



# **Wei Lai Enterprises**

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**An introduction to the right and wrong  
way to conduct business in China**

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# Wei Lai Enterprises

## One stop for Chinese needs

- Translation
- Interpretation
- Chinese cultural awareness
- Chinese tutorials – online



# Introduction

## Understanding how the Chinese way differs from the Western Way:

- Introductions and greetings
- At the business table
- The business meal



# Introduction

**Right or Wrong?**





# Cultural Awareness

## Ambassador

- Misunderstandings
- Embarrassment



# Cultural Awareness

## Disorientated





# Cultural Awareness

## Doing the best to please





# Role Play

## Introductions and Greetings



# Role Play

## Introductions and Greetings

- Naming and title conventions



# Role Play

## Introductions and Greetings

- Naming and title conventions
- Greetings



# Role Play

## Introductions and Greetings

- Naming and title conventions
- Greetings
- Exchanging business cards



# Role Play

**At the business table**



# Role Play

## At the business table

- Miàn Zi



# Role Play

## At the business table

- Miàn Zi
- Guān Xi



# Role Play

## At the business table

- Miàn Zi
- Guān Xi
- Tea Cigarettes



# Role Play

## At the business table

- Miàn Zi
- Guān Xi
- Tea Cigarettes
- Chinese way of saying 'No'



# Role Play

## The Business Meal



# Role Play

## The Business Meal

- Seating Arrangements



# Role Play

## The Business Meal

- Seating Arrangements
- Chinese Wine



# Role Play

## The Business Meal

- Seating Arrangements
- Chinese Wine
- Unusual Food



# Role Play

## The Business Meal

- Seating Arrangements
- Chinese Wine
- Unusual Food
- Sensitive Topics



# Role Play

## The Business Meal

- Seating Arrangements
- Chinese Wine
- Unusual Food
- Sensitive Topics



# Cultural Awareness

## Knowledgeable conversation

