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SMART

Tips for Business Success in China.

Information from the Front Lines of Doing Business in the
World's Fastest-Growing Economy.

SOURCING IN CHINA





**THE OLD WAY OF
DOING TRADE WITH CHINA.**



**THE NEW WAY OF
DOING TRADE WITH CHINA.**

SMART SOURCING IN CHINA



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Affiliated to **Made-in-China.com** Published by **Focus Vision Magazine**
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GETTING OFF THE PLANE

Baggage Damaged

Baggage Delayed or Lost

Renting a Cell Phone

Taking a Shuttle Bus

Applying for Visa on Arrival

What should I do?



1. What should I do if my baggage has been damaged after the flight?

Go to the baggage service counter in the terminal at the arrival airport and report the damage immediately. The damage of the checked baggage will be compensated according to the depreciated value of the baggage or the repair cost of the baggage, with RMB 100 Yuan/KG (or equivalent currency) to the maximum.

2. What should I do if my baggage is delayed or lost?

Contact the staffs at the baggage service counter as soon as possible. Any findings will be communicated immediately to the passenger.

If you are unable to make a claim at the airport, you have seven days to file a claim in writing to the airline on damaged baggage and 21 days to file a claim in writing to the airline for lost baggage.

3. What should I do if I left my suitcase in the cabin?

Go to the airport service counter instantly, and the staffs will assist you to handle this.

4. Can I store my baggage at the airport?

Yes, of course. You can go to the baggage counter in exit and entry halls. Please show your flight ticket and valid certification before registration. The charge is RMB 20 Yuan to 50 Yuan per day according to baggage size.

5. Is there any cell phone rental service at the airport?

Yes, you can rent a cell phone together with a SIM card at many international airports in China. But it's a little expensive if you stay in China for more than a week. You can also buy a SIM card from China Mobile or China Unicom, who provide GSM and CDMA service system. If you use Japan or Korea cell phone, you need to buy a 3G card from China Unicom.

6. How to take a shuttle bus at the airport?

Every international airport has shuttle bus service. Taking the airport shuttle bus is usually the cheapest

Every international airport has shuttle bus service. Taking the airport shuttle bus is usually the cheapest way to get to the downtown.

way to get to the downtown. It will cost you RMB 15 to 30 Yuan per passenger according to different airports. There are also several routes. You can get the information from ticket counter at the airport or check the signboards to find your right destination.

7. How to take the airport express train to the downtown?

Subway is connected to the downtown at some of China international airports, for instance Shanghai Pudong International Airport, Shanghai Hongqiao International Airport, and Guangzhou Baiyun International Airport. You can take Airport Express at Beijing Capital International Airport or Hong Kong International Airport.

8. How to take a taxi at the airport?

Taxis are available outside of every terminal. It usually costs you more than RMB 100 Yuan to the downtown. If you decide to take a taxi, make sure the driver uses the meter. Never get in an unmarked taxi cab, or you will be charged more than you should.

9. How to tell a cab driver where to go when he or she can't speak English?

Ask someone to write down the address in Chinese, and show it to the cab driver.

10. Is there any difference on Hong Kong International Airport's taxi service?

Yes, there is a little different from Mainland China.

Taxis in Hong Kong are colour-coded according to their operating areas. Separate rows are designated for different types of taxi:

Urban taxis (Red) serve all destinations throughout Hong Kong including the airport except Tung Chung Road and roads in south Lantau.

New Territories (N.T.) taxis (Green) serve only the New Territories and specific roads in Lantau.

Lantau taxis (Blue) serve all destinations in Lantau and the airport.

Baggage charge may be levied on every piece of baggage that is carried inside the baggage compartment, and every piece of baggage with total dimensions (length + width + height) exceeding 140cm that is carried inside the passenger compartment. In addition, there is no limit on the number of baggage carried by passengers inside a taxi in Hong Kong. A taxi can normally carry

about three suitcases of regular size (1.7m length x 0.7m width x 0.5m height) in a baggage compartment.

11. Can I apply for visa on arrival?

For people who would not obtain a visa in advance there are certain emergency situations which will permit them to get a visa on arrival. These will always require an invitation letter from an accredited Chinese organization which explains the emergency, (mostly related to business purposes which from the Chinese perspective it is important that you are admitted without delay) or you must be in a real emergency situation.

The Rules of visa Issued at Entry Ports are not applicable to the nationals of United States and France.

Passengers as follows can apply for visa on arrival:

Passengers who are invited at the last moment by a Chinese host to come to China for a trade fair;

Passengers who are invited to submit a tender or to sign a formal economic or trade contract;

Passengers who will supervise the inspection of import and export commodities or to participate in a check-and-accept operation in accordance with contracts;

Passengers who are invited to assist equipment installation or urgent repair of a project;

Passengers who are invited to deal with claim issues in China;

Passengers who are invited to provide scientific and

For people who would not obtain a visa in advance there are certain emergency situations which will permit them to get a visa on arrival.

Residents of most countries can enter Hong Kong without applying for a visa in advance and are allowed to stay for 90 days.

technical consultation in China;

Passengers who come to China due to a last-minute change in the composition of a visiting group and with consent of the Chinese side after the visas are granted;

Passengers who come to see patients in critical conditions, or to undertake funeral matters;

Passengers for direct transit who cannot leave China via original flight or other alternative vehicles within 24 hours;

Passengers who are invited to China but do not have enough time to apply for visa at local organization of China, with letters certifying the approval by designated authority for applying for visa at the port.

12. What's the valid duration for visa on arrival?

At most 30 days.

13. Can I apply for visa on arrival in Hong Kong?

Residents from most countries can enter Hong Kong without applying for a visa in advance and are allowed to stay for 90 days. A visa can be issued upon arrival.

Residents from 65 countries, including the United States, Japan and European countries, can enter Macau without applying for a visa in advance. A visa will be issued at the border control, and it allows to stay for 30 days.

14. I will travel between Hong Kong and Mainland China multiple times. Do I need a multiple entry visa?

Yes, you do need a multiple entry visa. Each time you enter China from Hong Kong or Macau, you need one entry.

15. How to get my China visa in Hong Kong?

A China Tourist and Business (F) visa can be obtained easily in Hong Kong. It can be obtained with the help of a travel agent but at least 3 full working days should be allowed for this procedure.

Requirements to obtain a visa in Hong Kong: 1 recent passport photo, passport which needs to be valid at least more than 3 months.

Obtain visa at Office of the Ministry of Foreign Affairs of The PRC.

5th Floor, Lower Block, 26 Harbor Road, Wanchai

Tel: ++852-25851657 OR ++852-25851680 OR ++852-25851794

Obtain visa at CITS (H.K.)

CTS (H.K.) can obtain tourist visa type only.

CTS (H.K.) Kowloon branch office Address: 1/F, Alpha House, 27 Nathan Road, Tsimshatsui, Kowloon

Tel: 2315 7106 working hours: 09:00a.m.-17:00p.m. (Monday-Saturday),

09:00a.m.-12:30p.m./14:00-17:00p.m. (Sunday & public holidays) **FU**

SELECTING CHINA SUPPLIERS

Find Reliable Suppliers Online

Factory or Trading Company

International Trade Fairs in China

Buyer Service from Made-in-China.com

So many suppliers in China,
how to find the right one?



1. How to be a great buyer?

First of all, check the information of the supplier. Try to know the capital, registry date & expiry date, third-party professional qualification certification of audit, etc. Anything which can prove the supplier is reliable and trustworthy is important.

Second, according to the supplier's scale, date of found, productive capacity, number of employees, sales, mechanical equipment, annual turnover, main clients, major markets, you can well know the strength of enterprises.

Third, make sure the supplier understand what you are saying and what you need. It should have good communication skills and enough experience on international trading.

Fourth, make sure the supplier could offer you good services. Find out whether the supplier has a professional team to help you solving technical problem, give you professional comments on your product promotion and market, and whether it has a professional after-sale service team or overseas repair centers.

Finally, price is not the most important thing. Be wary of a supplier who offers an especially high or low price. Buyer is easy to be tempted by such offers, but they are often attempted by scammer. In business, there is word of "you get what you pay for" is often painfully true.

2. How to source online?

Educate yourself about how to source online by reading resources offered from Made-in-china.com. Every day new suppliers register on B2B websites

such as Made-in-china.com.

When sending an inquiry to a supplier, make sure you state your request in detail. Let the supplier know: exactly what you are looking for, the quantity you require, your location, expected price range, delivery time requirements, and etc.

3. How to find reliable suppliers online?

Provide clear requirements regarding product quality, material specification, and dimensions etc. Obtain quality certificates including material composition reports, independent quality reports and other evidence of testing and inspection. Obtain samples for assessment. If possible visit the factory. Provide suppliers with detailed feedback about the product and how they can improve their service.

4. What's the difference between a trader and an original manufacture?

Price: Sometimes factory can offer competitive price. Sometimes trading company can offer competitive prices due to its ability of brokering larger quantity of products, hence obtaining a lower cost of goods from the factory.

Quality: Sometimes factory can control the quality first hand. Sometimes trading company is able to understand and apply better quality control management to ensure products meet world-class standards.

Knowledge of technology and products: Factories have expert knowledge of the technology and products. When you want to develop new technology or customize your products, factories can understand your needs better than trading companies.

Price is not the most important thing. Be wary of a supplier who offers an especially high or low price.

Communication: Sometimes factory staffs are not familiar with other cultures and their associated ways of doing business. An established trading company may already have talents that understand and practice international business conducts and can better connect with overseas clients.

So if you are thinking about whether to choose factories instead of trading companies, the answer is "it depends".

5. How to confirm a China supplier is a manufacturer not a trading company?

You can look at the supplier's brochure to tell trading company from factory. If a supplier offers products from lighting to floor mat then electronics, it is probably trading company. You can also check out the introduction of the supplier, if it has very good research and development capacity, maybe it's a factory. Factories normally locate in suburb area or rural area, if your supplier is in Hong Kong or Taiwan without any Mainland address, it's probably a trading company.

6. How to make sure my supplier is an authorized reseller?

Contact the owner of the brand to confirm if they are an authorized reseller.

7. How to buy small quantity from China when China factories set high MOQ?

Factories will ignore your inquiry if your quantity is too small, which can't reach their minimum order

quantity. You are suggested to buy from wholesaler whose price is also very competitive, in some cases, will be even cheaper than buying directly from factory.

If you are thinking about whether to choose factories instead of trading companies, the answer is "it depends".

8. Is price the most important thing when I select suppliers?

There is an old saying in China: "Cheap things are not so good." If you are hoping to find products that are "Italian designed, German quality, and Chinese price." It must be a joke. When it comes to international trading, everything boils down to a factory's competitive advantage: can it compete on quality and price? If the price is right and the quality is good, then you can move on to consider other factors such as delivery terms and warranty terms.

9. Should I buy from a China supplier with little experience of international trading but whose price is lower?

You'd better deal with suppliers that have already done exports before, which would save your time and energy to communicate about export terms and related export procedures.

10. Internet resources to help you source in China

Ministry of Commerce

Ministry of Commerce of People's Republic of China's mission is to formulate development strategies, guidelines and policies of domestic and foreign trade and international economic cooperation,

draft laws and regulations governing domestic and foreign trade, economic cooperation and foreign investment, devise implementation rules and regulations and so on.

On the website, you can find bilateral and multilateral agreements between Chinese government and foreign governments/organization, the dumping and anti dumping news, quota information, regulations and policy of different industries, regulations and policy of different regions, industry association list, etc.

Homepage: <http://english.mofcom.gov.cn>

China Customs

You can check the policy and regulation, IPR enforcement, import and export statistics and guide to formalities on china customs' website.

Homepage: <http://english.customs.gov.cn/Default.aspx?tabid=3972>

Invest in China (FDI)

FDI is a good resource for foreign investors, and it's the best place to find both English version and Chinese version laws and regulations. You can also get information of opportunities, economy, investment statistics, national development zone, and other services from the website.

Homepage: <http://www.fdi.gov.cn>

11. Recommend trade shows in China

China Import and Export Fair

China Import and Export Fair (also renowned as the Canton Fair) has become "China's No. 1 Fair" and a well-known exhibition in the world. The Canton Fair is a comprehensive tradeshow of international trade, boasting: the longest history, the highest

quality, the largest scale, the most complete variety of exhibits, the largest buyer attendance, the broadest distribution of buyers' origin and the greatest business turnover in China.

Gifts & Home China Autumn

October 20-23, 2011, Shenzhen Convention & Exhibition Center, Shenzhen

Reed Huabo's China Gifts and Home Fair is the largest trade show of its kind in Mainland China. Held in Shenzhen during the best buying seasons in April and October every year, the fair offers the widest selection of business gifts, premiums and consumer products, and attracts tens of thousands of buyers from across the country.

China Yiwu International Commodities Fair

October 20-23, 2011, Yiwu International Expo Centre, Yiwu City, Zhejiang Province

With 5,000 booths in an exhibition area of 120,000 square meters, the fair will attract more than 2,600 domestic and foreign enterprises. Yiwu Fair has become one of the largest, most influential and productive commodities fairs in China. It is estimated that over 120,000 professional traders will visit the fair, including 18,000 foreign traders and 80 trade groups from overseas.

PTC ASIA 2011

October 25-28, 2011, Shanghai New International Expo Centre, Shanghai

The PTC ASIA and CeMAT ASIA 2010 again triumphed as one of the leading exhibition platforms for the international power transmission/fluid power and materials handling industry, helping to build new momentum for the industry.

China International Building Decorations and Building Materials Exposition

March 5-8, 2012, China International Exhibition Center (New Venue), Beijing

As the leading trade event for the building industry, Build+Decor has always been an ideal platform for the exhibitors to present their latest products, innovations and solutions to the professionals, including the contractors, wholesalers, dealers, architects, etc.

China Electronics Fair

April 11-13, 2012, Shenzhen Convention & Exhibition Center, Shenzhen

China Electronics Fair (CEF) is the largest and most comprehensive exhibition of electronics and information industry in China. With its debut in 1964, CEF has grown up with China's fast-growing economy and witnessed the transition and development of China's electronics and information industry from planned economy to market economy.

Guangzhou International Lighting Exhibition

June 9-12, 2012, China Import and Export Fair Complex, Guangzhou

Guangzhou International Lighting Exhibition is Asia's largest influential lighting event. Organized by Guangzhou Guangya Messe Frankfurt Co Ltd, the show is attracting 2,600 exhibitors from 30 countries and regions, including nine new countries, Denmark, Egypt, Finland, Kenya, Latvia, Malaysia, Syria, Thailand and Turkey.

Shanghai Int'l Printing & Packaging Products Trading Fair

July 6-9, 2012, Shanghai New International Expo Centre, Shanghai

Shanghai Int'l Printing & Packaging Products Trading Fair aims to building six platforms for China's printing industry to exchange the services trading, information, talents, science & technology and enterprise image. It was the first specialized printing and packaging products fair in China.

The China International Optoelectronic Exposition (CIOE)

September, 2012, Shenzhen Convention & Exhibition Center, Shenzhen


CIOE is a worldwide renowned exhibition, which presents the most advanced optoelectronic technologies and innovations. CIOE was established in 1999 in Shenzhen. This event has been held annually for the past twelve years at the Shenzhen Convention and Exhibition Center. As the world's largest Optoelectronic expo, it has been an UFI-approved event since 2007.

China International Furniture Expo

September, 2012, Shanghai New International Expo Centre, Shanghai

As the leading furniture trade exhibition in Asia and one of the Top 3 international furniture exhibitions of the world, Furniture China is held annually in September in Shanghai including a comprehensive set of popular themes: Home Furniture, Office Furniture, Furnishings, Kitchen & Cabinet, and Furniture Manufacturing & Supply.

12. How to source on Made-in-China.com?

Search products and suppliers by keywords, or send inquiries to suppliers. You can post offers as well. Registration is free. 

CAN I GET ANY BUYER SERVICE FROM MADE-IN-CHINA.COM?

Yes, of course. Made-in-China.com Buyer Service Department serves its members as a B2B portal and has dedicated itself to providing professional support and assistance to clients and connecting international buyers with Chinese suppliers.

Tailored Services:

Tailored Service Phase 1 Tailored Sourcing Service

When international buyers need to source Chinese suppliers and products, Buyer Service Department offers sourcing and exact matching services. Generally, the recommending list will be sent by email within 3 working days.

Tailored Service Phase 2 Tailored Match Meeting

This is a new service offered by MIC Buyer Service Department. Through it, international buyers could meet their selected Chinese suppliers and have face to face discussions with them. Many buyers including Daiso Japan, World Linked Asia, and many other professional buyers consider it as their indispensable service.

