





工商管理學院 FACULDADE DE GESTÃO DE EMPRESAS CULTY OF BUSINESS ADMINISTRATION

NEWSLETTER

www.fba.um.edu.mo





ISSUE 62



澳大高級管理人員工商管理碩士(EMBA)學生新加坡考察收穫豐富 EMBA PROGRAMME STUDENTS VISITED SINGAPOREAN UNIVERSITES AND ENTERPRISES

Teaching and Learning

1

Business Engagement

澳門大學工商管理學院於3月9至12日,於新加坡為近30名高級管理人員工商管理碩士(EMBA)課程學生順利組織課 程考察,考察行程屬於「考察訪問小組報告」課程的一部分,目的在於通過移動課堂,瞭解新加坡的國家產業發展 與城市建設,以及知名大學和新加坡知名企業的成功經營模式,並從中學習關鍵成功發展因素,將所學的企業管理 知識運用在商業實踐領域中。

為期四天的課程內容豐富,其中安排了學生到訪新加坡南洋理工大學、新加坡新躍社科大學、新加坡國營水公司 「新生水」、新加坡知名國產品牌「虎牌啤酒」工廠;同時還考察了新加坡多處城市建設,了解歷史城區保育和城 市綠化的成果,學員們對於新加坡的發展與進步感到印象深刻。

在大學移動課堂中,拜訪了新加坡南洋理工大學,考察了該校知名地標「學習中心」(Learning Hub)及商學院、華 裔館、雲南園等多個知名地點。另外也拜訪了新躍社科大學,該校商學院副院長Marcus Lee以及副院長丁叮親自接 待,對澳大EMBA師生的來訪表示熱烈歡迎,除了分享該校的辦學現況外,也期待兩校之間有更多合作。該院的王 玥博士和Norman Boey也講解了新加坡的教育現況、法律制度與社會現況,現場問答與互動氣氛熱烈,並在茶歇時 充分交流。



Visit at Nanyang Technological University



Visit at Singapore University of Social Sciences





企業參訪部份,新加坡國營水公司「新生水」有專人解說新加坡的水資源歷史和現況,分享新加坡1956年立國之後,如何克服水資源和土地資源稀缺的限制,並詳細說明如何將使用過的水通過高科技手段回收淨化變成為超純淨飲用水的技術步驟。「虎牌啤酒」工廠則有專人導覽介紹釀造生產車間,解說人員分享虎牌的歷史、生產製造的流程與自動化設備,並針對市場營銷與企業運營戰略進行交流。



Visit at NEWater



Visit at Tiger Brewery

許多學員表示此次參訪行程內容豐富,從中獲益良多。而安排參訪的企業與機構也表示希望將來能繼續與澳門大學 的相關課程合作和交流,以推動雙方產學研的溝通和聯繫。

是次課程由持續進修中心主任與工商管理學院高管教育統籌人劉丁己教授講授,並與高管教育行政同事梁泳欣與呂 幸美全程共同帶隊海外參訪。

The University of Macau (UM) Faculty of Business Administration (FBA) recently arranged for nearly 30 students in the Executive Master of Business Administration (EMBA) Programme to visit Singapore. During the four-day trip, which was part of the compulsory course 'Study Trip Group Report I' in the programme, students learned about Singapore's national industrial development and urban construction through mobile classrooms, as well as the successful business models of well-known universities and Singaporean companies.

They visited Nanyang Technological University, Singapore University of Social Sciences, Singapore's state-owned water company "NEWater", and Singapore's well-known domestic brand "Tiger Beer" brewery. In addition, there are many urban constructions in Singapore, and they learned about the achievements of historical urban conservation and urban greening. The students were deeply impressed by the development and progress of Singapore. The enterprises and organizations in Singapore expressed hope to continue their collaborations with relevant programmes of UM to promote industry-academia collaboration.

