



***PERSONAL CAREER DEVELOPMENT
FOR CHINESE IN SILICON VALLEY***

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Outline of my talk

- My professional background
- Silicon Valley pioneers & glass ceiling breakers
- Qualifications for success
- Stereotypes to watch out for

Self introduction

- Caught the last plane leaving Xiamen to settle in Seattle
- Left Seattle for Boston to MIT on a scholarship
- Fast track in corporate America
- Married, working, 3rd child on the way by the time I got my doctorate degree
- Joined and failed in a start up in Silicon Valley
- Industrial economics consulting to the chemical industry
- China then Asia business consulting
- Intermediary between the U.S. and China and rest of Asia
- Deloitte then Las Vegas Sands
- Became a writer of commentaries, now a regular contributor to online Asia Times, www.atimes.com

Chinese "population explosion"

- In 1949, there were around 150,000 Chinese in the US ~0.1% of the total population
- By 1970, the number nearly tripled and now make up 0.2%
- In 2010 (latest available), 3.35 million => 1.1%
- Santa Clara county - ~10,000 in 1971, 129,000 in 2000, ~200,000* today (*my seat of pants estimate) or about 11% of total population

Another way to look at Chinese influence in Silicon Valley

- CIE, est. 1917
- AAMA, est. 1980
- Monte Jade, est. 1990
- CASPA, est. 1991
- HYSTA, est. 2000
- SCAPE - 1st Annual conference, 2015

Notable glass ceiling breakers

- David Lee - founder of Qume, ITT corporate executive, offshore mfg of PCs
- David Lam - resigned from H-P to found Lam Research
- Pauling Lo Alker - from typist to computer marketing executive to serial entrepreneur
- John Chen - proven high tech turnaround CEO
- Bob Lee - EVP of Pacific Bell
- Albert Yu - Microprocessor guru at Intel
- Ken Fong – Founder of Clontech

Common Success Factors

- Know yourself
- Know others
- Skilled communicator
- Know how to be a team player
- Lead by example
- Being decisive
- Contingency thinker
- Give back

Chinese American Stereotypes

- You are a good engineer
- You are a spy



Questions? Comments?

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