

## ChineseGaga International Group

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"In today's world, to be an educated person, without a doubt, you have to know and understand China. Not only the Chinese but also their presence in Asia."

Quotes by Valerie Hansen - Professor of History,  
Yale University 07 April 2012 zaobao.com

ChineseGaga provides general and customised Chinese culture and language workshops for corporations and organisations which are thinking or already venturing to China.

## Corporate Training Workshops / Seminars

China being the largest consumer market in the world certainly has plenty of prospects for foreign companies. The challenging side is that it can be a tough place to do business. Some of the world's biggest and best companies have stumbled hard in China. ChineseGaga specialises in corporate training courses or workshops, our professional trainers will conduct these in-house programmes for companies or organisations.

Below is the partial list of our general programmes:-

### **A. Building Successful Relationships in China (1/2 day)**

Many people have heard that relationship or Guan Xi' is critical to doing business in China. In fact, in the West, a great deal of mystique surrounds the way business relationships work in China. In this workshop, we will explain what 'Guan Xi' means, what benefit it can bring and how to develop it effectively. We will cover areas such as: introduction of 'Guan Xi', establishing trust and returning favours, understanding relationship in businesses and government and the art of building 'Guan Xi'.

### **B. Business Etiquette (1/2 day)**

With any business dealing, etiquette is the key to winning over a new client or partner. This is distinctly true for China, where this will lead to make or break in your business. This workshop will offer some tips and information on how to behave in China and handling marathons of meals known as the Chinese banquets. We will cover areas such as: Appropriate Chinese business manner, enjoying a Chinese banquet, understanding Chinese hospitality and displaying of your appreciation to the Chinese.

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### **C. Business Negotiation Tactics (1/2 day)**

The Chinese are shrewd and difficult negotiators. Although negotiating with them can be challenging, it is certainly worthwhile in the end as they can be your greatest business partners or customers. This workshop will focus on: how negotiating works in China and the strategies and tactics the Chinese use.

### **D. Achieving Success in China (1/2 day)**

Some will say that China is one of the most challenging places to do business. Therefore, we need to understand the business values, the preparation and the workables (and unworkables) in China. This workshop will cover the current Business Environment and focuses on the concept of working through the Chinese way, employing direct and personal contacts and strategies for achieving successes with your Chinese customers or partners.

### **E. Chinese Style of Management (1/2 day)**

It has been proved in history that long-lived and creative management theories are always born in the countries or regions characterized by fast-growing economy. The success of China's opening-up and reform has drawn more and more attention to Chinese style of management. However, what's the Chinese style of management? Is its essence distinct from the other theories? In this programme, we will define the Chinese style of management, identify the characteristics, exploring the differences with the Western style and strategy to adopt this style for your business success.

### **F. Managing Chinese employees (1/2 day)**

Managing workplace relationships with employees in China is one of the big challenges facing foreign companies as they chase success in the alluring but notoriously difficult Asian stronghold. Building trust between local workers and expatriate managers is essential, with many researches suggesting multinationals may not be meeting the expectations of Chinese staff. How these cultural issues are handled can make or break a business.

### **G. Building Your Local Team in China (1/2 day)**

It is a logical decision to organise a local team in China as this will help your business to localise easily and lower the cost of operations. Every company in China is dealing with the same issue when it comes to employment of their staff. Rules and regulations for setting up a labor contract, social benefit, tax calculation and management, local employee vs. foreigners, even hiring issue when you are only a representative office without the right to hire anyone directly. In this workshop, these issues will be explored and discussed for those who intend to set up their business in China.

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### **H. Using Sun Zi Art of War in Modern Business (2 days workshop)**

To hand down the wisdom he had gained from years of battles, more than two millennia ago the famous Chinese general Sun Tzu wrote the classic work on military strategy, The Art of War. Because business, like warfare, is dynamic, fast-paced, and requires an effective and efficient use of scarce resources, modern executives have found value in Sun Tzu's teachings. This course will cover areas such as:

- Appreciate the context, background and study approaches of “The Art of War”
- Understand the strategic significance of “The Art of War”
- Understand the nature and critical success factors in conflict and competition
- Relate and draw lessons from “The Art of War” for business applications
- Applying the principles of “The Art of War” in critical management areas

These are the general workshops offered to our participants; there are more exciting programmes available.

We offer public and in-house training workshops for corporations, managers and business people.

Feel free to contact us for any query at: [enquiry@chinesegaga.com](mailto:enquiry@chinesegaga.com)

**Language of Instructions:** English