Buyers' Events in the First Half of 2011

March 9, 2011	Shanghai	The Rubber and Plastic Industry Salon
April 14, 2011	Beijing	Chinese-Brazil Business Match Meeting
April 17, 2011	Guangzhou	High-end Business Reception
April 17, 2011	Shenzhen	4th UK-China International Medical Equipment Symposium-New Generation Solutions to Wound Management and Orthopedic Repair Conference
April 20, 2011	Wuxi	The Third China-Korea Green Economic Cooperation Forum
April 21, 2011	Shanghai	Chinese-Brazil Business Match Meeting
April 22, 2011	Dongguan	Tailored Match Meeting for Daiso Japan
June 21, 2011	Nanjing	Investment Forum for Modern Manufacture Industry Forum
June 29, 2011	Shanghai	Tailored Match Meeting for Blackwoods
June 23, 2011	Shanghai	Tailored Match Meeting for MIC member buyer
June 30, 2011	Nanjing	The Sixth Jiangsu Cross-border Retail Sourcing Conference

In October, we will hold more events in China as well. To become our member, you will get the first notice from us. How to join us? <http://membercenter.made-in-china.com/join/>

Learn more about Buyer Service Department, please visit: <http://www.made-in-china.com/tradeservice/main/>

Tel: 86-25-6667 7777 Fax: 86-25-6667 0000 Email: buyerservice@made-in-china.com

Facebook Link: <http://www.facebook.com/b2b.made.in.china>

NEGOTIATING CONTRACTS AND AGREEMENTS

Differences in Business Negotiating Styles

When YES Means NO

Identify Who Makes the Final Decision

Body Language in China

How to avoid being lost in translation?



The Chinese people's main goal in most negotiations is to establish a relationship for future business opportunities. Guanxi is more important in these cases.

1. How are Chinese business negotiating styles different from western business negotiating styles?

Different cultures have different values and morals, their unique methods of doing things are applied to the way they handle business.

(1) The use of guanxi

In the West, relationships grow out of deals. In China, deals grow out of relationships. Unlike western business relationship which remains professional and aloof even after a long time, Chinese business relationship inevitably becomes a social relationship.

The Chinese not only prefer to work with persons they know and trust, but also think they have the obligation to do business with their friends first. In addition, Chinese guanxi can indirectly link you to new acquaintances and information resources with the meeting of new people.

For westerns, no matter how much experience you have in western business management, the right "Guanxi" in China will make all the difference in ensuring success. The inevitable risks, barriers, and set-ups will be minimized when you have the right "guanxi" working for you.

The Chinese's main goal in most negotiations is to establish a relationship for future business opportunities. Guanxi is more important in these cases.

To build guanxi needs time and resources, not only money. Small talks before negotiations would be the best way to break ice. The more you share your personal life, the closer you are in your business relationship. Sometimes, a lot of time is spent discussing matters outside of business.

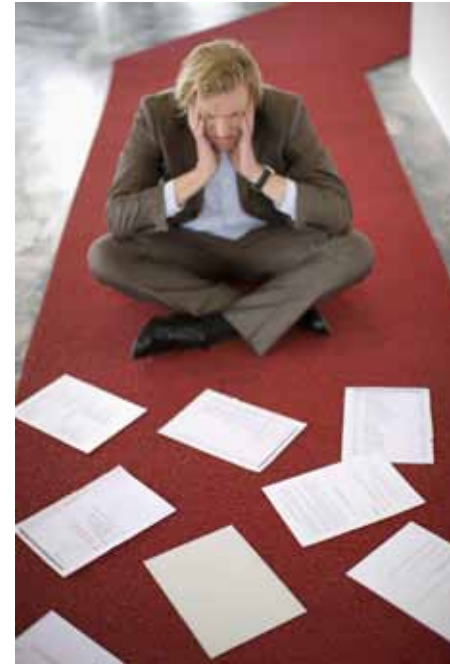
Gift-giving is necessary too, which is considered an important way of showing courtesy. Gifts should always be exchanged for celebrations, or thanks for assistance. It shows you care about your Chinese counterparts.

(2) High-context communication

High context culture and the contrasting low context culture are terms presented by the anthropologist Edward T. Hall in his 1976 book *Beyond Culture*. In a high context culture, many things are left unsaid, letting the culture explain. Words and word choices become very important in higher context communication, since a few words can communicate a complex message very effectively to an in-group (but less effectively outside that group), while in a lower context culture, the communicator needs to be much more explicit and the value of a single word is less important.

Chinese cultures rely more heavily on high-context communication, while Western countries including United States, Canada, Australia and European countries tend toward low-context communication.

There are clear implications for Chinese business communication. The Chinese might not give you direct answers. You need to find the implications in his/her reply. For example, "Yes" in China can be a way of indicating that one understands or acknowledges a proposal, but not agree with it. If the proposal is unsatisfactory, the Chinese response is likely to be indirect, consisting of such statements as "I'm not sure", "It's under study", or "we will think about it".



(3) Never make quick decision

The Americans think time is money and a good decision is a quick decision. Meetings start and end on time, with an agenda and a plan of action. There is no time for socializing.

A Chinese entrepreneur can make a relatively quick decision. But most decisions take much longer. Deadlines are viewed as a moving target and not as an absolute commitment. Unlike the Americans, they view quick decisions as a form of incompetence. They prefer slow and methodical decisions making process. They will spend considerable time on bargaining, drafting agreements, and even shar-

ing personal lives to build guanxi.

The Chinese are very risk averse. They think the slow process of negotiations will secure their deals.

(4) The importance of hierarchy

There is a strong emphasis on hierarchy in China society and Chinese business culture. Much of this emphasis on hierarchy can be traced to the philosophy of Confucius, which is the root of Chinese culture and has influenced Chinese people's lives for hundreds of years.

The Chinese are often more sensitive towards rank and seniority. Age and experience are given much more credit than in Western culture. The Chinese will share opinions with their colleagues. They will discuss together like the Americans, but it is always the senior executive who makes the final decision.

Ensure you bring a senior member of your organization to lead the negotiations on your behalf. The Chinese will do the same.

2. How to identify who makes the final decision?

The senior member of the Chinese organization, or the final decision maker, would be the first one who is introduced to you, the first one who speaks, and the one who sits in the middle of the Chinese counterpart.

You can find it from the title of their business cards too.

The Chinese will spend considerable time on bargaining, drafting agreements, and even sharing personal lives to build guanxi.

3. Why are Chinese people renowned for being tough negotiators?

Chinese businessmen are renowned for being tough negotiators because they may deliberately make negotiations painful and lengthy for their counterparties. It can be very difficult, complex and longwinded for a Western person to figure out how to get it right with Chinese negotiators.

Sometimes you have told the Chinese side that you are at your bottom line, but they are unwilling to take you at your word.

Because in Chinese business culture, Chinese businessmen's primary aim in negotiations is "concessions". Always bear this in mind when formulating your own strategy. You must be willing to show compromises and ensure their negotiators feel they have gained major concessions.

It is very important to know the commonest basic components of your counterparty's culture. It's a sign of respect and a way to build trust and credibility as well as advantage that can help you to choose the right strategies and tactics during the negotiations.

4. How to say NO in china?

Maintaining balance and harmony is an important aspect of Chinese thought. Chinese do not want to "lose face," and they also do not want to make you "lose face." Therefore, they will rarely disagree with you in public. Negative replies are considered im-

polite in China. Chinese people won't say "no" to a proposal. They have a thousand ways to say "no", but they won't use the word "no".

They will say "perhaps", "I'm not sure", "I'll think about it", or "We'll see" instead. If you hear that your proposal "is under study" or has arrived at "an inconvenient time," it probably means "no". This deliberately ambiguous communication is designed to let the Westerner know that the real answer is "no" but the relationship is worthy of preservation.

5. Does YES always mean YES in China?

No. Sociologists call Mandarin Chinese a "high context" language to indicate that there is more to the message than just the words being spoken or written. You have to pay attention to the situation, environmental factors and history to understand the real meaning. For example, when you are speaking at a meeting with Chinese people, a Chinese businessman might say "yes" which probably means "I've heard you", it does not mean "I understood, comprehended and this is what I will do".

Nodding is the same. Sometimes a Chinese nods his/her head just to suggest that he/she is listening to the speaker, but not to mean he/she agrees with the speaker.

When asked a direct question by a Westerner, a Chinese might answer "yes" to save the Westerner's face, but the true meaning is "no" and he/she might act as if he/she has said "no".

Chinese do not want to "lose face," and they also do not want to make you "lose face." Therefore, they will rarely disagree with you in public. Negative replies are considered impolite in China.



"No big problem" usually means "There are still problems".

6. What's the meaning of "No big problem" or "The problem is not serious"?

It usually means "There are still problems". Always investigate the situation fully to obtain facts.

7. Is Guanxi important in negotiations?

Trust and personal connections are at the core of business in China. The Chinese believe strongly in building relationships first and then engaging in business. It is built on long-term partnership.

But you should know guanxi is a rental, not a purchase. It is a series of favors, and you have to give to get. Sometimes you do not always control how you will pay back a guanxi debt. It can't transfer. When your guanxi person goes, so does the relationship.

8. How to impress Chinese counterparties in negotiations?

You can learn to speak a few Chinese phrases, especially some "chengyu" (proverbs). They usually have four characters and have a whole story behind them to support the meaning that you want to express. Make sure you use a chengyu at the appropriate time and you will grab everybody's attention and gain substantial respect.

9. What composition should I have for my team when negotiating with the Chinese?

At first you need to know how many persons from Chinese counterparties will participate in your negotiation. You'd better have the same amount of team members. The team should include:

Operations Manager with the authority to cut a deal, sign a contract or write a letter of understanding.

Financial Analyst, who sends a trained business case analyst with strong business counsel skills, not an accountant who is capable of quick, high level assessments, but can follow through with detail later.

Engineer, with experience in the operations you are seeking to establish who also ideally has some business management trainings and can understand business case assessments.

Lawyer, as an adviser as contract terms can be confusing at best to the rest of the team.

Procurement Specialist, trained in international part and product sourcing if this is an essential component of the endeavor.

Marketing Specialist, trained in international marketing and with some business research background.

Professional Negotiator, who is essential if the team has little or no experience, and optional if you have a strong experienced team.

Local Interpreter, who can help you communicate well and give you guide of Chinese business culture.

Other skill sets as needed for the specific project.

10. What should I prepare for a price negotiation?

The Chinese are extremely price sensitive. In international trade, prices are quoted very reasonably as the price in the market is relatively transparent. Price would be affected by such factors as raw material and energy price, tax rebate rate, labor price, cur-

rency appreciation, and etc. You should do your homework well before having a price negotiation.

(1) Do some research of tax rebate rate, raw material price, and currency exchange rate.

(2) Do some research of the market. Search the target products on Made-in-China.com, and figure out the price of the market.

(3) Export companies in China normally quote a reasonable price and price is relatively transparent. You can't expect to cut the price down by something like 50% or more.

11. Are contracts sometimes flexible in Chinese business culture?

Yes, sometimes the stronger your relationship with the other party, the more likely the contract will be followed as written. It is important to not solely rely on the contract to protect you. Establishing a strong relationship and having proactive involvement in product QC is the key to getting the product you desire.

12. Body language in China

Greeting- head nodding, smile, hand shaking. The Chinese seldom kiss on the cheek when they meet. Hug is for really close friends or relatives.

Come here- hand extended toward person, open palm, palm down, with all fingers crooked in a beckoning motion.

Good idea/ You've done a great job- thumb up, the other four fingers hold a fist.

Do some research of the market. Search the target products on Made-in-China.com, and figure out the price of the market.



Chinese traditional statues in Wangfujin Street, Beijing. Their gestures mean "thank you for coming."

Respect- using both hands (when one would be enough) in offering something to a visitor or another person. You can even hold your teacup with two hands while someone else fills it with tea to show extra appreciation. When somebody pours tea for you, tap the table to show "thank you."

Thank you for your help- cupping one fist with the other hand before the chest.

Shame on you- forefinger of one hand extended, tip touches one's own face several times quickly; similar to scratching, but with the forefinger straight.

I'm full- patting stomachs. The Chinese never lay their hands on their necks when they are full, which is a suicide action to Chinese.

Are you insane?- touch temple. Americans often use it to express somebody's cleverness. But it means there is something wrong with one's mind or one is stupid to Chinese.

The Chinese think it rude to point at somebody with one finger. When you introduce someone, point at him/her with all of your five fingers of one hand, which also means "please".

Girls will hold hands or walk arm-in-arm in China. It doesn't mean they are lesbians.

Many people in China consider it rude to show the inside of their mouth. That's why so many Chinese girls cover their mouth in a cute way while they laugh.

13. How to negotiate with the Chinese?

The Chinese are famous for their negotiation skills. Here are some tips on how to succeed in business in China.

- (1) Build Guanxi.
- (2) Be sincere and patient.
- (3) Know the Chinese business culture.
- (4) Find the implications from the Chinese communication.
- (5) Do research of China market.
- (6) Make sure you are communicating with the right person. **FU**

KEEPING YOUR BUSINESS SAFE



Protect Trade Secrets and Processes

Protect My IP Rights

Assure Product Quality

Examples of Fraud

How to assure a success?

1. How to protect trade secrets and processes?

The best thing your company can do is to only disseminate trade secrets to those who have a need to know the information.

When outsourcing manufacturers you may consider separating your designs, ideas and know-how amongst various manufacturers to ensure that no one manufacturer is able to steal your trade secrets and know-how. This works like a puzzle, distributing each single piece to another location to eliminate the chances of putting the pieces all together.

The primary law on the trade secrets is Anti Unfair Competition Law. This law is drawn up in order to safeguard the healthy development of the socialist market economy, encourage and protect fair market competition, prohibit unfair competition, safeguard the legal rights and interests of managers.

"Unfair competition", in this Law, means activities made by managers who damage the others' legal rights and interests, disturb the order of social economy and violate the provisions of this Law.

The governments in all levels shall adopt methods to prohibit unfair competition and to create the sound environment and conditions for fair competition.

The Bureaus of Industrial and Commercial Manage-

ment of the People's Government over the county level supervise unfair competition, except for the supervision made by the other organisations in accordance with the provisions of the other laws or regulations.

2. How to assure product quality?

Sometimes a buyer may receive poor quality products after payment has been made, but the supplier refuses to compensate the importer or does not even respond to complaints. Sometimes a supplier may send high quality samples to the buyer but the quality of the real end product is very poor.

In order to avoid poor quality, you should undertake quality and inspection before ordering, during the production process and just before the shipment leaves.

In order to avoid poor quality, you should undertake quality and inspection before ordering, during the production process and just before the shipment leaves.



3. Why is it best to see the factory for myself?

Good relationships (or *guanxi* in Chinese) play a crucial role in business in China, so it is advisable to meet the suppliers before placing an order.

You can inspect manufacturing areas to get an idea of raw material quality, workers' skills, production capabilities and the internal QC process of the manufacturer.

4. What precautions should I take before making the final payment?

You should use the services of a credit institution that checks the background of manufacturers before you make your final payment. Always remember: No final payments unless you are certain you will receive the goods.

5. What should I do if the suppliers do not deliver goods?

When failed in communicating with the supplier, keep a record of contact emails, payment bills and other valid documents to report the case to the police and also voice a complaint to local trade committee or department of commerce.

6. When should I be suspicious?

If the supplier avoids giving you substantive information about its company, you should be suspicious.

They may act excited but vague, emphasizing what a great opportunity this is for you. The supplier asks you for up-front payment. They request payment options other than Letter of Credit, T/T or Western Union.

If the supplier avoids giving you substantive information about its company, you should be suspicious.

7. How do I structure the relationship with my China sourcing partner?

Some companies use a full-service China sourcing agent and others set up a representative office to manage China sourcing operations. You can also find quality Chinese manufacturers online or on trade fairs.

8. How to make sure goods brought into my country meet all national regulatory requirements?

Goods that don't meet requirements can be stopped at the border or result in future legal suits. It is highly recommended to consult a good customs broker before placing any orders.

9. How about after-sale service of Chinese suppliers?

At present, a lot of excellent Chinese suppliers provide comprehensive after-sale service, set up repair centers overseas or authorize cooperation partners to offer after-sale service. It includes consultation, products maintenance, accessories replacement, etc.

10. What problems do most people complain about?

Failure to send the correct products.

Sending product of inferior quality than the samples.

Failure to deliver on time.

Failure to disclose all relevant information about a product or terms of the sale.

11. Examples of fraud.

Trading with Fake Companies

Doing business with strange companies is a big trade risk. The company you are dealing with could be a fake or fraudulent company that could disappear the moment they receive any money from you. In order to avoid being cheated by these companies, you can order a background check from independent third-party sources including a search for legal registration and credit record.

