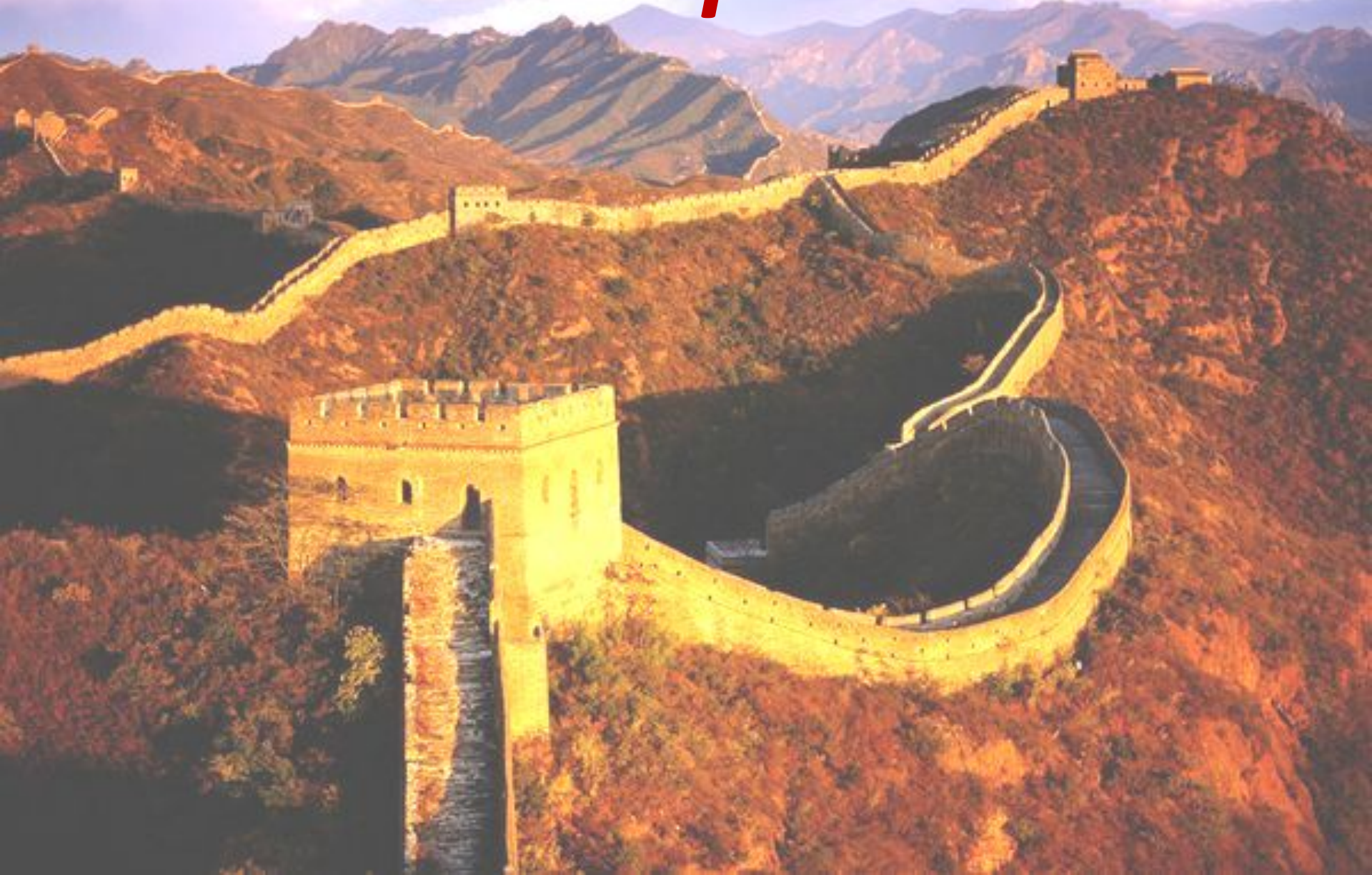


Business trip in China



Country information

- capital – Beijing (Peking);
- four direct-controlled municipalities (Beijing, Tianjin, Shanghai, and Chongqing);
- two mostly self-governing special administrative regions (Hong Kong and Macau)
- the world's second-largest country by land area;
- the third- or fourth-largest by total area;



the Gobi and Taklamakan deserts - north and northwest near Mongolia and Central Asia
the Himalaya, Karakoram, Pamir and Tian Shan mountain ranges separating China from South and Central Asia

The Yangtze and Yellow Rivers – the longest in China
coastline along the Pacific Ocean is 14,500 kilometres long and is bounded by the Bohai, Yellow, East and South China Seas.



China has become the world's fastest-growing major economy.

As of 2012, it is the world's second-largest economy, after the United States.

China is also the world's largest exporter and second-largest importer of goods.

Business culture

Chinese business interactions:

- Saving and giving face
- Respect for elders and rankings
- Patience
- Politeness
- Modesty



Attending and Conducting Meetings

China is a monochronic country 'Don't be late, and know who's boss!'

Dates: Check the Chinese calendar.

Preparation: Be well prepared in advance of your meetings.

Language of the meeting: Make sure you know the language capabilities of your hosts before the meeting.



Introductions

- *Addressing others:* Seniority is valued in China.
- *Introducing yourself:* Say your name clearly, and remember to state both the company you work for and your position.
- *Handshakes:* As in Canada, meetings often start with handshakes.
- *Giving business cards:* Similar to introductions, hand out business cards to the most senior official first.
- *Your name:* Having a Chinese name, ideally one with meaning rather than a transliteration of your English name will be taken as a sign of respect as well.

Dining

Follow the leader!

- ***Beginning to eat:*** Follow cues from your hosts and start eating when the hosts begin.
- ***Refusing food:*** The Chinese tend to offer a lot of food, and it is acceptable to refuse food if you have dietary restrictions or allergies.
- ***Conversation:*** The banquet is generally a social event in a formal context.
- ***Paying the bill:*** The host pays.
- ***Concluding:*** Formal dinners often end suddenly, when the senior member of the hosting party stands up, briefly thanks the guests for attending, and proceeds to leave the room.

Questions

- **What is the largest city in China?**
- **Who pay the bill?**
- **What does Chinese prefer: do one thing at a time or do many things at once?**

