

Chinese Business Culture Training Program

Objectives

Building on information about the fundamentals of the Chinese culture, characteristics of social life in China, and the differences and similarities between Turkish and Chinese cultures, training program offers extensive training encompassing communication with customers and team members, and process management and evaluation. To this end, participants of this training program will acquire the necessary fundamental know-how required to work more efficiently with their Chinese colleagues or to provide more efficient service to their customers, and get to update and enhance their preexisting knowledge through real-life cases. The training will be conducted using participant-oriented methods and strategies, and through the hands-on and active participation of trainees.

Details

Participants will be offered extensive training focusing on "Chinese Business Culture".

Participants of the program will acquire the necessary know-how to ensure more effective and more efficient collaboration in partnerships with Chinese companies, and enhance their training skills. Moreover, they will gain the knowledge and broad perspective on the know-how, skills and practices necessary to evaluate, enhance and update the services and business management processes offered to Chinese directors, team members and customers at their own companies.

Chinese Business Culture Training Program

Duration: 1 Day

Takeaways

- Recognize Chinese people's differences in behavior.
- Learn about the preparations to be completed before partnerships are initiated, and enhance the related skills.
- Discover the format and tools to render partnership processes with Chinese people more efficient.
- Understand the importance and basics of negotiation, and enhance the related skills.
- Find out about the crucial details of the culture of exchanging gifts.
- Grasp the ways of benefitting from business dinners to make Chinese connections, and enhance the related skills.
- Improve your skills for correspondence with the Chinese through examples.
- Cope with challenging situations such as crisis management or complaints.

Chinese Business Culture Training Program Content

Module I

- China in Figures
- Daily Chinese
- What is Different in China?
- Chinese Food
- China's Development

Module II

- Understanding Chinese Culture
- Official Chinese
- Greetings
- Prejudices
- Importance of Negotiation
- Exchanging Gifts
- Business Dinners

Module III

- Tips for Doing Business in China Correspondence: An Example
- Crisis Management

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