Fake Check Scams

There are many variations of the fake check scam, but the common thread is a stranger proposing to send the victim a check and have the victim wire

Some 'fraud' may not actually be fraud but problems occurring due to misunderstanding and miscommunication and the lack of understanding of each others' culture.

money in return. It may start with someone offering to buy something you promoted for sale, pay you to work at home, or give you an advance on a sweepstakes you won. Whatever the bottom line is if someone you don't know wants to pay you by check but wants you to wire money back, it's a scam.

Beware of sending free samples

This concerns a supplier requesting a sample from the buyer to produce a product according to the client's requirements. Sometimes the supplier may use these samples without delivering the actual product to the buyer. In such cases, when samples are required for production, the supplier should pay for the samples and the shipment cost. Once the product has been delivered and the sample returned to the buyer, the money for the sample and shipment may be returned to the supplier.

Poor Product Quality

Sometimes a buyer may receive poor quality products after payment has been made, but the supplier refuses to compensate the importer or does not even respond to complaints. Sometimes a supplier may send high quality samples to the buyer but the quality of the real end product is very poor. In order to avoid poor quality, you can use Pre-Shipment Inspection Services and demand the inspection as a condition to payment.

12. Is there any possibility that some 'fraud' may not actually be fraud?

Yes, some 'fraud' may not actually be fraud but problems occurring due to misunderstanding and miscommunication and the lack of understanding of each others' culture. Many of these issues can be avoided by seeking trade information from Chinese related government institutions.

13. How to avoid fraud?

(1) Use L/C (Letter of credit). Since payment options other than T/T and Western Union are currently quite limited in China and therefore a Western Union account is not always a reason to be suspicious, it is still important to recognize that fraudulent suppliers have used Western Union accounts for money

scams! Once the money is paid, it becomes difficult to follow up where the money actually went to and it is impossible to get the money back.

(2) Search related government websites for information and help.

(3) Ask Made-in-China.com when you are unsure about a supplier or when you need professional assistance to conduct business with Chinese suppliers. (fee based service)



14. How to protect my IP Rights?

China promulgated the Trademark Law in 1982, the Patent Law in 1985 and the Copyright Law in 1990. Over the past 30 years, China also enacted laws to protect Geographical Indications, Trade Secrets, New Plant Varieties and Layout Designs of Integrated Circuits. After its accession to the World Trade Organization in 2001, China has strengthened its legal framework and amended its IPR and related laws and regulations to comply with the WTO Agreement on Traded-Related Aspect of Intellectual Property Rights (TRIPs).

You can register your intellectual property right(s) (IP rights) under your country's law. You can protect your Logo(s) and Slogan(s) under the Chinese Anti Unfair Competition Law. Try to register your IPR(s) in China as well. Small and medium enterprises should therefore always use written agreements addressing the issues surrounding know-how, trademarks, IPR, non-competition and confidentiality.

Trademark Law

This Law is enacted for the purposes of improving the administration of trademarks, protecting the exclusive right to use trademarks, and encouraging producers and operators to guarantee the quality of their goods and services and maintain the reputation of their trademarks, with a view to protecting the interests of consumers, producers and operators and to promoting the develop-

ment of the socialist market economy.

The Trademark Office of the administrative authority for industry and commerce under the State Council shall be responsible for the registration and administration of trademarks throughout the country.

The Trademark Review and Adjudication Board, established under the administrative authority for industry and commerce under the State Council, shall be responsible for handling matters of trademark disputes.

Patent Law

This Law is enacted to protect patent rights for inventions-creations, to encourage inventions-creations, to foster the spreading and application of Inventions-creations, and to promote the development of science and technology, for meeting the needs of the construction of socialist modernization.

In this Law, "inventions-creations" mean inventions, utility models and designs.

The Patent Administrative Organ under the State Council is responsible for the patent work nationwide, receives and examines patent applications and grants patent rights for inventions-creations that conform to the provisions of this Law.

The authorities for patent work under the people's governments of provinces autonomous regions and municipalities directly under the Central Government are responsible for the patent administration work of their own administrative areas.

Copyright Law

This Law is enacted, in accordance with the Constitution, for the purposes of protecting the copyright of authors in their literary, artistic and scientific works and the copyright-related rights and interests, of encouraging the creation and dissemination of works which would contribute to the construction

of socialist spiritual and material civilization, and of promoting the development and prosperity of the socialist culture and science.

15. How to judge a supplier's quality?

(1) Provide clear requirements regarding product quality, material specification, and dimensions etc.

(2) Obtain quality certificates including material composition reports, independent quality reports and other evidence of testing and inspection. Make sure the certificates match the claims of the suppliers.

(3) Obtain samples for assessment. For small items purchase more than just one or two to get a better indication of the standard quality level.

(4) If possible visit the factory. Suppliers may not always meet or adhere to the quality certifications they claim to possess, and visiting a factory can help to determine this. Ask to see some evidence of their quality management system such as procedural flow charts, quality inspection records, or internal audit reports etc. Even if they are in Chinese, you will be able to see if up-to-date records are being kept for key processes.

(5) Provide suppliers with detailed feedback about the product and how they can improve their service. Without feedback, they may not fully understand your requirements.

(6) Be patient. Conducting international business requires experience and knowledge, and this only comes with time. Seek professional assistance from quality inspectors and MIC's Buyer Services team to ensure your business with Chinese suppliers is as efficient and trouble free as possible.

16. Buyers' Experiences

To protect the secret of the client, the name of concern company and person is omitted.

Provide suppliers with detailed feedback about the product and how they can improve their service. Without feedback, they may not fully understand your requirements.

Quality Fraud:

To whom it may concern:

Our company is an experienced import and marketing firm in the United States and we used to source new products on-line. Approximately 4 months ago we placed an order for 1 container of gas and electric scooters from a Chinese company. When this container arrived every single scooter inside was broken.

The damage was as follows: the body of the scooters was cracked and many of the scooters were scratched. Many of our customers told us that the scooters looked like they have been used. The damage was so bad that it could not have possibly been caused during shipment.

We then contacted the company and described to them the problem but they refused to cooperate with us and refused to reimburse us for the costs of the products. I received an e-mail from the company representative stating that the company owner did not want to refund us the money.

We have documented evidence of the damage and a picture of the scooters. We use Price Transfer Inc. in Long Beach, CA for storage and customs clearance and they have also confirmed that the products have been sold to us damaged.

A United States Company

Money Fraud/Trade Dispute:

1st example

Dear Sir,

Hi,

Two months ago I contacted this supplier from Anhui requesting toys. He agreed and told me that he needed to have some up-front payment to be able to produce the requested products. I was supposed to transfer 2000USD via Western Union to the name of Mr. Wang who was the general manager at this time. I transferred the money and waited for a reply from Mr. Wang, which I never received, I called several times but there wasn't a Mr. Wang in this company and suddenly no one spoke English even though I had received much English written e-mails before.

I want to warn you of this company and hope you pass that warning on to all other global buyer members on your website.

A UK Company

2nd example

Dear Sir,

After having been contacted by a supplier, I forwarded \$US337 to obtain a sample of a motor mower, which I believed was being supplied by the above member. As soon as the money was received, the supplier said that they could no longer supply the sample and refused to refund the money. I see this as fraud.

New Zealand Company

17. Chinese government departments which could help you.

The Ministry of Public Security of the People's Republic of China

14 East Changan Road, Beijing, China

Website: mps.gov.cn

General Administration of Quality Supervision Inspection and Quarantine

10A Chaowai Dajie, Beijing, China

TEL: 86-10-6599-3922

FAX: 86-10-6599-4421



Website: aqsiq.gov.cn

State Administration for Industry and Commerce Trademark Office

8 Sanlihe East Road, Xicheng District, Beijing, China
TEL: 86-10-6803-2233
FAX: 86-10-6801-0463
Website: www.tmo.gov.cn

State Intellectual Property Office

No 6 Xitucheng Road, Haidian District, Beijing, China
TEL: 86-10-6209-3268
FAX: 86-10-6201-9615
Website: www.sipo.gov.cn

National Copyright Administration

85 Dongsì Nan Dajie, Beijing, China
TEL: 86-10-6512-7869 or 6527-6930
FAX: 86-10-6512-7875
Website: www.ncac.gov.cn

General Administration of Customs

6 Jianguomenwai DaJie, Beijing, China
TEL: 86-10-6519-5243 or 6519-5399
FAX: 86-10-6519-5394
Website: www.customs.gov.cn



Audited Suppliers

18. What are Audited Suppliers from Made-in-China.com?

With thousands of Chinese supplier members on Made-in-China.com, one problem that many Buyers face is, being able to differentiate between suppliers. SGS, the world's leading inspection, verification, testing and certification company, personally and individually tests and audits Audited Suppliers to make sure they meet world class standards.

Audited Suppliers is a valuable tool for both suppliers and purchasers. Chinese suppliers that obtain SGS certification will be rewarded with a unique "Audited Supplier" logo that will be displayed next to their company name and products in search results, and in their showrooms, making it easier for those suppliers to stand out from the rest. At first glance purchasers will be able to distinguish between suppliers that have passed SGS tests and those that have not, and will be able to view independently produced audit reports on supplier's production practices, quality control procedures, and other vital information.

Chinese suppliers that obtain SGS certification will be rewarded with a unique "Audited Supplier" logo that will be displayed next to their company name and products in search results, and in their showrooms, making it easier for those suppliers to stand out from the rest.

As a result, when you choose an Audited Supplier, you:

· Save money and Time

Save money and time by eliminating the need to personally inspect factories or manufacturing sites.

· Get Straightforward Facts

Get accurate and reliable third-party information about your future partner.

· Increase Confidence

Increase your confidence in doing business with trusted and professional Chinese companies.

· Succeed

Simply put, Made-in-China.com helps you succeed.

19. What are Audit Reports of Made-in-China.com?

Audit Reports are produced by SGS, the world's leading supplier certification company. Audit Report let's you compare suppliers to select the best. An SGS audit report contains the following information:

· General Information

Know that the company you are dealing with is officially registered and licensed.

· Foreign Trade Capacity

Check your supplier's exporting and trading ability.

· Product Research & Development Capacity

Knowing how much R&D went into your supplier's products can help you make better choices.



· Quality Management System and Product Certification

Check to make sure your supplier has passed Quality Management Systems or Product Certifications.

· Production Capacity & Quality Control

Be assured that your supplier can meet your production needs and use quality control systems and measures.

· Financial Position

Check your supplier's credit history and development plans.

· Working Environment & Energy Saving

Be assured that your supplier has focused the labor protection and sustainable development.

· Photos

See your suppliers factory lines, production equipment, offices and staff. **FU**

Need reliable suppliers?



**Help yourself at
Audited Suppliers
Corner !**

www.Made-in-China.com

What is Audited Suppliers Corner ?

Audited Suppliers Corner (AS Corner) is a free sourcing service for international buyers.

Made-in-China.com is going to organize our Audited suppliers' information at most important international exhibitions.

- One-stop service to find reliable suppliers
- Get accurate third party information on your suppliers
- Increase the speed to market

What are Audited Suppliers?

With thousands of Chinese supplier members on Made-in-China.com, one problem that many Buyers face is, being able to differentiate between suppliers. SGS, the world's leading inspection, verification, testing and certification company, personally and individually tests and audits our Audited Suppliers to make sure they meet world class standards.

What is Audit Reports?

Get the comprehensive capacity information of Audited Suppliers.

Audit Reports provide buyers with critical facts concerning the Audited Suppliers, such as business licenses, production capabilities and quality control system. Audit Reports produced by SGS the world's leading inspection company helps the buyers compare potential suppliers to select the best.

You can visit AS Corner's booth at the following exhibitions:

Dates	Venue	Exhibition
Oct.11-15, 2011	Paris Nord Exhibition Centre, France	EQUIP AUTO 2011
Leading international exhibition attended by the entire automobile industry: from design through to maintenance and eventual recycling.		
Nov. 21 - 24, 2011	Dubai International Exhibition & Convention Centre, UAE	International Building & Construction Show (The Big 5)
International Exhibition for Building, Water Technology & Environment, Air Conditioning & Refrigeration, Cleaning & Maintenance, Glass & Metal.		
Jan.10-13, 2012	Las Vegas Convention Center, USA	2012 INTERNATIONAL CES
Leading international consumer electronic shows.		
Jan.27-31, 2012	Exhibition Centre Frankfurt, Germany	CHRISTMASWORLD FRANKFURT 2012
Leading trade fair for festive decorations presents the trends and innovations for the coming seasons.		
Feb.5-9, 2012	National Exhibition Centre, Birmingham, UK	Spring Fair International 2012
The UK's largest retail trade event and the most comprehensive collection of gifts in Europe.		



Difference in Chinese Business Relationship

Chinese Business Card

Small Talks in China

Table Manners

Business Gift

BUSINESS ETIQUETTE

What's the appropriate behavior when doing business with the Chinese?

1. What's the difference between business relationship in China and in western countries?

Unlike western business relationship which remains professional and perhaps, aloof, even after a long time, Chinese business relationship inevitably becomes a social relationship.

The more you share your personal life, including family, hobbies, political views, aspirations, the closer you are in your business relationship. Sometimes, a lot of time is spent in discussing matters outside of business, but then a lot of time, the other party is also making up his mind about your deal based on how much he sees your personal relationship with him.

Put-
ting someone's
business card im-
mediately into your wal-
let or briefcase without
reading it is an unfor-
givable insult in the
Chinese business
culture.

2. What should my business card include?

Business cards are exchanged after the initial introduction. Take an adequate supply of business cards with you if you have a meeting with Chinese people.

You'd better to have one side translated into Chinese. Make sure it uses "Simplified" characters for Mainland China, Singapore, Malaysia and Indonesia, and "Traditional" characters in Taiwan and Hong Kong.

Business cards should also include your title. If your company is the oldest or largest in your country, that fact should be shown on your cards as well.

3. How to exchange business cards?

You should exchange your business card with two hands as a sign of respect. When presenting your Chinese business card, make sure that you hold its

Chinese side up, facing your contact so that he/she can directly read it.

It is best to stand up when exchanging Chinese business cards, one-by-one, individual-to-individual.

On accepting a business card from a Chinese, show your interest by glancing at the details of the card. Putting the card immediately into your wallet or briefcase without reading it is an unforgivable insult in the Chinese business culture.

4. How to address the Chinese names?

In China, family names come first followed by given names. In business/formal settings, people normally address each other by their family name or title, such as "Mr. Chen", or "Director Huang".

Linking names with business positions shows respect for the person, whom you are calling. And don't call someone by just their first name unless specifically asked or if you are long-time friends.

Terms of kinship are often used for close non-relatives. A younger man often calls a man who is five years older than him "big brother" and someone who is considerably older "uncle." Chinese often address their friends as juniors and seniors even if they are just a few months younger or older. When a Chinese person asks someone his/her age, he/she just wants to know how to address the person.

5. What's the business meeting etiquette in China?

Appointments are necessary and, if possible, should be made between one-to-two months in advance, preferably in writing.

If you do not have a contact within the company, use an intermediary to arrange a formal introduction. Once the introduction has been made, you should provide the company with information about your company and what you want to accomplish at the meeting.

You should arrive at meetings on time or slightly early. The Chinese view punctuality as a virtue. Arriving late is an insult and could negatively affect your relationship.

Pay great attention to the agenda as each Chinese participant has his/her own agenda that they will attempt to introduce.

Each participant will take an opportunity to dominate the floor for lengthy periods without appearing to say very much of anything that actually contributes to the meeting. Be patient and listen. There could be subtle messages being transmitted that would assist you in allaying fears of on-going association.

Send an agenda before the meeting so your Chinese colleagues have the chance to meet any technical experts prior to the meeting. Discuss the agenda with your translator/intermediary prior to submission.

Meetings require patience.

Guests are generally told where to sit, which are in descending order of rank. Senior people generally sit opposite senior people from the other side.

It is imperative that you bring your own interpreter, especially if you plan to discuss legal or extremely technical concepts as you can brief the interpreter prior to the meeting.

In some cases you also might be confronted with rather private questions such as about your family. The Chinese are very family oriented, so don't feel embarrassed when people ask you rather private questions, it is just small talk.

Written material should be available in both English and Chinese, using simplified characters. Make absolutely certain that written translations are accurate and cannot be misinterpreted.

Visual aids are useful in large meetings and should only be done with black type on white background. Colours have special meanings and if you are not careful, your colour choices could work against you.

Presentations should be detailed and factual and focus on long-term benefits. Be prepared for the presentation to be a challenge.

6. What are the most popular topics when having small talk with Chinese people?

Small talk is an important part of business meetings in China. It is a bit different in China than in Europe and North America, but similarly there are topics which should be avoided, and topics which are preferred for small talk. It can feature a number of topics including the weather, art, food, shopping, places of interest, etc.

