



Self-assess your China business competencies:

Print this out and give yourself a rank for each statement from 1-10 (10 =100%)

Fundamental competencies for business with China:

- a. I know how to appropriately address key players and counterparts in China.
- b. I understand the protocol for conducting a business card exchange in China.
- c. I can utilize Chinese host/guest practices and expectations when being entertained by or entertaining Chinese partners, clients, staff or stakeholders
- d. I understand the protocols for *gift giving* in China and give small gifts when visiting partners, government bodies, stakeholders & clients.
- e. I would recognize the shady areas of *gift giving* in China
- 1. I feel in control when doing business in China.
- 2. I understand that there is a range of *guanxi* practices and expectations in business in China.
- 3. I utilise my understanding of this range of *guanxi* practices & expectations to appropriately drive my business dealings in China, without compromising my own critical cultural values.
- 4. I am alert to the implications of *hierarchy* in driving my China relations
- 5. I use this knowledge to develop relations with all the relevant decision makers in my project in China.
- 6. I understand how communication styles in China are different from ours
- 7. I am alert to the implications of *giving face, having face & avoiding loss of face* in my communication & relations in China.
- 8. I am alert to how Chinese *collectivist norms* versus our '*individualist*' norms can impact on negotiation practices and decision-making
- 9. I am familiar with the negotiation phases & practices used in China
- 10. I would recognise and know how to respond to a Chinese negotiation tactic
- 11. I can get my Chinese counterpart to see my point of view and take it into account.
- 12. I can see where my Chinese counterpart is coming from in terms of his context and take this into account
- i. I fully understand the concept of '*cross-cultural issues*' in conducting my business with China.
- ii. I fully understand the concept of 'negotiating culture' in conducting my business in China
- ii. I understand the main *historical influences* affecting the present day business culture in China.
- iii. I am up to date on the business trends in my field in China today.
- iv. I regularly seek relevant news and information about business in China

If you scored less than 85% total on the above fundamental competencies, it is highly recommended you contact ANGELA CHANG CONSULTING