



**unimc**  
UNIVERSITÀ DI MACERATA

**l'umanesimo che innova**

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



# Programme

## Info

8 Cfu | 40 hours

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### 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 2<sup>nd</sup>**  
**May the 31<sup>st</sup> 2019**

