

COLLOQUIUM BY JOHN FARGIS

DEVELOPING ECONOMY OPPORTUNITIES FOR CHINA IN THE U.S. AND JAPAN

TIME: 5:00-6:00 PM, WEDNESDAY, 06DECEMBER 2017

VENUE: ACADEMIC BUILDING 1079

Developing Economy Opportunities for China in the U.S. and Japan



Speaker: John Fargis,

Adjunct professor at the Hult International Business School,

Co-founder and Principal for BYG_Advantage

ABSTRACT:

The concept of Institutional Voids was introduced by Tarun Khanna and Krishna Palepu in their book *"Winning in Emerging Markets"* (HBR Press, 2010). It provides a useful conceptual model for understanding how companies evaluate and exploit opportunities in emerging markets. This framework is most often leveraged when looking at market-entry in developing economies where "voids" in local product markets, labor markets, and/or capital markets

engender threats and opportunities for local and international business. Recent activity by a number of emerging Chinese business suggest comparatively more fully developed, aspects of the Chinese economy, (e.g. high-speed rail network, mobile payment, shared-economy innovation, etc.) have rendered some aspects of the traditionally developed economies like the United States, as emerging sectors. We will look at how a few key Chinese companies are exploiting new institutional voids, in the United States, Japan and elsewhere.

BIO:

John Fargis is a senior executive with over twenty-five years of general management experience in the China market. He has run Asia for a range of US and European software companies Three of these companies have been purchased by Google. He is currently Co-founder and Principal for BYG Advantage, focused market acceleration with international technology firms across APAC. He is also an adjunct professor at the Hult International Business School Shanghai campus where he teaches courses on Emerging Markets, Leadership and Chinese History. John also serves as an executive education practitioner with many Chinese and international businesses.

John's management experience in Asia includes work with dozens of software and hardware platforms including telecoms infrastructure, speech processing, video codecs, video conferencing, embedded touch technology, geo-location technology, open source data architecture, shared-economy, dev ops, ed-tech, gaming and IT systems management software. He has incorporated and managed businesses, in China, Hong Kong, Taiwan, South Korea, Japan, Singapore, India, Australia and specializes in managing international teams interdependently. He is currently the director and board member of numerous regional technology companies and is a regional advisor for Media Bridge Capital.

John first came to China as a Henry Luce Scholar in 1993 when he worked in Shanghai. He was the first foreigner in the modern era, allowed permission to work in a Chinese reform school. Prior to this assignment he had worked for four years as a New York City, special education schoolteacher in Brownsville, Brooklyn. He blogs daily about regional politics, the arts, and life

in an emerging China on DustyBrine: <http://johnfargis.blogspot.com/>

John has a B.A. with Honors in Medieval Studies from Wesleyan University, a Masters of Special Education from Hunter College and a Masters in International Relations with a focus on international business from the Fletcher School of Law and Diplomacy at Tufts University and Harvard University. He is a GBN-trained scenario practitioner and a graduate of the Program on Negotiation at the Harvard Law School. John lives in Beijing with his wife and two daughters.

This event is open to all. For any queries email yg73@duke.edu or call 3665 7149.

Hope to see you all.

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