

The Sauder School of Business at the University of British Columbia is one of Canada's leading business schools and is consistently ranked among the world's top educational institutions. With deep roots in the entrepreneurial-driven West Coast and its position at the gateway of global markets, UBC Sauder provides a unique perspective on the international business world.





A TRADITION OF EXCELLENCE IN CHINA

Established in 1908, the University of British Columbia (UBC) is one of North America's largest public research and teaching institutions, with more than 58,300 students enrolled in a range of innovative programs. A leader in areas as diverse as community service learning, sustainability and research commercialization, UBC is consistently ranked as one of Canada's top three universities and within the top 20 worldwide as a public university.

China and UBC have a long history of engagement, with many different points of connection. Chinese students are a very strong presence in the UBC student body. Currently with more than 2,500 Chinese students at UBC, China is the top country of origin for international graduate and undergraduate students at UBC. In addition, many domestic students have Chinese heritage.

As a recipient of China's prestigious State Administration for Foreign Experts Affairs (SAFEA) designation, UBC is recognized as a top Canadian educational institution providing training for Chinese professionals, with one-third of the university's overall faculty having connections to China.

Over the course of several decades of collaboration, UBC has developed many valuable partnerships with Chinese government agencies and universities, including Central Organization Department, Ministry of Commerce, Guangdong Provincial Government, Municipality of Chongqing, Peking University, Tsinghua University, CEIBS and Shanghai Jiao Tong University.

Today, UBC has 55 active university-level cooperation agreements with top Chinese universities. These partnerships support research and training collaboration and also student mobility across different faculties, departments and programs.



UBC SAUDER CONSISTENTLY RANKED AMONG THE WORLD'S BEST

UBC Sauder is accredited by both AACSB and EQUIS. As one of fewer than 70 institutions accredited by both leading international benchmarks of quality assessment, UBC Sauder is recognized among the top 1% of business schools in the world. It is also the only Canadian business school selected to be a member of the Global Network for Advanced Management, a testament to our school's global status. David Saunders, chairman of the EQUIS awarding body, wrote UBC Sauder is notable for its "strong strategy and culture, excellent research performance, international attractiveness of its programs, corporate dimension in governance and high quality PhD students."





UBC SAUDER EXECUTIVE EDUCATION AT A GLANCE

- Ranked by the Financial Times **as among the best in the world** for executive education
- Largest executive education provider in North America
- 40+ years delivering executive education programs
- Number of executives trained every year: 2,700+
- Number of companies receiving training every year: 300+
- Number of courses offered annually: 100+
- Award-winning UBC Sauder faculty produce the most frequently quoted research
 of any educational institution in Canada









OUR CHINESE EXECUTIVE PROGRAMS

UBC Sauder's Chinese Executive Program began in 1980 with the visit of the late Mr. Rong Yiren, former Vice President of China. Since then, UBC and Sauder have developed strong teaching and research links with several top Chinese universities, including Shanghai Jiao Tong University, where the UBC Sauder International MBA program is offered, as well have established partnerships with leading business and government organizations throughout China, including the former Ministry of Foreign Trade and Economic Cooperation (MOFTEC), the Baosteel Group, the Guangdong Provincial Government, Industrial and Commercial Bank of China, Beijing Television, Shenzhen Health Bureau and Microsoft China.

Situated in Vancouver, B.C., Canada's gateway to Asia-Pacific, with one of the largest and most well-established Chinese business communities in North America, UBC Sauder's location is perfect for business programs aimed at Chinese executives. UBC Sauder's links with the Vancouver business community, as well as its experience in and exposure to China, enable us to find the most relevant business cases, arrange site visits, attract eminent guest speakers and organize cultural activities. We work with each client to identify their specific training needs and then design tailored programs for them.

Our programs incorporate lectures and seminars on key business topics at UBC's Downtown Vancouver campus, Robson Square, as well as UBC's main Point Grey campus, in addition to site visits and panel discussions with leading Canadian companies and government organizations.

WHAT WE OFFER

For more than 30 years, UBC Sauder has been offering executive training programs to over 1,000 middle to senior Chinese government officials and enterprise leaders from key organizations and regions in China. We have trained civil servants and executives in public administration, human resources management, financial budget management, among a wide array of additional topics.

The following programs are a sample list of the customized programming we've designed and delivered to our government, state-owned enterprise, and corporate clients.



