



HKLTC

BUSINESS MANDARIN NEGOTIATION

NEGOTIATING EFFECTIVELY WITH CHINESE

POWERFUL NEGOTIATION SKILLS IN
BUSINESS MANDARIN

HONGKONG • BEIJING • SHANGHAI

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BUSINESS MANDARIN

NEGOTIATING EFFECTIVELY WITH CHINESE

Description

Working in China offers both opportunities and challenges for companies and also for executives. In the booming activity China faces, one of the most difficult challenges is to interact effectively and develop a productive synergy between foreign executives and their Chinese counterparts. It is a key issue for foreign companies who want to establish themselves in China and secure a larger part of their market.

Objective

This programme aims to provide new expatriates in PRC with knowledge about how to be effective with Chinese when negotiating. It provides insights about the changing values of Chinese business people who are caught in a complex web of traditional and modern approaches to problems and tasks.

Target Participants

The programme is recommended for executives who are taking on new responsibilities in China but also for foreigners who have already been working in China for some time and want to go beyond their current experiences.

Benefits Highlights

This programme will provide participants with:

- Better adaptation to a fast changing cultural environment
- An increased knowledge of views and needs of their Chinese counterparts
- In-depth understanding of new values emerging in the modern business environment
- Enhanced ability to analyze negotiation situations
- Key elements to identify pitfalls in negotiating
- Techniques to be effective in negotiating with Chinese counterparts
- Ability to handle difficult situations

Workshop Content

- Introducing Chinese culture and market
- The Chinese mindset
- Profiles of Chinese negotiators
- Chinese perceptions of Western negotiators
- Chinese negotiating strategies
- Tactics and tricks
- Unethical practices
- The role of the interpreter
- Communicating effectively
- Effective strategies in various types of negotiations
- Practicing negotiation with a Chinese counterpart
- The characteristics of a good agreement
- The effective negotiator in China



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Schedule

Day 1

Morning

Introducing Chinese Culture and Market

- Basic traditional values – Chinese Society and Its New Emerging Culture
- Current changing values – Negotiating with the Chinese: The Cultural Dimension.

The Chinese mindset

- Chinese thinking
- Paradoxes
- Balance concept

Case Studies

Afternoon

- Chinese Perceptions of Western Negotiators
- Chinese Profiles of Negotiators

According to

- Region
- Profession
- Age group

Chinese Negotiating Strategies

- The negotiation concept
- The mobile warfare
- The joint project
- Tactics and Tricks

Case Studies

- Negotiating with the foreign devils: a Chinese point of view

Day 2

Morning

Unethical Practices

The Role of the Interpreter

Communicating Effectively

Effective Strategies in Various Types of Negotiations

- Buying; selling; setting up a joint venture; transferring technology; operating a joint venture
- Cooperative/competitive/conflicting situations

Afternoon

Practicing Negotiation with a Chinese Counterpart

- Simulations with a Chinese negotiator

The Characteristics of a Good Agreement

The Effective Negotiator in China

Language

Mandarin Chinese or English

Duration

2 days workshop

Venue

Customized Workshops available in Hong Kong, Beijing, Shanghai and other cities in PRC



BUSINESS MANDARIN

POWERFUL NEGOTIATION SKILLS IN BUSINESS MANDARIN

Programs available in Hong Kong and other cities in China

Target Participants

Powerful Negotiation Skills in Business Mandarin is a 2-day intensive training program designed to provide cutting edge negotiation skills in Business Mandarin for senior officials in the public or private sectors. The course is designed for senior corporate executives, managers and partners of law firms, accounting firms, banks, fund houses, senior government official, members of the diplomatic corps and decision-makers in all other sector.

Benefits Highlights

Negotiation Skills in Business Mandarin will provide a conceptual framework to prepare for and conduct negotiations in formal business mandarin, improve abilities to resolve disputes, and eventually increase return on any negotiated agreements. Participants will be able to

- Identify what is involved in the process of negotiation
- Adopt a planned approach to formal negotiations
- Practice the skills of negotiation
- Apply learnt skills to formal business negotiations
- Learn 120 core negotiation phrase and sentences
- Well-prepared mentally for China business Negotiation
- Enhance and polish Negotiation skills in projecting contents retailing market

Course Content

Day1

- Understand the cultural background of Chinese people
- Using proper phrases and choice of words
- Interrupting skillfully and disagreement on polices
- Probing questions and giving suggestion
- Advocating the terms and conditions

Day2

- Optimize outcome on internal and external negotiations
- Effective process design
- Succeed in multi-party negotiations
- Overcoming impasse
- Preventing disputes

Detailed workshop outline



BUSINESS MANDARIN

Target Participants

The Legal & Finance Professional

Today's lawyers, bankers and accountants can better serve their clients if they can acquire proper Business Mandarin for negotiation. Effective negotiation involves identifying areas of conflict and congruent interests to resolve deadlocks, and subsequently reaching mutually beneficial agreements. This executive program deploys a list of practical buzz-words and exercises to enhance the confidence of the professional field negotiators, and learn to apply Business Mandarin in realistic scenarios.

The Business Executive

Whether it is closing a business deal, conducting performance appraisal and salary review, reviewing employment conditions, or resolving conflicts between colleagues, the corporate leader has to find solutions amenable to all parties involved. Indeed the aim of negotiation is not only to create a win-win situation, but also to maintain business ties and create value for the enterprise. This program focuses on the practical language skills to cope with these real-life situations in the corporate world. It is designed to allow the business manager to become a creative problem-solver and effective leader, while being alert of the Chinese language used.

Manager in the Public Sector

Negotiation Skills in Business Mandarin is a vital plus for today's manager in the public sector. It is increasingly common to use Business Mandarin to reconcile and balance out the diversified, and sometimes, conflicting interests of stakeholders and citizenry in general. Through this training program, the public official can learn to negotiate in various settings using standard Mandarin coupled with techniques that advance the public mission.

Note: Intermediate level of Mandarin proficiency is required. Placement test will be arranged prior to course commencement.

Language

Mandarin Chinese or English

Duration

2 days workshop

Venue

Customized Workshops available in Hong Kong, Beijing, Shanghai and other cities in PRC