The Chinese may ask you about your age or salary. It is not impolite in Chinese culture. But if you don't want to answer these questions, you could offer an open-ended reply, for instance, "you guess" or "not too much".

In some cases you also might be confronted with rather private questions such as about your family. The Chinese are very family oriented, so don't feel embarrassed when people ask you rather private questions, it is just small talk.

During a conversation with a Chinese person it is important to



One of the biggest differences between Chinese dinner and western dinner might be the position on table where dishes are served.

remember that negative replies are seen as impolite. So avoid saying "no" and instead reply with a "maybe" or "I'll have to think about that", etc.

is definitely not Chinese style. The atmosphere in Chinese restaurants is "re-nao", which means hot and noisy.

7. What's the seat etiquette in Chinese business culture?

At Chinese banquets, the seating arrangement is probably the most important part of Chinese dining etiquette, especially in Chinese business banquets.

Generally, round tables are used at Chinese banquets. The seat facing the entrance is the seat of honor. The seats on the left hand side of the seat of honor are second, fourth, sixth, etc in importance, while those on the right are third, fifth, seventh and so on in importance, until they join together.

When a family holds a banquet, the seat of honor is for the guest.

8. What's the difference between Chinese dinner and western dinner?

The idea of expensive wine and candlelight dinners

One of the biggest differences between Chinese dinner and western dinner might be the position on table where dishes are served.

In Chinese dinner, dishes are served at the middle of a round table for all to share, and each person uses a small bowl in front him/her to hold the food one has picked from the shared dishes. So in that way everyone can order a different kind of dish make it shared by all.

Chinese starters are normally cold dishes. Main materials in Chinese starters can be either vegetables or meat that has been cooked and cooled down. And then dishes are served. Types of Chinese dishes are just too many to enumerate.

Beer, wine or alcohol can be taken together with dishes.

The Chinese will order rice too. It is normally served to each person separately in a small bowl.

Chinese soup is served after main dishes. But in

Guangdong area, soup is served before main dishes.

The most typical dessert in Chinese dinner is fruits. High quality restaurants would often assemble a big plate with several types of fruits arranged in beautiful patterns. Most favorable fruits might be watermelon, orange and pear, which can make one feel clean and clear in his/her mouth and stomach after the meal.

9. Do I need to order all of dishes if I'm the guest?

There is no need.

If there is a group of you, everyone could order one or two dishes. You could be the first one to order if you are the guest. At least four dishes will be served for a dinner of 3 or 4 persons, not including rice or soup. It is usually at least one vegetable and one meat dish.

If you have allergies, it is best to let your host know before ordering so that these items can be avoided.

10. What's the signal to dine in China?

When sitting at the right places and dishes are served, it is time for the guest of honor to take the first drink or propose the first toast. It is the guest of honor who should be the first to begin eating.

Generally, the guest of honor will invite everyone to begin eating with words to the effect of "Shall we eat?" This gesture of politeness serves as a signal to the other guests that they may then begin dining.

It is unforgivably rude to eat before the guest of honor has begun to eat, so although the guest of honor invites the other guests to begin dining, no

one does so until the guest of honor has taken the first bite.

11. When I cheer at a Chinese dinner table, what should I do?

A toast to others is a characteristic Chinese dining. When cheering at a Chinese dinner table, lower your glass to show respect. If you are far from someone you want to toast, you can use your cup or glass to tap on the table to attract attention rather than raise your voice.

If you are far from someone you want to toast, you can use your cup or glass to tap on the table to attract attention rather than raise your voice.

12. Why do the Chinese always fetch food for me? What is the appropriate reaction?

At Chinese dinner table, the host usually asks the guests to "help yourself" or even fetches food for the guests, which is regarded as a hospitable manner.

The one who sits closest to the teapot or wine bottle will pour them for others. Guests don't need to pour tea or wine themselves. Because that means the host doesn't take good care of guests, which will make the host "lose face".

When someone fetches food or pours beverages for you, the appropriate reaction is to say thank you. If you are comfortable with the food, eat it, or leave it on your plate.

13. How to fetch food from the center of the table? Can I use my own chopsticks?

When helping yourself with food placed on the table, use communal chopsticks or spoons.

Always take from the side nearest you. It is considered ill-mannered to take food from the side of the platter facing others, and it is considered outright uncouth to "dig for treasures" as the Chinese put it, or to "cherry pick" for choice morsels as one would say in English.

If the table is too big, a lazy Susan (a rotating tray, usually circular, placed on top of a table to aid in moving food on a large table or countertop) will be used. So everyone will have a chance to reach every dish.

14. How to eat with chopsticks?

Held between the thumb and fingers of one hand, chopsticks are used like tongs to pick up portions of food which are prepared and brought to the table in small and convenient pieces.

Hold one chopstick between your thumb and middle finger. Position the chopstick so that it lies at the

base of your thumb (on the joint) and at the lower joint of the middle finger. This chopstick shouldn't touch the forefinger. Place the other chopstick between your thumb and forefinger. The side of the chopstick should rest against the tip of your thumb; the top of the chopstick should rest against the pad of your forefinger. Hold it steady and practice opening and closing the chopsticks.

DOs and DON'Ts with your chopsticks

Decide what to pick up before reaching with chopsticks, instead of hovering them over or rummaging through dishes.

Keep chopsticks off the table, they can be rested horizontally on one's plate or bowl; a chopstick rest (commonly found in restaurants) can also be used.

When picking up a piece of food, never use the tips of your chopsticks to penetrate the food as with a fork; exceptions include tearing apart larger items such as vegetables. In more informal settings,



smaller items or those more difficult to pick up such as cherry tomatoes or fishballs may be stabbed, but this is frowned upon by traditionalists.

Never stab chopsticks vertically into a bowl of rice, as this resembles incense sticks used at temples to pay respects to the deceased. So it looks like you are wishing death upon a person at the table! This is considered the ultimate dinner table faux pas.

Never tap on your bowl with your chopsticks. When the food is coming too slow in a restaurant, people will tap their bowls. If you are in someone's home, it is like insulting the cook.

Never point the chopsticks at another person. This amounts to insulting that person and is a major faux pas.

Never wave your chopsticks around as if they were an extension of your hand gestures.

Never bang chopsticks like drumsticks. This is akin to telling others at the table you are a beggar.

Never use chopsticks to move bowls or plates.

Never suck the chopsticks.

15. How to hold a rice bowl?

You should take the rice bowl in your hand rather than let it remain on the table as in Western dining etiquette. To hold a rice bowl politely, your thumb should rest on the rim of the bowl while the bottom of the bowl is supported by your index, middle, and ring fingers.

16. How much should I pick from dishes at one time?

In general, one or two bites of food would be great.

17. What should I do when the dish is soupy?

Pull the serving bowl near the dish and reduce the distance. Spilling plenty of sauce on the table is a major faux pas.

18. Do I need to drink a lot when having a business dinner?

Frequent toasts are not unusual in Chinese business dinner. The Chinese are big drinkers especially in Northern and Western China. It does not matter if it is lunch or dinner. As long as a meal is being hosted, there will be alcohol.

Drinking a lot may earn you respect or trust, since many Chinese believe that alcohol causes barriers to come down and true intentions to be revealed. It is often seen as rude not to drink with the Chinese in a formal dinner. To maintain your sanity, either claim to be a non alcoholic or plead medical grounds as an excuse. This will let you off the hook with little or minimal drinks. Better yet, bring a partner who can drink on your behalf.

Chinese wine is the favourite, followed by red wine and beer. Chinese wine is more like fuel than liquor, having an alcohol concentration as high as 60%. No matter how good a drinker you may think of yourself, never, ever challenge a Chinese into a drinking contest. They will win, hands down.

19. Can I give a gift to my Chinese business partner?

Unlike many countries, gift-giving does not carry any negative connotations when doing business in China. Gift giving is considered an important way of showing courtesy. Gifts should always be

When picking up a piece of food, never use the tips of your chopsticks to penetrate the food as with a fork.

Gift giving is considered an important way of showing courtesy. Gifts should always be exchanged for celebrations, or thanks for assistance.

exchanged for celebrations, or thanks for assistance. But expensive gifts are interpreted in Chinese culture as bribery. Refrain from giving expensive presents.

In business, show sensitivity to people's status. Give the same type of gift to people at the same level.

Remember, give a gift to the entire company, rather than an individual, and present the gift to the leader of the Chinese negotiating team. On presenting a gift to all the members of the Chinese group, it should be emphasized that it is a gift from the company that you represent, not a personal gift.

All business negotiations should be concluded before gifts are exchanged.

A gift should always be wrapped. Pay attention to the color of the gift-wrapping. Chinese culture is very sensitive to colors. Thus



for example, a white or black wrapping symbolizes death. Red is the preferred color as this symbolizes luck. Don't expect Chinese to unwrap the gift in front of you, rather it may just be put aside. This does not mean they are not grateful. Do not wrap a gift before arriving in China, as it may be unwrapped in Customs.

20. How to give a gift to an individual?

If you wish to give a gift to an individual, you must do it privately, in the context of friendship, not business.

Do not offer a gift to one person in front of a group. It will be embarrassing for the individual, and rude to everyone else who is not receiving a gift.

21. Why do Chinese people sometimes refuse my gift?

Chinese do not usually accept a gift, invitation or favor when it is first presented. Politely refusing two or three times is thought to reflect modesty and humility. Accepting something in haste makes a person look aggressive and greedy. So it may sometimes take a few tries to get the person to accept the gift.

22. What is the appropriate reaction when receiving gifts from Chinese?

Gifts should be received with both hands when presented to you. As with most cultures, it is polite and often expected that you thank the giver of the gift. Thank-you notes, a phone call afterwards, or any other gesture of thanks is greatly appreciated in the Chinese culture as well. And, if possible, offer a gift back on a suitable occasion.

Chinese people who have had contact with Americans or other Westerners might expect you to follow the American custom of opening the gift in front of the giver. To avoid confusion, you can always ask, "Would you like me to open this now?" If it is opened, it is customary to give it many compliments and spend some time in the conversation discussing the merits of the item.

23. Which kind of gifts is popular among Chinese?

Chinese are fond of items that are not accessible in China. For example, items which are hand-made, from your country. Be mindful that many things you buy at home are in fact made in China and these gifts should be avoided if possible.

In business environments, it is generally unacceptable to give samples of your own product as a gift to a company you wish to conduct business with.

Popular items include cigarette lighters, wine, the exotic coins, local traditional ornaments or food, etc. Do not give knives, scissors as they symbolize breaking a relationship. Also avoid clocks, or anything in sets of four (four is an unlucky number as it sounds like "death"). Six, eight and nine are lucky numbers.

Flowers are an acceptable gift, but never give white chrysanthemums, or any white flowers for that matter, as they are traditionally used for funerals.

Gifts of food are acceptable, but not at dinner parties or other occasions where appetizers and meals will be served. Candy and fruit baskets, however, are acceptable as thank-you gifts sent after these events.

Do not give knives, scissors as they symbolize breaking a relationship. Also avoid clocks, or anything in sets of four (four is an unlucky number as it sounds like "death").

24. Should I shake hands with the Chinese for the first time we meet?

Yes. Shaking hands is now the standard form of greeting in China. Always shake hands with the most senior person first.

25. How to build business relationship in China?

Doing research on the market is important in China, but personal relationships are equally essential to business success here. Chinese business relationship inevitably becomes a social relationship.

Chinese business contacts are mostly referrals; essentially a business relationship is struck based on another business associate recommendation. The best prices and deals often come from a strong recommendation.

However, it is common today for cold calls and direct contacts, given the availability of the internet and the competitive nature of Chinese businesses. You may source from the internet, trade fairs, catalogues and brochures, advertisements and approach the Chinese companies directly through a call or email.

26. Should I avoid jokes when doing business with the Chinese?

Yes. You are representing your company when doing business, so always keep dealings at a professional level. Never become too informal and avoid humor. This is not because the Chinese are not humorous but rather, the jokes may lose their meaning in translation and hence be redundant.

27. How to present my delegation?

When meeting your Chinese hosts, the most senior person in your delegation should be first in the reception line. Others should follow in order of seniority. Sort this out before the meeting. Your interpreter should stay close to the head of the line to introduce your most senior person. Those greeted should move down the line shaking hands, without pausing too long for conversation.

28. What kind of behaviors would be considered rude by Chinese people?

The Chinese will do anything they can to save face, so they consider it rude to say "no" directly. They often say something like "maybe," "I am busy," or even "yes" when they really mean "no," or convey a no answer in way that foreigners don't understand. This behavior sometimes causes confusion with Westerners who like a yes-or-no answer, and who tend to believe there is a possibility of a "yes" unless they are told "no" straight out. Chinese consider it rude, kind of mean and too direct to say "no."

It is also rude to cross your arms or legs, or have your hands in your pocket when you are speaking to someone.

Try to avoid staring at someone's eyes directly, which will make the Chinese uncomfortable.

Chinese also don't like it when Westerners point at people; wear strong colognes or perfumes; put their feet or sit on desks; don't use titles or show proper respect to elders and superiors; boast and offer their opinions to readily; want immediate answers; and show a lack of patience.



29. Is seniority important in China?

Yes. Seniority is very important to the Chinese especially if you are dealing with a State owned or government body. In China, it is assumed that the first person that enters the room is the head of the group. When giving out name cards or brochures, make sure you start with the most senior person before moving down the line. **FU**



New Trend of Purchasing

Hot Spots of Investment

Advantages of Chinese Suppliers

Industrial Clusters

What is the current situation of China market?

CHINA MARKET

1. What are the main products for export in China?

In 2010, export of electromechanical products rose to 933.43 billion dollar, rising at 30.9 percent. This occupied 59.2% of total export volume in China, among which export of electronic products accounted for 388.79 billion dollar, rising at 29.1% and export of mechanical equipments accounted for 309.83%, rising at 31.4%.

2. What is the impact of financial crisis on Chinese suppliers?

Financial crisis largely affected foreign trade in China. Especially in 2009, a large amount of exporters were facing challenges of a possible reshuffle in trading field. After crisis, companies with out-of-date industrial structure and production mode became obsolescent, while lots of excellent, advanced companies survived and stepped onto a higher level. Financial

ucts which have market potential; cooperate with Chinese suppliers that have completed support facilities and are professional in trading procedure; make factors such as currency appreciation and rise of labor costs part of their inquiry consideration to sign replying clauses.

4. What is the new trend of transformation of Chinese foreign trade enterprises?

The development of foreign trade competition ability in developing countries experiences 3 stages: The first stage is the period of labor resource advantage, which has already passed over; the second one is the currently on-going progress of technical improvement and stick-to-card production; the third stage covers independent innovation, technology support, and sales ability development – only a few of Chinese enterprises have stepped onto this stage while most of them still remain in an intermediate state.

5. How about brand consciousness of Chinese enterprises?

In the past, there was not a world famous brand in China. But in recent years, lots of Chinese enterprises began to build their own brands, and even took brand building and global promotion as one of their long strategic targets. Most enterprises started from improving quality, updating service and maintaining corporate image and till now have obtained positive results.

Crisis is not only a challenge but also a great opportunity for Chinese enterprises.

3. What is the new trend of purchasing in China?

At present, international buyers have developed their used way of purchasing from buying nothing else but low-price products to buying ones of high quality or ones with high ratio of performance to price. International buyers are becoming more and more strategic. They tend to merchandise different products in only one region in order to save expense of prophase research; merchandise innovated prod-

6. How about the environmental protection products developing in China?

In recent years, most Chinese suppliers are taking developing low carbon products and eco-friendly products seriously, switching to Green industry. Chinese government also released several strategies

and laws to improve public conscious awareness of environmental problems. Exporting products with high energy consumption and high carbon emission will be largely cut off in government planning.

7. Has price rise influenced export-ing?

Over these days Chinese suppliers are under pressure of rise in the RMB, in raw material cost and in labor cost. Under this circumstance, price rise is a helpless but logical result. However, quite a lot of Chinese suppliers began to develop high value-added products to resist price rise crisis.

8. Compared with India, Vietnam, Philippine, what are the advantages of Chinese suppliers?

Advantages of Chinese suppliers mainly lie in industrial comprehensive matching capacity. After several decades' development in the fields of manufacturing industry and foreign trade, China has now formed complete industrial chains in regions such

as Guangdong, Jiangsu, Zhejiang, Fujian, Shandong, Shanghai, Tianjin and etc., and has a complete, mature industrial matching system as well.

9. What are the hot spots of investment in China at present?

Electronic Information, Technology, Media, Telecom, Clean Energy, Healthcare, Public Service, and Real Estate.

