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# Community of Practice Panel

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# 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

## Plan

- *Set Clear objectives*

## Information

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

## Balance

- *Make Clear requests and agreements*
- *Identify the request and conditions of satisfaction*

## Trust

## Knowledge

- *Knowledge share*
- *Learn*
- *Knowledge spillover*

## Communication

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



# CoP

- Different backgrounds
- Different research areas
- Common language



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**Thank you**

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