



**Sino-American Pharmaceutical Professionals Association
Greater Philadelphia Chapter (SAPA-GP)**

LEARNING AND NETWORKING SERIES

Feature Presentation

Entrepreneurship – Vision and Reality

James Chan, PhD.

President, Asian Marketing and Management

<http://www.asiamarketingmanagement.com/>

6:00 PM – 9:00 PM, Wednesday, October 11, 2006

Star East Buffet & Restaurant

2700 Dekalb Pike, #111, East Norriton, PA 19401

TEL: 610-272-3388

<http://www.stareastbuffet.com/directions.htm>

About SAPA-GP Learning and Networking Series

- ❖ Encourage and promote knowledge sharing and allow more time for interaction and in-depth discussions among members in a friendly and casual atmosphere;
- ❖ Invite dynamic expert speakers from areas of wide interests to cover hot topic sessions on timely issues and trends in global pharma world;
- ❖ Take place during one of weekday evenings;
- ❖ Schedule: 6:00 – 6:30 On-site registration (\$10 to cover dinner and drink)
6:30 – 7:30 Dinner & Social
7:30 – 9:00 Presentation & Q&A

Upcoming Topics and Speakers

Speaker	Topics	Date
Jonas Wang, PhD (Sycamore Ventures)	Venture capitals	TBD
Sri Melethil, PhD, JD (University of Findlay)	Patent laws	TBD

ABSTRACT

Successful entrepreneurs thrive by balancing visions with realities.

The skillful entrepreneurs know who they are. They want to turn who they are into a profitable business. People who dare to take the leap into starting a new business make a calculated risk. We understand that we may fail; but we are nevertheless willing to give our idea a try.

Successful entrepreneurs learn how to sell themselves. Selling should be like breathing. However, selling can be the hardest thing to do, especially for scientists and research professionals who believe that what they do is intrinsically worthwhile.

To succeed in the long haul, we entrepreneurs listen to what the market is telling us. No matter how much we love what we do, the market may change and the service, product or idea that we originally conceived may become obsolete. This is difficult to accept emotionally; but the shrewd entrepreneurs rise to the challenge and evolve to meet a changing marketplace.

Entrepreneurship is a way of life, not a job. The rewards of entrepreneurship cannot be measured merely by monetary gains; but by the satisfaction of inventing something worthwhile that the world needs, while earning a sense of autonomy and personal freedom in the realm of creativity.

By James Chan, Ph.D., author of Spare Room Tycoon (www.AsiaMarketingManagement.com)

SPEAKER PROFILE

James Chan, Ph.D., founder and principal of Asia Marketing and Management (AMM) is a Philadelphia-based consultant who assists U.S. companies in building business relationships in Asia. Since 1983, when he founded his practice, James Chan has served more than 100 U.S. multinational companies, professional associations and small and midsize manufacturers and service organizations in doing business in China, Hong Kong, Taiwan, Singapore, Macau, South Korea, Thailand, Malaysia and Japan.



An experienced, animated and entertaining speaker in English, Mandarin Chinese and the Cantonese dialect, James Chan created the 3-day China seminar for the American Management Association (AMA) to facilitate Fortune 1000 companies in entering the China market. He offers a custom-designed management presentation for professional associations and regional development organizations titled "Taking the China Market by the Horns." He lectures on entrepreneurial leadership for outplacement firms, chambers of commerce, business schools and professional societies. James Chan is a speaker to The Executive Committee (TEC), a national network of 10,000 CEOs and executives of small and midsize companies in America.

James Chan is a member of the Association for Corporate Growth (ACG), a global association of 8,000 professionals involved in corporate growth, corporate development, and mergers and acquisitions for mid to large companies.

James Chan has written extensively on international trade, Asia and entrepreneurship for many publications including The New York Times, The Wall Street Journal, Publishers Weekly, LOGOS, The Philadelphia Inquirer, the U.S. Medical and Healthcare Marketplace Guide, China Review International, Export Today and The China Technology Market News (in Chinese). He is the author of Spare Room Tycoon: Succeeding Independently, The 70 Lessons of Sane Self Employment. Filled with real-life stories and real-world wisdom, Spare Room Tycoon offers voices of experience to anyone faced with the pressures and uncertainties of creating an independent career. Chan also provides SPARE, an original framework for achieving entrepreneurial success.

Dr. Chan received his Ph.D. in geography from the University of Michigan, Ann Arbor; M.A. from the University of Chicago, and B.A. from the University of Hong Kong.