For more details, please visit: <u>https://fba.um.edu.mo/zh-hant/emba-programme-students-visited-singaporean-universites-and-enterprises/</u>





MEET OUR ALUMNI

Since the establishment of the Faculty of Business Administration (FBA) in 1989, FBA has successfully nurtured more than 10,000 graduates who are shining locally, nationally and internationally at different sectors. This section is dedicated to showcase the stories of our alumni who have made tremendous success in their career and who have created significant contributions and impacts to the society. Our alumni are now serving important roles and positions in the society, including but limited to legislative assembly members and senior government officials, business leaders, successful entrepreneurs and top executives at major corporations.

ALUMNI SHARING

Business Engagement

Service

周可祺是澳門大學工商管理學院的校友,於1996年修讀工商管理學士學位課 程,主修市場學專業,是三個英國皇家特許學會的會士。他於2020年獲選為 LIBF英國倫敦銀行與金融學院會士,2016年獲選為CIM英國特許市務學會會 士,是首位獲得這兩個英國金融及市場學學會授予會士會銜的澳門人,也獲選 為CMI英國特許管理學會會士。

他是一位資深企業管理人和企業合夥人,從事金融業和商業逾二十年,曾任職 於澳門保險股份有限公司,擔任副總經理、主管零售市場業務及分管銀行保險 部等部門,以及法國安盛保險公司澳門營銷管理人及主管澳門區業務。現任國 金亞洲顧問有限公司董事及共同創辦人、華創中葡產業發展有限公司執行董事 及澳門愛健醫療用品公司執行董事。

他的業務範圍廣泛,同時也積極推動創新創業和人才培育工作。他現任澳門大 學校友會副主席、澳門青年創業孵化中心顧問等職務,並擔任澳門大學友生啟 導計畫導師逾十五年。近年來,他應邀參與標準化委員會工作,現為中國貿促 會商業委員會的標準化技術委員會委員、中國廣東省人力資源標準化技術委員 會委員,以及中國廣東省人力資源管理協會專家庫委員。

澳大全英教學,挑戰與機遇並存

周可祺表示:"澳門大學的全英教學模式是挑戰,也是優勢。"然而,他在大學 前從未嘗試過全英教學,語言環境的改變對他來説既是一個難題,也是一個機 會。在學期間他還修讀了葡語和國語,他認為在全英環境中主動學習多種語 言,對於他日後從事的領域有很大的幫助,例如金融以及中葡商貿等行業。這 也讓他與國外朋友更順暢地溝通,並有更好的接觸國際市場的機會。此外,全 英環境對於澳門學生未來的升學有很大的幫助,可以讓他們提前適應環境,同 時有助於提高閱讀英文文獻的效率。

感恩教導,回饋母校

多年後,周可祺回首本科求學時光,表示十分感激當年老師們所提供的建議與 啟發。當時,周可祺就讀澳門大學市場學專業,經歷了澳門回歸之際,其時澳 門經濟結構單一,科技落後,網絡信息匱乏,對未來的職涯發展蒙上茫茫一片 疑惑。他需要解決選擇升學或工作、從事何種行業等未來規劃等眾多問題,幸 得教授們所提供的多重意見和啟發,讓他深受裨益,倍感珍惜。

周可祺亦指出,澳門大學創校四十多年來,校友遍布各行各業,因此他鼓勵不同年代的校友經常回到母校,與學院、書院進行深度交流。如此,他們得以分 享寶貴的社會經驗,引領學弟學妹們更好地做好心理與思想上的準備,建立更 為完備的未來升學或就業規劃。



Mr. Danny CHAU, Alumnus of FBA, graduated in 2000



Danny shared his experience with UM students

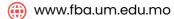


Danny has been closely working with UM in order to contribute to his alma mater





NEWSLETTER



走上創業之路,兼顧衆多職務

周可祺在從事金融行業期間,憑藉著十五年來累積的豐富企業管理和營運經 驗,從金融從業員逐漸晉升至企業管理層。然而,在2015年時,他面臨了前往 新加坡發展或是創業的抉擇。基於其嘗試的心態,他毅然成立了企業併購顧問 公司,開啟了跨界創業之路。其主要業務集中於中葡商貿產業,並認為澳門與 葡語國家的緊密聯係是其作為「中國與葡語國家商貿合作服務平台」的重要優 勢。儘管在回歸後博彩業一枝獨秀,導致中葡產業發展較為緩慢,但他發現在 疫情下,中葡商貿對廣東省和大灣區的商家來說是一個重要的機遇。他希望通 過配合國家「雙循環」政策,吸引更多國內企業家透過澳門與葡語國家進行貿 易往來。身兼多職的他深知每個人一天只有24小時,良好的時間管理和高效的 工作能力和統合能力是他能同時兼顧事業、社會職務和校友事務的秘訣。

