



PERFORMANCE  
AND DILIGENCE

# Trade With China



## Description

The Chinese market, evolving constantly to a market economy, requires accurate cultural and economic knowledge on the part of those seeking to do business there. Learn all the aspects and challenges of this highly competitive territory.

## Target audience

Those responsible for procurement, purchasers and other managers looking for competitive supply sources or wanting to become familiar with the possibilities offered by globalization in terms of supply.

## Course plan

### Day 1

- State companies and private companies: Large/Medium Enterprises (LMES), Small and Medium Enterprises (SMES);
- Role of the Spin-Off;
- Legal system;
- Contacts and opportunities (How to do business in China);
- Business directories and credible information sources;
- e-Commerce with China;
- Quality control;
- Logistics and warehousing;
- Canadian Embassy, Québec delegation in China and Chinese representatives in Canada;
- Banking services;
- Credit, financing, insurance, guarantees and available grants;
- Public holidays;
- Web resources about the provinces and other administrative regions;
- Example of a region in China being a business and distribution centre for more than 2000 years;
- International business fairs/expos of interest.

## Day 2

**Features of major geographic regions:** behaviour, ethics, business cultures, vocabulary, economic analysis and operation modes must be adapted to the geographic regions with which a company wishes to establish business relations.

**Documentation and methodology:** Purchasing with China increases the number of documents to be handled. What should you ask a supplier for the best logistics? In this section, we cover:

- Certificates of origin;
- Customs documentation;
- Recognition of counterfeit products;
- How to manage some types of corruption;
- Choosing the right carriers;
- Appropriate use of Incoterms;
- Choosing the right packaging.

## Day 3

**Negotiation:** Negotiation is an important aspect in determining the price to pay. How do you establish a win-win relationship with foreign suppliers?

In this section, we will study:

- Intercultural negotiation;
- The players and negotiating teams;
- Negotiation planning;
- Personality variability with foreigners;
- Role of emotions in negotiation;
- The use of interpreters;
- Recourse to international arbitration or mediation to settle disputes.

## Objectives

Any company desiring to do business with Chinese suppliers, must take into account various aspects of the habits and customs of this country, which is opening up more and more to the West, particularly since becoming a member of the World Trade Organization (WTO). Relevant considerations include: communication methods, languages and dialects, time zones, economic market analyses and the relevant international agreements that apply.

## Duration

3 days.