

DO'S & DON'TS IN CHINA

General directions for making a good impression

- Be patient; don't inform your business partner about any deadline.
- Respect hierarchy; don't send your youngest employee as your representative.
- Business meetings are being conducted by the most senior representatives; other participants only provide additional information when asked.
- Meetings are being scheduled on a short notice, but make sure to be in time or even somewhat earlier.
- Take your own interpreter during negotiations.
- Invest in relations and local networks; they are your main business vehicle.
- Business lunches, dinners or banquets should be returned.
- Toasting is popular in China. At banquets the host offers the first toast and the ceremony will continue during the dinner. You can toast with non-alcoholic beverages but make sure to do so from the start.
- Be sure to learn the significance of colours and numbers with regard to deciding on gifts, dress code and contract data. For example, never use white or clocks (death symbols).
- Chinese names indicate the family name first, followed by the second name and given name. Also address titles if possible, for example: Professor WANG Wu Jiang, President XI Jinping or just Mr. Wang en Madame (not Mrs) Liu.

These do's and don'ts help to make a first good impression when meeting business partners.

However, for a successful business outcome, a tailored cross-cultural approach is key. We gladly provide you with more country and industry specific cultural advice. Contact us at info@culture-inc.com.