



Nordic Expert Academy

Dear partner,

At Nordic Expert Academy, we emphasize collaborations - both from among the team members and from our network of educators, educational institutes, activity providers, resellers, partnering companies and associations. Through the application of short-term education programs that nurture high-level learning, we are excited to share the expertise of Nordic philosophies and practices with international learners through online learning and educational field studies.

This document is created to assist you on understanding this amazing experience and offerings in educational tourism. We appreciate you taking the time to read it over, and we are always around when you have questions.

Last but not least, nothing makes us happier than the opportunity working with you!

All the best wishes from,

The Nordic Expert Academy team

https://www.hohot.fi/nordic-expert-academy

https://nordicexpertacademy.com/

Part 1: Nordic Expert Academy in a Nutshell

Nordic Expert Academy facilitates education collaborations between Finland and China. Based in major cities in Finland and China, Nordic Expert Academy specializes in higher education and adult training programs for international students and professionals in the Nordic countries.

With a proven track record of trip management for hundreds of international visitors, and close collaborations with Finnish universities, governmental organizations, industry experts and companies, we offer customized trilingual packages combining education and travels among Nordic countries. The focused educational areas which are included are Nordic innovation and entrepreneurship, Nordic design, MBA training, technical visits, internship, winter sports training, Nordic welfare system in healthcare, health technology and eSports.

Part 2: The Team



Zara Kukkamaa CEO, MBA Oulu, Finland



Xiaowen Xiong
Acting Chairperson, M.Sc
(Econ)
Oulu, Finland



Eva YaoCo-founder, International Themed Tourism, B.A.
Santiago, Chile



Tairu Zhang Senior Advisor, Professor Nantong, China



Laura Savikoski Legal Specialist, MICL (Laws) Helsinki, Finland



Aaltje Bos Communication & International Health, MHS Oulu, Finland



Dr. Yuan Jiang Legal Specialist Helsinki, Finland



Huiru Ding Regional manager, MBA Beijing, China

Part 3: Reference Projects and Testimonials

Reference 1: Working with Aalto Ventures Program, Aalto University in 2019 Nordic Start Up Summer program

Together with Aalto Ventures Program, Aalto University, Nordic Expert Academy organized Nordic Start-Up Summer program in which 33 students and teachers from 5 top Chinese universities participated. Participants not only have the chance to receive Finnish high-quality education regarding areas in entrepreneurship and innovation, but also may experience the unique beauty of the Nordic wilderness and cultures through 6 cities in Finland, Sweden and Estonia.



Testimonials:

"This study program has really broadened my horizons and familiarized me with the basics about innovation and entrepreneurship, as well as the know-how to start a business, which would definitely contribute a lot to my participation in the "Internet +" Innovation and Entrepreneurship Competition in the future. This may also change my future career planning, in short, this study tour has brought a huge impact on my future path. - Jia from Xidian University

"Finland is indeed a hot spot for innovation and entrepreneurship. The education system, welfare system and the concept of equality between men and women can help open doors for young entrepreneurs. Thanks to the teachers and students who participated in this program, which made this trip in Northern Europe unforgettable." - Liu from Fudan University

"The higher you stand, the farther you see. This program provided us with an unprecedented and amazing platform that deepened our understanding of the entrepreneurial journey of European entrepreneurs and has greatly expanded our horizons." - Yang from Xidian University

"By participating in this innovative and entrepreneurial study program, I've learned that there are many possibilities in life. Starting from something small, being down-to-earth, realizing your own entrepreneurial dreams and creating positive values for society. I have come to realize that failure teaches success. The failures of each entrepreneurial venture is used to accumulate experience for that next successful idea." - Lu from Fudan University

