





Visita de Estudo à China

13-26 de Outubro 2015

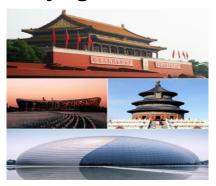
A China por Dentro

Marketing na China

Shanghai



Beijing



Chengdu



Macau





**Hong Kong** 









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### Introdução

### Coordenação do Programa

ChinaLogus é a unidade de consultoria e formação sobre a China do CEGE - Centro para Estudos de Gestão do ISEG/UL. O seu objetivo é apoiar as empresas portuguesas a ultrapassar a entrada no mercado chinês fornecendo-lhes conhecimentos atualizado dos negócios e relacionamentos no mercado. Os participantes neste programa, poderáo construir uma fundação sólida e útil de conhecimento para as suas atividades profissionais , na China.

### **Operador da Viagem na China**

EXO Travel é a empresa líder de gestão de destino na Ásia operando no Vietname, Camboja, Tailândia, Laos, Myanmar, Indonésia, Japão e China. Fornecem serviços a operadores turísticos, agentes de viagem, organizadores de eventos e pessoas.



THE TEAM OF EXO EVENTS IS READY
TO WELCOME INCENTIVE GROUPS
IN CHINA







### Seminário

A China Nova Economia Emergente e Apresentação do Programa

9 de Outubro 18:30-20:30







### 13 Outubro

Viagem – Lisboa/ Frankfurt/ Beijing

9h05 – Aeroporto de Lisboa

12h05 - Lisboa-Frankfurt - LH 1167

16h05 – Chegada a Frankfurt

17h15 - Frankfurt-Beijing - LH 720

### 14 Outubro

8h30 - Chegada a Beijing







1º Dia 14 Outubro				
Local	Beijing	3		
Tópico	Conhecer Beijing			
Manhâ	Chegada e Check-In no Hotel No caminho paragem no Estádio Bird's Nest para tirar uma foto.			
	Almoço			
Visita ao Templo Lama Passeio de Rickshaw Cerimónia do chá nos Hutongs				
Jantar				
Estadia no Hotel China World				

2º Dia 15 Outubro	15 Outubro			
Local Beijing	Beijing			
Tópico Marketing na China	Marketing na China			
Visita à Habidecor  Manhâ				
Visita à Sinapolis Beijing	napolis			

# Almoço Mercado de Turismo na China Tarde Compras no Silk market

Jantar

Estadia no Hotel China World







3º Dia	16 Outubro			
Local	Beijing			
Tópico	Beijing Histórico			
Manhâ	Visita Templo do Céu Actividade cultural - Tai Ji; Caligrafia  Arquitectura na China vista a um escritório italiano			
	Almoço			
Tarde	Visita Cidade Proibida e Praça Tiananmen.			
Jantar				
Estadia no Hotel China World				

4º Dia	17 Outubro		
Local	Beijing		
Tópico	Explorar os arredores	s de Beijing	
Manhâ	Visita à Grande Muralha em Mutianyu		
	Almoço		
Tarde	Visita ao Art District 798 Tempo Livre		
Jantar			
Estadia no Hotel China World			







5º Dia	18 Outubro		
Local	Beijing/Chengdu		
Tópico	Conhecer Ch	engdu	
Manhã	Check –Out do Hotel Voo Beijing - Chengdu Check-In no Hotel		
Almoço			
Tarde			
Jantar			
Estadia no Hotel Intercontinental			

6º Dia	19 Outubro		
Local	Chengdu		
Tópico	Tópico Marketing na China		
Manhã	School of Management and Economic of UESTC  Aulas na RSM-UESTC MBA		
Almoço			
Tarde			
Jantar			
Estadia no Hotel Intercontinental			







7º Dia	20 Outubro			
Local	Chengdu/Shanghai			
Tópico	Marketing na China			
Manhã	School of Management and Economic of UESTC Aulas na RSM-UESTC MBA Check-Out Visita ao Panda Research Park			
	Almoço			
Tarde	Visit ao Pratt Whitney Group Voo para Shanghai	Pratt & Whitney  A United Technologies Company		
Jantar				
Estadia no Hotel a confirmar 4 ou 5 Estrelas				

