



The Lowdown: Business Etiquette - China

Florian Loloum

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THE "MUST HAVE" TOP TIPS GUIDE TO DOING BUSINESS IN CHINA

We live and work in a global environment - and knowing how to behave with courtesy in other countries allows us to make a great impression and maximise our potential.

This "quick fix" guide will give you the inside information on how to do business and cope with business socialising in China.

"The Lowdown: Business Etiquette - China" will give you practical tips on how to navigate your way through a business trip to China, and on how to behave and how NOT to behave in both business and business socialising situations. This guide will help to ensure that you maximise your time in China or in dealing with your Chinese business colleagues, thus making you a greater asset to your company and your profession.

Topics Covered Include:

How to understand "guanxi" and build a business relationship

How to navigate your first business meeting - what to do and what NOT to do!

Understanding the importance of hierarchy

The importance of colours and numbers in Chinese culture

How to cope with social invitations and understand their critical importance in a business relationship

A list of useful phrases

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