10. What is the current situation of investment and construction in China?

As a result of a big market in China, low labor cost, complete matching facilities, many foreign investors choose China as their target place for investing and building factory. In 2010, 27406 foreign companies got officially approved to enter China, demonstrating a year-on-year increase of 16.94%. And the top 10 countries and regions of investment in China are Hong Kong, Taiwan, Singapore, Japan, US, Korea, UK, France, Netherland, and Germany.

After crisis, companies with out-of-date industrial structure and production mode became obsolescent, while lots of excellent, advanced companies survived and stepped onto a higher level.

11. What is the current situation of electronic business in China?

At present in the field of Chinese electronic business, B2C, C2C trade is growing vigorously, and B2B

occupies an absolute share in the market. In 2010, B2B market in China kept a steady growth, and the volume of business reached 3.8 thousand billion, increasing by 15.8% year-on-year.

Quite a lot of Chinese suppliers began to develop high value-added products to resist price rise crisis.

Industrial Clusters

Dongguan shoes

Dongguan currently has nearly 1,200 leather shoes manufacturers with over 300,000 employees. 158 of the manufacturers have an annual sales income of above 5 million. Of the yearly production of 1 billion pairs of shoes, 536 million pairs are exported with an export value of US\$843 million. The yearly demand for shoe materials and shoe-making equipment exceeds a total value of 5 billion RMB. More than 10% of the global shoe products are imported from Dongguan, with coverage of over 100 countries and regions.

Baocheng International Group, the biggest transnational shoes group in the world, established Yu Yuan Shoes Factory in Dongguan, and set up Yu Yuan Industrial Park in 1988, moving 10 of its subsidiary modernized factories of large scale including Bao Tai Shoes Factory, Bao Liang Shoes Materials Factory, etc. into the Industrial Park Zone.

Foshan Ceramics

Foshan, the capital of ceramic, which accounts for more than half production output in China, has gathered over 60% amount of ceramic brands. In 2009, exports of ceramic reached 2.2 billion dollar, accounting for 77% of total exports in Guangdong

Province and 55% of total exports in whole China.

From the beginning of 2010 to November, exports of ceramic in Foshan reached 2 billion dollar, increasing by 36%. Adapting new trend of energy saving, ceramic companies in Foshan independently produced ceramic board and officially introduced in mainland China the first high aluminum low carbon ultra-thin brick series, which is less than half the thickness of ordinary brick but 30% solidier than that.

Zhongshan Led Lighting

Light decoration in Zhongshan covers half domestic production and sales market, and also export to Hong Kong, Macaw, Taiwan region, South-east Asia, Japan, US, Europe and so on, over 130 countries and regions.

Zhongshan old town has a high concentration of light decoration industry, keeping an elaborate division of production progress and holding complete matching facilities.

By the end of 2009, the number of lighting accessories companies in the whole town was far beyond 4000, with nearly 10 lighting accessories markets and more than 3000 stores included. Light decoration and accessories industry accounts for 70% of the whole town's manufacturing industry. The industry cluster of light decoration there has formed a

perfect manufacturing chain and so called "regional economy of scale & accessories economy of scale", which largely reduced the internal and external transaction cost and thus efficiently reduced the total cost of light decoration producing, consequently to transform to strong competitive advantages.

Yiwu Small Commodities

The commodity industry has been leading industry in the regional economy. The Yiwu market has been an international commodity distribution center and the important base for foreign merchants to purchase commodities. Currently, the Yiwu commodity market covers an area of 1.5 million m², and has 40,000 stores, comprising 28 categories and about 200,000 varieties of daily goods.

The industrial economy is rapidly strengthening, and currently has developed and is exploiting industrial park areas of 64 square kilometers, with more than 1300 enterprises. It has also cultivated a group of predominant industries, large-scale enterprises and famous products of socks, ornaments, zippers, cosmetics, shirts, cultural articles, pen-making, toys, etc. **FU**



CULTURE AND CUSTOMS

Guanxi, Mianzi, Keqi, Yuanfen

Well-known Chinese Festivals

Tea Culture

Chinese Wedding

The Features of Chinese Modesty

How to bridge culture gap in China?

1. What's "guanxi"?

Guanxi is regarded as the central idea in Chinese society with long historical and cultural roots. It is understood and utilized by virtually every Chinese person in greater or lesser measure.

Understanding how the Chinese view guanxi is crucial to understanding Chinese people. It is too simple to call guanxi "relationships", "networking", or "connections", because all of these things are basic fibers of the Chinese culture.

Guanxi can take on many forms. It does not have to be based on money. Developing and nurturing guanxi requires time and resources. People rely on it not only for getting things done, but also for protection, security and support.

In the West, relationships grow out of deals. In China, deals grow out of relationships. Chinese prefer to work with persons they know and trust. This relationship extends between companies and also between individuals at an ongoing personal level. With manners, diligence, courtesy and goodwill,

one establishes his/her own guanxi.

For foreigners, no matter how much experience you have in western business management, the right "Guanxi" in China will make all the difference in ensuring success. The inevitable risks, barriers, and set-ups you'll encounter in China will be minimized when you have the right "Guanxi" network working for you.

2. What's "mianzi"?

Mianzi, which means "face" in English, is a fundamental concept in the fields of sociology, sociolinguistics, semantics, politeness theory, psychology, political science, communication, and Face Negotiation Theory. It is a combination of dignity, pride and public reputation, particularly through the eyes of one's close connections.

As a famous Chinese saying goes, "Men live for face as trees grow for bark." Managing mianzi is an integral part of Chinese etiquette. Surface harmony is the art of maintaining composure and remaining polite and courteous. It can be so important that Chinese may sweep aside business to keep it.

As a famous Chinese saying goes, "Men live for face as trees grow for bark."

3. What's "geimianzi"?

It means giving face, showing respect for a person's feelings.

The Chinese are acutely sensitive to gaining and maintaining face in all aspects of social and business life. Simple ways of "giving face" could be sitting in the correct place at a meeting or dinner, offering an appropriate gift to a person, or giving praise and compliments.

Giving face earns respect and loyalty, but praise

should be used sparingly. Over-use suggests insincerity on the part of the giver.

4. What's "meimianzi"?

It means losing face. Causing someone to lose face could ruin business prospects or even invite recrimination. The easiest way to cause someone to lose face is to insult an individual or criticise him/her in front of others. It is not really the act that causes a loss of face but the fact that the act is public, and there is public humiliation or loss of prestige involved. Westerners can unintentionally offend Chinese by making fun of them in a good-natured way.

Another error can be to treat someone as a subordinate when their status in an organization is high.

5. What's "liumianzi"?

It means giving someone a chance to regain lost honor. It can be very important in building long-term business relationships and friendships. For example, the Chinese feel it is rude to directly deny a request, and will either fail to give any response at all or will indirectly say "no" with a qualification such as, "Well, that might not be very convenient."

6. What's "yuanfen"?

Yuan or yuanfen is a Buddhist-related Chinese concept that means the predetermined principle that dictates a person's relationships and encounters, usually positive, such as the affinity among friends or lovers. In common usage the term can be defined as the "binding force" that links two persons together in any relationship. The concept of synchronicity from the Swiss psychologist Carl Jung can be seen as similar to yuanfen, which Chinese people also believe to be a universal force governing the

happening of things to some people at some places. Yuanfen belongs to the family of concepts known in theology as determinism.

Unlike other Chinese social relations, which describe abstract, but easily noticeable, connections between people, nowadays, Chinese merely use this word poetically or to emphasize a meant-to-be relationship, and almost never in a serious business or legal situation.

7. What's "keqi"?

Chinese people normally say "bukeqi" instead of

"you're welcome". Ke means guest and qi means behavior. As used to describe behavior, keqi means politeness, courtesy, modesty, humility, understanding, well-mannered behavior and so on. All of these definitions are natural in the Chinese cultural context.

The importance of keqi also indicates how sensitive Chinese are to any sign of arrogance or haughtiness. Chinese are expected to demonstrate keqi in all of their actions and especially toward foreign guests. As social conditions continue to change, the force of keqi is diminishing, but it is still discernible in the behavior of all Chinese, including overseas Chinese.

8. What are the well-known Chinese festivals?

Spring Festival

The Chinese New Year is now popularly known as the Spring Festival because it starts from the beginning of spring. The Spring Festival is the most important festival for the Chinese people. All people living away from home are expected to go back, so it is becoming the busiest time for transportation systems of about half a month. Airports, railway stations and long-distance bus stations are crowded with home returnees.

New Year's Eve and New Year's Day are celebrated as a family affair, a time of reunion and thanksgiving. At New Year's Eve, a big dinner is served. The family end the night with firecrackers. Early the next morning, children greet their parents by wishing them a healthy and happy new year, and receive money in red paper envelopes.



Lantern Festival

The first month of the Chinese calendar is called yuan month and in ancient times people called the night xiao. The fifteenth day is the first night to see a full moon, therefore the day is called Yuan Xiao Festival (Lantern Festival) in China.

According to Chinese tradition, at the very beginning of a new year, when there is a bright full moon hanging in the sky, there should be thousands of colorful lanterns hung out for people to appreciate. At this time, people will try to solve puzzles on lanterns, eat yuanxiao (glutinous rice ball) and enjoy a family reunion.

Yuanxiao is made of glutinous rice flour, filled with red bean paste, chopped peanuts and sugar, sesame paste (ground black sesame seeds mixed with lard), rock sugar (which would create a hot, melting caramel-like filling), etc.



Zongzi for Duanwu Festival.

Qingming Festival

The Qingming Festival, or Tomb Sweeping Day is a traditional Chinese festival on the 15th day from the Spring Equinox, usually occurring around April 5 of the Gregorian calendar. Its name denotes a time for people to go outside and enjoy the greenery of springtime and tend to the graves of departed ones.

The concept of filial piety or obedience to one's elderly or ancestors is a very important concept in the Chinese culture. Traditionally, the Chinese believed that the spirits of deceased ancestors will look after the family even when they are gone. Hence, offering food and spirit money could keep them happy in the spiritual world, and in turn, the living family will continue to prosper through good harvests from the ancestor's blessing.

Duanwu Festival

Duanwu Festival, also known as Dragon Boat Festival, is a traditional and statutory holiday associated

with Chinese and other East Asian and Southeast Asian societies as well. The festival occurs on the 5th day of the 5th month of the lunar calendar. The focus of the celebrations includes eating the rice dumpling Zongzi, drinking realgar wine Xionghuangjiu, and racing dragon boats.

The traditional food for the Dragon Boat Festival, Zongzi is a glutinous rice ball, with a filling, wrapped in corn leaves. The fillings can be egg, beans, sweet potato, walnuts, mushrooms, meat, or a combination of them. They are generally steamed.

Mid-Autumn Festival

The Zhongqiu Festival, also known as the Moon Festival or Mid-Autumn Festival, is a popular harvest festival celebrated by Chinese people. It is held on the 15th day of the eighth month in the Chinese calendar. This festival is also known as the Moon Cake Festival because a special kind of sweet cake (moon cake) prepared in the shape of the moon.



Moon cakes for Mid-Autumn Festival.

For generations, moon cakes have been made with sweet fillings of nuts, mashed red beans, lotus-seed paste or Chinese dates, wrapped in a pastry. Sometimes a cooked egg yolk can be found in the middle of the rich tasting dessert.

9. When do Chinese people usually take a long vacation?

The annual Chinese Spring Festival comes every late January or early February, almost every Chinese person takes vacation for at least 7 days.

10. What is the symbolism of colours in Chinese traditions?

Red

In China, red carries a largely positive connotation, being associated with courage, loyalty, honor, suc-

cess, fortune, fertility, happiness and passion. In Chinese cultural traditions, red is associated with weddings (where brides traditionally wear red dresses) and red paper is also frequently used to wrap gifts of money or other things. Special red packets in China are used during the Chinese New Year to give monetary gifts.

Yellow

The legendary first emperor of China was known as the Yellow Emperor or Huangdi. Members of the imperial family of China at that time were the only ones allowed to display the color yellow in buildings and garments.

Black and White

Black and white are used during a funeral to symbolize the spirit's return to the heavens. A black ribbon is usually hung over the deceased's picture.

Green

Chinese men won't wear green hats. Because it means that his wife is having an affair.

11. Why do Chinese refuse to be complimented?

You would be confused when in response to a passionate and sincere exclamation "You are beautiful!" they hear something like, "no, not at all" or "nali nali" (which means "no" too). You may hear this response in nearly every scenario when you compliment a Chinese.

For instance, when you says to a Chinese, "You English is very good", a typical reply is, "Nali nali, my English is poor!" When you compliment your colleague, "You did a very good job." A polite answer (accompanied by a smile) would be, "Oh, don't laugh at me. I still have a lot of things to learn. You are better than me."

Chinese are often very implicative toward the compliment and they respect all other people while they are quite humble when in the communication. They are unlikely to respond to a compliment with thanks or any other acknowledgement of its validity. One rather responds with a certain mood of self-depreciation. Chinese politeness emphasizes respect for the other and modesty for oneself. "Self-depreciation" can be seen, as another way of saying "modesty".

12. What are the features of Chinese modesty?

Modesty is one of the traditional virtues the great sage Confucius advocated. Although a great scholar, Confucius admonished his students, "When walking in the company of three, there must be one I can learn from". To Confucius modesty and humility are required qualities for a society to sustain itself while pride will lead to destruction.

Traditionally the Chinese people do not like to show a high opinion of their own merits. Instead they are always modest about their achievements, or prefer a low-key statement to a display of their advantages.

The typical example of the modesty is demonstrated by the host to his visitors. He will apologize for the ill-preparation and small quantity of his food, which turns out to be sumptuous banquet.

Another common way to show the Chinese modesty is that the Chinese often politely refuse offers of drinks, refreshments, gifts and other favors two or three times before graciously accepting them. Their modesty requires them not to open the gifts before the sender.

Their modesty requires them not to challenge but to respect, which results in a low profile of Chinese. This is sometimes misunderstood as no ambition or competitive spirit. Their modesty leads them more to group-consciousness rather than to individual-consciousness.

But nowadays some people, especially young and educated Chinese, like to follow the English way and thank admirers for their compliments.



Confucianism is an integral part of Chinese life. It has influenced Chinese people's lives since they are young.

13. Who is Confucius?

Confucius was a Chinese thinker and social philosopher of the Spring and Autumn Period. The philosophy of Confucius emphasized personal and governmental morality, correctness of social relationships, justice and sincerity. These values gained prominence in China over other doctrines. Confucius' thoughts have been developed into a system of philosophy known as Confucianism.

Confucius' principles had a basis in common Chinese tradition and belief. He championed strong familial loyalty, ancestor worship, respect of elders by their children (and, according to later interpreters, of husbands by their wives), and the family as a basis for an ideal government. He expressed the well-known principle, "Do not do to others what you do not want done to yourself", one of the earlier versions of the Golden Rule.

14. Why do Chinese suppliers invite me to a business dinner? Does it mean their products are not so good?

No, Chinese business dinners are based on tradition. If done properly, the business banquet is one of the best ways to demonstrate one's knowledge and appreciation of Chinese culture to current or future business associates.

Giving gift is the same. Unlike many countries, the giving of gifts does not carry any negative connotations when doing business in China. Gifts should always be exchanged for celebrations, as thanks for assistance and even as a sweetener for future favours. However, it is important not to give gifts in the absence of a good reason or a witness. This may be construed differently.

Business gifts are always reciprocated. They are seen as debts that must be repaid. When giving gifts, people are not supposed to give cash. They need to be items of worth or beauty. Do not be too frugal with

your choice of gift otherwise you will be seen as an "iron rooster", i.e. getting a good gift out of you is like getting a feather out of an iron rooster.

15. How do Chinese accept a gift?

The traditional Chinese practice in gift-exchange is quite different from that of Westerners. Chinese are taught as children that in order to show modesty and avoid any suggestion of personal greed, they should decline two or three times when offered a gift. Chinese do not usually accept a gift, invitation or favor when it is first presented. Accepting something in haste makes a person look aggressive and greedy.

Usually when a gift is offered, there is then a seesaw battle in which the gift is offered and refused, offered and refused but finally accepted with appropriate expression of appreciation. The gift is supposed not to be opened on the spot; it is tucked away in a pocket or left on a table until the giver has departed. Only then it would be opened.

One interpretation of this practice is that the receiver is preserving the face of the giver by avoiding any possibility of evaluating the gift in the presence of the giver and others. Such behavior is simply the Chinese manner.

16. What does "Have you eaten" mean?

The question "Have you eaten?" or "Where have you been?" are mentioned in China as well as "How are

you". It's just a superficial inquiry that does not require a literal-minded, detailed answer.

17. Should I arrive earlier when hosting a banquet?

Yes, you should arrive at least 30 minutes before your guests.

