

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 or contact the responsible minor coordinator: [Mr. Claudio Perotti](mailto:c.v.perotti@hva.nl), e-mail: c.v.perotti@hva.nl

Minor Building Partnerships in China			
Catalogue Number	Course name	30 ECTS	Examination
6100ASM_10	Assignment + China Programme	20 ects	Project, written report, Debrief Video Synopsis
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 (2 max) 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 programme 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 abroad.
- Outstanding, fantastic experience.
- This minor gave me a lot of knowledge and an experience that was totally new for me.
- Best experience ever!
- ...

A video impression of the minor can be found [here](#)
Student testimonials [here](#)

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.

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 programme 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. Gamers ed., Reinner, 4th 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 programme)

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

<https://www.minorbuildingpartnerships.com/the-programme-modules-china>

<https://www.minorbuildingpartnerships.com/faq>

<https://www.minorbuildingpartnerships.com/testimonials>

<https://www.minorbuildingpartnerships.com/application-form>

Study Programme Department

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