

31 July 2026

Invitation to Tender – Academic Partner

Business China Advanced Leaders Programme (2027-2028)



ADVANCED LEADERS
PROGRAMME

高级领袖研修班



通商中国
BUSINESS CHINA

SINGAPORE

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About ALP

The Business China Advanced Leaders Programme (ALP) is Business China's flagship executive apex programme, designed to equip business leaders and key decision-makers with a strategic, insider perspective on China's fast-evolving developments and transformations.

Tailored for a select group of business leaders, the ALP offers a holistic and immersive learning experience that delves into the interconnected dynamics of China's political, economic, social, and cultural landscapes. The programme is built around a structured 3C approach:

- **Curriculum Rigour:** Expert-led modules conducted by academics and practitioners from leading universities and reputable think tanks.
- **Contact Establishment:** Exclusive networking opportunities with top businessmen and government leaders from both Singapore and China.
- **Cultural Insights:** First-hand immersion to cultivate cultural fluency and cross-cultural competence.

Core Learning Components

Experiential
Learning Journey
to China



Chinese Arts &
Culture
Appreciation



High-Level
Networking
Opportunities



Industry
Knowledge and
Exposure



Participant Profile

ALP brings together a highly curated cohort of Singapore's senior business and public sector leaders to deepen their understanding of China's evolving political and economic landscape. Since its inception, ALP has conducted immersions across China's major innovation, industrial and commercial hubs - including Beijing, Shanghai, Shenzhen, Guangzhou, Chongqing, Chengdu, Xi'an, Wuhan, Changsha and Qingdao - providing participants with first-hand exposure to diverse regional development models, industries and business ecosystems.

Highly curated cohort
Up to 25 senior leaders annually



Next-generation
Singapore
business owners



Business
leaders, C-suites
and business
units heads from
large Singapore-
based corporates



C-suite
executives of
Singapore
SMEs



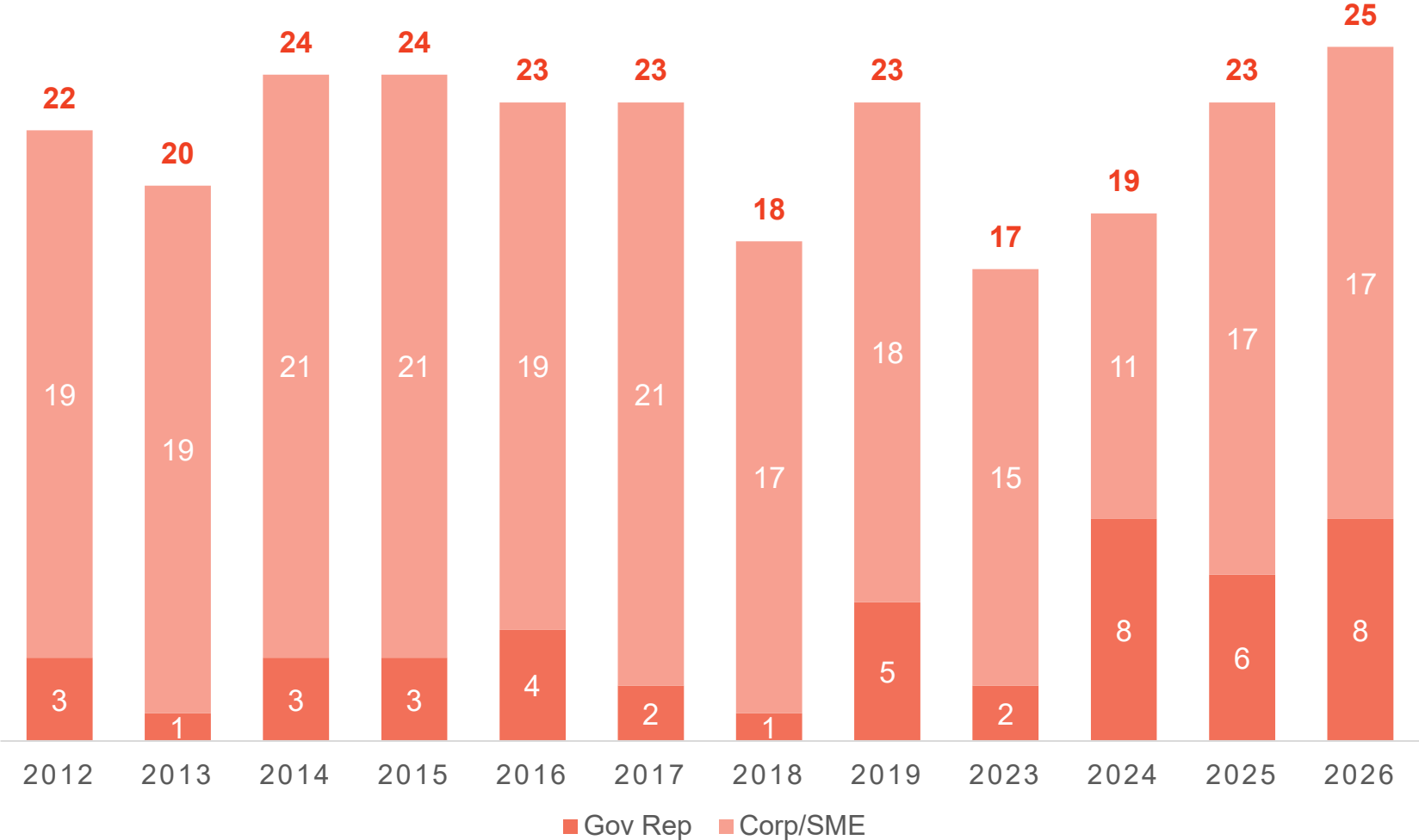
Founders of
Singapore-based
Soonicorns and
Unicorns.



