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Global Entrepreneurship
National borders no longer confine the growth aspirations of entrepreneurial ventures. Even the smallest of companies can have operations and partnerships that are global in reach. For many companies, the international markets are not only the gateway to an almost unlimited customer base, but they also offer the opportunity to maximize efficiencies and minimize expenses.

The Polsky Center for Entrepreneurship at the University of Chicago Graduate School of Business understands that to educate and strengthen GSB entrepreneurial students and alumni, it must provide theoretical and experiential learning on how to operate in the global arena. The Polsky Center recently launched an initiative to develop educational programs in Asia that will target alumni, students, and the local Asian communities in which the programs are offered. The Polsky Global Initiative seeks to build understanding, communication, and partnerships across the globe.

Why an Entrepreneurial Immersion Trip?
Navigating a new country can be overwhelming as one tries to maneuver cultural norms, business regulations and processes, financial practices, language issues, and transportation in general. Given these obstacles, the ultimate goal of networking with local business people to build partnerships can seem daunting. The purpose of the Entrepreneurial Immersion trip is to help the novice overcome some of these obstacles and to facilitate meaningful business networking.

The key objectives and highlights of Entrepreneurial Immersion: China 2007 are:

- Familiarize trip participants with key cities in China, including Xi’an, Beijing, Shanghai, Hong Kong, and Macau.
- Provide instruction on cultural traditions that impact social and business interactions.
- Introduce participants to Chinese government officials, US trade directors, and US/Chinese business associations that can facilitate establishing business operations in China.
- Learn from US companies already operating in China the practical aspects and challenges of doing business in China.
- Tour Chinese entrepreneurial companies to learn some of the merits and challenges in working with local partners in China.
- Visit a major research park in China and understand the various incubation strategies that are offered by the local economic development organizations to entrepreneurs.
- Network with Chinese entrepreneurs, investors, and officials in Shanghai at an event that will feature one of most notable entrepreneurs in China.
- Understand the supply and demand imbalances in China’s HR sector.
- Nurture new friendships and develop business relationships with traveling and locally-based GSB alumni.
Events (Draft Itinerary, subject to change)

Entrepreneurial Immersion: China 2007
Beijing
August 26 to August 28, 2007

Sunday, August 26
Arrive in Beijing
Welcome Dinner at Yijinyuan Restaurant.
Keynote Speaker: Dr. Tan Zhi, President of Focus Media (Nasdaq: FMCN) and Chairman and CEO of Framedia (sold to FMCN)

Monday, August 27
Setting the Stage
Learn about the historical context of the current Chinese economy and the culture of doing business in China. Meet with senior officials in key ministries on the importance of continued investments into China. Learn what China considers to be critical investments in industries they believe are strategic to their success.

Entrepreneurial Opportunities in China’s 2nd and 3rd Tier Cities
Luncheon Keynote: Alan Beebe, IBM Global Business Services

China’s Legal and Regulatory Background

Get Acquainted Dinner
Enjoy dinner with local Chicago GSB alumni as well as alumni from a separate University of Chicago cultural trip.
Tuesday, August 28

**Manufacturing in China**
Hear about opportunities and challenges of developing partnerships and joint ventures for manufacturing in China. The panel will provide insights on different types of manufacturing and partnership structures.

**Renewable Energy in China**
Luncheon Session Panel: A government official and representative from a power company will discuss new initiatives to use alternative energy sources to better the environment.

**World’s Largest Corporate and Incubator Park**
Tour zPark and meet three entrepreneurs who have grown their software businesses in zPark.

Late afternoon: Board flight to Shanghai

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**Shanghai**
August 29 to Sept. 2, 2007

**Wednesday, August 29**

**Venture Investing in China**
Panel discussion will include principals of several American venture capital firms that are investing in China.

**Knowledge and Innovation Community (KIC)**
KIC is a unique space with advanced facilities where high-tech entrepreneurs, educators, researchers, and venture capitalists can meet, network, and prosper. This 840,000-square-meter center is developed by Shui On Land Ltd and will be completed by 2010. You will tour the research facilities and meet with KIC officials on how to develop partnerships.

**Signature Event**
Building Bridges: China and the World
Keynote Speaker: Vincent Lo of Shui on Group. Please see details on Signature Event page.
Entrepreneurial Immersion: China 2007 (continued)

Thursday, August 30

**Selling into the Chinese Market**

Part 1 - “The Challenges and Opportunities of Software Start-ups in China” Eric Rongley of Bleum, a global leader in software outsourcing, will discuss the issues arising from competitors in China as well as the growth prospects in the Chinese marketplace.

