

# Center for China Finance and Business Research, CSUN

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## China Business Workshop

Doing Business in China:  
Business Strategies for US Middle Market Companies

*May 10, 2003*

*1:30 pm to 5:30 pm*

Noski Auditorium (BE 101)  
College of Business and Economics  
California State University, Northridge (CSUN)

Sponsored by  
PricewaterhouseCoopers, LLP  
Corporate Strategists  
China Institute

### Program

1:30 – 2:00 p.m.	Registration and Networking	
2:00 – 2:10 pm	Welcome	Dr. Michael Fronmueller Dean, College of Business and Economics, CSUN
2:10 – 2:20 p.m.	The Way to a Modern Economy: China's Challenges	Dr. Chao Chen Director and Professor of Finance Center for China Finance and Business Research, CSUN
2:20 – 2:50 p.m.	China Business Opportunities to US Middle Market Companies <ul style="list-style-type: none"><li><input type="checkbox"/> Production Outsourcing;</li><li><input type="checkbox"/> JV or China Manufacturing Operation;</li><li><input type="checkbox"/> Expending to China Domestic Market;</li><li><input type="checkbox"/> China Service Industries;</li><li><input type="checkbox"/> Acquiring or JV with State Owned Enterprises.</li></ul>	Alex Pan, Ph.D, CPA. International Tax Partner, PricewaterhouseCoopers, LLP
2:50 – 3:20 p.m.	Foreign Investment Regulations and Chinese Government Incentives <ul style="list-style-type: none"><li><input type="checkbox"/> Tax Holiday and Incentives;</li><li><input type="checkbox"/> Industry Zone Incentives;</li><li><input type="checkbox"/> Custom Duty Incentives.</li></ul>	Andrew Pan Chinese Government Trade Representative

3:20 – 3:35 p.m.	<i>Coffee Break</i>	
3:35 – 4:15 p.m.	<p>Myth and Reality in Doing Business in China after WTO Accession</p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Legal System;</li> <li><input type="checkbox"/> Open System;</li> <li><input type="checkbox"/> Joint Venture;</li> <li><input type="checkbox"/> Single Market; and</li> <li><input type="checkbox"/> Human Resources.</li> </ul>	<p>Cedric Chou, J.D. Principal Corporate Strategists Attorney-at-law; NewCap Partners, Inc. Investment Banker Previously Adjunct Professor at Peking University MBA program</p>
4:15 – 4:45 p.m.	<p>US and China Investment Structuring and Tax Planning</p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Investment Structuring Alternatives;</li> <li><input type="checkbox"/> China Taxation on Foreign Investment;</li> <li><input type="checkbox"/> US Taxation on Foreign Operation;</li> <li><input type="checkbox"/> CFC and Foreign Based Company Issues;</li> <li><input type="checkbox"/> Utilization of Foreign Tax Credit Benefits.</li> </ul>	<p>Debbie Chan, CPA International Tax Manager, PricewaterhouseCoopers, LLP</p>
4:45 – 5:00 p.m.	<p>China Business Strategy Formation and Implementation.</p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Identifying Business Opportunities;</li> <li><input type="checkbox"/> Formulating Business Model Alternatives;</li> <li><input type="checkbox"/> Selecting the Optimal Strategy;</li> <li><input type="checkbox"/> Identifying the HR and other Internal Resources;</li> <li><input type="checkbox"/> Execution and Project Management.</li> </ul>	<p>Alex Pan, CPA International Tax Partner, PricewaterhouseCoopers, LLP</p>
5:00 – 5:30 p.m.	Questions and Answers	All Speakers

The workshop is free and the space is limited therefore, please send confirmation of attendance no later than April 25, 2003 to [lela.l.mcdaniel@us.pwcglobal.com](mailto:lela.l.mcdaniel@us.pwcglobal.com)