



SCHOOL OF GLOBALIZATION AND INTERCULTURAL BUSINESS RELATIONS

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How To Negotiate A Deal When You're Not Negotiating China

Day 1 (3 hr block)

1. Intercultural business and negotiations.

- a. How cultures are different in their approach
- b. The underlying impetus for negotiations that moves business along besides profit

2. Difficulties in intercultural negotiations/example stories.

- a. A deep explanation as to why you need this course.
- b. Sharing of specific challenges your company is having and their solution.

3. How cultures differ in negotiations.

- a. Key trigger points for China.
- b. Key trigger points for Russian culture.
- c. Using trigger points to an advantage in business communication.

Day 2 (3 hr block)

Deep instruction on how to understand the need for negotiating when you're not negotiating.

- a. Looking at specific examples of challenges that your company is having, how to rectify the situation.
- b. Specific examples of cultural scary situations and how to act in the situations.
- c. Specific strategies to get you out of a situation if it's going badly.

Day 3 (3 hr block)

A day of practice on business etiquette and gift giving.

- a. The reason for gift giving how it is viewed in China.
- b. How it can help you in the negotiation process.
- c. We will have a Chinese person present as well as specific gifts that are able to be given in China.
- d. You will practice giving gifts with the Chinese person.

Day 4 (3 hr block)

A day outside of the office going to a Chinese restaurant interacting with the Chinese people in a dinner setting.

Education on food and etiquette with practice.

Bring your best table manners and bring everything that you've learned in the previous days to an understanding.

We have done all the homework, now it's time to put everything to use in a real life situation with the Chinese people over dinner.

Certificates will be provided upon completion of the course.

To order the training please write to us on info@gibrelations.com