

Course Title	DOING BUSINESS IN CHINA	
Course Designation	BUSI 798 H	
Course Description	<p>This course explores doing business in the People's Republic of China. General themes of China's economic development will be examined, with emphasis on the opportunities and challenges faced by foreign investors. Special attention will be given to current developments concerning real estate, the Internet and the financial sector (particularly banking and securities). However, students are expected to complete a substantial research project which may, with the consent of the instructor, concern any aspect of doing business in China.</p>	
Required Readings	<ul style="list-style-type: none"> • One book of your choosing from the attached list (or an alternative with the prior approval of the professor). • Readings distributed by email or in class 	
Grading	Preparatory Materials Quiz	10%
	Class Blog Assignment	15%
	Book Review	20%
	Attendance & Active Participation	25%
	Final Paper	30%
	Total	100%
Assignment Explanations	<ul style="list-style-type: none"> • Our pre-departure work is designed to help you have a richer context for appreciating your experience abroad. To help you engage this material, the Preparatory Materials Quiz is designed to confirm that you have read any assigned material prior to departure and paid reasonable attention during the pre-departure lectures. • Each student must write and turn in by the beginning of Tuesday (the second day of class in Shanghai) a review of one of the books on the list below, “Book Review Options.” The review should summarize the structure and major themes of the book and offer some thoughtful reflections on its content. The review should be 3-5 typed, double-spaced pages in length using conventional margins and font sizes, but each review will be placed on the course blog for perusal by other class members. • The class will be divided into teams and each team will be responsible for producing at least one day’s content for the course blog covering a portion of our visit to Shanghai. • Students who actively participate in all portions of the class and avoid causing disruption will receive class participation credit. • Each student must no later than three weeks after our return from Asia produce a research paper of substantial quality and thoroughness on a topic related to business in or as affected by China. 	

<p>Schedule Notes</p>	<p>We will have two mandatory classes prior to departure, then spend the week of May 21-27 in the Shanghai area, visiting companies and hearing lectures by specialists in various areas. Our pre-departure meetings will be held in D.C. (not College Park) at the Reagan Building in C-1, which is located on the concourse level. The meetings are:</p> <ul style="list-style-type: none"> • Sunday 4/30 from 1:30-5:30 and • Sunday 5/7 from 10:30 to 5:30. <p>Our in-country visits and lectures are likely to include:</p> <ul style="list-style-type: none"> • Presentation by Stephen Green, an investment banker at Standard Chartered in Shanghai and one of the world's leading authorities on PRC stock markets and PRC economic matters generally; • Visit to Hangzhou manufacturing facilities and PRC internet company; • Discussions with executives in the financial services and investment banking sectors; • Visit to a major corporate law firm to hear about trans-national contracting, dispute resolution, intellectual property protection and unique features of negotiating and doing business in the PRC; • Presentations by a Shanghai-based US architect and property developer.
<p>Special Notes</p>	<ul style="list-style-type: none"> • Some time will be allocated for independent work and sightseeing, but participants should understand this is an intense academic course. You can be a tourist before and after the class, but attendance and participation in all activities is required. This is not an independent study in which you individually arrange your schedule. • Civil, courteous, safe behavior is especially important when traveling abroad. We will be guests and should act as such. Students must adhere to local laws in the places visited, and the relevant academic integrity policies will be enforced. Students are reminded to be cautious and not endanger themselves or others. • Students must comply with all the policies of the Smith School and the Univ. of Maryland College Park concerning Study Abroad. See their website http://www.inform.umd.edu/studyabroad/ • Students should consult the U.S. Dept. of State's Travel Warnings & Consular Information Sheets, available at http://travel.state.gov/travel_warnings.html and the Center for Disease Control's travel advisories available at http://www.cdc.gov/travel/ • While no major schedule or course structure changes are anticipated, international travel requires a degree of flexibility. Circumstances may change. If adjustments are required, any materials, policies & announcements distributed by email or as handouts or verbally announced by Professor Hutchens are hereby incorporated by reference, including any that modify what is otherwise provided herein.

**Book Review
Options**

- Stephen Green, *China's Stockmarket: A Guide to its Progress, Players and Prospects*
- Carl E. Walter, Fraser J. T. Howie, *Privatizing China: The Stock Markets and their Role in Corporate Reform*
- Randall Peerenboom, *China's Long March Toward Rule of Law*
- Yasheng Huang, *FDI in China: An Asian Perspective*
- Kenneth Lieberthal, *Governing China*
- Jung Chang, *Wild Swans: Three Daughters of China*
- Barry Naughton, *Growing Out of the Plan: Chinese Economic Reform, 1978-1993*
- Nicholas R. Lardy, *China's Unfinished Economic Revolution*
- Joe Studwell, *The China Dream: The Quest for the Last Great Untapped Market on Earth*
- Andrew J. Nathan, Bruce Gilley, *China's New Rulers: The Secret Files*
- Hill Gates, *China's Motor: A Thousand Years of Petty Capitalism*
- Tim Crissold, *Mr. China.*
- John Bryan Starr, *Understanding China: A Guide to China's Economy, History, and Political Culture*
- James McGregor, *One Billion Customers: Lessons from the Front Lines of Doing Business in China.*
- James Kyng, *China Shakes the World: A Titan's Breakneck Rise and Troubled Future - and the Challenge for America*
- An alternative of your choosing with prior approval of the book by Professor Hutchens.

Instructor Bio	<p>Prof. Hutchens is a lawyer who practiced in Beijing with a major US corporate law firm before joining the Smith School faculty. He teaches courses on business law, ethics and doing business in China. He has a J.D. and M.A. in East Asian Studies from Washington University in St. Louis.</p> <p>His research focus is comparative commercial law, particularly the impact of corporate and securities law on the development of stock markets, venture capital and technological innovation in China.</p> <p>He has published an article on shareholder litigation in China in <i>the Penn. Journal of International Economic Law</i> and has also written for <i>The China Business Review</i>, <i>China Law and Practice</i> and <i>Xin Caijing</i> (a leading Chinese financial magazine). CNN, Dow Jones, Fortune and the <i>South China Morning Post</i> have quoted him concerning developments in China. Professor Hutchens is fluent in Mandarin and first visited China in 1989 as a college student participating in a travel course.</p>	
E-mail	whutchens@rhsmith.umd.edu	
PRC mobile phone	86 139 1050 6836	
Web	http://walterhutchens.net/	
Land lines & Addresses	<p>Smith School of Business 3424 Van Munching Hall University of Maryland College Park, MD 20742-1815</p> <p>Telephone: (301) 405-4235</p>	<p>Smith School of Business--China Suite 317A Tower 2 Bright China Chang An Bldg. 7 Jianguomennei Ave. Beijing 100005 China</p> <p>Telephone: 86 10 6510 2600</p>