先經歷再創業,成爲"七懂"人才

先累積經驗再踏上創業征途,成爲擁有"懂自己、懂技術、懂產業、懂市場、 懂資本、懂管理、懂商業"七大特質的優秀青年人才。他指出,"懂自己"是成功 的基石,只有清楚自己的目標、規劃和執行計劃才能順利實現。透過閱讀和旅 行等方式,累積人生經驗後更能深刻了解自己,找到合適的發展道路和發揮 "六懂"所需的技能。因此,他建議青年人在決定升學、就業或創業前,先深入 了解大灣區、國家以及國內外的發展優勢和計劃,累積經驗,再做出明智的選 擇。

Mr. Danny CHAU is an alumnus of the Faculty of Business Administration at the University of Macau. He earned his Bachelor of Business Administration with a major in marketing in 2000. Currently, he is a fellow of three UK royal chartered institutes and was honored as the first Macao citizen to be offered fellowship by both CIM (2016) and LIBF (2020). He is also a fellow of the Chartered Management Institute (CMI).

Danny is an experienced corporate manager and partner with expertise in the financial industry and commerce, spanning 20 years. He served as Deputy General Manager of Macau Insurance Company Ltd, where he supervised the retail business channel, including the bancassurance department, life underwriting department, and re-insurance. He also worked as the Manager of the Agency Management Department at AXA Macau, overseeing sales in the Macao region. Currently, he serves as the Director & Co-Founder of GoldChess Asia Consulting Ltd., Director of Hua Chuang Sino-Luso Industry Development Co. Ltd, and Director of AS king Medical Products Ltd.

Apart from his diverse business portfolio, he is a promoter of innovation, entrepreneurship, and talent cultivation. He is currently the Vice-Chairman of the University of Macau Alumni Association and an advisor of Macao Youth Entrepreneurship Incubation Centre, among others. He has been a mentor in the University of Macau Alumni Mentorship Scheme for over 15 years. In recent years, he has participated in the work of the Standardization Committee and is now a CCPIT Recognized Mediator, member of the CCPIT-CSC Standardization Committee, and member of the China GD HR Standardization Committee.



Mr. Danny CHAU was awarded as the Outstanding Young Entrepreneur







PROF. DUNCAN LIU, ASSISTANT PROFESSOR IN ACCOUNTING PUBLISHES IN TOP-TIER JOURNAL OF ACCOUNTING RESEARCH (UTD, FT50, ABS4*)

Research

We are delighted to announce that **Prof. Duncan LIU (劉鍵程教授)**, Assistant Professor in Accounting, has his research article accepted by the prestigious Journal of Accounting Research, which is one of the top three accounting journals worldwide. What's more, he is the first scholar from our faculty to have achieved this remarkable feat.

The paper, titled "Does Public Firms' Mandatory IFRS Reporting Crowd Out Private Firms Capital Investment", is coauthored with Wei Shi (Deakin University), Cheng Zeng (Hong Kong Polytechnic University), and Guochang Zhang (University of Hong Kong). The article, forthcoming in the said Journal, investigates how the mandatory adoption of International Financial Reporting Standards (IFRS) by publicly listed firms in the European Union affects peer private firms. It has important implications for accounting regulations and capital investment decisions of private firms.

Journal of Accounting Research is recognized as a top-tier journal in the field of accounting that is in the UTD list and has an ABS4* rating. It is known for publishing high-quality research that advances accounting scholarship and informs accounting practice.

