

**HONG KONG IGDS 2009**  
**The Hong Kong Polytechnic University**  
**Timetable for the Module**  
**"International Joint Venture Management"**

Weekend Mode

Date/Time	8:30am - 10:00am	10:15am - 11:45am	1:00pm - 2:30pm	2:45pm - 4:15pm	4:30pm - 6:00pm	6:15pm - 7:45pm	
Saturday 8 August Venue: Room R601	Module Introduction  S Raynor	Collaboration Strategy  S Raynor	JV Concepts & Types 1  S Raynor	JV Concepts & Types 2  S Raynor	JV Management (1) *  S Raynor	JV Management (2) *  S Raynor	
Sunday 9 August Venue: Room R601	Contractual Aspects  S Raynor	New Business Opportunity in China  Dr. Peter Wong	Joint Venture vs Acquisition  Dr. Peter Wong	Practical Aspects of Joint Venture in China (1)  Dr. Peter Wong	Practical Aspects of Joint Venture in China (2)  Dr. Peter Wong	Relationship Management  Dr. Peter Wong	
Date/Time						6:30pm - 8:00pm	8:15pm - 9:45pm
Friday 14 August Venue: Room R601						<i>Case Study</i> Canada (1)  Mr. C. Shiu	<i>Case Study</i> Canada (2)  Mr. C. Shiu
Date/Time	8:30am - 10:00am	10:15am - 11:45am	1:00pm - 2:30pm	2:45pm - 4:15pm	4:30pm - 6:00pm	6:15pm - 7:45pm	
Saturday 15 August Venue: Room R408	<i>Case Study</i> Europe & Asia *  S Raynor	Joint Venture Exercise - Briefing session *  S Raynor	Financial Aspect of JV (1)  Mr. William Fok	Financial Aspect of JV (2)  Mr. William Fok	JV Exercise - Strategy Development *  S Raynor	Joint Venture Exercise - Tactical planning *  S Raynor	
Sunday 16 August Venue: Room R408	JV Exercise - "Internal" Presentations *  S Raynor/KH Lau	Joint Venture Exercise - Financial planning *  S Raynor/KH Lau	JV Exercise - Negotiation & Partner Selection *  S Raynor/KH Lau	JV Exercise - Negotiation & Partner Selection *  S Raynor/KH Lau	Exercise presentations & Analysis *  S Raynor/KH Lau	Module Review *  S Raynor/KH Lau	

(Version 2)

Key to Speakers : Mr. Steve Raynor, UK Module Tutor, The University of Warwick  
Dr. K.H. Lau, HK Module Coordinator, PolyU  
Dr. Peter Wong, Visiting Lecturer  
Mr. C. Shiu, Guest Speaker  
Mr. William Fok, Visiting Lecturer

**\* Syndicate Rooms:**

8 August 2009 (4:30pm - 7:45pm): R608, R609 & R610  
15 August 2009 (8:30am - 11:45am): R401, QR403 & QR402  
15 August 2009 (4:30pm - 7:45pm): R401, QR403 & QR402  
16 August 2009 (8:30am - 7:45pm): R401, QR403 & QR402