable) connection in every hotel/dormitory room. Faster Wifi is available in the students cafeteria.

*What is the percentage of students who pass the minor the first time?*

This varies each semester. On average, we have a pass rate of over 80% (first time).

*I do a social study and have no link with economics. Is it an advantage to have a background in economics?*

The minor is open to all students of the AUAS (HvA). All subjects are offered at entry level.

*From our company I got a question on how we are going to contact partners in the designated destination without speaking the language properly?*

This question hits the very core of the program: *Building Partnerships*. Indeed, there is always a language barrier in foreign countries. In this minor you will learn how to deal with the challenges that you will face while doing business in the designated destination. In the Dutch part of the program you will be suitably prepared to enable you to operate successfully in the designated destination (e.g. with a basic language course). On location you will team up with a local student (buddy) who can assist you with your assignment on location.

*As the maximum number of participants is only 25, is it (usually) very full and crowded at sign-up?*  
Yes. We usually have to make a selection after enrolment.

*I am a HvA student E-Technology. I understand that I have to sign up through SIS. I read that the program is open to "all" HvA students, but at the same time I also read that I also need to apply for "Individual Admission Request" at Examination Board? How can I do this?*

The minor program is indeed open to all students at the HvA. However, your own school/department may have additional requirements. We get students from many different departments (including AMFI, Aviation, Engineering, etc.). If you have any difficulties in enrolling in SIS, please send a message to [c.v.perotti@hva.nl](mailto:c.v.perotti@hva.nl).

*What is the total duration of this minor?*

The duration of the minor is a full semester (six months). The duration of our overseas trip is approximately one month.

*I am now in my second year. When do I need to enrol in the minor program?*

About six months before the start of the semester you can enrol in this minor during the regular AUAS (HvA) enrolment period (exact dates to be announced at [www.minoren.hva.nl](http://www.minoren.hva.nl)).

*Is it possible to pay the additional participation fee in instalments?*

Yes you can. You can submit your request to the accounts receivable department of the AUAS (HvA).

*Since I received information that I am enrolled in the minor program, I have not received any more materials. What's next?*

The program starts on Monday in the week prior to the start of the semester. You will receive full details at the kick off. Make sure you do not miss this!

*I have emailed my address and copy of passport, but is there anything else I need to do before the kick off in the first week of the semester?*

Apart from securing your assignment, no.

*Do I need to book a flight ticket?*

No, this is done by AUAS (Note: this is part of the extra participation fee).

*How / when do I need to pay the extra participation fee?*

You will receive an invoice from the AUAS (HvA) Accounts Receivable Department.

*I do not understand clearly what "securing your assignment" means?*

If you already have a team mate to execute your assignment, you can as a team work out the details with your commissioning organization.

If you do not have a team mate, you need to secure a commissioning organization on your own.

In the first week of the semester we will form the teams and assess which of the two assignments is most suitable to execute in the minor program. You will have to make a choice and start working on the selected assignment immediately as of that week. It is strongly recommended not to rely on your other team mate's assignment. As this may cause immediate delay for both of you. When both of you have not secured an assignment you will need to find a suitable assignment in the first week.

*I'm studying CE (commerciële economie). Are there any admission requirements set by this faculty?*

No additional requirements apart from the standard requirements of your course/study.

*According to the information about this Minor, you need to have a English level of B2. I'm sure my English is good enough to follow this minor but do I need to prove it?*

No. It is only an indication of the level of English that is required to follow the course. If you do not meet this level, you will find it hard to follow the courses and/or execute the assignment on location.

*Can you give me an email address of an ex-student that followed this course, so I can ask some things about this minor?*

You can contact one of the alumni via the Facebook page or LinkedIn group.

*I read that you should come up with a Dutch company to do the assignment for in China. Since I do not have a partner yet, should I contact a company already by myself before the start of the Minor?*

Yes. This increases your chances to be selected.

## TESTIMONIALS

### ...Feedback students evaluation 2010/2011

*September 2010*

This minor definitely occupies a lot of your free time. We usually had a 12-hour working day because we had to fit in school (10-14), business (15-19) and leisure time.

The idea about this minor is perfect. The assignment is a great experience!

*Chinese lessons in the designated destination:*

I am very happy with the courses that we had during our stay in the designated destination.

I really liked Ms. Julia Wang's Chinese classes, fun and interactive.

Lectures were very interesting and well prepared. Teacher did their best to 'pull' the students in their story.

Very good.

Julia Wang is the best.

Saw and did a lot this month but what I found out to be really nice was the fact that there was a cultural trip planned every Wednesday. Hangzhou to me was the most beautiful and nice one.

The west lake as cultural visit and Cees Baaij as most interesting guest lecturer.

I really enjoyed the town visits to get some knowledge of the Chinese culture. I also enjoyed talking to several guest lectures.'