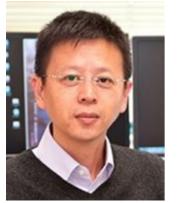


Prof. Duncan LIU



Journal of Accounting Research

We extend our congratulations to Prof. LIU on this achievement.



Prof. Hung Wan KOT



Prof. Lewis TAM

2 "從金融學理論 深入探究領展供股 (IN-DEPTH EXPLORATION OF LINK'S RIGHTS ISSUE FROM THE PERSPECTIVE OF FINANCIAL THEORY)" BY PROF. HUNG WAN KOT AND PROF. LEWIS TAM, HONG KONG ECONOMIC TIMES

Business Engagement

Service

Prof. Hung Wan KOT (葛鴻雲教授), Assistant Professor in Finance and Programme Coordinator of Finance, and **Prof. Lewis TAM (譚漢強教授)**, Associate Professor of Finance shared their insights entitled "從金融學理論 深入探究領展供股 (In-depth exploration of Link's rights issue from the perspective of financial theory)" at Hong Kong Economic Times on 8 March 2023.

Article sharing:

上市房地產信託基金(REITs)領展上月宣布世紀大供股,領展是REITs龍頭,是港人 和其他投資者收息乃至養老的愛股,所以領展供股向股東伸手要錢,已不是單純的金融 市場新聞,而是香港的社會事件。

房託龍頭 供股成社會事件

筆者想起2020年3月,新冠疫情在美國大爆發,股市震蕩,一月之內經歷了4次熔斷, 在美股3月9日第一次熔斷後,股神巴菲特接受媒體訪問稱,自己活到89歲,也是第一 次見如此情形,又稱只要投資者活得足夠長久,就有機會看到金融市場種種稀奇古怪之 事;對港股而言,或許領展供股也是其一。

For more details, please visit: <u>https://paper.hket.com/article/3477144?r=cpsdlc</u>





Service

Research

FBA SUCCESSFULLY HELD TWO FBA SEMINAR SERIES IN MANAGEMENT AND ACCOUNTING

Teaching and Learning

澳門大學

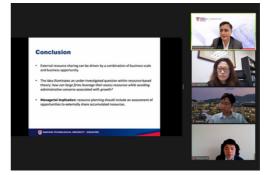
UNIVERSITY OF MACAU

On 15 March 2023, The University of Macau (UM) Faculty of Business Administration (FBA) successfully held FBA Seminar Series 037 and 038 respectively. The FBA Seminar Series 037: "Resource Sharing Beyond Firm Boundaries: An Examination of Mobile Operators' Decisions to Host Virtual Networks" was hosted by Prof. Tianyou HU (胡天佑教授), Assistant Professor in Management and Prof. Siddharth NATARAJAN was invited to deliver the seminar.

Prof. Siddharth NATARAJAN is an Assistant Professor in the Division of Strategy, International Business, and Entrepreneurship at Nanyang Business School (NBS), Nanyang Technological University. In the seminar, he explained why and when firms are more likely to share their resources with others firms. His research found that a firm's higher scale in a business increases its likelihood of sharing resources with other firms, and that scale has stronger effects on resource sharing when the firm's scope of business is higher and when it faces an exogenous increase in competitive difficulty in the business.



Prof. NATARAJAN presented his study on Resource Sharing **Beyond Firm Boundaries**



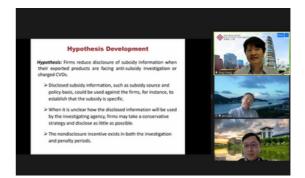
Participants discussed with the speaker actively

The FBA Seminar Series 038: "The Effect of Anti-subsidy Actions on Corporate Disclosure of Subsidy Information" was hosted by Prof. Duncan LIU (劉鍵程教授), Assistant Professor in Accounting and Prof. Cheng ZENG (曾誠教 授) was invited to deliver the seminar.

Prof. Cheng (Colin) ZENG is an Assistant Professor of Accounting at the Hong Kong Polytechnic University. In the seminar, he shared his paper that examined the effect of anti-subsidy investigation and penalty (through countervailing duties) on disclosure of government subsidy information by Chinese listed firms and found that firms reduce disclosure of subsidy information when their exported products are facing anti-subsidy investigation or charged countervailing duties.



