

Maximize your potential with China: Starting 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. If your business is considering doing business in China, currently doing business in China or you are new to the China team, this seminar series is a must!

Who should attend:

Designed for the US team member with less than (3) three years experience working with China and/or has traveled to China less than (2) times:

- Employees that have any interaction with Chinese vendors / customers / coworkers
- Staff that will work with Chinese organizations/counterparts: Purchasing, Sales, Technical Specialists, Engineers, Plant Managers, Quality Control, etc.
- Any department involved in meeting, communicating, or hosting Chinese

Benefits:

Participants with 5-10 years experience working in China have told us “I wish I had this class 5 years ago!” You will learn;

- understand the background of politics, education, social change that has shaped China today
- learn to avoid the common mistakes and miscommunications that lead to unnecessary costs and delay
- practical methods for doing business with Chinese counterparts more effectively (coworkers or suppliers)
- tips for building and improving management relationships with employees in China
- basic 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 build on them to understand how they influence the way we make decisions, process information, handle conflict, and communicate.

The last sections will give you the template 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