

# QUALIFYING EXAMINATION

## “HOW TO GET ALONG?” OVERCOMING CONSTRAINTS TO CHINA-JAPAN THIRD-PARTY MARKET COOPERATION

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### Abstract

What are the conditions under which China-Japan Third-Party Market Cooperation (TPMC) has the highest chance of reaching the implementation stage? While scholars list a number of factors necessary for cooperation to work, we do not know which ones are more influential in a hybrid setting wherein governments and firms cooperate in a developing country. This study examines why China-Japan TPMC’s progress has been slow, despite impetus and official commitment from governments and mutual interests possessed by firms. It will apply and bridge theories from the literature on international cooperation, business cooperation, and development cooperation. Two main hypotheses are presented. According to the first hypothesis, business-level determinants outweigh both systemic-level determinants and recipient-country determinants and are the most influential. According to the second hypothesis, recipient-country determinants contribute more to the implementation of China-Japan TPMC than systemic-level determinants. Through a comparative case study and a questionnaire survey, a constellation of factors necessary for China-Japan TPMC’s practical progress towards implementation will be proposed. The study therefore attempts to shed light on the determinants of China-Japan TPMC’s implementation and explore the differences with respect to Chinese SOEs’ and Japanese firms’ perceptions toward these determinants. The findings will help us make sense of the role of these sub-state and non-state actors in the China-Japan relationship and provide a framework of how to engage effectively with the private sector in the TPMC.

### Proceedings

Duration	Session
5 mins	Chair Welcome & Introduction of Panel
30-45mins	Presentation by Student
15 mins	Q&A (by audience – faculty / students)
Break	Audience to leave the meeting
30 mins	Q&A by Panel
15 mins	Chairperson to ask candidate to leave the meeting Private Panel Discussion and Decision on the Qualifying Examination
15 mins	Candidate invited back by Chairperson Feedback and Outcome of Qualifying Examination

Monday  
16 Nov 2020

2pm

Venue:  
TEAMS Meeting

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