



Working with China

Working with China is a full-day workshop that orients anyone working with Chinese businesses, team members, or consultants to the affects of Chinese culture on business relationships. Special attention is given to the ways that Chinese cultural values can impact collaboration, teams, and business practices. Topics include: Understanding the influence of your own culture on working with the Chinese, institutions such as history and economics that influence modern Chinese workplaces, "dimensions" by which research and experience have shown Chinese culture tends to vary from other cultures, and several fully debriefed case studies to practice navigating successful business with the Chinese.



Duration: 4-8 hours

Target Audience:

American managers and teams that supervise, collaborate with, or report to Chinese team members, specifically in the modern virtual environment.

Objectives:

- Apply tools and frameworks to case studies that highlight the common challenges faced by U.S.-China teams.
- Explore the historical, political, economic, and social institutions that have created the modern Chinese work environment.
- Identify trends in the professional attitudes and behaviors at Chinese organizations.
- Analyze and interpret sources of conflict between U.S. and Chinese teams.
- Strategize around improved virtual communication techniques.
- Plan for ongoing personal and professional development and relationship-building with China.



It's a multi-cultural world...
Are You Ready?™