

MBA project becomes a laboratory for applying ideas, tools and concepts to real-world problems. It is an exercise in managing task-focused relationships among team members, client managers and the faculty supervisors. It gives students a chance to define issues, gather relevant data from a variety of sources, do insightful analysis, and develop creative solutions. It also provides opportunities to learn about a company, an industry, and/or a field of management that is of long-term interest to the members of the project team.

**BUS 7300 China Marketing and Foreign Investment Issues (2,3,0)**

This is an Advanced MBA elective course that aims to examine a number of critical foreign investment and marketing issues in China business, including marketing environment and practical issues in China, and the new developments in foreign direct investment to China. Scope of study will cover not just the environment and the system, but also practices and current issues as far as possible.

**BUS 7310 Executive Performance Management and Compensation (2,2,0)**

The modern corporations rely on the principle of separation of ownership and control to operate their businesses. The success or failure of these corporations depends, to a large extent, on the quality of the executives' decisions on the operations of the corporations. However, these executives may have objectives in mind different from those of the owners to whom they serve. Besides monitoring, it is important for owners to motivate these executives to act in the interests of the corporations and thus their owners through designing appropriate incentive contracts. These contracts specify the performance evaluation criteria and how executives' compensation is determined. The objective of this course is to enable students to have a better understanding of the methods commonly used in practice to measure and reward executives' performance. It also discusses the potential consequences of using particular performance measures on executives' behaviour, in particular their corporate financial policies. This course further highlights the determinants and consequences of adopting different executives' compensation means.

**BUS 7320 Business Ethics and Corporate Social Responsibility (3,3,0)**

In all areas of business, ethical dilemmas are encountered frequently. Some of these dilemmas are small and easy to resolve. The majority, however, are complex and an obvious solution is often difficult to determine. By providing a foundation in ethical theories and a framework for analysing ethical dilemmas, this course aims to sensitize students to ethical dilemmas and to help them develop some codes or guidelines of ethics for making decisions. It will further discuss the roles of business in society and corporate social responsibility, and analyse why socially responsible corporations are good and sustainable. The major issues currently faced by the preparers and users of corporate social reports will be discussed.

**BUS 7330 Entrepreneurship Development (2,3,0)**

The scope of this course would be mostly on Venture Design: the stages from idea creation to the formation of a startup company, with successful venture capital funding and management team in place. The perspective should be that of a potential entrepreneur wanting to start up a company, or start up entrepreneurial activities within a large company. Special attention will be put into topics on people who make decisions, handle deals, analyse problems, allocate and mobilize scarce resources and succeed in a local and international context. Some Asian and China cases are carefully chosen to reflect the special situation of starting businesses in Asia/China.

**BUS 7340 Business Creativity (2,3,0)**

The course Business Creativity emphasizes the importance of creativity and innovation as key drivers of growth in a rapidly changing business environment and focuses on teaching the students to reliably develop ideas using a systematic thinking process. Central topics discussed are individual and organizational factors of creativity, the creative process, serious business thinking tools and creativity techniques, among others. At the end of the course, students will personally experience on real cases the power of creativity techniques and serious thinking tools applied in a systematic way to achieve instant innovations in business.

**BUS 7350 Participation in External Competitions (2,0,3)**

There are several international and perhaps local competitions in which students will have the opportunity to represent the University. Examples of such competitions include, but are not limited to, the *Molson MBA Case Competition* and the *Moot Corp<sup>®</sup> Competition* for business plans. In order to participate in such events, and get the university credits, students must undergo a stringent selection process in which the best candidates are chosen. The participants in such events gain valuable training in analysis and presentation skills, depending on the nature of the competition. In addition, participants may be required to write a paper, analyse a case, etc. and may have the opportunity to travel abroad, which will provide further valuable experience. Enrolment in this course is by selection, i.e. interested students will have to go through a selection process to be admitted to this course.

**BUS 7360 MBA Seminars and Workshops (2,3,0)**

MBA seminars deal with contemporary issues in the business community. Speakers include senior business practitioners, visiting academics and faculty members. As the School offers MBA classes in Hong Kong and selected mainland cities, seminars are to be organized in all these locations. Instead of a single-speaker seminar, some of these seminars may involve several speakers, in different presentation modes, and may be with a duration of half-day, one-day or even residential seminar of more than one day on a specific theme area. Besides, overseas study tours may be organized and students may choose to participate in such tours.

**BUS 7370 Business Field Study (2,0,0)**

This field study of five to seven days' duration enables students to visit a location of timely business value. The location is to be decided by the Programme Director with due consultation with PMC members and student representatives. The location may be somewhere in Chinese mainland, Taiwan, or any city/country in the world. Provided with detailed information about the chosen location, its business environment, and background of the firms/organizations to be visited, participating students are required to produce both group and individual reports.

**BUS 7710 Advanced Chinese Business Law (3,3,0)**

This course prepares MPhil and PhD students for in-depth research into selected topics in business law of the People's Republic of China (PRC). Topics will include: sources of PRC law, general principles of civil law, opinions of the Supreme People's Court, law reports, economic contracts and joint ventures, business vehicles, corporate governance, listing, intellectual property, and dispute resolution.

**BUS 7720 Advanced Research Methods for Business (3,3,0)**

This course is designed for MPhil/PhD students in business. It aims to build an in-depth understanding of how to conduct academic research and to equip students with the skills required to work on their theses, including the creative development of concepts, selection of appropriate data collection methods, techniques of analysis, and communicating (perhaps publishing) results.