8º Dia	21 Outubro			
Local	Shanghai			
Tópico	Online Business na Cl	hina		
Manhã	Visita à ICW - Jacky Cheng B2B Marketing in China	ICW IndustriaComm Worldwide 斯多特公类		
	Lunch			
Tarde	Visita à Sede da Fosun Passeio na Bund Compras na Nanjing Road	FOSUN 复星 汇 業 成 米 カ 量		
lantar				

Jantar

Estadia no Hotel a confirmar 4 ou 5 Estrelas







9º Dia	22 Outubro		10º Dia	2
Local	Shanghai/Macau		Local	Macau
Tópico	Check-Out do Hotel Visita à parte antiga de Shanghai Voo Shanghai Macau 12:25		Tópico	O papel de I Econón
Manhã			Manhã	Visita à Fe International de
	Lunch			
				Almog
Tarde	Check-In no Hotel Cerimónia de Abertura da Feira Internacional de Macau	IPIM http://www.ipim.gov.mo 澳門貿易投資促進局	Tarde	Visita a Zhu Nanshan Ma Special Econom *A confirn
	Jantar			Janta
	Estadia no Hotel a confirmar			Estadia no Hotel

10º Dia 23 Outubro				
Local	Macau – Zhuhai -Macau			
Tópico	O papel de Macau na Económica com a	•		
Manhã	Visita à Feira International de Macau			
	Almoço			
Tarde				
Jantar				
Estadia no Hotel a confirmar				







	11º Dia 24 Outubro  Local Macau  Tópico Conhecer Macau		12º Dia	25 Outubro	)	
			Local	Hong Kong	;	
			Tópico	Conhecer Hong	Kong	
	Manhã	Manhã Tempo livre		Manhâ	Check-Out do Hotel Turbojet para Hong Kong às 11:00 Check-in no Hotel	11000
	Almoço				Almoço	
Tarde Tour Macau Heritag		Tour Macau Heritage		Tarde	Visita turística a Hong Kong	
	Jantar					
				Jantar		
	Estadia no Hotel a confirmar			Estadia no Hotel Kowloor	1	







13º Dia	26 Outubro	
Local	Hong Kong	
Tópico	Investimento em Hong Kong	
Manhã	Check-Out Visita ao Hong Kong Invest* * A confirmar	Page table to the second of th
Almoço		
Tarde	Tempo Livre	
Jantar		
Voo para Lisboa		

















### Preço

Por Pessoa em Quarto Duplo: 5300 Euros

**Suplemento Single: 650** 

### Preço inclui o seguinte:

- Passagens aéreas Portugal Beijing e Hong Kong Lisboa
- Visitas às empresas, assistência a aulas e workshops (com P&R aos gestores e professores). Todos os transportes em Beijing/Chengdu/Shanghai/Macau/Hong Kong (includindo autocarros e voos )
- Todas as refeições em Beijing/Chengdu/Shanghai/Hong Kong, Pequeno almoço fornecido pelo Hotel
- Atividades culturais do programa
- Aulas e salas de aulas
- 1 Cordenador durante toda a viagem
- Taxas

### Preço não inclui:

- Vistos
- Early check in e late check out
- Almoços e jantares em Macau e jantar em Hong Kong no dia do regresso.
- Bebidas, lavandaria, chamadas telefónicas, seguros... e despesas de natureza pessoal
- Servilço de bagagem de Macau para Hong Kong no ferry cerca de 5 euros por mala
- Outros serviços para além dos mencionados
- Gorgetas.







### Condições de Inscrição

Prazo de Inscrição até 8 Agosto 2015 Com a inscrição pagamento de 30% do preço.

Até 10 de Setembro 2015 pagamento de 70% do valor total.

Nota: Não é possível efetuar devoluções

Número limitado de inscrições – máximo 20

### **Contato:**

IDEFE - Dr. Sérgio Pereira tel. 21 392 27 16. Email: sergio.pereira@idefe.pt







### Perfil das entidades a visitar



#### . Sinapolis

Sinapolis is a specialist in urban planning research office in China, based in Beijing. The agency proposes, through an original concept combining expertise and advice, dissemination of knowledge and new media, an updated approach to Chinese urban in its most various forms - history, practices, actors, performances, trends, localities ...