"The two-week Nordic trip, travelling around picturesque Finland, is full of an entrepreneurial atmosphere and innovative discussions, then on to Estonia, which is an international leader with the world's top digital development. Then on to Helsinki with clear blue skies and white clouds to the quiet streets of Stockholm; my biggest gain was the joy I found from the flashes of different thoughts and inspiration. These ideas of innovation and entrepreneurship that can change the lives of many people and may be generated in our discussions." - Liu from Fudan University



Related links:

- Report from Aalto University
 https://blogs.aalto.fi/studentambassadors/2019/07/31/nordic-startup-summer-program-organized-by-aalto-ventures-program/?fbclid=lwAR1t-LGCHtiN8gc8LqsHj8b-HB8l3EHSpWw2JcZbwar3VioKHWzhl1YHkFo
- Press release from Fudan University
 https://mp.weixin.qq.com/s/LfGunXEJxaIDbg9yNpWjiw
- Press release from Xidian University
 https://news.xidian.edu.cn/info/2106/205176.htm
- Press release from Hohot Consulting https://mp.weixin.qq.com/s/ZOKCBdqHB2h2giyi3vUFjw

Reference 2: Managed Oulu Business School's short-term study programs during 2017-2018









Testimonial:

"For a number of years, we worked closely with Hohot team in our short-term International Study Program where visiting university students from all over China were able to take accredited courses at the University of Oulu while also travel around the surrounding countries for empirical studies. The consultants from Hohot have contributed greatly in many aspects of the program from planning of events to the execution. This was including but not limited to program promotions, recruitment processes, communication with partnering universities and agencies, study orientation sessions, lecture planning, company and government visits, internship arrangements and cultural or travelling activities. Their rich understanding toward how to bridge Chinese and Europeans professionals in order to develop lasting connections have been of considerable contribution to our study program's achievements. The team handled their responsibilities with profound professionalism and commitment. We highly recommend Hohot Consulting for facilitating your organization's success towards Chinese market."



Antti Kauppila

Programme Director
Executive MBA -programme
University of Oulu

Reference 3: Facilitated Chinese students' experience and study visits to Kalajoki Resort 2016-2018

In the last 3 years, our collaboration with University of Oulu and visits to Kalajoki, we were able to organize the passage of numerous Chinese students to visit Kalajoki Resort. Here, students were able to participate in life changing learning experiences with the local tourism industry, activities around hosting workshops in order to provide first-hand feedback to Kalajoki for localizing their services for Chinese tourism, to conduct social media marketing campaigns by using the creation of promotional videos and as well as to create business plans for Kalajoki to approach Chinese market demands.









Testimonial:

"The students give us very important insights and useful information about the level of suitability of our destination and existing services for Chinese tourists (especially from young visitors' point of view). They provided us essential feedback and practical tips on how to develop our services to serve our Chinese guests better. This kind of visit also gives us a pleasant opportunity to get familiar with the Chinese culture and habits."



Johanna Nakkula Sales and marketing manager Visit Kalajoki

Reference 4: Facilitated Student Internship Programs working for Finnish companies 2017-2018

As another form of study program in Finland, students have the opportunity to learn first-hand business practices by having hands-on experience through the application of internship programs where students work directly with entrepreneurs. Nordic Expert Academy has been very lucky to be able to coordinate these amazing programs with local businesses from Oulu and other regional supporting organizations that provide real world opportunities for students to learn from.





Reference collaborating companies:

- Socfri Oy (Njetwork Inn)
- Polar Device Oy
- RSM Finland (Oulu office)
- Ritvamedia (Mrs. Santa Claus Finland)
- Marketing Freelancer MP

Reference 5: Testimonial from Business Finland

"We have worked with Hohot in both medical and educational tourism. Hohot team is very collaborative and has provided valuable market information for our firm. They are an exciting and pleasant company to work with and will easily adapt to the customer's needs."



Päivi Antila

Project Manager

Health and Educational Travel, Business Finland

Reference 6: Testimonial from OP Financial Group

"OP Lab was hosting a workshop for a group of Chinese university students. Their visit was organised by Hohot Consulting Oy. We were happy and eager to collaborate and were highly satisfied with the results of the workshop - we were able to learn many valuable lessons for our future projects and gather a great deal of useful data from the students."



