

Maximize your potential with China: Advanced Series

Class Description:

Learn more than just cultural differences, learn how to become more effective with your counterparts in China. This class will teach you the “why” behind the different business practices and give you specific steps to follow in working with your contacts in China. This class differs from the Starter Series because it incorporates more of the participants specific work situations through a more interactive approach and is tailored to the experienced executive in China. This is an impactful and challenging series—not the typical cultural training.

Who should attend:

Designed for the US team member with more than (3) three years experience working with China and/or has traveled to China more than (5) times:

- Employees that have regular interaction with Chinese vendors / customers / coworkers
- Staff that work with Chinese organizations/counterparts: Purchasing, Sales, Technical Specialists, Engineers, Plant Managers, Quality Control, etc.
- Executives who travel to China extensively or manage staff there

Benefits:

Participants with 5-10 years experience working in China have told us “I wish I had this class 5 years ago!” You already know what the difficulties are, now learn how to prevent them;

- review the background of politics, education, social change that has shaped China today
- discuss the common mistakes and miscommunications that lead to unnecessary costs and delay
- practical methods to improve interaction with Chinese coworkers or suppliers
- change for all areas of the organization that will improve management relationships with China employees
- advanced strategies to improve business communications—spoken, written, negotiation

Class Format:

The first sections will lay the ground work for the cognitive differences that develop between Chinese and American Business people because of how they are educated and socialized. The next sections will take the conclusions that we reach and use the participants situations in discussion to understand how these differences influence the way we make decisions, process information, handle conflict, and communicate.

The last sections will give you techniques to improve for future interaction (negotiation, relationship building, management, communication).

The specific class format, length, and frequency will depend on which type of training program you choose; corporate in house, online webinars, or onsite conference style training. See the website for more information.

Teaching Staff:

Look on our website for detailed biographies of our teachers and their qualifications. All of our teaching staff have lived in China, worked on a daily basis with Chinese co-workers/staff and studied the Chinese language. We carefully select staff that can give you their own experiences along with the material.



Please call today to speak to one of our training representatives at (330) 338-0250 or email us at chinaresource@live.com for more information. We look forward to meeting you!

Website at: www.chinaresource.com