

HOW TO COMMUNICATE WITH CHINA



USUALLY

- Avoiding behaviors leading to confrontation
- Avoiding controversial topics
- Creating rules
- Preserving personal harmony

BEFORE YOU MAKE CONTACT

- It does not matter who you are!! It is important who do you know and which group do you belong to
- Can giving a business card be difficult?
- What really matters is your position
- A handshake is nothing surprising.
- Interesting fact: How many surnames are there in China?

LET US TALK

- Writing has never been so far difficult
- Speak clearly
- Explain misunderstandings - then, it will be too late
- Context is important
- Silence is golden
- Apologize for everything.

ABOUT BUSINESS

- Patience and endurance are the necessary attributes of running a business in China.
- Get ready for 100%, nothing should surprise you.
- Do not negotiate by your own
- Chinese pay attention to terms and quality
- Business clothing is strictly fixed
- Without having an appointment, you can be treated as a tourist
- Have a balanced sense of humor.

GIVING PRESENTS

- Presents make contacts easier
- Inappropriate presents include: clock, green headgear, white package
- Appropriate presents include: regional souvenirs, books and pictures of our country, cigars, alcohol, fountain pens
- Present cannot be too expensive or too cheap; it should be suitable for a given business partner.

BUSINESS RECEPTIONS

- Chinese are excellent hosts
- Chinese tables during receptions are full of food and drinks
- Time spent at the reception cannot be devoted to discussing business matters.