

China-U.S. Relations: Trade Diplomacy, and Research
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Beijing, China

Research Roundtable Summary

Session Title: Learning and Growth of New Technology Ventures in China's High Technology Industries

Co-Chairs (name and affiliation):

U.S.: Haiyang Li, Rice University; Michael Hitt, Texas A&M University

Chinese: Ming Lei, Peking University

Other Collaborators:

Merry Cui, Tianjin Economic-Technological Development Area

Loraine Eden, Texas A&M University

Xudong Gao, Tsinghua University

Kouqing Li, Shanghai National Accounting Institute

Yuan Li, Xi'an Jiaotong University

Marjorie Lyles, Indiana University

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Weiyang Zhang, Peking University

Yan Zhang, Rice University

Changhui Zhou, Peking University

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Session Summary:

This roundtable explored the relationship between organizational learning and firm growth in China's high technology industries. Given the rapid growth of high technology ventures in China and their increasing importance in the global marketplace, we explored how Chinese technology firms use different types of learning approaches (exploratory and exploitative) and also examined the interactive learning between domestic ventures and foreign entrants in China's emerging market. This roundtable represented a significant extension of the work in the roundtable discussion in the 1st China-US Relations Conference hosted by Texas A&M University at College Station in the 2003. In that conference, we focused on *growth strategies* of new technology ventures in China.

In our session, we invited two keynote speakers: Weiyang Zhang, Professor and Executive Dean, Guanghua School of Management at Peking University and Michael Hitt, Distinguished Professor of Management, Joe B. Foster Chair in business leadership and C.W. and Dorothy Conn Chair in new ventures from Texas A&M University. In addition to the two keynote speeches, we had 7 paper presentations. Also, we had industry participants from Tianjin Economic-Technological Development Area.

Issues We Addressed:

In this session, we explored various issues regarding learning and development of new technology ventures in China's high technology industries. In particular, scholars focused on the following interesting and critical issues:

- Institutional stability and growth of Chinese new technology ventures
- Pros and cons of Chinese technology firms' globalization
- The effect of social trust and human capital on firm growth in high technology industries
- Critical factors affecting the survival of new technology ventures in China
- Strategic alliances and learning of emerging market firms (State-owned firms and private ventures)
- Innovation and technology capability development in Chinese technology ventures
- Social embeddedness and growth of national technology development zones/science parks in China

Future Collaborations and Justification:

This roundtable discussion opens more opportunities for research collaborations between/across U.S. scholars and Chinese scholars. For example,

- Haiyang Li has two ongoing research projects with colleagues from Peking University and Tsinghua University
- Michael Hitt and Haiyang Li are working on a project with colleagues from Xi'an Jiaotong University
- Michael Hitt has a joint research project with colleagues from Peking University
- Yan Zhang is working on a project with colleagues from Xi'an Jiaotong University

In addition, based the roundtable, Haiyang Li is proposing a caucus on "Research issues on new technology ventures in China" at the forthcoming International Association of Chinese Management Research (IACMR) Conference in Nanjing in 2006.

We are also exploring the opportunity of industry visits to several science parks in China such as Beijing Zhongguancun Science Park and Tianjin Economic and Technological Area to develop further research collaborations.

Other Information:

None