



### **Handout Folders**

Prepare folders of material to take with you when negotiating. You are seeking an investment project which involves a product. Prepare a product specification sheet, a business card with a summary proposal. Product material in Chinese is adequate, but the proposal must be translated into the local language. Make sure that everyone present at meetings gets a folder since you will have to tell who the key players

### **Keys to Success**

Successful negotiating in this region demands sensitivity, hard work. Take the time to know yourself well, and make a sincere effort to understand the mindset of your partners. Your deal may not succeed, but at least you will have done something to ensure that it does not fail because of barriers to understanding which could have been overcome.

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