#### **EXO Travel China Branch**

Exo is a reputable French travel company which organizes travels all around Asia. They have 700 staff and have offices in Vietnam, Thailand, Cambodia, Laos, Myanmar, Indonesia and Japan. Their China branch are based in Beijing and Huizhou (South China). They operate all around mainland China, as well as in Hong Kong and Macau.

### **Abyss & Habidecor**

Abyss & Habidecor is a fine Portuguese bath linens manufacturer who has combined a passion for artistic design a nd highest quality Egyptian cotton for over thirty years. Its exclusive collections serve the world with the most luxu rious bath products, ranging from heavenly towels, bath rugs and robes. Made in the heart of Portugal with care from master textile artisans, the company takes unprecedented measures in producing flawless necessities for the consumers' enjoyment.

ABYSS & HABIDECON

FINEST EUROPEAN TOWELS & RUG







### Perfil das entidades a visitar



#### **RSM-UESTC MBA**

UESTC MBA program was founded in1997. As the main part of the UESTC MBA program, the school of management and eco nomics consists on the strategic and developing ways of 'Rooting in IT industry and its application areas, focusing on technol ogical innovation and entrepreneurship with characterization and internationalization'. After continuous efforts on program i mprovement, the UESTC MBA program has been highly recognized by experts and the society for its clear focus and unique t raining methods.



#### **Tianfu Software Park**

Chengdu Tianfu Software Park Co., Ltd. a wholly-owned subsidiary of Chengdu Hi-tech Investment Group, was formed with the main objective to better serve the needs of enterprises operating in the park, and to further promote the development of the IT and information technology service industry in Chengdu. They have a team of well-trained and experienced professionals who can help other company in setting up their operation in China. More than just a landlord, they are a first-class partner for the development of the IT and information technology service industry in China.



### **Tencent**

net and mobile phone value-added services, and operate online advertising services in China.

Tencent's many services include social network, web portals, e-commerce, and multiplayer online games. Its offerings include the well-known (in China) instant messenger Tencent QQ and one of the largest web portals in China, QQ.com. Mobile chat the service WeChat has helped bolster Tencent's continued expansion into smartphone services.

Tencent Holdings Limited is a Chinese investment holding company whose subsidiaries provide media, entertainment, inter-

It is one of the largest Internet companies in the world and competes with Amazon, Google, EBay, Facebook and Alibaba.



### **Pratt Whitney Group**

Pratt & Whitney is an American aerospace manufacturer with global service operations. It is a subsidiary of United Technolo gies Corporation (UTC). Pratt & Whitney's aircraft engines are widely used in both civil aviation (especially airlines) and military aviation. Its headquarters are in East Hartford, Connecticut. As one of the "big three" aero-engine manufacturers, it competes with General Electric and Rolls-Royce, although it has also formed joint ventures with both of these companies. They have a branch in Chengdu.







### Perfil das entidades a visitar



#### **ICW**

IndustriaComm Worldwide Inc. (ICW) is a global B2B communications and stakeholder engagement agency that challenges conventional thinking to give their clients the specialized strategies and services they need to thrive in today's dynamic, multicultural business environment.

Their worldwide team of experts comes from all walks of business life. They are public relations experts, former journalists, marketing gurus, advertising specialists, market researchers, writers, technologists, sales trainers and social and digital media pros who design targeted communications solutions to achieve our clients' business goals.

Their clients include leading multinationals, mid-size companies, startups, trade groups and NGOs.



#### **FOSUN International**

Fosun International Limited is the largest private-owned conglomerate in Mainland China. Founded in 1992 in Shanghai, the company is headquartered in Shanghai and was incorporated in Hong Kong in 2007. Fosun's busines ses cover industrial operations, investment, asset management, and insurance with many subsidiary companies in each business. It is one of the biggest or the biggest Chinese investor in Portugal







### Perfil das entidades a visitar

### IPIM http://www.ipim.gov.mo 澳門貿易投資促進局

#### **IPIM**

Macau Trade and Investment Promotion Institute (IPIM), is a Institute who To introduce potential investors to the loca I investment environment and opportunities. And they also to provide trade, economic, statistical, general information and market analysis to assist clients in exploring the market and the development of their business, to organize, coorganize exhibitions and other promotional events locally, to participate in such events held outside Macao and to sponsor local enterprises participation in such events, as a way to create trade opportunities.



