



Learn Entrepreneurship in multi-culture, multi-disciplinary environment
!!!Totally awesome experience!

- **Program summary:**
- **18-day program (June, 2018); Leave Boston May 29, Program June 4 to June 15, depart Nanjing June 16**
- **UMass Lowell students will travel as a group**
- **Plan to take 15-20 students from the UMass Lowell (business, engineering, science, etc.)**
- **20 to 30 students from Nanjing University of Posts and Telecommunications(Mainly from Management school .But undergraduates, postgraduates and international students are all welcomed)**
- **Expecting students from China, India, US to attend**
- **UMass Lowell students will receive 3 credits towards their Bachelor's or Master's degree**
- **The program will focus on entrepreneurship and will contain many class exercises and live projects**
- **An opportunity to experience cultural aspects of the country**
- **Will include visits to telecommunication companies and social organizations**

- **Who will you see in class?**
 - *Business, Engineering and Science students from UMass Lowell*
 - *Engineering, Technology and Entrepreneurship student from KLE Technological University (India)*
 - *Business, Management, Information system students from NJUPT (China)*
 - *Undergraduates and Graduates*
 - *Mixture of lectures, live examples and class exercises*
- **What will you work on and experience?**
 - *Technology and social innovation projects*
 - *Visits to Technology and Telecommunication companies*
 - *Visits to Social organizations*
 - *Visits to cultural sites*
- **How will it help you in your educational and professional careers?**
 - *Unique learning experience of multi-cultural and multi-disciplinary environments*
 - *Great opportunity to understand an important emerging economy;*
 - *Help you become an entrepreneur, work with entrepreneurs, be creative and innovative*
 - *Build your Resume!*

China Session - Itinerary

Leave Boston	May 29
Arrive Nanjing	May 31
Sightseeing Nanjing*	June 1 to June 3
Session	June 4 to June 15
Leave Nanjing	June 16
Arrive Boston	June 17

*:Cultural sites in and around Nanjing;

Optional: students can go on their own to other places like Beijing and Shanghai

China Session – Estimated Cost (excluding scholarship)

Program Fee* –deposit	\$500 (deadline 4/1)
Program fee –remainder	\$1,400 (due 5/15)
Airfare -estimated	\$1,500 (student buy own air ticket)
Tuition	\$1,050 undergrad, \$1,755 for grad (payable via SiS)
Out of pocket (Visa, misc.)	\$550

*:Program Fee includes all living, accommodation, meals, local transportation costs in Nanjing;