Part 2 – “Selling to the “Emerging Affluent” Chinese Consumer”:
Tom Doctoroff, ’89, CEO, JWT Greater China, will discuss how history and culture affects marketing strategies for the Chinese consumer market.

**Entrepreneurial Growth Opportunities**

Visit to WuXi Pharmatech founded by Ge Li. In 2000, Li returned from the United States to build, from scratch, China’s largest drug discovery R&D services business to approximately $100 million in fewer than seven years. Li will describe the challenges he faced in scaling operations and building his team.

Friday, August 31

**China’s Financial Markets**

Visit Shanghai Futures Exchange (SFE), and learn about the changing regulatory environment as it relates to equity, forex, commodities, and the derivative market in addition to the financial imperative process of making investments on the SFE.

**Management Challenges**

SBA Stone Forest, the RSM McGladrey affiliate in Shanghai, will provide an update on corporate income tax reform, labor regulations and business developments, and opportunities and challenges for foreign business operations in China.

**Dinner with members of the Shanghai GSB Alumni Club**

Saturday, September 1

Visit the Shanghai Museum and Yuyuan Garden, followed by an afternoon of shopping.

Sunday, September 2

Early flight to Hong Kong
Entrepreneurial Immersion: China 2007 (continued)

Hong Kong
September 2 to 4, 2007

Sunday, September 2  Sightseeing in Hong Kong

Dinner Cruise
Enjoy views of Hong Kong Harbor with GSB Hong Kong alumni.

Monday, September 3  Hong Kong Entrepreneurial Opportunities
Get an overview of the Hong Kong economy and see how it differs from the rest of China and Asia. Panel discussion with entrepreneurs from the media/entertainment, insurance, and other professional service industries.

Where Financial Services Meet Entrepreneurship
Luncheon Speaker: Jacque Kemp, CEO, ING Asia/Pacific Ltd

Entrepreneurial Exits in China
Visit the Hong Kong Exchange and learn from a number of industry practitioners on the China IPO effect and the larger private equity opportunities that exist in China.

Dinner with Hong Kong GSB Alumni
Dinner at Dan Ryan’s Chicago Restaurant. Owner will talk briefly about developing and growing a restaurant concept in Asia.

Tuesday, September 4  End of the formal trip
See Optional Trips page for extending your stay in China
Flight home
Optional Trips
In addition to the main itinerary (including the Signature Event), you may add up to three optional packages to your trip that will allow you to delve more deeply into entrepreneurial and cultural China.

**Optional Trip Addition A**
**Xi’an**
**August 22 to 24, 2007**
The objective of Optional trips A (Xi’an) and B (Beijing Sightseeing) is to better understand China’s culture—including people, arts, architecture, and food, before examining the entrepreneurial forces at work in China on the official Entrepreneurial Immersion trip beginning August 26. (Book through the Polsky Center)

**Wednesday, August 22**
Arrive this evening to the Shangri-La Hotel
Enjoy dinner banquet hotpot-style.

**Thursday, August 23**
Enjoy a buffet breakfast, then travel to Li’an to visit the terracotta army.
Enjoy a Szechwan-style lunch, then visit the Da Yan Temple (Big Wild Goose Pagoda) and clock tower. Have dinner with local color, including mutton pao muo, then tour Hui People’s Street, representing the ethnic minority in China.

**Friday, August 24**
Visit the old town Xi’an City Wall, the best preserved, oldest, and largest ancient city defense system in China. Try a Pei Ling delicacy for lunch, then take a shuttle to the Xi’an airport and head for Beijing, where you may include Option B: Beijing Sightseeing as part of your itinerary or wait to begin the official Entrepreneurial Immersion trip on August 26.

**Optional Trip Addition B**
**Beijing Sightseeing**
**August 25 to 26, 2007**

**Saturday, August 25**
Visit the Great Wall of China and Temple of Heaven

**Sunday, August 26**
Visit the Forbidden City and the Summer Palace

**Optional Trip Addition C**
**Macau**
**September 4 to 6, 2007**
The visit to Macau will highlight the entrepreneurial forces at work that have transformed Macau from a seedy gambling island town to the world’s largest gambling destination that has attracted $1 billion plus investments from seasoned Las Vegas entrepreneurs and companies.

**Tuesday, September 4**
Early ferry to Macau
Morning program: *Investments in Macau*
A leading game and casino operator will discuss the financial imperative for the mega-investments occurring in Macau.

Afternoon program: *Entrepreneurship in the Convention and Services Sector*
Learn the history and evolution of gaming in Macau. Hear about the current legal, regulatory, licensing, and investment issues related to entrepreneurial startups in the services and convention sectors from industry experts in commercial gaming and senior government officers from the licensing commission and investment bureaus.

Evening Program: *Networking Dinner*
Enjoy meeting with GSB alumni and community entrepreneurs.