Marko & Nikola, because the marketing aspects is really important in the designated destination.

Donghua did their absolute best to make it an interesting experience for us.

***My opinion about this minor in one sentence:***

- It was definitely a live experience and I would recommend everybody to choose this minor.
- I like it very much.
- Great to finally do things in practice.
- The time in the China is about 95% of what I learned, liked and improved myself of this minor.
- A lot of fun.
- A great experience. A great opportunity to prove you're able to work on real projects
- Practice is the best way to learn.
- Life experience
- Great!
- A great experience and a great time.
- A great experience that I will never forget.
- What a great opportunity to combine leisure with studying by going abroad with this minor. It has been an amazing experience.
- Great of self-development.

### ...Feedback students evaluation

***My opinion about this minor in one sentence...***





September 2009

- *Very nice minor/program.*
- *Keep up the good work!*
- *Interesting and learn full experience that I didn't want to miss!*
- *Once in a lifetime experience!*
- *A wonderful experience!*
- *An unforgettable experience which developed me professionally and personally.*
- *Impressive!*
- *I think this is the most interesting minor!*
- *Really great and I think more useful than a lot of other minors.*

February 2010

- *Great experience.*
- *Can I do it again?*
- *Great minor and gave me a wonderful experience! Keep on going!*
- *Definitely an experience I would recommend to others.*
- *Great!*
- *Best minor there is!*
- *Good experience.*
- *Riching your knowledge and developing yourself in the future's leading economy and more important culture.*
- *Good minor.*
- *It was really nice and interesting.*
- *Great experience.*
- *A once in a life time experience.*
- *It is a nice experience of study.*
- *Intensive but much fun and too short.*
- *The time of my life!*

September 2012

- *It's the best minor you can choose!*
- *Really interesting and helpful for our future and incredibly awesome!*
- *Once in a lifetime experience!*
- *very useful learning experience!*
- *Great experience.*
- *Overall the program is very useful to get to know the China + deal with cultural differences. Thank you very much for everything. It was a time to never forget!!*
- *A great experience!*
- *Fun and interesting to go out by yourself in china and have proper business meetings. It's a good preparation for the future.*
- *Great minor, it's a great experience and you will definitely develop yourself a lot.*
- *it was a nice experience and I learned a lot, I would choose the same minor again knowing what I know now!*
- *it is hard work, a lot of fun and an experience I will never forget!*
- *very nice and learn full experience! If you doubt going, just go!*
- *The gap between theory and practice is too big.*
- *A both learn full and a very nice minor you just have to choose!*



September 2014

**My opinion about this minor in one sentence:**

- *Experience.*
- *Living in the China was really a nice experience once in a lifetime experience.*
- *Overall, the one month in the China was a great experience. Thank you for that!*
- *It was an adventure.*
- *A good outstanding visit to the China.*
- *I really enjoyed the minor and think it's a useful experience.*
- *Great and challenging minor.*
- *The minor was great, although the classes in the China were not such high level.*
- *Absolutely amazing experience, better than expected. And I learned a lot in a plenty way.*
- *Amazing.*
- *Great experience. And it gives me a good insight in doing business in the China.*
- *Outstanding, fantastic experience.*
- *This minor gave me a lot of knowledge and a experience that was totally new for me.*
- *Best experience ever!*
- *Excellent experience and you know the China in reality.*
- *A life long remembering experience. A time where I have learned a lot and grow personally in both business and in personal points.*
- *Nice program once in a life time experience.*
- *A nice experience.*
- *Best experience ever!*
- *It was a very learningful minor which is very different from others because we had to do things (meetings) in practical.*
- *Best experience.*
- *Very good life experience.*
- *Nice experience.*

**(DUTCH)**

"Ik ben blij dat ik voor deze minor gekozen heb, ik moet er niet aan denken dat je een half jaar lang (zoals bij veel andere minoren) elke dag naar school moet, lessen moet volgen, boeken moeten lezen, etc.

In plaats daarvan hebben wij een ongelofelijke leuke tijd gehad in the designated destination! De maand naar the designated destination maakte dit halve jaar het leukste half jaar van mijn gehele studie. Als ik het over kon doen zou ik zonder twijfel weer deze minor kiezen."

*Maarten Ramadan (Technische Bedrijfskunde, Sep 2008)*

Building partnerships in the designated destination: Een spannende en uitdagende trip naar het land van de reizende zon. Proeven van een nieuwe cultuur en eeuwenoude geschiedenis.

*Frank Hoefman (HES/FSM Sep 2008)*

**Commissioning Organizations**

We are very pleased with the result of the survey of Mark, Jeroen and Shan. It was above our expectations!

*Taco Ubbink–Hans Ubbink Fashion (Group3, February 2009)*