#### Macao International Trade and Investment Fair (MIF)

Macao International Trade and Investment Fair is currently the only exhibition event in Macao accredited by The Global Association of the Exhibition Industry (UFI). Serving as a regional co-operation platform for Macao by maintaining close ties with the Chinese Mainland, particularly the Pan-Pearl River Delta Region, Portuguese-speaking countries, the European Union and the rest of the world, MIF aims to promote interactive trade and investment activities, in order to foster the integration of funds, resources, markets and technologies and taking further steps to advance entrepreneurial co-operation in numerous areas



#### **Hong Kong Tourism Association**

The Hong Kong Tourism Board (HKTB) is a Government- subvented body founded in 2001. The Board replaced the Hong Kong Tourist Association (HKTA) established in 1957. It has 15 branch offices and 5 representative offices around the world, and its primary mission is to maximise the social and economic contribution that tourism makes to the community of Hong Kong, and consolidate the city's position as a desired destination. In fulfilling this, it works with the Government, travel industry and other partners to market and promote Hong Kong worldwide, improve the range and quality of visitor facilities and tourism service standards, and enhance the experiences of visitors once they have arrived.







### Atividade Cultural - Beijing



#### Temple of Heaven

The Temple of Heaven, literally the Altar of Heaven, is a complex of religious buildings situated in the southeastern part of central Beijing. The complex was visited by the Emperors of the Ming and Qing dynasties for annual ceremo nies of prayer to Heaven for good harvest. It has been regarded as a Daoist temple, although Chinese heaven wors hip, especially by the reigning monarch of the day, predates Daoism.



### **Forbidden City**

The Forbidden City was the Chinese imperial palace from the Ming Dynasty to the end of the Qing Dynasty. For almost 500 years, it served as the home of emperors and their households, as well as the ceremonial and political center of Chinese government. Build in 1406 to 1420, the complex consists of 980 buildings and covers 720,000 m2. The palace complex exemplifies traditional Chinese palatial architecture, and has influenced cultural and architectural development in East Asia and elsewhere. The Forbidden City was declared a World Heritage Site in 1987, and is listed by UNESCO as the largest collection of preserved ancient wooden structures in the world.



### **Tiananmen Square**

Tiananmen Square is a largest city square in the center of Beijing, China, named after the Tiananmen Gate (Gate of Heavenly Peace) located to its North, separating it from the Forbidden City. It is the third largest city square in the world (440,000 m2). It has great cultural significance as it was the site of several important events in Chinese history. Outside China, the square is best known in recent memory as the focal point of the Tiananmen Square protests of 1989, a pro-democracy movement which ended on June 4th 1989 with the declaration of martial law in Beijing by the government and the death of several hundred or possibly thousands of civilians.



#### The Great Wall of China

The Great Wall of China is built along an east-to-west line across the historical northern borders of China to protect the Chinese Empire against intrusions by various nomadic groups. Several walls were being built as early as the 7th century BC, later joined together and made bigger and stronger unified now collectively referred to as the Great W all. The Great Wall stretches from Shanghaiguan in the east, to Lop Lake in the west, along an arc that roughly delin eates the southern edge of Inner Mongolia measuring 8,850 KM.







### Atividade Cultural - Chengdu

### **Kuanzhai Alley**



Kuan zhai Alley, along with Daci Monastery and Wenshu Monastery, consist of three Well-known historic preserve districts in Chengdu City. Being the typical epitome of Chengdu, Kuan Zhai Alley is the combination of history and modern changes. Formed by three alleys: Kuan Alley (Wide Alley), Zhai Alley (Narrow Alley) and Jing Alley, Kuan Zh ai Alley is a cultural site consisting of 45 Ming and Qing Dynasty style courtyards, modern villas and gardens, as well as theme hostels.

Kuan Alley is the representative of the very local culture in Chengdu. Local residents, phoenix trees, inns and the old tea houses, all of these make Kuan Alley become a unique site. Kuan Alley is the symbol for modern people to memory past Chengdu.