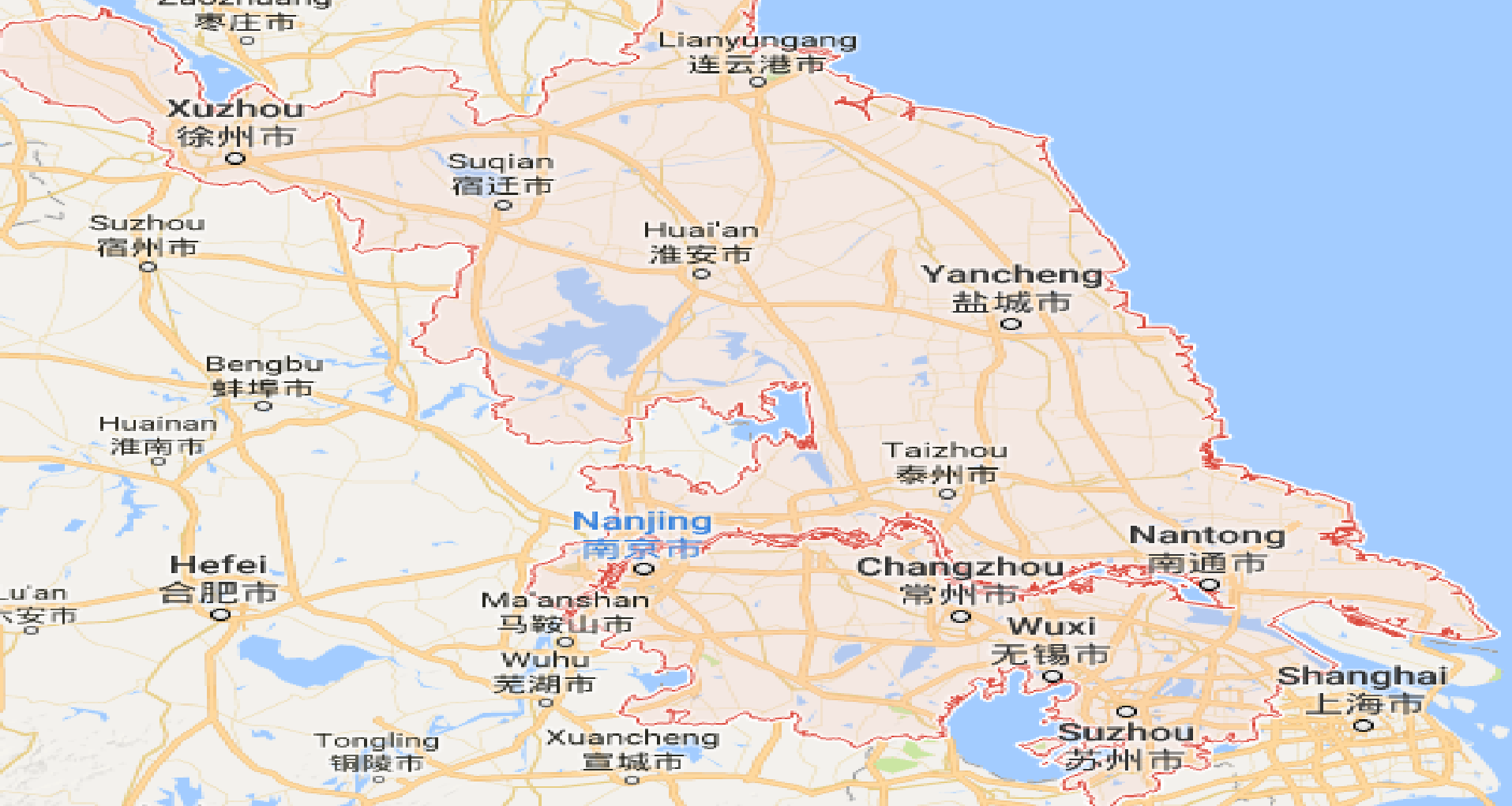
Detailed Schedule

Day	Morning Activity 9:00-12:00	Afternoon Activity 2:00-5:00
May 29, 2018	Leave Boston	
May 31, 2018	Arrive Nanjing	
June 1-2, 2018	Nanjing sight seeing	
June 3, 2018	Nanjing sight seeing	Orientation/Introduction (ALL STUDENTS) 2 hours, including dinner at Scholar's House; Getting to know one another: Ice Breaker
June 4	Welcome Introduction to Innovation & Entrepreneurship & Idea Generation (Mehta)	Team Building (Kulkarni) Class exercise1 (groups of 4 to 5 students) GOTB Class exercises - presentation
June 5	Class Projects – Instructions (Mehta) Introduction to BMC (Mehta)	Market Research and Customer Discovery (Crooker & NUPT) Class Exercise 2 (Interviewing) Group projects
June 6	Essentials of entrepreneurship & Innovation and Creativity (Kulkarni & NUPT) & Class Exercise 3 (Legos) New Products and Services (Yoon)	Group Project

June 7	Customers and Sales (Yoon) Entrepreneurship in India & China (Kulkarni & NUPT)	Group Project
June 8	Digital Marketing (Crooker) Class Exercise 4 (Puzzle)	Tech companies visit &/or Guest speaker
June 9-10	Weekend activities Nanjing and around	
June 11	Technology companies and Incubators visits	
June 12	Financing Ventures (Mehta) Guest Entrepreneur Speaker	Group Project
June 13	Venture planning, implementation Venture growth & management challenges (Mehta) Class Exercise 5 (What Can I Do With This)	Group Project
June 14	Entrepreneurial ventures – cases and applications of BMC (Kulkarni/Crooker)	Group Project Students complete their projects
June 15	Student presentations; PM Student Feedback; Reflection Paper due	
June 16	Leave Nanjing	

Where are we going?





Where is Nanjing?

1021.4 km south of Beijing

308.4 km north of Shanghai

Weather in June?

High 85° F

Low 75° F

Warm to hot daytime; pleasant at nights

Rainfall & wind: some rain likely

China, officially the People's Republic of China (PRC), is the world's most populous state, with a population of over 1.381 billion. The state is governed by the Communist Party of China based in the capital of Beijing.

Nanjing is the capital city of Jiangsu province, China and the second largest city in the east China region, with a total population of 8,230,000.

Situated in the heartland of the Yangtze River Delta, it has long been a major center of culture, education, research, politics, economy, transport networks and tourism, and legally remains the de jure capital of Republic of China which lost the mainland during the civil war.

The city has a prominent place in Chinese history and culture, having served as the capitals of various Chinese dynasties, kingdoms and republican governments dating from the 3rd century AD to 1949.



