Face To Face:
Doing Business With the Mainland Chinese

“In China, everything is possible, but nothing is easy.”
—Favorite saying, M. Johannsen

How To Reduce Misunderstanding and Generate Business

Develop Proper Quan Xi
To do business with Chinese business people, it’s vital to develop a sound relationship. One also needs to learn how to build, sustain and repair these relationships.

Establish Positive First Impressions
Learn how to create a good first impression that creates a good feeling between the parties.

Knowing The Chinese Way
One expert source lists over three hundred values one should know; but one especially needs to know the business values held by Chinese society that have little Western equivalence. These include such terms as: kayqi, mianzi, etc.

Improve Communication
A number of subtle differences occur when Americans and Chinese communicate ideas—often creating a great deal of frustration.

Typical problems include: different logic flows; unstated context; inappropriate jargon, slang and idioms; being too direct or indirect; misunderstood metaphors; etc.

East and West Business Values
There are number of different business cultural values that can prevent each side from doing business with the other. It’s important to know and understand them.

Delivery Options

Customized Coaching. This option allows for real world tailoring to address particular issues you want addressed. It includes follow-up and application based assignments.

Blended Class. This approach includes customization, live instructor and on-line content available through the learning management system.