Päivi Järvenpää

Partnerships Lead, OP Financial Group

Reference 7: Managing Chinese social media (Weibo) for KAMK



Sina Weibo (shortly Weibo) is a microblogging website in Chinese language (a hybrid of Twitter and Facebook). Launched in 2009, it is the second most popular social media in China with its user base nearing 500 million users. As of Q1 2020, Weibo had 550 million monthly active users, growing by nearly 100 million users in 2019 alone. Followers or other Weibo users can interact by liking, commenting or re-posting the updates.

Kajaani University of Applied Sciences (KAMK) sees the potential of Chinese market for overseas student recruitment. Requested by KAMK, with intension to gain a growing awareness in China, Nordic Expert Academy team has been managing KAMK's Chinese social media account (particularly on Weibo) since 2017 to share the school's study programs, admission processes, as well as answering questions from Chinese students about application, interacting with other accounts active in Finnish higher education export field.

KAMK Weibo: https://weibo.com/kajaani?profile ftype=1&is hot=1# 0

Part 4: Nordic Expert Academy Introduced by Partnering Organizations

1: Introduced as Visit Finland Educational Tourism Service Provider



NORDIC EXPERT ACADEMY (BY HOHOT CONSULTING OY)

Contact: info@hohot.fl Contact person: Xiaowen Xiong, +358 44 036 0308, xiaowen.xiong@hohot.fi

More information: www.hohot.fi

The Nordic Expert Academy is a higher education and expert training brand launched by Hohot Consulting Oy in September 2019. However, the team has been successfully operating short-term education and training programs in the Nordic countries for the last 4 years. In close collaboration with Nordic universities, educational institutes and industry players, Nordic Expert Academy offers education programs in Nordic innovations and entrepreneurship, Nordic education systems, the Nordic healthcare and welfare system, Nordic design and other topics. With our educational programs, we focus on the students' and trainees' innovative abilities, unique learning experiences, and the demands of international growth.

Location: Oulu

Main Area: Coastal areas & Archipelago

Duration: 1-30 days

Price: 100-200 EUR / person / day

Group size: 5-35

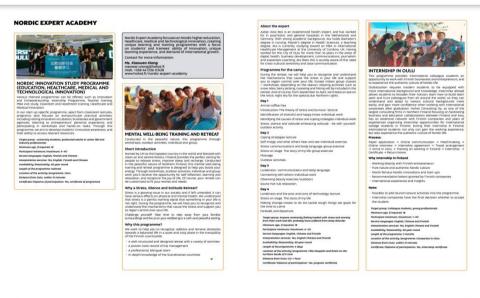




 $Download: \underline{https://www.businessfinland.fi/48f485/globalassets/julkaisut/visit-finland/tutkimukset/2020/vf_educational-\underline{manual_english_2020.pdf}$

2: Introduced as Visit Oulu Educational Tourism Service Provider





Download: https://issuu.com/businessoulu/docs/oulu educational and technical visits program 2020

3: Article published by PINO Network, which is a community focused on Finnish education exports



News

Hohot Consulting is building a bridge between Finland and China

August 13, 2019



Hohot Consulting was established 2016 to build a co-operation bridge between Finland and China. The company is a coordinator and operator for business consulting services and marketing supporting. They also offer legal specialist services and operate in educational tourism.

For example, this summer Hohot Consulting brought 33 students and teachers from five high qualified universities from China to Finland, to study Nordic innovation and entrepreneurship. The visitors attended courses organized by AVP, Aalto university and had workshops in Oulu and visited Estonia and Sweden. They also had a great opportunity to interact Finnish people and explore cities, culture and companies.

