

Doing Business in Asia

- **Key Points:** In order to achieve a position of leadership in Asia, non-Asian managers need to learn how to work effectively with their Asian colleagues and subordinates. Why is the leadership style of your native country ineffective when applied to Asians? What type of leaders do other Asians respect and want to work for? What is the best way to motivate diverse workers in Asia? How can you be a standard setter in Asia?
- **Objectives:**
 - To investigate the roots of Confucianism & Taoism in order to understand the prototype of Asian-style leadership
 - To identify major factors that prevent the non-Asians from being successful leaders
 - To learn what type of leaders/bosses are most respected by Chinese, Koreans, Japanese, Muslims and other nationalities in Asia
 - To realize, through cases, which strategies and approaches to policy implementation by HQ will be successful and which will fail in the operations of other Asian countries
 - To discuss how to be a standard setter in the <East Asia Free Economic Zone>
 - To understand how non-Asian managers/executives could offer a new style of leadership that can compete with Asian power but in a complementary way
- **Length:** 1 day (2-day session is also available if combined with Related Topics below)
- **Class Size:** Ideally 15-20 participants
- **Participants:** Candidates for future Senior Management
Candidates for Country Managers in Asia
- **Course Outline:**
 - AM** - Global View of Asia & Cultural Paradigms
 - Prototype of Asian-style Leadership in Oriental Philosophies & Modern Application
 - Ideal Boss/Leader for Asian Nationalities (with cases)
 - PM** - HQ's Strategies & Implementation to Operations in Asian Countries: Case Analysis of Success & Failure
 - Requirements to Be a Standard Setter in Asia
 - Global Leadership That Matches with Chinese Power
 - Action Taking Plan for Leaders of Tomorrow
- **Related Seminar Topics:**
 - Doing Business in Major Asian Countries
 - Doing Business in North Asia/ASEAN/South Asia
 - Negotiating with People in Asian Countries

With the <East Asia Free Economic Zone> on the horizon, it is critically important for non-Asians to learn how to do business in Asian countries and how to achieve effective leadership