Community of Practice Panel
Common Language for Collaboration

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Agenda

• Self-introduction
• Cases about collaboration
• Developing the common language for collaboration
Self-introduction

• Academic background
  – Computer science
  – MBA

• Working experience
  – IT industry (software, SI, internet…)
  – Finance (investment, financing, financial services…)

Self-introduction

• CITIC Group (China International Trust & Investment Company)
  – Largest Conglomerate

• Job
  – Investment, financing, advisory
  – Different industries
    • IT/Healthcare/Banking
    • Real estate/Infrastructure/Manufacturing
    • Education
    • Government
Self-introduction

• NVC—co-founder
  – Founded in 2003, Zhongguancun international incubator, Zhongguancun Tech Park
  – Government support
    • Start-up funds
    • Free office
    • Tax exemption and deduction
  – Develop products and solutions for telecommunication industry
Self-introduction

• Boya--- co-founder
  – Software engineering training
    • Entry level, middle and senior
  – Real projects, practical
  – Contract for software outsourcing
Cases about collaboration

• Case 1
  – World top convenience chain stores
  – China JV
    • Partners from Japan
    • Partners from Taiwan
    • partner from mainland China
  – Very innovative model
  – Board director
Cases about collaboration

• Process
  – Discuss the deal structure
  – Negotiation
  – Legal
  – Paper work
  – Communicate with authorities/regulators
  – Change personnel
  – Government approval
Cases about collaboration

• Building and working in collaborative network
  – Cross-culture
  – Cross-industry
Cases about collaboration

• Common language
  – Different understanding and underlying mental models
  – Shared meaning
  – Richness of information
  – Agreed ways of working together
Cases about collaboration

• Case 2
  – One of the most Innovative projects in the industry
  – First investment by the international private equity in China
Cases about collaboration

• Issues
  – Language
  – Culture
  – interests
    • short term and long term
  – Communication and common language
Develop common language

Information
- Gather/provide information
- Ensure understanding
  - background
  - project, goals
  - people to work with

Plan
- Set clear objectives

Balance
- Make clear requests and agreements
- Identify the request and conditions of satisfaction

Knowledge
- Knowledge share
- Learn
- Knowledge spillover

Communication
- Verbal & Non-verbal
- Notice difference
- Match the tone and tempo
- Build rapport

Trust
CoP

- Different backgrounds
- Different research areas
- Common language
Thank you