

Carnegie  
Mellon  
University  
Qatar

**INDEPENDENT  
STUDY IN  
INTERNATIONAL  
MANAGEMENT**

**↗ CHINA ★**  
**70-508**

## COURSE OVERVIEW

This course provides an immersive introduction to Chinese culture and business practices. The centerpiece of the course is a trip to China from 2 March to 10 March. Students will be required to participate in all lectures and activities during the trip as well as some orientation activities prior to it, and write a paper related to the trip when they return. The activities in China will be organized through Peking University, including lectures at Peking University, visits to Chinese companies, meetings with Chinese business people and sightseeing (Forbidden City, Great Wall, etc.) in Beijing and Shanghai.

## LEARNING OBJECTIVES

- Introduce Chinese culture and business practices.
- Introduce core structures of the Chinese economic system.
- Provide a first-hand introduction to business opportunities presented by China's enormous economic growth.
- Provide a brief, immersive experience working and traveling in a foreign culture.
- Meet Chinese leaders and business people for in-person discussions.

## EXPECTATIONS

Each student is expected to behave as he or she would on the Education City campus. Be courteous with those you interact with in China as well as your peers. Please be professional and culturally sensitive at all times. How you act reflects Carnegie Mellon's integrity. We as the faculty don't expect there to be any issues on this matter.

Students are expected to comply with all instructions from the faculty leading the trip. Be on time for all scheduled meeting times and events. No exceptions or excuses.

## PRE-DEPARTURE

### REQUIRED INFORMATION SESSIONS

Students are required to attend one of two information sessions on **Monday, February 27**.

Noon to 1:00 Room 2147  
4:30 to 5:30 Room 1066 Admissions

Have a set of color photocopies of your passport picture page, your Chinese visa page, and Qatar visa page (if applicable).

### WHAT TO PACK

Pack for winter in China. Rain ☔ or snow ❄ could be possible.

Beijing → 🌡 -4°C 🌡 6°C Shanghai → 🌡 5°C 🌡 12°C

For our meetings with Peking University and company tours, dress sensibly. Formal business attire will not generally be necessary, but **one business suit** is required. For touring, much of which will be outdoors, have overcoats and sweaters, sneakers or comfortable walking shoes, hats and gloves.

Qatar Airways permits one carry-on bag not exceeding 7kg and one checked bag not exceeding 23kg. Liquids must be under 100ml and should be placed in ziplock bags. Don't bring anything that can't be taken through airport security. Don't bring anything of significant personal value. CMU is not responsible. You are expected to carry or roll your own luggage in the airport and when transferring hotels and cities.

### Pack smart.

Pack your phone charger along with plug adapters for any electronics. The plugs in China look like this: 😊. Electricity is usually 220v 50Hz, the same as in Qatar.

### VISAS & EXIT PERMITS

By now, all Chinese entry visas should have been acquired. For QF-sponsored international students, Qatar exit permits can be arranged with the help of Melissa Deschamps. Students under different sponsorship, like that of their parents, are responsible for arranging their own exit permits.

## LEAVING QATAR

### EVERYBODY MEET AT THE AIRPORT

Students are responsible for getting to the airport. Plan to meet at **11:00 pm on Thursday night** at the Costa Coffee before check-in/passport control. The faculty will meet you there and make sure all students pass through passport control without any issues. Inside the airport, students are responsible for getting themselves on the plane.

### FLIGHT INFORMATION

Early Friday Morning **Friday, March 2, 2012**  
Qatar Airways 898 Doha DOH ✈ Beijing PEK  
Departs **02:05 am**  
Arrives 14:40  
Duration: 7h 35m; Time Difference: +5h

## ARRIVING IN CHINA

### BANKING & CURRENCY

Have a debit and/or credit card with you and alert your bank ahead of time about your travel plans so no blocks or red flags happen while traveling. Be aware of your bank's foreign fees.

You're encouraged to withdraw cash at the airport in Beijing. Aside from the airport itself, don't expect to be able to convert Riyals to Chinese Renminbi (CN¥). The basic unit of renminbi is the yuán, which is divided into 10 jiao.

QR 100 = 172.91 CN¥      100 CN¥ = QR 57.83  
US\$100 = 629.87 CN¥      100 CN¥ = US\$15.88  
€100 = 832.64 CN¥      100 CN¥ = €12

You will need enough funds for five dinners, incidentals, and souvenirs. If you plan to be out in the evening away from the hotel, have cab fare.

**DRESS CODE**

❖ Business \* Casual

**BEIJING HOTEL**

Ariva Beijing West Hotel  
Zhongguancun S Street  
Haidian District  
Tel. +86 10 8266 9999

北京海润艾丽华酒店及服务公寓  
北京市海淀区海淀南路36号  
电话 +86 10 8266 9999

**SHANGHAI HOTEL**

Ocean Hotel  
1171 E Daming Road  
Tel. +86 21 6545 8888

上海远洋宾馆  
上海市虹口区东大名路1171号  
电话 +86 21 6545 8888

**DAY 1 → BEIJING****\* FRIDAY**

Arrival & Hotel Check-In	4:00ish	Ariva West Hotel
Orientation	Evening	Hotel
Welcome Dinner	Evening	Hotel

**DAY 2 → BEIJING****\* SATURDAY**

Leave Hotel	8:30 am	
Tony Liu: History and Impact	9:00 am	Peking U
Confucianism + Business	10:40 am	Peking U
Lunch	12:10 pm	Peking U
Touring	1:00 pm	Forbidden City
Pedicab Tour	2:00 pm	Hutong District
Dinner on your own	Evening	Houhai Area

