

# **Business Endeavor for Oversea Students, Professionals and Returnees**

## **Forum II: Returning to China - Opportunity, Challenge and Risk**

Chinese oversea professionals and entrepreneurs are faced with tough choices: staying or returning to China for business and career development? How to take advantage of China's fast growing economy and leverage one's full potential and expertise? Where are the opportunities? What are the challenges and risks? Are you prepared for the transitions? Where to go after returning, foreign owned enterprise or Chinese companies with global presence?

The American United Chamber of Commerce (AUCOC <http://www.aucoc.us>) will host a year-end forum (keynote presentation and panel discussion) on the opportunities and cost of returning back to China for business and career development and a Christmas dinner & dancing party at 12:45 pm -10:30 pm on Dec 16, 2007 (Sunday). The speakers invited include Wall Street human capital expert and renowned biography writer, **Dr. Jeannie Yi** ( ), President of Global Head Hunting and the author of several influential books including *The Haier Way* and *Wall Street Trilogy*, etc), and **Mr. Jinshu Zhou** ( ), VP of Citibank), who returned to China and then back to the U.S. after a successful finance project for IBM, which paved the way for IBM to get into Chinese banking industry. Several other experts in various fields will also be invited to join as special guests in the panel discussion, including **Mr. Wang Baichuan** (CEO of Shanghai Magic Superabsorbent Polymer Co. who returning China). We will also invite **Mrs. Zhou Li** ( ), the author of the *Manhattan's Chinese Woman*, **Dr. Zhou Xiaolin** (Managing partner of Junhe Law Office of New York) and Chinese consulate officials as the honored guests. **Prof. Zhaobo Wang** (FDU University) will be the moderator for the forum.

After the forum, AUCOC will hold a dinner banquet followed by a year-end party at 7:00 pm. We cordially invite distinguished guests in various fields, AUCOC members, and business owners in the area to join the dinner banquet. This banquet aims to provide opportunities for networking and exchanging business information. The year-end entertainment includes Karaoke and dance party. Join us and register early to reserve seat!

**Time:** 12:45 pm to 10:30 pm on December 16, 2007 (Sunday)

**Location:** Ramada Inn, 60 Cottontail Lane, Somerset, NJ 08873

**Forum registration:** \$15 (free for students) and \$20 for on-site registration

**Dinner party registration (including forum, dinner and dance party):**

The registration fee is \$45. The registration deadline for the dinner party is **Dec. 8, 2007**. Please send your check beforehand (payable to **AUCOC**) to Dr. Shawn Shen at 129 Magee Court, East Brunswick, NJ 08816. Please write your phone number or email address on the check for confirmation purpose. If you

are planning to join the Karoke, please attach a note with your preferred songs for preparation. No on-site registration for dinner party is accepted.

**Dance ticket only:** \$10

Please register online at

[http://www.aucoc.us/aucoc/scripts/seminar\\_reg.asp?EventId=24](http://www.aucoc.us/aucoc/scripts/seminar_reg.asp?EventId=24)

Formal business or party attire is required for the dinner and dance party. Please bring sufficient business cards for networking.

For further information, feel free to contact Dr. Shawn Shen (908-307-9354), James Gao (908-938-2025), Howard Wang (973-953-8898) or email [contact@aucoc.us](mailto:contact@aucoc.us)

The AUCOC website is <http://www.aucoc.us> You are welcomed to sign up for a free discussion forum at <http://groups.yahoo.com/group/aucoc>

**This event is also co-sponsored by the following associations:**

Tsinghua Alumni Association (THAA)  
Peking University Alumni Association (PKUAA USA East Coast)  
North American Zhejiang Professional & Scholar Association  
University of Science and Technology Alumni Association (Greater New York)

Chinese Institute of Engineers (Greater New York Chapter)  
New Jersey Chinese Computer Professionals Society (NJCCPS)  
American Chinese Professionals Association

Columbia University Asia-Pacific Development Society  
Jilin University Oversea Alumni Association (JUOAA)  
Shandong University Alumni Association (New York Area)  
Wuhan University Alumni Association (North America)  
Tianjin University Alumni Association (North America)  
The Association of Chinese Students and Scholars of Princeton University  
Rutgers University Chinese Students and Scholars Association  
NJIT Chinese Students and Scholars Association  
Nanjing University Alumni Association (New York)

## Discussion Topics for Mr. Jishu Zhou

1. Why did I want to return to China? Attraction, Opportunity, Motivation
2. How did I get the opportunity?
3. What was my first reaction touching down in China?
4. What was the reaction I received from \_\_\_\_\_ to get my personal ID working in china as a foreigner What's their view?
5. What was the general reception of the Chinese co-workers: how did they react to me?
6. What did I do for a major Chinese bank on behalf of a major American IT firm? What was the Chinese firm looking for? What was my American firm looking for? How did I function between the two firms and two sets of requirements?
7. What were the hurdles? Lessons and contributions?
8. Why did I decide to return to America after 10 months and a job well done?
9. Why should my old firm, a major international bank still decide to take me back with more responsibilities and salary increase?
10. Loyalty vs. Personal gain

Conclusion: what should you do! ?

