

Chinese Language and Cultural Advice  
presents a full-day workshop

# 36 Chinese Strategies

## 三十六计

Sharpening your negotiation skills



### Date and Time:

Wednesday 21st November

9.00am to 3.30pm

### Venue:

Inner West BEC,

30-32 Stirling St, Thebarton, SA

### Cost:

\$425.00 (GST, workbook, lunch,  
morning and afternoon tea)

### To Register:

RSVP to CLCA office

T: 08 8352 6128

E: [info@clca.com.au](mailto:info@clca.com.au)

Most Chinese people know about the 36 Strategies

They are widely known and applied in today's business world

A way of thinking about the 36 Strategies is that they are like Chinese idioms. They are learnt through families, friends and, to a lesser degree, at school.

Knowing the 36 Strategies is a crucial part of knowing how to understand and conduct business with Chinese people.

An example of one of the 36 Strategies:

Strategy 3: Murder with a Borrowed Knife

This means: To preserve your own strength by getting others to help you achieve your goals.

An example: In a business negotiation the head person may not be the one who raises questions such as 'can you reduce the price?' The person who asks this will be someone with much less status. The head person is therefore preserving his/her own strength.

### 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 the Greater China Region. Our dedicated 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.