Prof. ZENG from Hong Kong Polytechnic University shared his insights and research findings



Participants discussed with the speaker actively



工商管理學院 FACULDADE DE GESTÃO DE EMPRESAS FACULTY OF BUSINESS ADMINISTRATION

UPCOMING EVENT



FBA SEMINAR SERIES

The Fundamental Recruitment Error: Candidate-Recruiter Discrepancy in Their Relative Valuation of Innate Talent versus Hard Work



 Prof. Kao Si

 Assistant Professor in Marketing

 University of Macau

 101022

 23 March 2023 (Thursday)

 Time:

 10:30am - 12:00pm

 Venue:
 £22-6015

 Host:
 Prof. Fangyuan CHEN, Associate Professor in Marketing

Abstract

India Elect and orientation toward hard work are highly important personal attributes with respect to workers' productive in their research, we identify a discreptly between job candiates and recruiters in their relative valuation of these two attributes. While instate takent is valued relatively more by job candidates than recruiters, the opposite is true for orientation tower hard work. We propose that the discrepancy is moving of the grant of the fundamental motivations of the two parties in the job market. In seven studies (four pre-registered), which inclues indomiced trial seperiments and qual-seperiments and us real iffer cruiters and job seekers (across a total of 112 industries) as participants, we provide evidence of the current effect and its underrying mechanism. Studies 1A—15 demonstrate the negative consequence of the discrepancy on job market efficiency, unowing that it can lead candicates to adopt impression management strategies that lower their chance of getting the job. Studies 2A and 2B show that full-line workers and 3B indicate that candidates are relatively more career-facused wile recruiters are relatively more position-focused, and that its difference in their relative focus mediates to adopt discrepancy. Implications of the present research for both job candidates and rerelates are relatively.

Speaker

Prof. Kao SI is an Assistant Professor in Marketing in University of Macau and received his PhD in Marketing from the Chinese University of Hong Kong, His research interest in judgment and decidormaking, behavional economics, consume behavior. His work has been published in Organization Science, Journal of Personality and Sacial Psychology, Journal of Comumer Psychology, and etc.

All are welcome!

1 FBA SEMINAR SERIES 041

- Topic: The Fundamental Recruitment Error: Candidate-Recruiter Discrepancy in Their Relative Valuation of Innate Talent versus Hard Work
- Speaker: Prof. Kao SI, Assistant Professor in Marketing, University of Macau
- Date: 23 March 2023 (Thursday)
- Time: 10:30am 12:00pm
- Venue: E22-G015
- Host: Prof. Fangyuan CHEN, Associate Professor in Marketing

All academic staff, student and interest parties are welcome to join!

For more details, please visit: <u>https://fba.um.edu.mo/fba-seminar-series-041/</u>



FBA SEMINAR SERIES 042

- Topic: Mobile Targeting of Product Inventory Searches: A Field Experiment
- Speaker: Prof. Le WANG, Assistant Professor, City University of Hong Kong
- Date: 29 March 2023 (Wednesday)
- Time: 10:30am 11:30am
- Venue: Online via Zoom
- Host: Prof. Yan LIN, Assistant Professor in Business Intelligence and Analytics
- Online Registration: <u>https://umac.au1.qualtrics.com/jfe/form/SV_5h</u> <u>dqxblVal2vWzl</u>

All academic staff, student and interested parties are welcome to join!

