

## **INTRODUCTION**

In the increasingly global nature of our world, people live abroad or travel internationally for work in the public, private and non-governmental sectors. Whether stationed in a foreign country for a few days or a few years, one's success depends on one's willingness to adapt to and learn about different cultures.

Moves related to work may involve individuals or entire families. The stress and strain of moving to another country, combined with culture shock, language differences, family problems, and pressure to show results quickly, can make an overseas stay an unpleasant experience.

*Working with a Chinese Partner* aims to give you, and newly-arrived Canadians like you, an outline of what you may encounter in your business dealings and work environment in China. It gives you contextual information about your Chinese partners and their organizations. It provides suggestions for establishing good communication and cohesive working relationships.

This guide addresses some specific cultural nuances: what you need to know to function comfortably and efficiently; how to work with a Chinese partner (and how this differs from working with most Canadian partners); and, not to be forgotten, how to make your stay in China enjoyable.

The guide won't teach you every single facet of Chinese culture; there are aspects of Chinese culture that most Chinese themselves don't know. You won't become more-Chinese-than-the-Chinese by reading this guide, but you will begin to understand Chinese attitudes, values, and ways of working and relating. A word of caution. It is not your job to assimilate completely. Be sensitive to cultural differences but retain your character!

We provide no hard and fast rules on how to go about conducting your business in China. Each person and each situation is different. Even so, a bit of reading and some understanding of Chinese culture will help to ensure your stay is personally and professionally rewarding.