

WORKSHOP **Working Effectively with Chinese**

What is the workshop about?

This workshop focuses on the cultural dimension of our interaction with Chinese. It is based on the notion that knowledge of China is not optional anymore. The better prepared we are, the better business results we will achieve.

The goal of the workshop is to help executives build the knowledge, skills and confidence to interact more effectively with their Chinese business partners and colleagues.

What are the benefits?

- Get answers to your most pressing China questions;
- Gain appreciation for the idiosyncrasies and the many facets of doing business with Chinese;
- Increase business confidence in dealings with Chinese business partners;
- Build sustainable business relationships with direct positive impact on the bottom line.

How is the workshop run?

This workshop is customized to the client's needs identified through a pre-work questionnaire and interviews. The format can vary from a basic ½ day introduction to the cultural dimension of working with Chinese, to a 2-day workshop that permits a more profound exploration of Chinese business culture with a range of tips for various business situations: Negotiation, How to Manage Chinese Staff, or Remote Communication.

The interactive approach – a mix of presentation, cultural awareness building exercises, group discussion and case studies focuses on ensuring that clients apply the newly acquired knowledge in real business situations.

Who can benefit from the workshop?

- Expatriate professionals in transition to China;
- Organizations and individuals doing, or preparing to do, business with Chinese;
- Local managers with responsibilities for business dealings with China; and
- Managers leading international teams which include Chinese staff.

iglobal China consultant

Irene Öhler, founder of iglobal, holds a Masters in Chinese Studies from Vienna University, Austria. She is fluent in Mandarin. Irene has been a dedicated observer of China's development over the past 20+ years and has studied and worked in China for 6 years, most recently in Shanghai, where she worked as a trainer, consultant and coach for many multinational companies.

"I think that the workshop you did for "doing business in China" was really invaluable for me as someone moving to China.

Whilst having lived in a number of countries around the world, China was the one that proved to be the most different in terms of business and business thinking."...
It greatly sped up the appreciation of the differences and how to adapt behaviour. "

Mark Celik-Alvis, *Country Manager, Peoples Republic of China, Fisher & Paykel Appliances*