**DAY 3 → BEIJING****❖ SUNDAY**

Leave Hotel	8:30 am	
Tai Chi Exercise	9:00 am	Peking U
Zhaofeng Xue: Economic Dev.	10:00 am	Peking U
Lunch	12:00 pm	Peking U
Lee Zhang: Econ Development	1:30 pm	Peking U
Family Visit	3:30 pm	

**DAY 4 → BEIJING****❖ MONDAY**

Leave Hotel	8:30 am	
Lin/Stone: Success Factors	9:00 am	Peking U
Company Visit	11:00 am	Qiyi Company
Lunch	12:30 pm	
Company Visit	1:30 pm	Mengniu Dairy
City hunt	Evening	
Dinner on your own	Evening	

**DAY 5 → BEIJING****❖ TUESDAY**

Leave Hotel	8:30 am	
Qian/Russels: Gov't Relations	9:00 am	Peking U
Min Wang: Energy Industry	10:30 am	Peking U
Lunch	12:00 pm	Peking U
Company Visit	1:00 pm	Yingli Solar
Shopping, Acrobatic Show	Evening	Silk Market
Dinner on your own	Evening	

**DAY 6 → BEIJING****\* WEDNESDAY**

Leave Hotel	9:00 am	
Touring	9:00 am	The Great Wall
<b>High-speed train G21</b>	<b>5:00 pm</b>	<b>To Shanghai</b>
Arrival	9:55 pm	Shanghai
Hotel Check-In	10:30ish	Ocean Hotel

**DAY 7 → SHANGHAI****\* THURSDAY**

Breakfast	8:30 am	Hotel
The Finance Industry in China	9:30 am	Hotel Mtg Room
Lunch	Noon	Hotel
City Tour	1:00 pm	Shanghai
River Cruise	Evening	Huangpu River
Dinner on your own	Evening	

**DAY 8 → SHANGHAI****❖ FRIDAY**

Leave Hotel	9:00 am	
Manufacturing Plant Tour	10:00 am	Sony Blu-ray
Lunch	12:00 pm	
Company Visit	2:00 pm	China Union Pay
Farewell dinner	Evening	
Airport arrival	10:05 pm	

Departure information next page →

## LEAVING CHINA

### FLIGHT INFORMATION

Early Saturday Morning **Saturday, March 10, 2012**

Qatar Airways 889 Shanghai PVG ✈ Doha DOH  
Departs **12:05 am**  
Arrives 05:45

Duration: 10h 40m; Time Difference: -5h

### THIS IS INTERESTING

中 in simplified Mandarin Chinese means “in the middle”  
国 means nation or country

中国 **China** = the “country in the middle of the world”

## OTHER PRACTICALITIES

### FACULTY NUMBERS

Tom Emerson +974 55 88 9166  
Bob Monroe +974 55 89 2153  
George White +974 55 89 3518  
Ray Tsai +974 66 82 4089  
Alex Cheek +974 66 00 5996


### REAL EMERGENCIES

Police 110 Fire 119 Medical 120

### GREETINGS

Hello → Ni hao (nee-HaOW) Goodbye → Zai jian (Dzai gee-en)  
Thank you → Xièxiè ni (Syeah-syeah nee)

### SAFETY

 Travellers are more often the victims of petty economic crime, such as theft, rather than serious crime. Foreigners are natural targets for pickpockets and thieves, but as long as you keep your wits about you and make it difficult for thieves to get at your belongings, you shouldn't have any problems. Don't leave anything [in hotels] that you can't do without (passport, travellers cheques, money, air tickets, etc). Con artists are widespread in China. Ostensibly friendly types invite you for tea, then order food and say they have no money, leaving you to foot the bill, while practising their English on you.

### INTERNET ACCESS

Free internet will be available at the hotels. Access to certain sites may be restricted, including Facebook, Twitter, and Gmail. For academic matters, consider using vpn.cmu.edu to port back to the Pittsburgh campus.

### TOILETS

Men 男 Women 女



### YOUR PASSPORT

Have your passport with you at all times. Keep it in a safe place and not in a back pocket or anywhere exposed. Have a second form of photo ID with you as well.


**All students must travel with a color copy of their passport's photo page, Chinese visa page, and Qatar visa page** (if applicable). Bring an additional set of color copies of these pages to the information sessions on Monday.

### YOUR MOBILE PHONE


**All students must travel with their mobile phones** and must keep them on at all times. Please provide your number to faculty organizers.

**Bring your charger.** The plugs in China look like this:  European style sockets  are sometimes available but it's by no means guaranteed.

### TIPPING

 In China almost no-one asks for tips. Tipping used to be refused in restaurants, but nowadays many midrange and top-end eateries include their own (often massive) service charge; cheap restaurants do not expect a tip. Taxi drivers throughout China do not ask for or expect tips.

### SHOPPING

 Since foreigners are often overcharged in China, bargaining is essential. You can bargain in shops, markets and hotels, but not everywhere. In large shops where prices are clearly marked, there is usually no latitude for bargaining. In small shops and street stalls, bargaining is expected, but there is one important rule to follow — be polite. Keep in mind that entrepreneurs are in business to make money — they aren't going to sell anything at a loss. Your goal should be to pay the Chinese price, as opposed to the foreigners' price — if you can do that, you've done well.