

# **CHINESE BUSINESS LEADERS AWARDS 2017**



**Open for public  
nomination  
until 20  
October 2017**

## **AWARD CATEGORIES & JUDGING CRITERIA**

### **Confidentiality Clause**

All nominations will be kept confidential, available only to the judging panel, and kept in a secure location during the judging process. All applications and related documents will be kept confidential and not to be reproduced/ distributed/ communicated without expressed written consent of the contest entrant (except to members of the judging panel).

### **Disclaimer**

We reserve the right to make any amendment to the award category, judging criteria and nomination process where necessary under the supervision of the Judging Panel.

# AWARD CATEGORIES & JUDGING CRITERIA

## DEAL MAKER OF THE YEAR

This award recognises the most important corporate deals across the UK, Open to MBO, MBI, M&A and Private Equity Deals of any size, entries are welcome from those involved in making the deal happen, including funders, advisers and professionals.

### Criteria

1. Successful deals made and closed by the individual in the past 12 months (with supporting evidence)
2. Size of the deals and significance to the market/ sector/ organisation
3. Value added to the clients and other counterparties involved in the deals
4. Role, involvement and influence of the individual in putting the deals together
  - The strategic nature of work conducted
  - The scale and complexity of work conducted
  - Whether the work was conducted independently by the individual or collectively with strong influence/ leadership from the individual.
  - Whether any ground breaking or innovative solutions are provided.
5. Individual's quality and competency as an outstanding deal maker
  - Negotiation, influencing and deal-closing skills
  - Innovative in providing great solutions to clients
  - Resource leveraging and deal bridging skills
  - Agility in solving with complex problems or situation

## ENTREPRENEUR OF THE YEAR

Judges will be looking for individuals who can demonstrate outstanding enterprise, innovation and entrepreneurial flair. A business leader with exceptional vision and leadership, with a strong financial track record who over the last three years.

### Criteria

1. Entrepreneurial skills & spirit:
  - Perseverance/fresh thinking in overcoming obstacles
  - Agility in identification of a market opportunity and developing business plans
  - Application of resource and staff in optimizing business opportunity
  - Anticipating, embracing and managing changes for continuous improvement and growth
  - Decisiveness in making effective decisions despite how difficult they are
  - Taking risk where necessary and committing resources & manpower to business plans
2. Strategic direction:
  - Proven ability in turning visions into reality
  - Proven ability in setting strategic goals and achieving growth plans
  - Proven ability in differentiating and positioning business/ product/ service in the market
3. Financial performance:
  - Achieved significant growth through new channels or innovative strategies
  - Established strong revenue generating streams and effective operating models to support continuous growth
  - Development of strategies for long-term growth and sustainability
4. Personal integrity and influence:
  - Formidable reputation and accountability in the marketplace and the wider industry
  - Great personal impact and influence amongst the organisation, the industry and the wider business community

## **INNOVATOR OF THE YEAR**

Recognises the business leader who has pioneered innovative business ideas and/or technologies, which have had a transformative impact on an industry or sector.

### Criteria

1. Nature, scale and significance of the individual's innovative business ideas and/or technologies
  - If business ideas: great market potential, commercial success and financial performance
  - If technology: major breakthroughs in the field/ industry, details of patents/ copyright/ trademarks
2. Value & impact of the individual's innovative business ideas and/or technologies
  - Contribution to strong commercial performance and financial results of the organisation
  - Benefits and/or value added to the organisations/ customers/ users
  - Greater impact to the industry/ sector/ field
3. Role, involvement and influence of the individual in developing the innovative business ideas and/or technology
  - The creative and strategic nature of work/research conducted
  - The scale and complexity of work/research conducted
  - Whether the work/research was conducted independently by the individual or collectively with strong influence/ leadership from the individual.
  - How the individual applies resources and staff in developing & growing the innovation
  - How the individual manages major challenges and overcomes difficulties during the development
  - How the individual's innovation differentiates and stands out from existing business ideas/ methods / technologies

## **RISING STAR AWARD**

Open to business owners, professionals and talented managers, this award recognises a young business person under 35. You will be able to demonstrate enterprise, innovation, entrepreneurial flair.

### Criteria

1. A talented entrepreneur in launching or running a business with significant responsibilities and measurable achievement in driving the company's growth, employment and financial success, Or  
A high achiever within a large organisation who stands out from the peers with notable responsibilities and measurable contribution.
2. Leadership and vision:
  - setting and achieving strategic goals and business growth plans
  - establishing a position of sustainable profitability and success
  - having visionary perspective in achieving greater business success and personal development
3. Contribution to the success of the organisation and to the wider community

## **TALENT MANAGEMENT AWARD**

Seeks out the business leader who recognises the importance of talent in both word and deed. This business leader is committed to supporting, developing and retaining talent, as well as nurturing the next generation of leaders.

### Criteria

1. Positive leadership and people management
  - positive leadership and impact on both the organisation's performance and its people
  - collaborating widely on talent attraction and management strategy
  - excelling in retaining staff and helping with their personal & career development
2. Contribution towards an integrated ethical culture across the organisation
  - embracing a culture of diversity and inclusion
  - creating a stimulating and supportive workplace
  - engaging employees at all levels with company values and strategic goals
3. Ability to inspire and motivate talents to deliver, achieve and succeed in the organisation or a wider business community

4. Investing time and resources in developing talents and helping them succeed in career and life
5. Nurturing the next generation of leaders through coaching, supporting, developing and retaining talents

## COMMUNITY CONTRIBUTION AWARD

For individuals who have made a significant difference in variety ways of outstanding contributions to the arts, education, environment and community development, or demonstrate a successful commitment to managing their social, environmental and financial obligations.

### Criteria

#### 1. Ethical leadership

- fully assessing the environmental and social impact of the products and resources used
- developing a sustainable business model
- committing to social responsibility and embedding it into the company culture

#### 2. Community role model in initiating, leading or closely involving in not-for-profits programmes, events or projects, including but not limited to:

- activities that promote cultural exchange and ethnic diversity
- activities that stimulate interest in the community engagement, arts, encourage enterprise or raise aspirations

#### 3. Pioneer in committing to and promoting environmental and social responsibility programmes, events or projects in an organisation and/or greater community

- influencing or helping the organisation in delivering corporate social responsibility (CSR) programmes
- positive impact on the attitudes in the wider community or society at large

## ELIGIBILITY

### The nominees must be:

- Of Chinese origin,
- Based in the UK,
- Exceptional individuals whose vision, leadership, management and innovation have helped their organisations achieve financial or strategic success, or helped shape the industry in which they operate

## PROCESS



### Nomination

Nomination is open to the public from 28 August to 20 October 2017. Please download the nomination form [online](#), complete and return to [info@sinopro.co.uk](mailto:info@sinopro.co.uk) by 20 October 2017.

### Initial Screening of Applications

A team of Awards Advisers will lead the nomination process in each category and take responsibility for the due diligence of candidates. Extensive research is done on each nomination, following which the top 3 finalists in each Award category will be submitted to the Judging Panel for final deliberations.

### Judging Panel Deliberation

Under stringent, objective and transparent criteria, the finalists are judged by a prominent judging panel comprising world-respected management strategists, corporate and public-sector personalities. One winner, in each award category, will be selected from the finalists based on the deliberation and votes from the 5 members of the prominent judging panel.

The judging panel will deliberate on candidates before making a final decision by 25 October 2017.

*(Note: vote tallies will not be made available to the public, or to the nominees)*

### Winner Announcement & Award Ceremony

One winner in each award category will be announced and presented with the Award Trophies at the Awards Ceremony on 8 November 2017.