All other people's experiences can only serve as references. You must be true to yourself and look at the cost before you calculate the profit. And you also must ask yourself: where do you plan to return ---which firm do you plan to touch down with or create your own? And how long do you plan to return, 10 months, 5 years or forever? Do you have a plan B if Plan A doesn't work out the way you desire?

**Discussion Topics for \_\_\_\_\_** : Are you ready to return to China?

1. Are you ready for the change? Why and why not?
2. Are you ready to change jobs? Why and why not?
3. Haigui: you're not only changing jobs, you're changing countries, working environment, co-workers, and corporate cultures. Are you ready for this drastic change?
4. What are the upsides for the change? Family? Salary? Opportunities?
5. Which organization are you going to work for? Chinese firm or foreign firm? Why did they hire you? What do they want from you? What do you have to offer, others don't?
6. How to find that organization where you can fly How to networking? How to marketing yourself out
7. How to negotiate the package? Relocation: local package or expatriate package?
8. Do you have the necessary commitment? 1 year? 5 years? At all cost?
9. Time to pack: I'm leaving...with your family or not?
10. Case studies:
  - security vs. opportunity
  - I'll never haigui! Why should I give up America and my job here? Can I ever return if I fail?
  - I'll haigui tomorrow! The pay is good and I'll retire in 3 years!

Jeannie

1985

1992

就职于舒立文人力资源公司，为华尔街大银行搜寻和输送高

端人才。

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1995 年被提升为公司副总裁。

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《海尔之路》（英文版）荣获 2004 年美国商务部推荐读物。所著《红楼梦：爱的预言》（北大出版社出版；裔锦声博士的博士毕业论文）被收进北大文学论丛；《红睡衣：海那边寻梦的中国女人》和《中国，我心脏跳动的地方》

2002 创立华尔街重心集团，出任总裁。

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## Jishu Zhou

Mr. Jishu Zhou is the vice president of Citigroup, risk management, global transaction group. From 10/06 to 08/07, he served as the chief managing consultant for IBM China to create the first risk management system for one of the top 5 banks in China. He paved the way for IBM to get into Chinese banking industry.

Mr. Zhou has 7+ years experience in managing complex and high profile projects (1998-2006, Citigroup) as CIB risk technology chief architect and CIB credit systems project manager. He has upgraded CIB credit trading systems in Korean, London, Mexico and was the committee member of Advanced BASELII. Mr. Zhou has 15+ years of experience in software development and 9+ experiences in credit risk management and has in depth, hands-on experience in all aspects of IT in financial industry, including products pricing, business alignment, capability planning, platform selection and vendor management.

Mr. Zhou obtained his M.S. degree from Washington University and B.E. from Shanghai Jiaotong University. He was once a Ph.D. research fellowship recipient from MIT.

## **Dr. Xiaolin Zhou**

Mr. Zhou is a partner of Jun He Law Offices and currently practices in our New York office. He specializes in corporate and securities law, foreign investment in China and project finance.

Mr. Zhou has 20 years' experiences in government work and private practice. As the managing partner of the firm's New York Office, Mr. Zhou specializes in international business transactions and focuses on advising clients in doing business in China. His clients include many Fortune 500 industrial and business corporations, banks, insurance companies, foreign law firms and international organizations. Mr. Zhou also regularly advises Chinese entities and individuals on doing business in the U.S.

Prior to entering private practices, Mr. Zhou served for six years as the Head of International Law Division, Department of Treaty & Law, Ministry of Foreign Affairs of China. He also served as consultant to the Chinese Delegation to the UN General Assembly and Chinese delegate to the UN Legal Committee, Outer-space Legal Subcommittee and UN Charter Committee. Mr. Zhou participated in numerous international negotiations and conferences and had experiences in handling major judicial and arbitration cases involving Chinese government agencies and enterprises in foreign courts and arbitral tribunals.

Mr. Zhou received S.J.D. and LL.M. from Harvard University and LL.M. from the Institute of Law, Chinese Academy of Social Sciences in Beijing. He is a Member of the State Bar of New York and a Member of All-China Bar Association.

## **王朝勃**

1982年毕业于东北大学管理工程系，留校任教。1987年赴美国留学，获得卢特格斯大学博士学位。现任美国新泽西州凡尔利迪更森大学教授。曾在美国发起成立了东北大学旅美校友会并曾担任会长，曾联系成立了东北大学海外校友总会。除在大学任教外，他还是前全美中文学校协会校董、华夏学校名誉总校长和现任全美中文学校协会理事

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IBM

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Shanghai Magic Superabsorbent Polymer

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