18. What's the order of Chinese names?

Chinese names appear in a different order than Western names. Most noticeably, a Chinese name is written with the family name first and the given name next. Chinese people commonly address each other with full names instead of given names (especially for names consisting of two characters in total).

Family names are never used alone without any salutation. For instance, the basketball player Yao Ming should be formally addressed as "Mr. Yao", not "Mr. Ming", and informally addressed as "Yao Ming" instead of "Yao" or "Ming".

19. Do people need to take off their shoes at the door before entering a house in China?

In restaurants you always keep your shoes on, but in private home you will usually take your shoes off and change into slippers. Chinese people prepare slippers for guests and themselves.



20. Do I need to tip in China?

No, tipping is not practiced and almost no one asks for tips.

21. Why do younger Chinese give up a seat to elders on bus?

Chinese people respect for elders. So don't be offended if younger Chinese offer you an arm going up stairs or other assistance if you are older.

22. What are the differences between western wedding and Chinese wedding?

In China, marriage is considered to be one of the three most important things in one's whole life. Chinese wedding is a ceremonial ritual within Chinese societies that involve a marriage established by pre-arrangement between families.

When the wedding day comes, the bride's and groom's families perform "hair dressing" ritual for the

bride and "capping" ritual for the groom, which symbolizes their initiation into adulthood and were important parts of the wedding preparations.

The bride would wear auspicious and festive red clothes, and the bridegroom would wear a special wedding suit accompanied by a procession to pick up his bride.

Then the bride and groom will leave her home and proceed to meet the groom's parents for Tea Ceremony. The couple needs to serve tea to both parents and guests. In return, they will be presented with jewelry and money placed in red envelopes.

The feast or wedding banquet is an important part during the wedding. Wedding banquets are to thank family and friends for the kindness they have shown throughout the years. Most feasts will serve a twelve course meal including delicacies like roasted pig.

The night of the wedding, the bridal room will lit dragon and phoenix candle to drive away the evil spirit, the newlyweds will drink



Chinese traditional wedding.

wine from two cups tied together with a red string, arms crossed with each other.

23. How to enjoy Beijing opera?

Beijing opera or Peking opera is a form of traditional Chinese theatre which combines music, vocal performance, mime, dance and acrobatics. It arose in the late 18th century and became fully developed and recognized by the mid-19th century.

Beijing opera features four main types of performers.

Sheng

The Sheng is the main male role in Beijing opera. This role has numerous subtypes. The Laosheng is a dignified older role. Young male characters are known as Xiaosheng. The Wusheng is a martial character for roles involving combat. They are highly

trained in acrobatics, and have a natural voice when singing.

Dan

The Dan refers to any female role. Dan roles were originally divided into five subtypes. Old women were played by Laodan, martial women were Wudan, young female warriors were Daomadan, virtuous and elite women were Qingyi, and vivacious and unmarried women were Huadan. In the early years of Beijing opera, all Dan roles were played by men.

Jing

The Jing is a painted face male role. Depending on the repertoire of the particular troupe, he will play either primary or secondary roles. Beijing opera boasts

15 basic facial patterns, but there are over 1000 specific variations. Each design is unique to a specific character.

Chou

The Chou is a male clown role. The Chou usually plays secondary roles in a troupe. The name of the role is a homophone of the Mandarin Chinese word chou, meaning "ugly". This reflects the traditional belief that the clown's combination of ugliness and laughter could drive away evil spirits.

and particularly with Shaolin Kung Fu. Of the tens of thousands of kung fu and wushu styles, several hundred might have some relationship to Shaolin.

In years past, the mountains of Wudang were known as an academic centre for the research, teaching and practice of Chinese martial arts. Wudang Taiji, also known as shadowboxing, is another major division of Chinese martial art. Now it has become a practice that promotes relaxation and relieving stress.

25. How many categories of tea are there in China?

The practice of drinking tea has had a long history in China. The Chinese drink tea during many parts of the day such as during meals for good health or for simple pleasure.

Chinese tea is a life time of enjoyment. Tea tasting has cultural meaning. Tea and tea wares should match surrounding elements such as breeze, bright moon, pines, bamboo, plums and snow. All these show the ultimate goal of Chinese culture: the harmonious unity of human beings with nature.

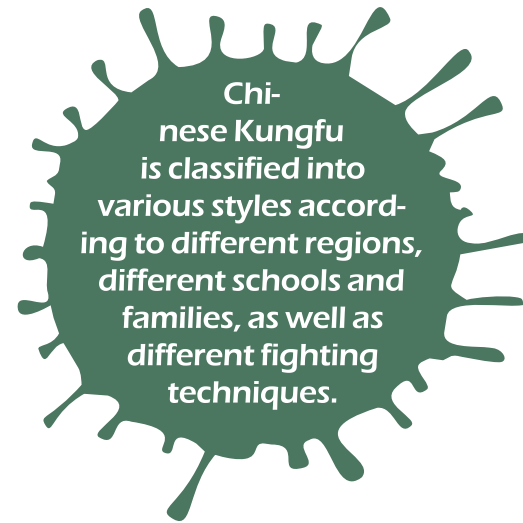
Chinese tea may be classified into five categories according to the different methods by which it is processed.

Green tea

Green tea is the variety which keeps the original colour of the tea leaves without fermentation during processing. This category consists mainly of Longjing tea of Zhejiang Province, Maofeng of Huangshan Mountain in Anhui Province and Biluochun produced in Jiangsu.

Black tea

Black tea, known as "red tea" (hong cha) in China, is the category which is fermented before baking.



24. Does every Chinese learn Kungfu?

Of course not. Chinese Kungfu is classified into various styles according to different regions, different schools and families, as well as different fighting techniques. There are two popular Kungfu styles: Shaolin Temple in Henan Province and Wudang Mountain in Hubei Province.

The Shaolin Monastery or Shaolin Temple is long famous for its association with Chinese martial arts



The Sheng is the main male role in Beijing opera. This role has numerous subtypes.

It is a later variety developed on the basis of the green tea. The best brands of black tea are Qihong of Anhui Province, Dianhong of Yunnan Province, Suhong of Jiangsu Province, Chuanhong of Sichuan Province and Huhong of Hunan Province.

Wulong tea

This represents a variety half way between the green and the black teas, being made after partial fermentation. It is a specialty from the provinces on China's southeast coast: Fujian, Guangdong and Taiwan.

Compressed tea

This is the kind of tea which is compressed and hardened into a certain shape. It is good for transport and storage and is mainly supplied to the ethnic minorities living in the border areas of the country. As compressed tea is black in colour in its commercial form, so it is also known in China as "black tea". Most of the compressed tea is in the form of bricks; it is, therefore, generally called "brick tea", though it is sometimes also in the form of cakes and bowls. It is mainly produced in Hubei, Hunan, Sichuan and Yunnan provinces.

Scented tea

This kind of tea is made by mixing fragrant flowers in the tea leaves in the course of processing. The flowers commonly used for this purpose are jasmine and magnolia among others. Jasmine tea is a well-known favourite with the northerners of China and with a growing number of foreigners.

When tea drinkers tap the table with two fingers of the same hand, it is an expression of gratitude to the member of the party who filled their cups.

26. Why do Guangdong people tap the table when someone pours tea for them?

When tea drinkers tap the table with two (occasionally three) fingers of the same hand, an action known as finger kowtow, it is an expression of gratitude to the member of the party who filled their cups.

According to legend, this gesture recreates a tale of Imperial obeisance and can be traced to the Qianlong Emperor, a Qing Dynasty emperor who used to travel incognito. While visiting South China, he once went into a teahouse with his companions. In order to maintain his anonymity, he took his turn at pouring tea. His stunned companions wanted to kowtow for the great honour but to do so would have revealed the identity of the emperor. Finally, one of them tapped three fingers on the table (One finger representing their bowed head and the other two representing their prostrate arms) and the clever emperor understood what he meant. From then on, this has been the practice.

27. What are the features of Chinese tea house?

Tea house in Beijing and Tianjin

Unlike Kongfu tea in South China, the tea houses in Beijing and Tianjin use green tea or jasmine tea instead of Wulong tea. They don't have the same level of ceremony that is used for Kongfu tea.

Teahouses in Tianjin have the professional performance of Chinese folk

art called "Xiangsheng" which can be likened to a "talk-show" in the west.

Tea house in Guangdong

The Cantonese have a custom of drinking tea with dim sum in their leisure time or at business meetings. The tea drinking tradition can be traced back over a hundred years to the Qing Dynasty (1644-1911).

The real tea-drinkers preferred to kill time with one pot of fragrantly hot tea and two plates of snacks. In the past, businessmen came here to exchange information as well as to enjoy life a little bit over a cup of tea with some snacks.

Kungfu tea (Kungfu cha), the "espresso" of Chinese teas with a formidable kick, is still flourishing and remains an important part of social etiquette in Chaozhou, Guangdong province.

Tea house in Sichuan

Sichuan has teahouses in towns and cities everywhere. There is a saying, "China has the best teahouses in the world and Chengdu has the best teahouses in China."

Located on the streets in Sichuan Province, tea-house serves unique local cuisine and is home to the true local living style. Teahouses have been an important home for social interaction and gathering place since ancient times.

Whichever tea house you go into, you can appreciate the strong style of Sichuan: the bamboo chairs, the square tables, the particular tea sets, the cooper teapots and the special skill of filling water by Dr. Tea, the name given to the tea waiters in Sichuan.

You can also watch Chuanju Opera in tea houses. To attract the audience, Chuanju masters developed a unique sense of humor and performance skills, such as mask changing and knife play.



Lao She Teahouse in Beijing.



Beijing hot pot.

Tea house in South of Yangtze River

It is a custom for Yangzhou people to have morning tea in teahouses, which is part of Yangzhou culture and also an indication of rich Chinese food culture. Pingtan, a form of storytelling accompanied by music, is also popular in tea houses in south of Yangtze River.

The Huaiyang-style cuisine is popular in Jiangsu and Zhejiang province. It is ranked as the top of all eight famous Chinese cuisine styles, with pastry and snacks being the key components.

Dim sum generally refers to steamed buns, thin tofu noodles in broth, giant soup dumplings, and fried fritters.

28. How many kinds of styles are there in Chinese cuisine?

"The Chinese eat everything with four legs, except tables, and everything that flies, except airplanes." A number of different styles contribute to Chinese cuisine, but perhaps the best known and most influential are Sichuan cuisine, Shandong cuisine, Jiangsu

since it uses minimum of oil. The main ingredients of this type of Chinese food are seafood, pork, chicken and vegetables, but could include almost anything. You need white rice to accompany the meal to make it complete unless it is a special banquet. Cantonese dim sum ranks the best in the whole country.

Yexiao (Midnight Snack) is one of the Guangzhou population's customs. It is usually taken after 10 p.m.; hence the name Midnight Snack. Some people like to cook the meal themselves; others invite a few friends to have Yexiao at a restaurant.

Jiangsu cuisine

Jiangsu cuisine consists of the styles of Yangzhou, Nanjing, Suzhou and Zhenjiang dishes. It is very famous in the whole world for its distinctive style and taste. It is especially popular in the lower reach of the Yangtze River.

Known as "a land of fish and rice" in China, Jiangsu Province has a rich variety of ingredients available for cooking. Jiangsu cuisine has the characteristics of strictly selected ingredients, exquisite workmanship, elegant shape, and rich culture trait. The typical raw materials are fresh and live aquatic products. It highlights the freshness of ingredients. Other cooking ingredients are often carefully selected tea leaves, bamboo shoots, mushrooms, pears, and dates. Its carving techniques are delicate, of which the melon carving technique is especially well known. Due to using the methods of stewing, braising, quick-frying, warming-up, stir-frying, wine sauce pickling and adding some sugar as condiments, Jiangsu dishes taste fresh, light and mellow.

Jiangsu dishes can be classified into that of Suzhou-Wuxi style and Zhenjiang-Yangzhou style. The feature of Suzhou-style dishes is their natural flavor in original stock and a mixture of salty and sweet taste. The characteristics of Zhenjiang-Yangzhou style food are best described by the saying that "the soup is so clear that you can see the bottom of the bowl and the sauce is so thick that it turns creamy white".

cuisine and Guangdong (Cantonese) cuisine.

Guangdong (Cantonese) cuisine

Canton is, perhaps, the most famous of the food areas. Long, warm, wet days throughout the year create the perfect environment for cultivating most everything. The coast provides ample seafood; the groves are filled with fruits. Cooking methods and recipes here are sophisticated and varied.

Cantonese food (Yue Cai in Chinese) is typically steamed, boiled or stir-fried. It is a very healthy food

Typical courses of Jiangsu cuisine are Jinling salted dried duck (Nanjing's most famous dish), crystal meat (pork heels in a bright, brown sauce), clear crab shell meatballs (pork meatballs in crab shell powder, fatty, yet fresh), Yangzhou steamed Jerky strips (dried tofu, chicken, ham and pea leaves), triple combo duck, dried duck, and Farewell My Concubine (soft-shelled turtle stewed with many other ingredients such as chicken, mushrooms and wine).

Sichuan cuisine

Characterized by its spicy and pungent flavor, Sichuan cuisine, prolific of tastes, emphasizes on the use of chili. Pepper and prickly ash also never fail to accompany, producing typical exciting tastes. Besides, garlic, ginger and fermented soybean are also used in the cooking process.

Sichuan has been known as the land of plenty since ancient times. While it does not have seafood, it produces abundant domestic animals, poultry, and freshwater fish and crayfish. Sichuan cuisine is well known for cooking fish.

Typical dishes include the following:

Ma Po Tofu (Bean curd with mince and chili oil): one of the most influential flavors of Sichuan cuisine, served in every Sichuan restaurant.

Kung Pao Chicken (Spicy diced chicken with peanuts): a specialty of Sichuan cuisine, diced chicken, hot pepper and peanuts.

Fish Flavored Shredded Pork: fish-flavored dish in the unique style of Sichuan cuisine. Ingredients include shredded pork, agarics, bamboo shoot and carrot. The delicious dish has no fish but has the flavor of fish.

Twice Cooked Spicy Pork Slices: A traditional Sichuan dish. The tasty pork slices are fried crisp without greasiness.

Shandong cuisine

Shandong cuisine is the native cooking style of Shandong Province on the east coast of China. It was created during the Yuan Dynasty. It gradually spread to north China, Beijing, Tianjin, northeast China, and the palace where it influenced the imperial food. The Shandong cuisine comprises mainly eastern Shandong and Jinan dishes.

Shandong cuisine is characterized by quick-frying, stir-frying, braising, and deep-fat frying. Its dishes are crisp, tender, delicious, and greasy with salty and some sweet and sour flavors. Its main condiment is salt, but it also uses salted fermented soybeans and soy sauce.

29. Why do Chinese fight over the bill in restaurants?

It is considered polite to offer once or even twice to pay the bill in China, even if you are the guest. So you might see people try to pull the bill away from someone else at their table and shout with red faces at each other.

If you would like to pay the bill without a fight at the table, you can sneak off to the washroom and pay the bill at that time. Your Chinese companions will likely show displeasure when they find out, but it will often be welcomed. You have to use your own best judgement when to pay and when not to pay. It is not appropriate to always be on the receiving end.

30. What's Cheongsam?

Cheongsam, or Qipao dress, is a female dress with distinctive Chinese features and enjoys a growing popularity in the international world of high fashion. Cheongsam was Manchu women's dress, and became popular among both Manchu and Han women in the early 1920's.

Cheongsam fits well the female Chinese figure. Its neck is high, collar closed, and its sleeves may be short, medium or full length, depending on season and taste. The dress is buttoned on the right side, with a fitting waist, and slits up from the sides, all of which combine to set off the beauty of the female shape.

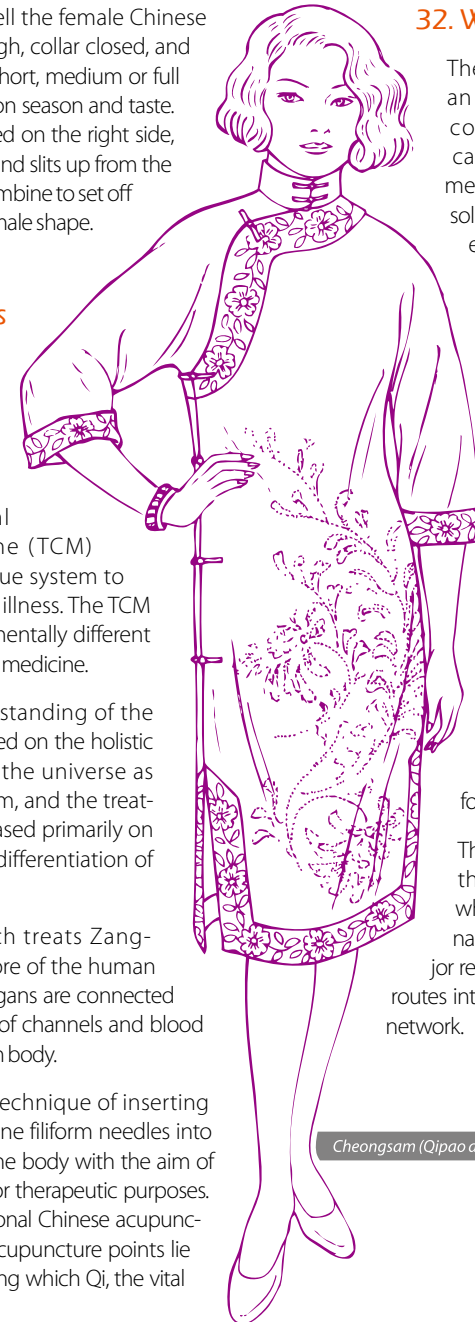
31. What is Traditional Chinese Medicine?