**Wednesday, September 5**
Spend the day visiting various Portuguese-era sights, including a world heritage relic.
Signature Event
The Signature Event of Entrepreneurial Immersion: China 2007, Building Bridges: China and the World, begins in mid-afternoon and continues through the evening of August 29.

Building Bridges: China and the World
Wednesday, August 29
Knowledge and Innovation Community (KIC)
KIC is a unique space with advanced facilities where high-tech entrepreneurs, educators, researchers, and venture capitalists can meet, network, and prosper. This 840,000-square-meter center is developed by Shui On Land Ltd and will be completed by 2010. You will tour the research facilities and meet with KIC officials on how to develop partnerships.

Evening Keynote Speaker: Vincent Lo, Chairman of Shui On Group
Vincent Lo is recognized as one of the leading entrepreneurs in China. Lo started his entrepreneurial career with the sum of HK$100,000 (US$16,700) borrowed from his father. In 1984 Lo began investing in Shanghai and built a hotel in partnership with the Shanghaiese Communist Youth League. His company is now one of the main developers in China. One of the premier projects is a $170m prime entertainment development encompassing a 20,000 square meter complex of restaurants, bars, and shops in Shanghai. In 1995, Lo bought his first cement plant in Chongqing, which has enabled the Shui On Group to become one of China's top three cement companies.

Special Audience with Mr. Lo for sponsors of the event
Lo will have an exclusive private cocktail reception for our VIP’s and sponsors at his exclusive XTD clubhouse.

China Entrepreneurial Immersion Trip Leader
Dinesh Ahluwalia
International Strategic Advisor
Polsky Center for Entrepreneurship
A seasoned entrepreneur, Dinesh is founder and managing director of Morning Harbour Investment Advisors Limited, a Hong Kong-based services firm focused on corporate finance and investment banking functions for its clients in the China and India markets. He is a charter and active member of The Indus Entrepreneurs (TiE), the world’s largest entrepreneurship-based organization.

Previous experience includes time spent at the University of Illinois at Urbana-Champaign—a three-year tenure as director of Illini Entrepreneurship Center Network on behalf of the Department of Economic Opportunity, State of Illinois, and a four-year tenure as associate director and head of the Center for Entrepreneurial Development.

From 1995-2001, Dinesh built the world’s largest Indian online publishing and community portal from New York, the place where he began his career as an options trader in 1987.

Dinesh earned an MBA from the Stern School of Business, New York University, along with additional professional certifications from the Securities industry. He earned his Bachelors of Commerce in Economics from the University of Bombay, India.
Registration

Register for Entrepreneurial Immersion: China 2007
The Polsky Center for Entrepreneurship has partnered with tour operator, China Advocates, to handle the registration process. Please fill out the Registration Form on the following pages to secure your place for the trip.

Trip Cost
The cost of your trip will depend on what, if any, options you add to it. The prices below include hotel accommodations, most meals, and all ground and air transportation within the package dates, but any travel to and from the trip’s start and end points are your responsibility.

A $600 deposit is due upon registration.

Entrepreneurial Immersion: China 2007, August 26-September 4, 2007
$4,750

Optional Trip A: Xi’an, August 22-24, 2007
$600

Optional Trip B: Sightseeing around Beijing, August 25-26
$820

Optional Trip C: Macau, September 4-6, 2007
$960

For Registration Information contact:

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Current Sponsors

Title

**RSM McGladrey** is focused on becoming the recognized global leader in enhancing the business performance of mid-market companies. They are the accounting, tax, and business consulting professionals who enhance business performance through insight and expertise based on their unique understanding of the needs and aspirations of companies on the move.

**Silver**

**ING Group** is a global financial services company of Dutch origin with 150 years of experience, providing a wide array of banking, insurance, and asset management services in over 50 countries. Their 120,000 employees work daily to satisfy a broad customer base: individuals, families, small businesses, large corporations, institutions, and governments. ING is one of the 20 largest financial institutions worldwide.

**TransAsia Lawyers** is one of the leading law firms licensed in the People’s Republic of China and was established by attorneys who have been advising clients on direct investments in China since the early 1980s. With a legal team of approximately 60 professionals, they have extensive knowledge of Chinese law and commercial practice and are able to efficiently provide clients with quality and practical advice on complex business transactions in China.

**Bronze**

**The Hina Group** is an investment banking and private equity firm focusing on cross-border opportunities between China and the global community. Hina was launched in April 2003 with offices in Silicon Valley, U.S.; Shanghai and Beijing, China; and Singapore.

**Qiming Ventures** is a US$200 million venture fund dedicated to partnering with great entrepreneurs in China to build great companies.