

## **Ms. Mo speaks for the MBA class of University of Oregon**

### **“Doing business in China”**

On September 8, 2010, Ms. Mo made a speech to the MBA class of University of Oregon. The group is comprised of students focusing their MBA studies in entrepreneurship, sustainable business practices and securities analysis. They generally have worked 4-6 years prior to beginning their studies. Their China trip is to provide them an on the ground perspective of the Chinese market and business environment. As such, it is a great value to them to actually meet some practitioners in China.

First we invited Randy Xu, who is the expert in China relation who introduced China political system. Randy explained the difference between China and US legislative and governing system and how it may impact foreigners doing business in China.

Ms. Mo talked about her entrepreneur path and how she established a PE firm, Ascend Capital Partners, in China. The students were interested in identifying the right kind of investment projects and the selection criteria. Ms. Mo emphasized on the integrity of the entrepreneurs and cited some good and bad examples she encountered while investing in Chinese business. There were few female executives in the group and they were curious about the corporate culture in promoting women and what it is like being a female business leader. Ms. Mo told the class that there are < 20% private businesses that are started by women and there are < 20 few female directorship and CEO in Chinese public companies. China’s ruling Politburo consists only of men. Women hold political jobs in the third and fourth tiers, but these are not decision-making positions. More social, political and economic changes are needed in promoting female in both business and political sectors.



How to find good deals and what kind of investors best suited in current China business environment are the interesting topic raised by the MBA students.



“Honesty, Integrity of the entrepreneurs” is the most important factor in investing.



China needs more female executives in the business and political sectors. Female leadership contributes to more diverse culture, better corporate governance and management practice.