The Host University
and
In and Around Nanjing, China



南京邮电大学
Nanjing University of Posts and Telecommunications

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News & Events

- Zhao Houlin, Outstanding Alumnus of NUPT and Secretary-General of ITU Met with National Le... 2016-02-15
- NUPT Ranks 75th on the Best Universities in China of Year 2016 List 2016-01-26
- NUPT Ranks No. 69 on Top 100 Nature Index Chinese University List 2015-12-21
- Zhao Houlin, Outstanding Alumnus of NUPT and Secretary-General of ITU Met with National Le... 2015-12-15

Established: 1942

Academic staff : 2280

Students: 30000

Undergraduates:19454 Postgraduates2281

Campus: Xianlin, Sanpailou, Suojincun and Jiangning

Visit our website: <http://www.njupt.edu.cn/en/>



Pavilion

Library





Student Resident Hotel

Student Room





Student Room



In and Around Nanjing



The Sun Yat-sen's Mausoleum

situated at the foot of the second peak of Purple Mountain in Nanjing, China. Dr. Sun Yat-sen, considered to be the "Father of Modern China" both in mainland China and in Taiwan, fought against the imperial Qing government and after the 1911 revolution ended the monarchy, and founded the Republic of China.

Confucius Temple

Throughout its history, the temple along with the around area has been a place for study of Confucianism. There is a small exhibit of folk art within the temple.





Mount Zijin (Mountain Purple)

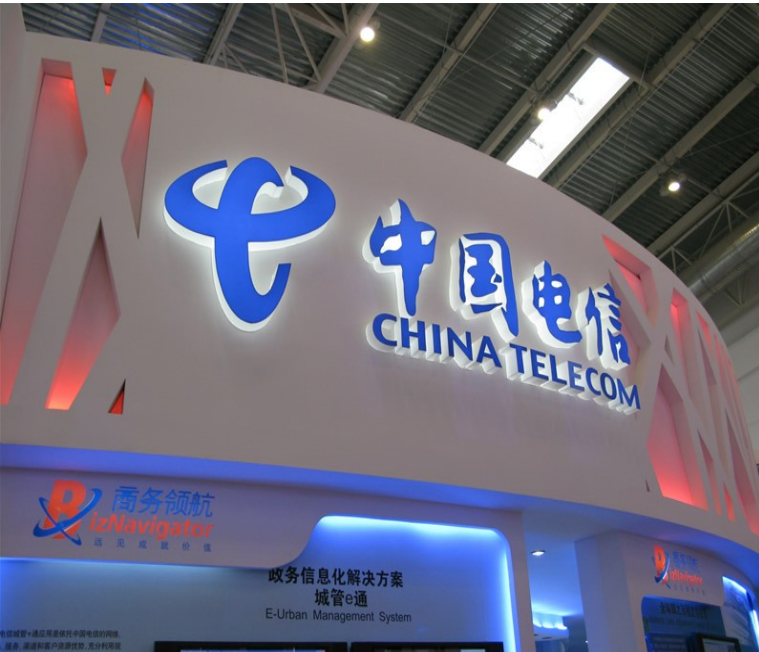
Located in the eastern side of Nanjing. It's 447.1 m (1467 ft) high, with the lowest point 30 m (98 ft). Its peaks are often found enveloped in mysterious purple and golden clouds at dawn and dusk, hence its name. More than 200 heritage and scenic tourist sites are now located in or around the mountain, among which include three national historical sites, nine provincial historical sites, and 33 prefectural historical sites.

Ming Xiaoling Mausoleum

Tomb of the Hongwu Emperor, the founder of the Ming dynasty. It lies at the southern foot of Mount Zijin. Legend says that in order to prevent robbery of the tomb, 13 identical processions of funeral troops started from 13 city gates to obscure the real burying site. The construction of the mausoleum began during the Hongwu Emperor's life in 1381 and ended in 1405.



China Telecom— an example of Entrepreneurship and Innovation



China Telecommunications Corporation ,literally China Telecommunications Group Corporation is a Chinese state-owned telecommunication company. It is the largest fixed-line service and the third largest mobile telecommunication provider in the People's Republic of China. It has two major holding companies: China Telecom Corporation Limited and China Communications Services Corporation Limited .

The company was formerly a state-owned monopoly, but is now divided into largely autonomous provincial branches. Its assets in the country's 10 northern provinces were transferred to China Netcom in 2002 (now China Unicom), leaving China Telecom with the 21 southern provinces. Although the two companies are free to compete across the whole country, Telecom still has an overwhelming market share in the south, while Unicom dominates the north. China Telecom has been listed on the Hong Kong and New York stock exchanges since 2002, but the Chinese government still retains majority ownership.

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