Senior public sector
leaders from
Singapore ministries
and statutory boards



ALP Cohort Composition



Note: ALP was paused between 2020 and 2022 due to COVID-19-related travel restrictions

Programme Structure for ALP 2027

Business China and the appointed academic partner will jointly deliver ALP. Business China will oversee the overall programme design and management, while the academic partner will lead in the design and delivery of the programme's academic and learning components. The academic partner may also provide faculty support, academic guidance, network access and other programme support across the three programme segments.

Segment	Segment 1	Segment 2	Segment 3
Programme	Academic Classes	China Immersion	Wrap-up & Graduation
Duration	4.5 days	8 days (indicative)	0.5 day
Date	Mid-March 2027	Mid-April 2027	Mid-May 2027
Location	Singapore	China (Cities: TBC)	Singapore
Key Activities	0.5 day: Pre-Programme Segment before the start of lessons, serves as ice-breaker for participants. 4 days: Classroom-based lectures - Sharing by academics on China's latest political and economic developments - Cultural appreciation - Role play on China meeting and negotiations 2 tea breaks and lunch to be served during the classroom academic segment for 4 days.	- Company visits - Sharing by industry experts - Networking with Chinese businesses/government officials - Sharing by Participants - Academic advisory support by one accompanying teaching faculty member.	- Post-trip reflections guided by one teaching faculty member on insights gained (2 hours) - Graduation Ceremony (dinner)

Proposal Submission Requirement

1. Business China intends to appoint an academic partner for a **two-year period* covering ALP 2027 and ALP 2028**. As part of your proposal (with quotation appended), please provide:
 - a. Organization profile including relevant experience and track record, proposed teaching faculty, and any capabilities or resources that would support the delivery of ALP
 - b. Proposed programme timeline (including key milestones)
 - c. Quotation for ALP 2027 and ALP 2028; indicating whether the proposed fees are fixed across both years or subject to annual adjustment, together with the basis for any adjustments.
2. Please submit your quotation based on the programme information provided, with **pricing broken down by programme segment and itemised by cost component for each segment**. Business China reserves the right to negotiate the final scope of services and fees with the successful tenderer prior to appointment.

	Segment 1 - Academic Classes	Segment 2 - China Immersion	Segment 3 - Wrap-up & Graduation
Key Activities	- Quotation to include the following: - Pre-Programme Segment (0.5 day) - Classroom-based lectures (4 days) 2 tea breaks and lunch to be served during the classroom academic segment of 4 days.	- Quotation to include faculty fees for one accompanying teaching faculty member throughout the China immersion, including pre-trip engagement and academic advisory support (<i>roles and expectations to be further discussed</i>) - Faculty travel and accommodation costs (where applicable). Please state clearly if this is not included in your quotation	Quotation to include faculty facilitation of a two-hour post-trip reflection session <i>Exclude: Venue costs and graduation dinner (will be arranged by Business China)</i>
Scope of Services	Curriculum design, teaching materials, faculty delivery, classroom facilitation, tea break and lunch. Classroom sessions will be conducted at the academic partner's premises	One accompanying faculty member, pre-trip engagement, academic advisory, facilitation of participant reflections and learning integration throughout the immersion	Post-trip reflection facilitation and other support required for the wrap-up session

**The programme structure is expected to remain substantially similar for both ALP 2027 and ALP 2028. Any material changes will be discussed and mutually agreed upon with the appointed academic partner.*

Submission Guidelines

1. Each Tender must be submitted in accordance with this Invitation to Tender (ITT).
 - a. Proposals are to be in PDF format
 - b. Quotations shall be valid for at least 2 months from the tender closing date
 - c. Tenderers are to submit soft copies of their proposal to tender@businesschina.org.sg by **14 August 2026, 5pm**
2. Any Tender not made in accordance with the proposal submission requirements may not be considered. Business China may reject any Tender where any attempt is made to amend and/or vary the terms and conditions in this ITT.
3. By submitting a proposal, tenderers confirm that they have read, understood and accepted the requirements set out in this ITT. Tenderers will be expected to honour the terms of their submitted proposal throughout the quotation validity period.

Evaluation Criteria

1. Proposals will be evaluated based on the proposal submission requirement (see page 6), and including but not limited to the following criteria*:
 - a. Relevant experience and track record in designing and delivering China-focused executive education or cross-cultural business programmes to senior business and public sector leaders
 - b. Quality and suitability of the proposed organization, faculty and delivery approach
 - c. Programme management and operational capability
 - d. Overall value for money
2. Shortlisted tenderer will be notified by email within **two (2) weeks after the tender closing date**.

*The above evaluation criteria are indicative and non-exhaustive. Business China reserves the right to consider other relevant factors in its evaluation.

Tender Clarifications

1. Should any tenderer require clarification on any part of the tender documents, requests for clarification must be submitted in writing to Business China no later than **five (5) working days before the tender closing date**. Business China reserves the right not to respond to requests received after the deadline.
 - a. To ensure a fair and transparent tender process, Business China's responses to clarification requests will be shared with all tenderers, where relevant.
2. Should you have any questions or require further information, please contact Ms Alison Kok (alison.kok@businesschina.org.sg) or Ms Lim Wen Xin (wenxin.lim@businesschina.org.sg)

Key tender milestones

Key tender milestones	Dates
Invitation to Tender (ITT)	31 July 2026, 10am
Closing date of ITT	14 August 2026, 5pm
Clarification Deadline	At least 5 working days before the closing date of ITT
Shortlist notification	Within 2 weeks of closing date of ITT

Thank you

For more information, please contact us at BCALP@businesschina.org.sg

1 Straits Boulevard #11-02,
Singapore Chinese Cultural Centre,
Singapore 018906
www.businesschina.org.sg

