

KINAKONSULENTEN & TONY FANG

Seminars – workshops- consulting

- Are you planning to enter the China market?
- Do you already have operations in China, and are you struggling to better their productivity?
- Are your key Chinese staff leaving one after another, and are you wondering how to keep them?
- Do you find yourself mired in communication problems between your headquarters and your Chinese employees?
- Have you ever unintentionally ruined negotiations with Chinese counterparts before they even had a chance to start?
- Have you had to suffer the frustration of your Chinese employees' lack of initiative and would you like to know how to better motivate them?
- Would you like to learn how to handle cross-cultural workplace conflicts?
- Would you like to learn to transform cultural differences into cultural synergy?

Doing business in China may seem easy. Indeed, globalization has generated a lot of changes in China - so much so that you may believe that doing business in China is just like doing business in Scandinavia. However our research and consulting experience show that this perception about business in China can lead those who believe it to failure.

***“In China there are at least 16 ways of saying “no”
- including “Yes!”***

Tony Fang

The Chinese think, act and communicate differently than Westerners simply because they have different values and a different way of seeing the world. Without an understanding of these differences, communication is difficult and negotiations with a Chinese partner can seem "blind-folded". We teach you how to remove the cultural blindfold and to see the world the way the Chinese do in order to achieve greater business success and greater harmony in the workplace.

Learn to navigate in a foreign landscape

When do the Chinese say "yes" when they mean "no", and when do the Chinese say "no" when they mean "yes"?

Why do the Chinese communicate in such indirect ways with their business partners? What can the consequences be if you yourself are too straightforward? How important are personal relationships and isn't business just business no matter where in the world you are?

In our workshops, we address these and other issues about Chinese culture and business in China. You learn *how* and *why* the Chinese think, act, communicate and do business the way they do. It is our experience that many approaches can work in China, and in our workshops we help you find the best solutions for you to be able to adapt your behaviour in a way that will lead to greater success in the China venture. We offer beginner and advanced level programs for company staff as well as for executives.

Headlines for our seminars/workshops:

For Nordic executives:

- Chinese Business Culture
- Chinese Business negotiating behaviour
- Chinese Communication Style
- How to conduct successful business negotiations with the Chinese
- How to work with Chinese colleagues
- How to communicate with Chinese employees
- How to live in China
- How to adapt to living in China as an expatriate family

For your Chinese employees:

- Scandinavian business culture
- Scandinavian communication style
- How to work efficiently with Scandinavian colleagues

Joint workshops for both Nordic and Chinese managers

- Team building courses
- Case studies and analyses
- Chinese/Nordic managers/employees – turn the cultural differences and diversity into organizational and business assets

Anything you didn't find on the list?

Are you looking for a specialist on a certain China-related area?

KINAKONSULENTEN cooperates with internationally renowned corporate researchers, consultants and China specialists in a wide range of areas in order to meet the needs and wants of all of our clients.

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