The world’s only *Three Kingdoms* program in English.

China is fast on the rise. Look farther ahead, train yourself. Immerse yourself. Your next skills: *Three Kingdoms*. 
After Art of War, the next level up on mastering Chinese Strategic Thinking is the *Romance of Three Kingdoms*, equivalent of *Harvard Case Studies*. 

三国演义: equivalent of *Harvard Case Studies*. 
Mao had never been to Military School: he mastered strategy through studying the *Three Kingdoms*. He once said, “Sun Tzu thinks like me!”
Do you need this *Three Kingdoms* training? Answer the next few slides.

*If you are at a lost, then you will gain most from developing these skills.*
Describe how Chinese strategize?
Do you recognize these?
Can you name all three of these men?
What is depicted in this scene?
“Use *Art of War* as text, *Three Kingdoms* for cases”

Quote from Professor Dr FOO Check Teck on the mastery of strategy
Options for corporate learning requirements

- One main lecture (1 hour) & Q&A
  
  *The Art of War & Three Kingdoms*

- One day (4 sessions) workshop:
  
  *Strategic Management from Three Kingdoms*

- Two days workshop:
  
  *Strategy & Leadership from Three Kingdoms*

- Three days workshop:
  
  *Strategy, Leadership & Techniques from Three Kingdoms*

- Five days intensive workshop
  
  *Critical Managerial Skills from the Three Kingdoms*
In an Age of Chaos, Complexity and Rise of China

*Learn the art of managing by Three Kingdoms*

Read Dr FOO Check Teck’s research contribution to 2005 Annual Volume 7, Emergence, Complexity and Organization:

*Three Kingdoms, Sense-making and Complexity Theory*
Three Kingdoms Ideal for Training of Top Management
Introducing The Complete Managing by Three Kingdoms
Learning Objectives

• Know *Three Kingdoms* TK
• Experience TK as culture
• “See” stratagems in TK
• Identify key TK episodes
• Cite TK in writing, speaking
• Chinese philosophy in TK
• Learn strategy that works
• Relate TK to Managing
• Lead in TK discussions
• Develop TK type ideas
• Grasp how Chinese think
• Negotiate better in China
• Compete the TK way
The Complete Art of Managing by Three Kingdoms

Here the scripts of Romance of Three Kingdoms are utilized as coaching devices. Dr FOO Check Teck then explores with team how Three Kingdoms are relevant for managing across diverse situations.

Learning team members are encouraged to script down scenarios from their experiences and these may then form the basis for coaching on Three Kingdoms.

To complete the program, if scheduled on weekly basis will take as long as half-a-year. Dr FOO Check Teck recommends bi-weekly coaching sessions, the program to be completed in a year.

Each session is typically a 3 hour session (say, 9-12 am; 2-5 pm). Occasionally, an intensive weekend session may be scheduled.
The Complete Art of Managing
by Three Kingdoms

Scripts
Scenarios
Vignettes

Thinking
Reflecting
Meditating

Sharing
Ideas

Three Kingdoms Coach

Dr CT Foo
Some long lasting benefits of the program

- Integrate Western MBA approach with ancient Chinese techniques
- Develop a different world-view: a civilization 5,000 years old
- New skills for managing-in-chaos: see how stratagems are applied
- Master deep strategic thinking: for Japanese, a must-study text
- Learn to handle complex events analogous to many vignettes
- Cite from *Three Kingdoms* in your negotiations, meetings
- Learn key Chinese phrases: pinyin provided for these
- Sharpen managerial practices master and refine your Guan-xi skills
- See how famous stratagems are invented, for eg. Empty City
- Master intricate networking skills for success in Chinese markets
- Be familiar with Chinese typology of leaders: Liu Bei, Cao Cao
- Learn how to counter stratagems by seeing through schemes
- Refine the art of Chinese speaking what not to say, how to say…
- Deeply grasp the Chinese minds: intricacy of honor, betrayal, intrigues
Flexible Schedule for Executives

Weekday  8.30 am to 11.30 am (You can have lunch appointment)

Evening  6.00 pm to 9.00 pm (After work, you still have an hour to shop)

Weekend  2.00 pm to 5.00 pm (In town area, shop or dine later)
Dr CT FOO Unique Molecular Structuring for Coaching
Assignments:

Review of the Complete *Three Kingdoms*
with 84 and/or 95 episodes.

In Boardroom Focus is on Episodes as Case-Studies.
Coaching philosophy

In ancient China, concepts from *Three Kingdoms* are transmitted through dialogues --- there were no manuals. Farmers gathering under moon light listening passionately to the tale being narrated. Yes from the storyteller on tales of heroes from a bygone era. Then the farmers chatted deep into the night on who is righteous, who is heroic, who is strategic… This is exactly what is recreated through *The Complete Art of Managing from Three Kingdoms*. A context for coaching is created by Dr FOO Check Teck that optimizes interactions and learning through dialogues. In modern China, *Three Kingdoms* are routinely cited during business conversations, board meetings and negotiations. Through this program, you will become a master of citing from *Three Kingdoms* in real world situations.
If you want to truly master a skill, you have to immerse yourself in the right environment. Through The Complete Art of Managing from Three Kingdoms, you are transformed. If China is your major market, then this program is your best tooling for competition. By this program, you emerge with much more than a piece of paper --- you think very differently. You are more adaptive. Your mind becomes sharper and deeper. Your bosses, colleagues and people around you may even remark the change in you!
Dr FOO Check Teck at Shanghai Jiao Tong. He spoke on “Search for Art of War CEO”
Develop Your Career:

Be Art of War CEO.

Know *Art of War* and its Applications in *Romance of Three Kingdoms*. 
Post-Olympic China is probably the most competitive country in the world. Dr FOO Check Teck regularly visits the country for updates: he enjoys leading interactive, developmental workshops.

Email: profctfoo@gmail.com
or enquiry@suntzuinstitute.com