

JOINT WEBINAR

Dancing with the dragon: Leveraging opportunities for global growth

Join us for a webinar co-hosted by the Griffith Asia Institute, Griffith University, and the Centre for Business Studies and Innovation in Asia-Pacific, University of San Francisco. Our global presenters will share key insights on cultivating successful business relationships in China, featuring experiences from American and Australian companies.

Don't miss this opportunity to enhance your understanding and strategies for success in the Chinese market:

11:00am-12:15pm | 18 July (Brisbane)

9:00am-10:15am | 18 July (Shanghai)

6:00pm -7:15pm | 17 July (San Francisco)



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SPEAKER

Ker Gibbs | Executive in Resident, USF Center for Business Studies and Innovation in Asia-Pacific

Ker Gibbs has held executive and board positions with public and private companies. Most recently, he was President of the American Chamber of Commerce in Shanghai, focusing on US-China relations and business issues for American companies in Asia. With over two decades in Asia and fluency in Mandarin, he has worked for Boston Consulting Group, Apple, Disney, and high-growth Internet businesses. His career includes leading Asia Pacific for a Nasdaq-listed company, heading technology and media for HSBC in Greater China, and founding investments in successful companies. Ker holds a BA in economics from UCLA and an MBA from UC Berkeley. He lives in San Francisco and Shanghai.



SPEAKER

Mark Fischer | Chief Commercial Officer, East Asia Super League

Mark Fischer has been building successful sports, media, and technology businesses in Asia for over three decades. He currently oversees all business segments for EASL, the champions league of professional basketball for East Asia. Previously, Mark established regional operations for Zuffa LLC as the founding Managing Director for UFC Asia, producing significant events and reality shows, and boosting audience and revenue tenfold. Before UFC, he played a central role in building the NBA brand in Asia, leading NBA China to a \$2.3 billion valuation. Proficient in Mandarin, Mark holds a Master's in Public Administration from Harvard and a Bachelor's in History from the University of Michigan.



DISCUSSANT

Carl Hinze | Partner, K&L Gates

Carl Hinze is a corporate lawyer who advises on mergers and acquisitions, joint ventures and complex commercial matters. He is an expert negotiator and has represented clients in major international arbitrations in China, Hong Kong, and Singapore. His cross-border legal practice has included leading the Asia Practice of an Australian firm for 10 years and working in China from 2004 to 2014 in law and investment banking. He holds a PhD in Chinese Studies and is fluent in Mandarin.



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Gloria Ge | Deputy Director, Griffith Asia Institute

Gloria is an Associate Professor of International Business. Gloria has extensive experience working in different countries in the Asia-Pacific region, including six years in Hong Kong as Griffith HK Program Director and three and half years in New Zealand as the Associate Director of the New Zealand Asia Institute. Her publications appeared in world-leading journals such as Asia Pacific Journal of Management, Journal of Brand Management, and Journal of Services Marketing.