

### **FOREWORD**

*Working with a Chinese Partner* is one in a series of guides designed to help Canadians and Asians work together effectively. The idea for the series came from years of experience preparing Canadian technical advisors for work in developing nations and their foreign counterparts for missions to Canada as part of Canada's international development assistance programs. Although many guides were available to help them prepare for culture shock and learn the practicalities of living overseas, there were few good resources to assist them in developing effective working relationships, one of the most challenging and critically important aspects of their overseas experience.

The guide is modeled after *Thais Do Business the Thai Way*, which was produced by the SVITA Foundation of Bangkok for CIDA.

*Working with a Chinese Partner* is for Canadians who work with Chinese in an international development, business or official capacity. It offers practical advice on forming partnerships and

alliances based on trust, understanding and effective communication.

An original draft was prepared by Marvin Tyler, a Canadian based in Beijing, under the direction of Zhang Duoyi, the Coordinator of CIDA's In-Country Orientation Program (ICOP) in Beijing. Kathleen Speake of Speake Justinich Associates of Ottawa provided additional input. The guide was revised and edited by Stiles Associates Inc. of Ottawa.

We welcome your comments, suggestions and insights for subsequent editions. Please write to us or send us a facsimile message. We hope your stay in China is rewarding.

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