With a history of 2000 to 3000 years, Traditional Chinese Medicine (TCM) has formed a unique system to diagnose and cure illness. The TCM approach is fundamentally different from that of Western medicine.

In TCM, the understanding of the human body is based on the holistic understanding of the universe as described in Daoism, and the treatment of illness is based primarily on the diagnosis and differentiation of syndromes.

The TCM approach treats Zang-Fu organs as the core of the human body. Tissue and organs are connected through a network of channels and blood vessels inside human body.

Acupuncture is a technique of inserting and manipulating fine filiform needles into specific points on the body with the aim of relieving pain and for therapeutic purposes. According to traditional Chinese acupuncture theory, these acupuncture points lie along meridians along which Qi, the vital energy, flows.



Cheongsam (Qipao dress).

32. What's Silk Road?

The Silk Road, or Silk Route was an important path for cultural, commercial and technological exchange between traders, merchants, pilgrims, missionaries, soldiers, nomads and urban dwellers from Ancient China, Ancient India, Ancient Tibet, Persian Empire and Mediterranean countries for almost 3000 years. It is one of the world's oldest and most historically important trade routes across the Afro-Eurasian landmass that connected East, South, and Western Asia with the Mediterranean and European world, as well as parts of North and East Africa. Trade on the Silk Road was a significant factor in the development of the great civilizations of China, India, Egypt, Persia, Arabia, and Rome, and in several respects helped lay the foundations for the modern world.

The Silk Road gets its name from the lucrative Chinese silk trade, which began during the Han Dynasty (206 BC – 220 CE). It was a major reason for the connection of trade routes into an extensive trans-continental network. **RU**

TIPS FOR LIVING IN CHINA

How to live a happy life in China?

Get Permanent Residence Permit

Apply for a China Driver's License

Open Bank Accounts

See a Doctor

Rent a House



1. How to get permanent residence permit?

You should submit: (a) Valid passport or equivalent; (b) Health certificate issued at state level; (c) Credentials proving no criminal record by China embassies or consulates; (d) Two passport photos, no hat; (e) Other relevant credentials if required.

Fees: The fee for the new green card certificate is 300 yuan. The cost of getting a new card is 1500 yuan.

In order to qualify for permanent residence status, you must fulfill at least one of the following criteria:

- (1) Be a high-level foreign expert holding a post which promotes China's economic, scientific and technological development, or social progress.
- (2) Have made outstanding contributions of special importance to China.
- (3) Have made a large direct investment of over US\$ 500,000 in China.
- (4) Have come to China to be with your family, such as spouse, dependent minors or senior citizens.

2. What are the application procedures for permanent residence permit?

- (1) Submit an application to a city-level Public Security Bureau or at the county-level branch of the Public Security Bureau directly responsible for the community of the applicant's major investment or long-term residence.
- (2) Provide the specified application documents.
- (3) The public security body shall investigate and verify the conditions of the applicant according to the specified pre-requisites.
- (4) The local department will submit the application to the Ministry of Public Security for examination and approval.

(5) The ministry shall decide whether to approve or reject the application for permanent residence permit within 6 months of receiving the application.

(6) Upon the approval of the Ministry of Public Security, the applicant will be granted a Foreigner Permanent Residency Permit by the Ministry of Public Security.

A Chinese permanent residence card is not equivalent to Chinese nationality. Presently China does not recognize dual or multiple nationalities. Thus, if one wants to become a Chinese national, original nationality status would have to be cancelled.

Those who obtain a Chinese permanent residence card should not stay in China less than three months in a year or less than a year in five years. Special causes will need approval from city level public security bureaus.

Expats with a Chinese permanent residence card will still need to observe rules concerning traveling, temporary living in other cities, and visiting areas closed to the public.

3. How to have my visa extended?

Foreigners who want to stay in China beyond the duration of their visa need to apply for an extension.

The visa extension application should be submitted to the Local Public Security Bureau 7 days before the expiration date of the visa.

Foreigners who want their visa to be extended should provide the following evidential materials:

- (1) Valid passport and visa
- (2) A completed application form for visa extension
- (3) Reason for the extension.

The length of the extension depends on the type of visa and multiple entry visas cannot be extended.

You are advised not to overstay the duration of your

visa or fail to apply for an extension before your visa expires as you risk being heavily fined and have your travel plans disrupted.

4. How to apply for a China driver's license?

Foreigners from any country who want to drive in China must apply for a driver license. International driver licenses and oversea driver license are not recognized because China has not signed the convention which created IDPS (International Driving Permits).

But an IDP can be converted to a China driver's license, with an additional paper test. Applicants should go to the motor vehicle administration to apply. Holder of a valid foreign driver's license can apply for a license to drive the same type of vehicle(s) listed on his/her foreign driver's license.

It is now possible to get a permanent driver's license very easily in major cities like Beijing. You can get

one at Beijing Capital Airport Terminal 3 without any tests.

Actually, for getting a regular license may be complicated. You need to prepare following documents to apply China driver's license.

Required documents:

- (1) Driver's license application form
- (2) Applicant's original and photo copy identification documents
- (3) Original health certificate issued by hospital of county level or above. Holder of a valid foreign driver's license from foreign embassies, consulates and international organizations China's office needs not to provide health certificate.
- (4) Original foreign driver's license and photo copy. Driver's license in non-Chinese language must attach a Chinese translation.
- (5) 1-inch color photos with a white background



It is now possible to get a permanent driver's license very easily in major cities like Beijing.

- (6) A copy of the passport main page
- (7) A copy of the valid Chinese visa
- (8) A copy of the latest entry stamp in your passport

Testing:

(1) After the Motor Vehicle Administration accepts the application, the applicant may reserve a time for the Course 1 test. If applying to drive large-size passenger vehicles, tractor, mid-size passenger vehicles, mid or large-size freight vehicles, the applicant must also reserve a time to take the Course 3 test

(2) Course 1 and 3 test can be taken one time, and may be re-taken one time. If the applicant fails the exam twice, the tests are over. He/she has to re-apply for the tests. But the test for Course 3 must be reserved 20 days later. Note, within validity period of 'Driving Test Permit', any test that was passed serves as the applicant's current status.

(3) Applicant who exhibits inappropriate or fraudulent behavior during the exam process will have his/her qualification for the test will be nullified, and all previous results will be invalidated.

License issuance:

After the applicant has passed all exams, the Motor Vehicle Administration will issue the driver's license within five business days.

For employees of foreign embassies, consulates and international organizations China's office, driver's license will be issued by the administration within 5 working days after acceptance in accordance with the principle of diplomatic reciprocity.

5. How to get driver's license renew?

Conditions: 90 days before the driver's license expires. Driver's license has not been put in a suspended, canceled or revoked state.

Required documentation: Driver's license application form. Applicant and, if applicable, authorized agent's original identification document. Original health examination certificate issued by hospital of county level or above. Original driver's license (Applicants should provide a translated version if it is not in Chinese). Three 1-inch color photos with white background.

6. How to learn Chinese for free in China?

Many Chinese, especially young students, are eager to improve their spoken English. This situation is ideal, as language exchange with a native speaker of Chinese is one of the best ways to learn the language.

7. Do I need a local guide during my tour?

If you want to do lots of touristy or shopping, you'd better have one. They can save you money on tickets of museums and can help you get good prices at the markets.

8. How to tell a cab driver where to go when he or she can't speak English?

Ask someone to write down the address in Chinese to show the cab driver. When hailing a taxi, watch for a light on the passenger side of the dashboard. This indicates that the taxi is available. The light is either red or green, depending on the company. Never get in an unmarked taxi cab, or you will be charged more than you should. Make sure they always use the meter.



9. What are the emergency telephone numbers in China?

110—Police, 119—Fire, 120—Emergency, 114—Directory inquires and information, 121—Weather.

10. When are the peak tourist seasons?

Chinese New Year: Date varies but generally late January or early February. China National Day: First week of October.

Avoid travelling during these periods.

11. Can I drink tap water in China?

No, usually tap water is not drinkable. You are recommended to drink bottled water instead. Always boil

the water if your only choice is tap water.

12. Can I bargain in China?

Open air markets, privately run stores are best for bargaining. (Large department stores have set prices.) Remember to establish a friendly rapport first. You are creating a relationship with the merchant, not a price war. Smiling, being friendly, and offering

You are recommended to drink bottled water instead. Always boil the water if your only choice is tap water.

to buy more for a better price. And don't be afraid to ask, "Can you offer me a better price?"

13. How to open bank accounts in China?

Opening a Chinese bank account is actually an easy process. The only actual needed document for a basic account is your passport. When you enter the bank, you can head for an information counter and ask the staff to help you with the form. The most important thing you should pay attention to is the name. Make sure your name on the form matches the name on your passport exactly. If you want internet or mobile banking, you can request these at the same time.

You'd better go to the nearest bank from your living place, because there are some services you have to turn up at the branch in which you open your account, such as reset your password.

14. How to see a doctor in China?

The Chinese medical system comprises mostly of public and private hospitals. Small and personalized clinics are still uncommon. If you've decided to see a doctor in a public hospital, register first. Treatments are mostly Western medical techniques including diagnosis, medication, injection or the necessary scans. Your doctor may give you a prescription for you to buy medicine in a drugstore, most of the time at the lobby of the out-patient section building. If possible have a Chinese person accompany you as the system can be confusing and often the hospitals are quite crowded.

15. How to do laundry in China?

There are few coin-operated laundries in China. Chinese people go to laundry shops only for dry cleaning. It will take a few days to get your clothes back, especially in winter days. Chinese people always do

their own laundry at home with washing machines. But most washing machines don't have dryers. Laundry in China is hung outside to dry.

Of course 5-star hotels provide laundry service, but the cost will be high. If you stay in a hotel room just for a couple of days, you are recommended to do your smalls yourself and hang them in the bathroom.

16. How to rent a house in China?

There are many real estate agencies oriented to foreigners in big cities like Beijing, Shanghai, and Guangzhou in China. You can easily rent an apartment or a villa through them. If you can find an apartment offered directly by the landlord, you can save your fees for real estate agencies. But it is very hard if you can't speak Chinese.

Rented apartments in big cities are generally well equipped and are often offered fully furnished. Furnishings normally include internet access, refrigerator, microwave, hot-water heater, television, washing machine, air conditioning and kitchen appliances. Landlords will ask for a deposit of between one and three months' rent as security against any damage that you may cause to the property. The deposit should be refunded once you have returned the property in good condition and settled any outstanding utility bills. The rent for the property is paid in advance, directly into the landlord's bank account, on either a monthly or a quarterly basis.

But there is still something you should pay attention to before renting a house.

(1) When you start your apartment hunting, make sure the location is close to your work place or the public transportation is convenient.

(2) Check the apartment carefully before renting, for example the water system and electrical system (lights and plugs). Test the hot water and make sure the toilet flushes. Once you have signed your lease, it will be very difficult to get the landlord to fix those

problems and in most cases they will not even pay to have them fixed.

(3) Read over the contract carefully. If you are dealing with a reputable agency, or at least one that deals with foreigners regularly, they should provide you with a contract that contains English and Chinese. If no lease contract concluded in written, the lease shall be deemed as un-fixed term lease.

(4) Confirm the status of the landlord. The person who shows the house to you, signs the lease contract with you does not mean that he is the real property owner. Please confirm that you rent from the real property owner. You should check and keep the copies of these documents: real estate certificate to indicate the person renting you the house is the real owner, ID card of the landlord.

(5) You are recommended to rent a "clear" house, without any mortgage or dispute on the property.

17. How to buy property in China?

According to the Ministry of Housing and Urban-Rural Development's regulation, only foreigners who have lived in China for more than one year can buy property, with the purchase capped at one apartment for self use. Foreign firms or individuals will have to use their real names when buying residential houses. And foreigners will not be allowed to buy residential housing that is not for their "own use or own habitation."

Foreign businesses or individuals buying Chinese

There are many real estate agencies oriented to foreigners in big cities like Beijing, Shanghai, Guangzhou in China.

property not for their own use should set up a China-registered company to handle the purchase.

18. How to marry a Chinese national in China?

If a foreigner marries a Chinese national within the Chinese territory, in line with China's Marriage Law, both parties should register with the Division of Foreign-Related Marriage Registration of the Beijing Civil Affairs Bureau.

Step 1: Submit the Required Documents

The Sino-foreign couple must go together, in person to the appropriate marriage registration office and submit a (1) completed marriage registration application form (available at the marriage registration office). (The appropriate marriage registration office will be the one in the jurisdiction in which the Chinese partner is registered [the location of the hukou].)

Together with the application form, the couple must submit a number of other documents:

Chinese Partner

(2) A certificate of marriage ability (obtainable from his/her work place)

(3) A certificate of birth

(4) Household registration book (hukou)

(5) A health certificate (obtainable from a regional-level local hospital)

(6) A letter from the parents of the Chinese partner giving permission for their child to marry a foreigner (this letter should include the index fingerprint of both parents below their signatures and date)

Foreign Partner

(7) A current passport



(8) Chinese residence permit

(9) A health certificate from a local hospital designated by the marriage registration office

(10) Three photos of the marrying couple, taken together

(11) A registration fee

(12) A certification of marriage ability

Item 12 requires further explanation. Basically, the marriage registration office needs a form from the foreign partner's home government stating he/she is not already married in his/her home country. Every foreign government has its own version of this type of form with its own requirements for obtaining one. Couples will need to check the embassy website of the foreign partner's home country in China for details on how to obtain this kind of certification. (Chinese translations must accompany foreign-language documents.)

Note: Application requirements may vary from office to office. When an individual visits the appropriate marriage registration office to pick up an application form and find out which local hospital(s) the foreign partner must get checked at, he/she should also check to see if the office's requirements differ from those listed here.

Step 2: Wait for the Good News

After the establishment of the new marriage law, it now takes the marriage registration office about an hour or so to review the submitted documents and approve of the application.

Step 3: Congratulations

Once the marriage registration office approves of the application and registers the marriage, it will issue a marriage certificate to be picked up by the couple.

19. What items cannot be taken out of China?

(1) Weapons, articles that appear to be or are replicas of weapons, ammunitions and explosives, including fireworks.

(2) Counterfeit currency and fake securities.

(3) Printed articles or films, photos, phonograph records, movies, audio tapes, video tapes, laser optic disks, computer memory media and other articles which are considered socially disruptive or harmful to China's politics, economy, culture and morality.

(4) Poisons and poisonous liquids

(5) Opium, morphine, heroin, marijuana and other narcotics or hallucinogens.

(6) Animal and plant products that carry dangerous germs, pests and bacteria.

(7) Food, drugs and other articles which are harmful to the health of human beings or animals or which come from infectious disease-stricken regions or which are known to be disease-spreading.

(8) Manuscripts, printed materials, films, photos, phonograph records, movies, audio tapes, video tapes, laser optic discs, computer memory media and other articles whose contents are related to China's State secrets.

(9) Antiques and relics of extreme cultural significance.

(10) Endangered species of fauna and flora (including chemical and scientific specimens) as well as their seeds and reproductive materials.

The following items may be subject to restricted exit:

(1) Precious metals, including gold, silver, and platinum.

(2) Chinese national currency in amounts in excess of RMB 6,000.

(3) Foreign currencies and securities in foreign currencies.

(4) Radio transceivers and secure communication devices.

(5) Rare Chinese medicinal herbs and materials.

(6) Antiques.

20. What items should not be brought into china?

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(4) Poisons and poisonous liquids.

(5) Opium, morphine, heroin, marijuana and other narcotics or hallucinogens.

(6) Animal and plant products that carry dangerous germs, pests and bacteria.

(7) Food, drugs and other articles which are harmful to the health of human beings or animals or which come from infectious disease-stricken regions or which are known to be disease-spreading.