### **Panda Breeding Research Center**



Chengdu Research Base of Giant Panda Breeding, or simply Chengdu Panda Base, is a non-profit research and bree ding facility for giant pandas and other rare animals. It is located in Chengdu, Sichuan, People's Republic of China. A Giant Panda at Chengdu Panda Base

Chengdu Panda Base was founded in 1987. It started with 6 giant pandas that were rescued from the wild. By 2008, it had 124 panda births, and the captive panda population has grown to 83.

Its stated goal is to "be a world-class research facility, conservation education center, and international educational tourism destination."







### Atividade Cultural - Shanghai



#### The Bund

The Bund or Waitan is a waterfront area in central Shanghai. The area centers on a section of Zhongshan Road wit hin the former Shanghai International Settlement, which runs along the western bank of the Huangpu River, facin g Pudong, in the eastern part of Huangpu District. The Bund usually refers to the buildings and wharves on this sect ion of the road, as well as some adjacent areas. It is one of the most famous tourist destinations in Shanghai. Building heights are restricted in this area.



#### **Nanjing Road**

Nanjing Road is the main shopping street of Shanghai, China, and is one of the world's busiest shopping streets. It is named after the city of Nanjing, capital of Jiangsu province neighbouring Shanghai. Today's Nanjing Road comprises two sections, Nanjing Road East and Nanjing Road West. In some contexts, "Nanjing Road" refers only to what was pre-1945 Nanjing Road, today's Nanjing Road East, which is largely pedestrianized.



#### Yu Garden

Yu Garden is an important traditional tourist resort in Shanghai, which enjoys the reputation of "the crown of beau ty in southeast China". Most exquisitely decked out, the garden offers charming and pleasant views. With noble flo ra and exotic rocks setting off each other, it serves as a perfect model of "famous garden of Jiangnan". Inside the garden there is the site of the famous uprising of Shanghai's Small Sword Society in Qing Dynasty. On the 440 anniver sary of the establishment of Yu Garden, comrade Jiang Zemin brandished his writing brush and left the inscription of "Famous Garden above the Sea". The famous scenic spots of the garden include the Wall of Cloud Piercing Drag on, Spring Transforming Hall, Yu Linglong (Jade Exquisite), Moon Appreciating Pavilion, Ancient Performance Stage, Grand Rockery.







### Atividade Cultural – Macau e Hong Kong

#### Historic Centre of Macau

The Historic Centre of Macao, also known as the Historic Centre of Macau, is a collection of over twenty locations t hat witness the unique assimilation and co-existence of Chinese and Portuguese cultures in Macau, a former Portu guese colony. It represents the architectural legacies of the city's cultural heritage, including monuments such as ur ban squares, streetscapes, churches and temples.

In 2005 the Historic Centre of Macau was inscribed on the UNESCO World Heritage List, making it the 31st designat ed World Heritage site in China. It was described by UNESCO as: "with its historic street, residential, religious and p ublic Portuguese and Chinese buildings, the historic centre of Macao provides a unique testimony to the meeting o f aesthetic, cultural, architectural and technological influences from East and West," and "...it bears witness to one of the earliest and longest-lasting encounters between China and the West, based on the vibrancy of international trade."



#### **Star Ferry**

The Star Ferry, or The "Star" Ferry Company, is a passenger ferry service operator and tourist attraction in Hong Ko ng. Its principal routes carry passengers across Victoria Harbour, between Hong Kong Island and Kowloon. The com pany's main route runs between Central and Tsim Sha Tsui. It has been rated first in the "Top 10 Most Exciting Ferry Rides" poll by the Society of American Travel Writers ("SATW") in February 2009.



#### Victoria Peak

Located at the highest mountain on Hong Kong island. With some seven million visitors every year, the Peak is a m ajor tourist attraction of Hong Kong. It offers spectacular views of the city and its harbours. The viewing deck also h as coin operated telescopes that the visitors can use to enjoy the cityscape. The number of visitors led to the const ruction of two major leisure and shopping centres, the Peak Tower and the Peak Galleria, situated adjacent to each other.



#### The Central

As the central business district of Hong Kong, it is the area where many multinational financial services corporation s have their headquarters. Consulates general and consulates of many countries are also located in this area, as is Government Hill, the site of the government headquarters. The area, with its proximity to Victoria Harbour, has ser ved as the centre of trade and financial activities from the earliest days of the British colonial era in 1841, and conti nues to flourish and serve as the place of administration after the transfer of sovereignty to China in 1997.