

Biography of James Chan

James Chan, Ph.D., is principal and owner of [Asia Marketing and Management](#) (AMM), a Philadelphia-based, independent consulting practice that is specialized in advising U.S. firms on marketing American-made products and services to China and Asia.



James Chan founded his international export marketing practice in 1983 after he had successfully exported scientific and medical books and journals to China and Southeast Asia for Academic Press, Inc. (AP), a subsidiary of the Fortune 500 publishing firm HBJ in New York City. He was China Area Manager and later International Promotion Manager at AP from 1981 to 1983 as China opened itself to trade with the U.S. and the western world.

James Chan has advised more than 100 U.S. industrial equipment manufacturers, technology firms, and professional services organizations. His clients include Westinghouse Electric Company, Lockheed Martin, Kingsbury, Kodak, 3 Com, Nationwide Insurance, Monitor Aerospace, Glenayre, American Management Association (AMA), Vulcan Spring Mfg. Co., Lucent Technologies, ASTM and many others. He has served as keynote speaker at annual events of national and regional professional associations including the Metal Powder Industries Federation (MPIF), The Optical Society (OSA), Robotics Industries Association (RIA) and many others.

Dr. Chan created and taught the MBA course “Global Exporting: Asia Focus” at Villanova School of Business. He created a special class on China for the Global Biomedical Service (GBS) program at the School of Engineering & Applied Science of the University of Pennsylvania.

An experienced, animated public speaker in three languages – English, Mandarin Chinese (Putonghua), and Cantonese – James Chan is the author of [Spare Room Tycoon](#), a book on the real-life stories of 40 men and women including James himself who have turned their personal visions and passions into successful businesses.

Born Wah-Kong Chan 陈华江 in Guangzhou (Canton), China in 1949, James grew up in Hong Kong and received his B.A. from the University of Hong Kong in 1970. He came to America in 1971 and received his M.A. from the University of Chicago and his Ph.D. in 1977 from the University of Michigan, Ann Arbor in geography. A naturalized U.S. citizen since 1987, James Chan lives and works in Philadelphia.

James Chan is a host of the Philadelphia local cable community program “Money Matters TV.” To see his detailed profile, go to <http://www.AsiaMarketingManagement.com>. E-mail him at: jchanamm@comcast.net or JamesChan@AsiaMarketingManagement.com.