

- Special things to consider in a Chinese negotiating context:
 - You have come around the world at great expense to have these talks. The Chinese will assume that you want to take something home to show for it. You must be ready to abandon your China initiative if the numbers are wrong, and the other side must know this. Where you draw the line (and where you appear to draw it) are your decision.
 - You are playing in someone else's ballpark. They will control schedule and agenda unless these are agreed before you arrive. At the same time, you can be unduly pressured if substantive talks are left to the last hours before you leave. Be prepared to extend your stay if necessary – you may take the other side by surprise.
 - Chinese negotiators are known for their stamina. Long days at work will precede banquets and entertainment in the evening. Rest days will be taken up with sightseeing. Time to review and strategize will be at a premium.
 - As a rule, avoid displays of anger at the negotiating table. Even if the other side blows up, you may gain more ground by noting this tactic (rare in Chinese interactions) and reacting calmly.
 - Avoid a scattershot approach to negotiating. Even if you bring a sizeable team, the most senior member should do the talking. Subordinates can be called on in a formal manner to handle specialized questions.
 - Despite everything you hear about the importance of personal relationships over written obligations – take exhaustive notes, settle all details, and get it in writing!