



Summary Doing Business in China

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Key Commandments of Doing Business in China

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- Be flexible and ready to change quickly
 - Government is important in many aspects
 - Relationships (Guanxi) are key and favors is a currency
 - Chinese are high context
 - Win by avoiding conflict (Sun Tzu)
 - Develop strategies to retain employees
 - Show humility, help people save face, and never say no

Key Commandments of Doing Business in China

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- Think big and long-term and much can be done
 - Incentives work well in China
 - Family is key
 - Remember Yin and Yang
 - Position matters
 - Use much teamwork
 - Much happens at dinner

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