SAMPLE PROGRAMS

THE GOVERNMENT OF GUANGDONG PROVINCE

- A 5-year project between UBC Sauder and Guangdong Province to train middle to senior public servants in public administration; each cohort studied at UBC Sauder for one month
- A 3-week program on Emergency Management for Vice Mayors and Director-Generals of Guangdong Province

INDUSTRIAL AND COMMERCIAL BANK OF CHINA

- A 2-week program in SME Banking Best Practices for Vice Heads and General Managers at headquarters level
- Four 9-10-month programs in International Leadership Development for general and functional managers

BEIJING TELEVISION

 A 3-week program in Best Practices in Business Management for Media Companies for Producers and Directors

BEIJING LOCAL TAXATION

 A 4-year project between UBC Sauder and the Beijing Taxation Bureau to train Directors, Officers and General Staff in Taxation and Auditing for 3 months

SHENZHEN HEALTH BUREAU

• A 3-week program in Innovative Modern Health Administration for Vice-Directors and Managers of various hospitals

CHINA ACADEMY OF SCIENCES HOLDINGS CO. (CASH)

• A 3-week Globalization and International Market Development program for CEOs and Chairs of CAS-affiliated companies

SAMPLE CLIENTS

BAOSTEEL

Beijing Local Taxation Bureau

Beijing Television

Business Objects Shanghai

Cathay Pacific

CEIBS

China Academy of Sciences Holdings Co.

ChinaAMC

Chinese Central Government (Central Organization Department and Ministry of Commerce)

Health Bureau of Pudong New Area, Shanghai

HSBC China

Industrial and Commercial Bank of China

Liaoning Provincial Government

Microsoft China

Radio Beijing

Shaanxi Local Taxation Bureau

Shanghai General Motors

Shanghai Telecom

Shenzhen Health Bureau

The People's Government of Guangdong Province

Xian Local Taxation Bureau

Zhejiang University



WORLD CLASS FACULTY

UBC Sauder's faculty is dedicated to rigorous and relevant teaching and our programs generate business leaders who drive change and shape industries and organizations around the world. With more than 100 leading academics from more than 24 countries, our faculty enjoys worldwide recognition for its excellence in research, innovative teaching and active business outreach.

The following professors are a sample list of UBC Sauder faculty members with extensive international research and teaching experience in Asia.



DARREN DAHL

Dr. Dahl is the Senior Associate Dean, Faculty at UBC Sauder. His work focuses on marketing strategy, entrepreneurship and creativity. He has taught at Stanford, Columbia, University of Toronto (Rotman), Hong Kong University of Science and Technology and has given presentations at Tsinghua, Fudan, Harvard, INSEAD, Chinese University of Hong Kong, Cornell and Queen's. Dr. Dahl is ranked No. 1 in the world for publications in premier marketing journals. He also consults widely for multinational corporations such as Procter & Gamble, General Electric and Lululemon Athletica.

BC Innovation Council Professor Strategy, Creativity & Consumer Behaviour

UBC Sauder marketing professor Darren Dahl ranks #1 in the world for marketing research



Dr. Skarlicki is the Edgar F. Kaiser Chair of Organizational Behaviour at UBC Sauder. His work focuses on organization justice, workplace performance and leadership and he has also taught at various universities including HEC Paris and University of Toronto (Rotman). He has over 25 years of managerial, consulting and training experience with organizations such as Solectron (Suzhou, China), Government of Canada, Government of Ontario, Cathay Pacific Airlines, Roland Berger Consultants, Pfizer, Glaxo, YMCA, Royal Bank and TELUS.



"I am very inspired and impressed by the respect, expertise and professionalism demonstrated by all of the professors. The quality of lecture interpretation and material translation is superb. I am also very impressed by the excellent facilities and learning environment at UBC Sauder School of Business."

Vice President, Maternal and Child Care Hospital of Shenzhen, Shenzhen Health Bureau (Innovative Modern Health Care Management and Administration Program)

KAILI

Dr. Li is the W. Maurice Young Chair in Finance at UBC Sauder. Her research interests include corporate innovation and culture and finance. She teaches at the undergraduate, MBA and PhD levels at UBC and has taught at MIT (Sloan), Cheung Kong Graduate School of Business, Renmin, Shanghai Jiao Tong, Xi'an Jiao Tong, Chinese University of Hong Kong, Hong Kong University, Bocconi and Tuck School of Business at Dartmouth. Dr. Li has won more than 10 awards for her research and has presented at Harvard, Tsinghua, Peking, Cheung Kong Graduate School of Business, Fudan, Oxford, London School of Economics, HEC Paris and at China International Conference in Finance.

TSUR SOMERVILLE

Dr. Somerville is the Director of the UBC Centre for Urban Economics and Real Estate. He is the Real Estate Foundation of BC Professor in Real Estate Finance and Associate Professor of UBC Sauder's Strategy and Business Economics Division. Dr. Somerville has served as Chairman of the Asian Real Estate Association. His interests focus on real estate market behaviour and he regularly comments on the housing market situation in the media.





Tsur Somerville
Director of the UBC Centre
for Urban Economics and Real
Estate. Associate Professor,
Strategy and Business
Economics Division

OUR TEAM



UBC Sauder Executive Education has an experienced and dedicated team focused on China initiatives. With expertise in program design and delivery, we are committed to delivering excellence in education to our clients.



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