



unimc
UNIVERSITÀ DI MACERATA

l'umanesimo che innova

DEPARTMENT OF
**POLITICAL SCIENCE,
COMMUNICATION AND
INTERNATIONAL RELATIONS**



Programme

Info

8 Cfu | 40 hours

<https://bit.ly/2YUEPmC>
didattica.spocri@unimc.it

Segreteria studenti

Via Don Minzoni, 2
62100 Macerata

Week	Date	HRS	Topic
1	May 2	9.00 - 10.00	Macro China
1	May 2	10.00 - 12.00	Entry modes to China
1	May 2	14.00 - 16.00	The Investment Catalogue
1	May 3	9.00 - 12.00	Made in China 2025
1	May 3	14.00 - 16.00	Consumers Market in China
2	May 27	9.00 - 12.00	Conducting a negotiation in China
2	May 27	14.00 - 17.00	Looking for a partner and developing alliances in China: Going it alone in China
2	May 28	9.00 - 12.00 14.00 - 17.00	OBOR and the impact on the world economy
2	May 29	9.00 - 12.00 14.00 - 17.00	Going it alone? Going with a partner? Doing diligencing the partners.
2	May 30	9.00 - 12.00 14.00 -17.00	HR management and cross cultural issues
2	May 31	9.00 - 12.00 14.00 - 17.00	Exit barriers and way out



Course of Excellence

DOING BUSINESS IN CHINA

CRISTIANA BARBATELLI **A.A. 2018 / 2019**

May the 2nd
May the 31st 2019