

Lois Dougan Tretiak

China Advisor

Moderator, commentator and Advisor on China



Professional Experience - original, independent insights

- Based in Beijing, Lois Dougan Tretiak has been observing and advising about China for over 35 years
- Senior Advisor on China, The Economist Group
- Independent commentator on China's economic and political development and business environment
- Contributing writer / editor to various Economist Intelligence Unit (EIU) publications
- Contributor to television, radio and print - e.g. BBC, CNN, CNBC
- Strategic advisors to a full range of industries, trading, services, industrial and consumer
- Presentations and insight briefings to capital markets, legal and other service firms' client groups

Published books / papers - world-respected China authority

- The Economist Intelligence Unit - to 2006, papers and articles including *Business China*, *China Hand*
- *Joint Ventures in the Peoples' Republic of China* - 1985
- *Operating Joint Ventures in China* - co-authored 1993

Sample assignments

- Confidential personal briefing to the Chief Executive Officer on his visit to Beijing
- Briefing paper written and findings presented to Board members at global headquarters
- Special presentation to the visiting Board members to their Board meeting in Shanghai
- Kick-off presentation and facilitation of a regional strategy and planning meeting
- Presentation and independent discussion-leader at an alliance partners' gathering
- Special pre-dinner guest speaker at a CEO client servicing dinner debate
- Keynote speech at an annual global industry summit in the USA
- Facilitation of working group sessions at a client off-site meeting
- Moderator of a full-day programme in Shanghai for a European investment banking group

Lois Dougan Tretiak

- a globally acclaimed China expert, having been at the centre of the Economist Group's client-facing advisory team for almost 30 years, writing and editing much of EIU China publications
- highly respected for her insights and perspectives, her presentations capture attention and delivers unique insights. Her particular strength and expertise in observing developments of MNC investment strategies as they enter China.
- senior China advisor to The Economist Group Asia-Pacific, she has provided economic and political insights to many of the world's largest global foreign direct investors from all industry sectors including: Ansell, Alcan, Cadbury-Schweppes, Dow Chemical, Dow Corning, Eaton, Hewlett Packard, Horwath, IFF, Procter & Gamble, Neptune Oriental Lines, Novozymes, Rohm & Hass, SGL Carbon, Starbucks and Sun Life
- a skilled chairperson and moderator of dialogue at any level, from business summits down to small group meetings. Her experience has been developed from years in the chair of Economist Conferences' Roundtables and her chairmanship of the Corporate Network executive programmes in Beijing, Shanghai and Hong Kong
- a graduate of the University of Pittsburgh, attended Yale University, the East-West Centre in Honolulu, Hawaii and the University of Hong Kong Chinese Language School. Mrs. Tretiak is proficient in Mandarin

Client testimonials

- *"Lois is just excellent. I love her moderating style at these meetings, the way she probes the issues further and gets the other speakers to actually answer the difficult questions."*
- *"Lois is great because she takes a position!"*
- *Succinct and focused and very knowledgeable.*
- *"Her knowledge and understanding of China is incredibly strong, and the insights she gave us based upon how other foreign companies faced similar challenges to the ones we do now, were invaluable. We are obviously under a lot of pressure to get things started in China, to do it fast, but get it right! What Lois said -- and the very pointed questions she asked us too -- got us all thinking very hard about the recommendations we were about to make to Head Office."*
- *"The forecasts and insights provided by Lois and her colleagues provided us with an excellent perspective to guide our investment strategies."*

Lois has briefed the Chief Executives, Chairmen and Boards of major global organisations, including Carly Fiorina, then-CEO of Hewlett Packard, David Lim, CEO of Neptune Orient Lines, Todd Stitzer, CEO of Cadbury-Schweppes, to name but a few.