

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!



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.

**Date and Time:**

Tuesday 19 February  
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)

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)**

We provide corporate training, executive mentoring, branding and marketing intelligence, project management, document translation, delegation assistance, and language tuition to assist Australian businesses and organisations embrace the China opportunity. We have been assisting our clients build their China business knowledge, capabilities, and cultural intelligence skills over the past 20 years.

**Cancellation policy:**

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

