

CHINA CROSSROADS

Monday, May 12th, 2025, 19:30 – 21:00

Navigating China Business: Joint Ventures, Uncertainty, and Tariffs

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This talk will focus on several areas of discussion: (1) Navigating China business with joint ventures: Arm yourself with the speakers' indispensable manual, the ultimate joint venture playbook, a treasure trove of knowledge ensuring your joint venture's victory in the face of unpredictable market conditions. (2) Mastering market uncertainty: Explore critical insights on conquering uncertainty and optimizing tariff strategies in China as they discuss their recent book. (3) Strategies in action: Learn from proven cases and expert tactics for collaborative success and tariff navigation. (4) How joint venturing can help design corporate structures to minimize tariff and other business disruptions. The authors will leverage key frameworks in their book, discussing recent cases focused on managing the current situation, and provide an open and interactive discussion.

[Alan MacCharles](#) leads the Lifelong Learning and Executive Education Program at Duke Kunshan University (DKU). Prior to joining DKU, he had a career spanning almost 28 years with Deloitte, the last 18 of which were in China where he was Strategy and M&A partner. He is also an active advisor on the role of geopolitics and instability in business and has been an active speaker with Fortune 500 CEOs on the topic. He is the co-author with Mark Schaub of [Unlocking International Joint Ventures](#). Over his career, he has been involved in dozens of joint venture formations, hundreds of commercial due diligence projects, and numerous strategy engagements.

[Mark Schaub](#) is a Senior Partner at King & Wood Mallesons (KWM) since 2000, becoming the first foreign lawyer to join the firm. From 1993 to 2018, he lived and worked in Shanghai, advising on foreign direct investment, private equity, M&A, and restructuring projects across various sectors, including retail, technology, healthcare, and cosmetics. Since 2018, he has split his time between London and Shanghai and continues to assist clients with China-related legal and strategic matters. He is the co-author with Alan MacCharles of [Unlocking International Joint Ventures](#).

[China Crossroads](#) hosts talks on all topics related to China, including business, foreign policy, and other areas as they relate to China, the idea being that China is both already a "crossroads" of the world and itself at a "crossroads" in terms of its future global influence. For more information, contact Frank Tsai at editor@shanghai-review.org.