

Chinese Language and Cultural Advice presents

# Negotiating with Chinese People

## half-day workshop

Let us never negotiate out of fear  
but let us never fear to negotiate!



**Date and Time:**

Wednesday 9 August 2017  
12.30pm to 4pm

**Location:**

Education Development Centre,  
4 Milner St, Hindmarsh

**Cost:**

\$330.00 per person  
(including GST, workbook, and  
afternoon tea)

**To register:**

Contact CLCA office  
T: 08 8352 6128  
E: [info@clca.com.au](mailto:info@clca.com.au)

In business, knowledge is a negotiator's greatest weapon. To be successful in the Greater China region, you need to arm yourself with enough knowledge about Chinese values and Chinese negotiation strategies.

This half-day workshop will help you understand:

- The importance of maintaining a harmonious relationship
- How to prepare for negotiating with Chinese people
- Different views on important issues such as “time” and “business plan”
- The importance of understanding Chinese values
- Ways to get your point across clearly
- How a banquet or a social activity can influence the negotiation outcome
- Common negotiation strategies used by Chinese people

During the workshop, the presenter will demonstrate some common tactics used by many Chinese business people in negotiations. Familiarity with these tactics will give you more confidence when negotiating with Chinese people.

**Who will benefit?**

Company directors, business leaders, managers and team leaders, exporters and importers...anyone who has dealings with Chinese businesses and Chinese staff.

**About Chinese Language and Cultural Advice (CLCA)**

CLCA was formed in 1998 to provide consultancy services to companies and organisations doing business with, or seeking to do business with the Greater China Region. Our team of trainers, translators and interpreters aim to ensure that you foster an effective and profitable relationship with your Chinese counterparts.

**Cancellation policy:**

Fees are not refundable on cancellation or withdrawal up to five working days prior to the workshop, or for non-attendance.

