



China is the great economic success story of the past quarter-century. Despite the recession GDP growth has averaged at more than 7% per year during this period. As China's economy continues to expand and develop, the demand for energy resources, infrastructure, technology and goods and services is growing exponentially. There are significant trade and investment opportunities both now and in the long term in virtually every sector.

Why is China business training so important?

Managing risk and dealing with challenges are part of doing business the world over, and China is no exception.

Failure to take into account linguistic and cultural differences can lead to lost business through misunderstandings, errors, culture shock, suspicion, bad will and poor relationships. The physical distance between China and Western countries accentuates the risk – **good understanding of conducting business in China can lead to increased competitiveness and success.**

Good communications are essential for a successful business. **Good international communications** with foreign partners, suppliers, clients and employees can contribute to excellent relationships, confidence, understanding and goodwill.

Many of the potential pitfalls can be avoided with adequate preparation, in-depth research and by seeking good quality professional advice wherever necessary.

Why ConnectChina?

ConnectChina have been helping companies develop business and trade in China for almost a decade and the training courses form an integral part of the development process for their clients.

All our courses will provide you with the tools to maximise the competitive advantage of your business in China through a combination of in-depth background information and hands-on practical tips and solutions.

DOING BUSINESS IN CHINA

This workshop takes a practical view of how to conduct business in China, covering market information sources, market entry options, barriers to trade and how to overcome them.

Next Course:

Monday 9th November 2009, 9.30am - 4.30pm

SOURCING FROM CHINA

This workshop focuses on helping companies recognise new opportunities for more cost-effective sourcing from China and to understand some of the pitfalls and how these can be negotiated.

Next Course:

Wednesday 11th November 2009, 9.30am - 4.30pm

SETTING UP A PRESENCE IN CHINA

This workshop is for companies looking to establish a formal presence in China. The course will include a breakdown of the investment vehicles, due diligence, tax, repatriation of profits, valuation of assets, employment of staff and potential pitfalls.

Next Course:

Thursday 26th November 2009, 9.30am - 4.30pm

All courses are interactive and include practical and anecdotal information with group and individual exercises.

Venue: Batley, West Yorkshire **Cost:** £149.95 plus VAT (including lunch)

To register, please contact joanna@connectchina.co.uk or ring **01924 420780**

www.connectchina.co.uk