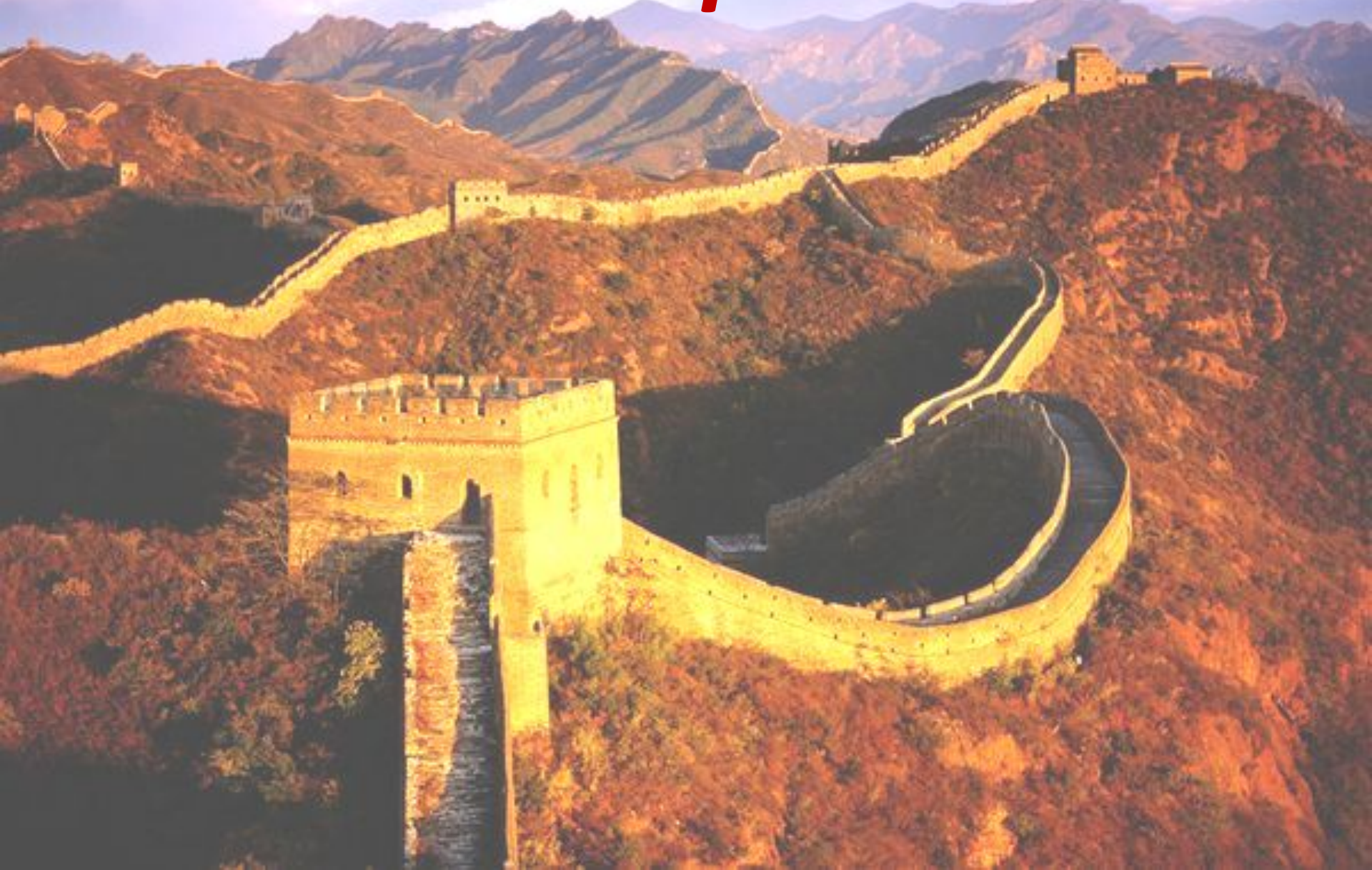


Business trip in China



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.

A high-angle, nighttime photograph of a massive crowd of people gathered in a city square. Many individuals are holding open umbrellas in various colors, creating a dense, colorful pattern. In the background, a large, multi-story building with a prominent clock tower is illuminated. The scene is lit by streetlights and building lights, creating a vibrant urban atmosphere.

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?

