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Agricultural Bank of China executives join Ivey EMBA

Dean Carol Stephenson welcomed twenty-six top executives of the Agricultural Bank of China to the Ivey community. These high potential participants, selected from across China, will be in Canada earning the Ivey EMBA degree and will deepen their understanding of North American financial institutions by spending time with the BMO Financial Group.

Celebrating Global Ivey Day (GID) in Asia

In Hong Kong: three distinguished speakers (*l to r:* George Kwok Lung Hongchoy, Sally Lo, J. Robert Ouimet) addressed our alumni on the respective topics of Think Globally, Act Strategically, and Contribute to Society.

In Beijing: a signature dinner event marking the launch of the Beijing alumni yearbook took place at the Western Returned Scholars Association club.

In Shanghai: more than 45 people attended the dinner honoring Shanghai alumnus Dominic Penalzoza (HBA'92) as one of the inaugural recipients of the Ivey Emerging Leader Awards for his accomplishments in Entrepreneurship.



In Singapore: alumni met with special guest H.E. David Sevigny, Canadian High Commissioner to Singapore and rode the Singapore Flyer. Relive the event on *YouTube:* Global Ivey Day at Singapore Flyer on 4 Nov 2010.

What else was said?

A family affair – Paul Hung (EMBA 2010) ...“My father, Patrick Hung, graduated from the EMBA class of 2009. I graduated from the EMBA class of 2010, and following this family tradition is my brother-in-law, Andrew Ta, who has also commenced his EMBA studies and will hopefully graduate from the class of 2011. GID would be another opportunity for us to publicize the Ivey brand in Hong Kong.”



Reconnecting with Ivey – Parag Saigaonkar (MBA'94)...“I got re-engaged with the school a few years ago, when Prof. Paul Beamish invited me to speak at an Emerging Markets conference at the school. With my experience in Asia-Pacific, it was a great opportunity to not only share my experiences with the MBA candidates but also to learn from those with whom I was sharing the stage, including the High Commissioner of India and senior government representatives of Brazil and China. And now I am part of an established alumni chapter in India... I am leading the chapter with my fellow alumni: Ritesh Anand and Vinay Chaudhry.”



Ariff Kachra Director of India Development

Ariff Kachra has been on the road crisscrossing India since the beginning of November. An Assistant Professor of Strategy and General Management, Kachra was recently appointed Ivey's Director of India Development.

Kachra's work in India ranges from student recruitment to alumni and media events, from conducting case teaching and writing workshops to delivering a workshop on "country branding" for the Canadian High Commission. Hundreds of Indian teaching professionals have attended workshops led by Kachra and hosted by local management schools in Mumbai, Hyderabad, and Gurgaon (near New Delhi).
www.ivey.uwo.ca/faculty/Ariff_Kachra.htm

Research Impact

Prof. **Lynn Imai's** recent article "*The Culturally Intelligent Negotiator: The Impact of Cultural Intelligence (CQ) on Negotiation Sequences and Outcomes*" co-authored with Michele J. Gelfand, has been selected for ScienceDirect's Top 25 Hottest Articles in Organizational Behavior and Human Decision Processes, April-June, 2010.

In his research, Prof. **Chris Williams** looks at how multinational firms can become more entrepreneurial. The common thread in his research is the importance of "entrepreneurial knowledge" – firm knowledge that relates to ongoing international

production activities, and knowledge about international opportunities that have yet to be exploited. Read more at www.ivey.uwo.ca/publications/impact/vol16no10-williams.htm

Making Our Case

Check out these **Best Selling Asian Cases** and other top sellers at www.iveycases.ca

- Scotts Miracle-Gro: The Spreader Sourcing Decision (9B08M078)
- Nora-Sakari: A Proposed JV in Malaysia (Revised) (9B06M006)
- Mattel and the Toy Recalls (A) (9B08M010)
- Eli Lilly in India: Rethinking the Joint Venture Strategy (9B04M016)
- Carrefour China, Building a Greener Store (9B08M048)

9B10E011

Google in China (B)

*Deborah Compeau,
Yulin Fang, Majela Yin*

The case describes the circumstances surrounding Google's reconsideration of its China strategy. Google announced in January 2010 that its Chinese website, Google.cn, experienced cyber-attacks from within China. As a result, it had decided to reconsider its approach to China, including the option of a complete exit from the Chinese market. The case presents Google's performance in China, the details of the cyber-attack and the heated public discussion following Google's announcement. Students are asked to consider actions that Google should take and the

corresponding, underlying rationale.

Disciplines: Management Science and Information Systems, International
Issue(s): Ethical Issues, Government and Business, Information Systems, Management in a Global Environment
Length: 11 pages

9B10N034

Acer Incorporated: Core Management Principles

*David J. Sharp, Lynette
Chou, Hsien-Lian Chiu*

The chief financial officer of Acer Incorporated has to decide how to manage the higher level of complexity of the company's exchange risk after their restructuring. This must be done in a way which is consistent with Acer's core principles, one of which is to "find simple effective solutions to unavoidable business risks." The case addresses the technical issues of exposure measurement and hedging, the challenge of hedging expected, but not contracted, future foreign currency revenues, and IFRS hedge accounting requirements.

Disciplines: Finance, International

Issue(s): Foreign Exchange, Restructuring, Corporate Values, Foreign Currency, Exchange Risk
Length: 14 pages

Did You Know...

► On GID, HBA and MSc Faculty Director Prof. Darren Meister announced that Ivey had won the **Citi Case Competition** hosted by the Hong Kong University of

Science and Technology. The winning Ivey team - Omar Madhany, Cameron Murphy, Steven Robins and Sean Thunem - won over teams representing 18 other schools from ten countries including three from Canada. The Ivey team impressed the judges with an innovative long-term growth strategy for the leading airline caterer, Cathay Pacific Catering Services.

► Ivey alumnus **Vinay Chaudhry** co-founded the India-Canada Alumni Network (ICAN) which was formally launched on November 9 in New Delhi. More at www.ivey.uwo.ca/ami/News/

► In December, hundreds of Ivey MBAs embarked on their study trips to Asia led by Prof. **Jim Hatch** to China and Prof. **Murray Bryant** to India. For details, visit <http://iveymbaa.ca>

► Prof. **Ariff Kachra** and **Nicole Haggerty** led multiple workshops on Case Writing and Teaching across India in November and December organized by the Indian School of Business. Visit www.isb.edu/ccd for details.

► Prof. **Jean-Louis Schaan** was recently appointed to the Donald F. Hunter Professorship of International Business. Schaan's research focuses on international joint ventures, strategic alliances, strategic management and international business.

► On January 27, 2011 at the Vancouver Convention Centre, **David Emerson** will deliver the keynote *Winning the Global Competitive Game: How Canadian industry and government can benefit from seismic geo-political shifts* for the annual Donald L. Triggs Lecture in International Business on. More at: www.ivey.uwo.ca/discover/ivey-idea-forum