For more details, please visit: https://fba.um.edu.mo/fba-seminar-series-042/





City University of Hong Kong Date: 29 March 2023 (Wednesday) Time: 10:30am - 11:30am Vena: Online viz Joom Host: Prof. Yan LIM, Assistant Professor in Business Intelligence and Analytics Online registration: <u>https://umac.aui.com/inf/inf/orm/Sv/_ShdratiVat/sv/</u>

Assistant Professo

Abstract



The ubiquitous usage of mobile apps facilitates a seamless omnichannel shopping experience, in hich customers can use mobile apps to search for timely product inventory information at specific ores before planning a store visit. Despite the prevalent business practice of targeting customers ring the product search stage, little empirical evidence exists to validate its effectiveness. In allaboration with a large lifestyle retailer that operates hundreds of offline stores and a mobile opping app, this study investigates the business impact of mobile targeting of customers searching in instore product inventory information on customer purchasing intention and store visits. The adays is based on a randomized field experiment in which s383 customers are randomy selected duice one of three targeting treatment conditions: no targeting, ad-only targeting (providing popular instore product information), and incentive targeting (providing popular in-store production formation with a financial lincentive). We demonstrate that inventory search targeting ([ST]) is only any applay first the facilitating customers' store visits and purchases. The underlying ranson is that avel distance moderates IST effectiveness. IST is effective for proximal customers, buils effects are non-permium members but not premium members. We also observe spillover effects of IST on oducts other than the focal products that customers searched for. Latky, an IST message that cludes a financial incentive is more effective in increasing consumption than an IST message thost uncertises. Although travel distance still moderates the effectiveness of IST with incentives, engative effect of increasing distance is attentioners server for customers set of set visitometers.

Speaker

Prof. Le WANG is an assistant professor in the Department of Information Systems at the City University of Hong Kong, He received his Ph.D. from the Nanyang Business School at Nanyang Technological University. His general areas of research are health informatics, application of AI in business, and user behavior in digital platforms, with a focus on understanding individual behavior in this digital era. All are welcome!

All are welcome!





NEWSLETTER

3



UM FBA FINTECH ACADEMIC SALON FORUM SEMINAR TALK - 004

- Topic: FinTech Lending Meets Digital Payment:
- Behavioral Screening in Open Banking
- Speaker: Prof. Shuaishuai GONG, Assistant **Professor in Finance**
- Date: 29 March 2023(Wednesday)
- Time: 1:00-2:00 p.m.
- Venue: E22 FBA Lobby
- Moderator: Prof. Rachel Xiaorong MA, Assistant **Professor in Finance**

All academic staff, student and interested parties are welcome to join!

For more details, please visit: https://fba.um.edu.mo/um-fba-fintech-academicsalon-forum-seminar-talk-004/

FBA SEMINAR SERIES 043 4

- Topic: Leveraging the power of video analytics the case of pro-environmental tourism videos
- Speaker: Prof. Mingming CHENG, Associate Professor in Digital Marketing, Curtin University
- Date: 29 March 2023 (Wednesday)
- Time: 3:00pm 4:00pm
- Venue: Online via Zoom
- Host: Prof. Yuansi HOU, Associate Professor in International Integrated Resort Management
- Online Registration: https://umac.au1.qualtrics.com/jfe/form/SV_cw NezAXY6nXglfk

All academic staff, student and interested parties are welcome to join!

For more details, please visit: https://fba.um.edu.mo/fba-seminar-series-043/



FBA SEMINAR SERIES

Leveraging the power of video analytics - the case of pro-environmental tourism videos



Prof. Mingming CHENG Associate Professor in Digital Marketing Curtin University

29 March 2023 (We 3:00pm - 4:00pm

Online via Zoom Prof. Yuansi HOU, Associate Professor in International Integrated Resort Management ps://umac.au1.qualtrics.com/jfe/form/SV_cwNezAXY6nXglfk

Abstract



Recent years have seen the increasing popularity of the use of vid ultiple types of unstructured data, including visual, audio, and textual information. Thi view of video analytics by showing how research r will provide an ove ge video analytics to gain insights into human behaviour in a more structured and tic way. A case study of analysing pro-

Speaker

Prof. Mingming CHENG is an Associate Professor in Digital Marketing and Director of the Social ch Lab in the School of Management and Marketing at Curtin Un Australia. Prof. Cheng is an award-winning researcher and educator with an internationa in social media marketing and tourism. His research examines the digital tion of the service industry - new experiences (e.g., Airbnb), new marketing channels (e.g., social media), new technology-savvy markets (e.g., Chinese post-80s touris nental impacts of tourism ling carbon footprint

All are welcome!