

***HAIGUI'S (OVERSEAS RETURNEES)  
PROMINENT ROLES IN CHINA'S  
EMERGING "TECHNOPRENEURSHIP"***

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## Executive Summary

1. The accumulative number of Chinese students studying overseas is expected to reach the one million mark by end 2006, and the numbers are still growing. About a quarter have returned, and many more are expected to return in the near future.
2. In the political, economic and social domains, *Haigui* (overseas returnees) are now becoming China's "movers and shakers" and shaping the country's future faster than most thought. In science and technology, the *Haigui* are leading the higher echelon of research and playing a key role in China's scientific progress.
3. Much hyped about today is the domain of "technopreneurship", the setting up of hi-tech companies using modern management methods and advanced technology. An increasing number of Chinese "technopreneurs" are rapidly changing China's modern economic sectors.
4. After joining the WTO in 2001, China has been rapidly integrated into the global economy. To expand its domestic market and place less emphasis on export growth, "technopreneurship" is playing a leading role in creating jobs for the population and shifting the country's source of growth towards domestic demand.
5. More than 60 "technopreneurship parks" have been established in major cities, and the total value of companies set up by *Haigui* has exceeded RMB10 billion. Both Beijing's *Zhongguancun* and Shanghai's *Zhangjiangyuan* are often hailed as China's new Silicon Valleys.
6. From a social perspective, numerous "push" and "pull" factors contributed to the new "technopreneurship wave". "Push" factors include difficulties in finding employment, entry barriers in the academia, and competitive pressure from local graduates.

7. “Pull” factors include the provision of increasingly favorable environments by local governments, the promulgation of “technopreneurial” success stories over the media, and the motivation to become rich and successful among the young *Haigui*.
8. The rise of IT (information technology) in China has seen *Haigui* “technopreneurs” capitalizing on this trend. As mainland graduates learn the tricks of the trade, local “technopreneurs” are playing the catching-up game.
9. Not all new technology brought in is valuable – there is the question of the integrity of researches undertaken and quality of hi-tech products produced by some *Haigui* scientists. Major product scandals and other incidents have kept the authorities on the alert.
10. The relatively open sharing of information over the Internet and the setting up of “technopreneurship parks” to agglomerate both physical and intellectual resources have allowed “technopreneurs” to tap on them unhindered. A *laissez faire* environment is necessary for “technopreneurship” to flourish properly.
11. “Technopreneurship” has the potential to set off chain reactions and achieve high gearing effects for economic growth; it has become the new domestic “engine” driving China’s economy. Judging from the growing statistics, it is expected that “technopreneurship” will become an increasingly prominent trend in China.