 $Link: \underline{https://www.pinonetwork.fi/news/2019/8/13/hohot-consulting-is-building-a-bridge-between-finland-and-chinal and a consulting-is-building-a-bridge-between-finland-and-chinal and a consulting-a-building-a-bridge-between-finland-and-chinal and a consulting-a-building-a-bu$

3: Article published by Business Oulu



The Nordic Expert Academy focuses on Nordic higher education, healthcare and medical and technological innovation, creating unique degree programs.

Nordic Expert Academy is a top-class training brand recently launched by Hohot Consulting Oy. It focuses on Nordic higher education, healthcare and medical and technological innovation. The degree programs created by the Nordic Expert Academy focus on developing students 'and trainees' innovation skills, providing a unique learning experience and responding to international growth.

Hohot Consulting has previously launched the Nordic Innovation and Entrepreneurship training program together with Aalto University's Aalto Ventures Program and received a huge amount of positive feedback from both its partners and Chinese students. In addition, Hohot Consulting has developed training programs for teachers with the University of Oulu.

In the future, several courses on various topics will be added to the Nordic Expert Academy platform, e.g. Art and Design Innovation, Healthcare and Medical Innovation, University Student Internship Program, Teacher Training, MBA Visit Study, and CleanTech and HealthTech Training. The main target groups of the degree programs are talented students, adults who have already graduated and are involved in working life, and experienced professionals. Representatives of these groups are potential future tourism consumers in Finland and potential business decision-makers in China.

A student from Fudan University commented on his experience as follows: "The two-week trip to the Nordic countries started in Finland, where there is a strong entrepreneurial atmosphere and full of innovative ideas. The journey progressed from blue-skinned Helsinki to stylish and quiet Stockholm and finally to Estonia, which is world-class in the field of digital development. The best thing about the trip was the joy and insight brought by different streams of thought that many new revolutionary innovations and entrepreneurial ideas can really start with our exchange of ideas and interactive interaction with others."

To this, another student from South China University of Technology adds: "Every day spent in Finland felt really meaningful. I felt very energetic and excited and I fell askeep every night with a smile on my lips. I want to remind you of these moments of joy and enjoyment in Finland. I was completely immersed in the Finnish spirit and felt a deep connection to the world around me. Long daily walks and numerous rewarding conversations made me feel wonderful. I have never felt alive the same way I did during the trip."

The Nordic Expert Academy is interested in cooperating with Nordic partners who want to offer training, company visits, workshops, lectures or courses, or network and share experiences in investment, startups, general business, entrepreneurship, internships, healthcare and medical innovation, art and design. ideas and business innovation.

For more information and contacts:

Zara Longye Kukkamaa CEO

Hohot Consulting Oy Email: zara.kukkamaa@hohot.fi Phone: +358 44 036 0308



Link:

https://www.businessoulu.com/fi/uutiset/hohot-consulting-oy-lanseeraa-nordic-expert-academyn-markkinoidakseen-suomalaista-koulutusta.html

Part 5: Results Recognized by Media

1: Kaleva (Finland), July 25th 2019



Link:

https://www.kaleva.fi/uutiset/oulu/ainutlaatuinen-vapaus-ja-lasisauna-merenrannalla-kiinalaiset-tutustuvat-oulussaerilaiseen-opiskelukulttuuriin/824057/?fbclid=lwAR0fXbz-8MYWjEqM6y9HO9hWx8KUy3XphPz4Jt5GliuutMpCnH8jl65wSLk

2: Xi'an Daily (China), August 24th 2019



Link: http://epaper.xiancn.com/newxarb/html/2019-08/24/content 395467.htm?div=-1



4: Kaleva (Finland), July 7th.2018



 $\label{link:https://www.kaleva.fi/uutiset/oulu/hohot-consulting-tarjoaa-startup-oppeja-kiinalaisille-opiskelijoille-oulu-business-schooliin-saapuu-kesan-aikana-runsas-sata-kiinalaisopiskelijaa/798709/$