

Let's Make a Deal!

Raggiungiamo un accordo!

Final Negotiation

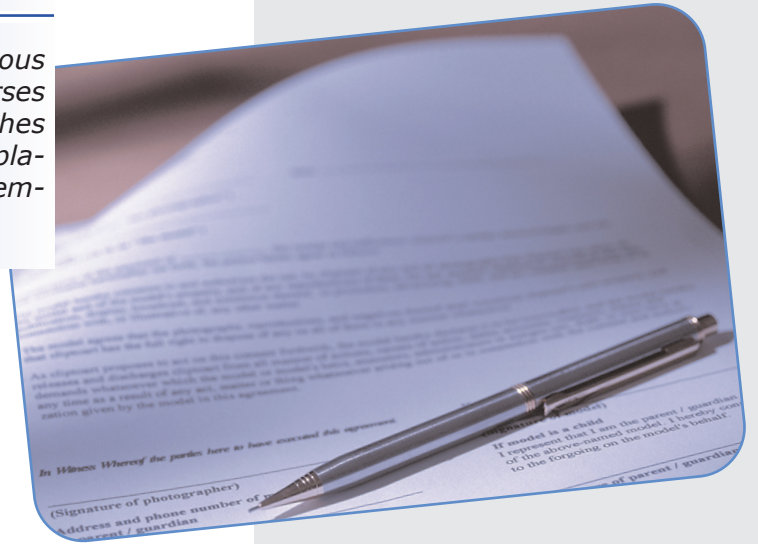
1. The Chinese tend to extend negotiations well beyond the official deadline to gain advantage. On the final day of your visit, they even may try to renegotiate everything.
2. Be patient, show little emotion, and calmly accept that delays will occur. Moreover, do not mention deadlines.
3. At the end of a meeting, you are expected to leave before your Chinese counterparts.
4. You may have to make several trips to China to achieve your objectives. Chinese business people prefer to establish a strong relationship before closing a deal.
5. Even after the contract is signed, the Chinese will often continue to press for a better deal.

Le negoziazioni finali

1. I cinesi tendono a prolungare le negoziazioni molto oltre la data di scadenza per acquisire ulteriori vantaggi. L'ultimo giorno della vostra visita, potrebbero addirittura cercare di rinegoziare ogni accordo stabilito.
2. Siate pazienti, non lasciate trasparire troppo le vostre emozioni e accettate tranquillamente i ritardi che si verificano. Inoltre, non menzionate le date di scadenza.
3. Alla fine di una riunione siete tenuti a congedarvi prima dei vostri soci d'affari.
4. Potrebbe capitare di dovervi recare in Cina più volte per raggiungere i vostri obiettivi. Gli uomini d'affari cinesi preferiscono costruire un rapporto solido prima di concludere un affare.
5. Anche dopo aver firmato il contratto, i cinesi continueranno a fare pressioni per un accordo più soddisfacente.

DID YOU KNOW THAT... ?

A typical Chinese meal usually consists of various cold and warm starters. The first and second courses are not split up - instead up to ten different dishes can be served at the same time. The dishes are placed in the middle of the table and people help themselves.



Excercise

True or false

1. Showing emotions during a business negotiation is encouraged.
2. Establishing a strong relationship with Chinese business people is an easy task.
3. A negotiation never seems to be final, even after the contract is signed.

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