The following items are subject to restricted entry:

(1) Radio transceivers and secure communication devices.

(2) Cigarettes and alcohol.

(3) Endangered species of fauna and flora (including chemical and scientific specimens) as well as their seeds and reproductive materials.

(4) Amounts over RMB 6,000 in Chinese Yuan RMB.

21. Can I take my pet to China?

According to the Law on the Entry and Exit of Animal and Plant Quarantine, cats or dogs are the only pets allowed for entry but must be declared. Each passenger is allowed to bring one pet only, with an up-to-date rabies vaccination certificate and health certificate issued by the relevant quarantine government department in the country of origin. Furthermore, the pet and pet owner must be on board the same flight.

In Beijing, upon arrival at the airport, an official from the department will await to take your pet to a quarantine facility for 30 days. They will inform you of the date at which you can claim your pet. Certain fees must be paid which vary according to local regulations, but amount to at least 1,000 yuan. In Shanghai, the quarantine period is reduced to 7 days with a 2,000 yuan fee.

Following quarantine, the pet (only dog) must be registered at the local police department.

Consultation telephone:

Beijing: 010-6459 6302

Shanghai: 021-6854 9999

It is also possible to take a pet from one city to another by plane and train. Rabies vaccination and health certificates must be issued by the local quarantine government department of the city of departure. These are valid for 7 days.

22. What should I know about Chinese toilets?

You can find public restroom in the airports, railway stations, hotels, fast food restaurants, shopping centers, subway stations and most of the tourist attractions. Restroom in China may contain Asian style toilets, western style toilets or a combination of

both styles. People still use squat toilets in Asian style toilets. It's really not that bad and many argue it's actually healthier to go this way than sitting down. You are recommended to take pack tissues when going to Asian style toilets. Lots of public restrooms don't provide it.

23. Tips for living in Beijing

Beijing is the capital of China, and also the political, educational and cultural centre of the country and as such it is rich in historical sites and important government and cultural institutions.

Transportation

Beijing as of 2011 has an estimated 5 million registered cars on its roads, so traffic congestion is widespread. Traffic in the city centre is often gridlocked and is only predicted to get worse as the number of vehicles on Beijing's roads increase. Metro travel is generally fast, clean, economical and during peak periods congested in Beijing.

The most useful lines are Line 1, which runs east to west and passes under Tian'anmen Square and goes to many tourist sights; Line 2, which is a loop line following the old city wall and serves the Central and North train stations; and line 5 which runs north-south and also serves numerous tourist sights. Transfers between all lines are free.

A flat fare of ¥2 with unlimited transfers applies to all lines, except the express link to the airport, which costs ¥25. The electronic commuter fare card, Yikatong (一卡通) pre-paid card is accepted on all lines. It has a ¥20 refundable deposit. Swipe the card at the entrance turnstile and again upon exiting. The use of the pre-paid card does not reduce the subway fare although it does dramatically reduce bus fares, by 60%.

Must see places

Tian'anmen Square- The centre of the city and most

The centre of Beijing city and the most important landmark is Tian'anmen Square.

important landmark is Tian'anmen Square. This is the world's largest public square and a must see for all visitors from abroad and from elsewhere in China.

Forbidden City (the Palace Museum)- The Forbidden City was home to the Imperial Court during the Ming and Qing Dynasties. With over 9,000 rooms and over 250 acres, this large palace building was built between 1406 and 1420. Make sure to wear comfortable shoes as you have to walk a lot.

Great Wall- There are mainly eight sections of the Great Wall crossing the northern part of Beijing for 600 kms. The eight sections are Badaling, Juyongguan, Huanghuacheng, Jiankou, Mutianyu, Gubeikou, Jinshanling, and Simatai. The Badaling section is the most famous, but also over-restored and crowded.

Summer Palace- With masterly design and artistic architecture integrating the highlight of Chinese garden arts, the Summer Palace has earned a title of "Royal Garden Museum". It is a royal garden most completely preserved with richest landscapes and large compact buildings.

Hutong (Houhai Area)- Hutong is a typical lane or small street in Beijing that originated during the Yuan Dynasty (1271-1368). People say that the real culture of Beijing is "the culture of hutong" and "the culture of courtyard". Where there is a hutong, there is a story.

25. Tips for living in Guangzhou

Guangzhou was known in the West as "Canton". The food and the language of the area are still known as "Cantonese". It is the third largest city in mainland





Daily life in Guangdong Province.

China after Beijing and Shanghai. The city is famous for foreign trade and business doings.

Transportation

Guangzhou has a fairly efficient and rapidly expanding public transportation system. If you intend to stay in Guangzhou for an extensive period of time, purchase a multi-purpose Ling Nan Tong - Yang Cheng Tong (岭南通-羊城通) stored value card, similar to the Octopus Card in Hong Kong. The card can now be used in selected metro areas in the Guangdong province. It can be used not only for public transportation (bus, subway, parking meters and some taxis), but also for public phones and designated shops, places of interests and certain vending machines. The card includes a ¥30 refundable deposit. You can purchase the cards in many places, such as some 7-11s, Metro customer service counters, and Tiantian Laundry. However, returning your card at the end of the trip is a hassle, because such service locations are limited. The best place to do so include at the Yang Cheng Tong service center at metro station Gongyuanqian Exit J or metro sta-

tion Tiyu Xi Exit G. It may be worth it to simply keep the card as a souvenir.

Guangzhou's metro system covers much of the city center and is growing rapidly outward. The fare ranges from ¥2 to ¥19.

Eat

Cantonese cuisine is well-known for its blend of color, fragrance, taste and presentation, and it is ranked among the top four in the country. In particular, dim sum, a delicate pastry, is famous for being simple yet delicious. Local customs, as well as a long history of contact with the West compared to other regions in China, have played a major role in the development and diversity of Cantonese cuisine. Cantonese cuisine is also famous throughout China for another reason - Cantonese people eat absolutely anything, and it is often said that Cantonese people eat anything that has four legs other than a table, anything that flies other than an aeroplane, and anything that swims other than a submarine. In addition to that, various internal organs of animals are regularly eaten, such as the liver, kidneys, heart

and even brain. This means that Cantonese cuisine is one of, if not the most adventurous in China due to their expansive use of exotic ingredients, and their extremely broad definition of what is considered edible.

24. Tips for living in Shanghai

Shanghai is the biggest commercial and financial center in China, and also a very important international port city in the Western Pacific Ocean area.

Transportation

You are recommended to take metro as your transportation tools in Shanghai. Taking the metro is a better choice to get around Shanghai. Because the metro system covers the main places in Shanghai and it is a quick way to reach places where you want to go, with the advantage of paying much less than

Places where foreigners prefer to live are Xuhui, Changning, Jin'an, and Putuo districts, etc.

for a taxi ride. Up till now, the Shanghai Metro operates 11 lines.

In the range of 200 – 500 meters to the metro station, there're signboards pointing to the station. Every rail transit station normally has more than two accesses, and every access has its own number, which includes metro LOGO, metro line number, name of station and the access number in both Chinese and English.

Types of ticket

Standard ticket: by this ticket the passengers can take line 1-11.

Smart card: by this card the passengers can take line 1-11, some buses, taxi.

One-day ticket: by this ticket, after the passenger first get into the station, he/she can take line 1-11 in 24 hours.

The fare ranges from ¥3 to ¥9.

Where to live

Places where foreigners prefer to live are Xuhui, Changning, Jin'an, and Putuo districts, etc. Because all these are very glorious and busy places with a lot of famed stores and busy streets locate there. A lot of foreigners have settled there and many of them have accustomed to being neighbors with local people. For example, Xujiahui in Xuhui district, it is one of the central business areas in Shanghai. And besides its bustling business, there are also many beautiful and classical houses there which were built in the early years of last century. **FU**



Tianzifang in Shanghai.

BUYER SERVICE DEPARTMENT

Made-in-China.com Buyer Service Department serves its members as a B2B portal and has dedicated itself to providing professional support and assistance to its clients and connecting global buyers with Chinese suppliers.

Source Quality Chinese Products! Anytime! Anywhere!



Ms. Lina

Specialized in foreign trade business and with more than 3-years experience in professional buyer service, Lina provides buyers with suggestions in international trade and help avoid scam.



Ms. Sophie He

With more than 4-years experience in international trade, especially in Auto Parts industry, is familiar with all process of international business, specialized in big buyer services.



Ms. Jennifer Lu

With more than 3-years experience in sourcing products in China, is specialized in Consumer Electronics industry. She is good at keeping good relationship with buyers by EMS.



Mr. Allan Hao

Over 7-years experience in international business, deeply understand buyer's requirements in procurement and outsourcing fields; specialized in sourcing service in Machinery.



Ms. Echo Zhang

Senior Buyer Service Specialist, with 6-years B2B working experience, offers sourcing services in Apparel & textile industries and specializes in official SNS promotion on Facebook.



Ms. Sunshine Yang

Graduated from Nanjing University and proficient at both English and Russian languages, is specializing in Daily Use Industry and Premium Buyers Membership services.



Ms. Maggie Yu

With more than 4-years Foreign Trade working experience, is dedicated to assisting international buyers to source quality Chinese products and suppliers in Light Industry.



Mr. Ben Ouyang

Senior Buyer Service Specialist, with 4-years purchasing experience for UMICORE, is professional in sourcing products of Electronics & Lighting industries.



Ms. Lily Qiu

With more than 4-years experience in foreign trade business, mainly deals with Big Buyer Program, Product Sourcing in Toy & Arts industries and other Trade Support.



Ms. Evelyn Shen

Graduated from Nanjing University of Finance & Economics, with more than 3- years experience in foreign trade, has deep understanding in trade safety during online business.



Mr. Martin Liu

With the 5 years experience in foreign trade, is mainly involved in Big Buyer Program and product sourcing in Furniture & Safety industries and organizing offline match meeting.



Mr. Kean Wang

With 2-years experience in Paypal and 3-years experience in B2B business, has deep understanding in online payment and product recommending in Tool & Hardware industries.



Ms. Cathy Liang

Graduated from Dalian University of Foreign Languages, with more than 6-years experiences in B2B, focuses on offering suggestions in trade safety issue of online business.



Mr. Frank Xu

Graduate from BA Marketing and IT degree, with 3-years working experience in Marketing & Sales, is now professional in products sourcing in Construction industry.



Ms. Cathy Xue

With 3- years of customer service experiences, can precisely catch the buyers need, specialized in Chinese products recommending in Chemical & Medical industries.



Ms. Hildegard Zhu

With 2-years experience in Foreign Trade, is now specialized in product sourcing of Machinery industry and Official SNS promotion on Facebook.



Ms. Jessica Meng

With 3-years experience in business development, offers professional and efficient services to global institutes of commerce and helps organize various offline business events.



Mr. Thierry Tong

With 4-years studying experience in France and deep understanding of the buyers needs, now deals with all business development business and explores cooperation with global institutes.



Ms. Anlin Gao

With well-experienced for years in international trade, is now focusing on developing & establishing better online & offline cooperation relationships with overseas institution.

1. Hello!
你好! [ni hao]

2. Morning!
早上好! [zao shang hao]

3. Good afternoon!
下午好! [xia wu hao]

4. Good evening!
晚上好! [wan shang hao]

5. Good night!
晚安。[wan an]

6. Long time no see.
好久不见。[hao jiu bu jian]

7. Welcome!
欢迎。[huan ying]

8. Please have a seat!
请坐。[qing zuo]

9. Congratulations!
恭喜。[gong xi]

10. Happy Birthday!
生日快乐。[sheng ri kuai le]

11. Happy New Year!
新年好。[xin nian hao]

12. How are you?
吃过了吗? [chi guo le ma]



13. Nice to meet you.
很高兴认识你。[hen gao xing ren shi ni]

14. This is my calling/visiting/business card.
这是我的名片。[zhe shi wo de ming pian]

15. Thank you!
谢谢! [xie xie]

16. Thank you for coming!
谢谢光临! [xie xie guang lin]

17. I appreciate your help.
感谢你的帮助。[gan xie ni de bang zhu]

18. You are welcome!
不客气。[bu ke qi]

19. I'm sorry.
对不起。[dui bu qi]

20. That's all right.
没关系。[mei guan xi]

21. No.
不。[bu]

22. OK.
好的。[hao de]

23. How much?
多少钱? [duo shao qian]

24. Too expensive!
太贵了。[tai gui le]

25. Bye!
再见。[zai jian]

26. I don't know Chinese.
我听不懂。[wo ting bu dong]

27. What's your name?
您贵姓? [ning gui xing]

28. Taxi! (You should wave your hand at the same time.)
出租车! [chu zu che]

29. How long does it take to get to the airport?
去机场要多长时间? [qu ji chang yao duo chang shi jian]

30. How do I get to XXX?
去XXX怎么走? [qu XXX zen me zou]

31. Please call a taxi.
请叫出租车。[qing jiao chu zu che]

32. Please drive a little slower.
请开慢一点。[qing kai man yi dian]

33. Excellent!
很好! [hen hao]

34. Stop here, please.
请停在这里。[qing ting zai zhe li]

35. Let me off here, please.
我要在这里下车。[wo yao zai zhe li xia che]

36. Waiter!
服务员! [fu wu yuan]

37. Bill, please!
买单。[mai dan]

38. Keep the change.
不用找了。[bu yong zhao le]

39. Please give me a receipt.
请给发票。[qing gei fa piao]

40. Have a nice trip!
一路顺风! [yi lu shun feng]

41. Wish you a good luck!
一切顺利! [yi qie shun li]

42. I'm full.
我吃饱了。[wo chi bao le]

43. Yummy!
真好吃! [zhen hao chi]

44. Cheers!
干杯! [gan bei]

45. Enjoy yourself!
请自便。[qing zi bian]

46. Could you wait here for a minute?
请等一会。[qing deng yi hui]

47. Let's go and have a look!
去看看! [qu kan kan]

48. What time is it?
现在几点? [xian zai ji dian]

49. What time does it close?
几点关门? [ji dian guan men]

50. Is this seat taken?
这里有人吗? [zhe li you ren ma]

51. A non-smoking seat, please.
我要无烟座位。[wo yao wu yan zuo wei]

52. Can I have a window seat?
有靠窗的吗? [you kao chuang de ma]

53. Could you break a large bill, please?
请换成零钱。[qing huan cheng ling qian]

54. Do you accept credit cards?
能用信用卡吗? [neng yong xin yong ka ma]

55. Can I deposit my baggage here?
可以寄存行李吗? [ke yi ji cun xing li ma]

56. I'd like my baggage back.
我来取行李。[wo lai qu xing li]

57. I left the key in my room. (I'm locked out of my room.)
我把房卡忘在房间里了。[wo ba fang ka wang zai fang jian li le]

58. Can I talk to you for a minute?
能和你聊两句吗? [neng he ni liao liang ju ma]

59. Check out, please.
退房。[tui fang]

60. I'd like to stay one more night.
我想延住一天。[wo xiang yan zhu yi tian]

61. I see what you mean.
我了解。[wo liao jie]

62. Good idea!
好主意! [hao zhu yi]

63. Keep in touch!
保持联络。[bao chi lian luo]

64. Take care of yourself!
保重! [bao zhong]

65. Have a nice weekend!
周末愉快! [zhou mo yu kuai]

66. Forget it!
没关系。[mei guan xi]

67. It's not your fault.
不是你的错。[bu shi ni de cuo]

68. What happened?
怎么了? [zen me le]

69. It's a pleasure working with you.
与你合作很愉快。[yu ni he zuo hen yu kuai]

70. When is the store closing?
几点打烊? [ji dian da yang]

71. Could you do me a favor?
帮我一个忙好吗? [bang wo yi ge mang hao ma]

72. Can you speak English?
你会说英语吗? [ni hui shuo ying yu ma]

73. How do you like XXX?
你喜欢XXX吗? [ni xi huan XXX ma]

74. How long have you been here?
你在这里多久了? [ni zai zhe li duo jiu le]

75. I've been here before.
我来过这里。[wo lai guo zhe li]

76. Can I smoke here?
能抽烟吗? [neng chou yan ma]

77. I quit!
我不干了。[wo bu gan le]

78. No way!
没门。[mei men]

79. Me too!
我也是。[wo ye shi]

80. My treat!
我请客。[wo qing ke]

THE BEAUTY OF MADE IN CHINA

Organized by Made-in-China.com, the competition of "The Beauty of Made in China" attracts thousands of Chinese suppliers from Made-in-China.com, with the hope of showing the excellent quality, the unique design and other advantages of products made in China. The selections are as follows:



Product: Auto Air Conditioner

Company: Dongguan Topleader Import & Export Co., Ltd.

Showroom: topleader.en.made-in-china.com

Description: It can be started directly from the battery power, which is safer, especially for users not to launch a car. It's with air conditioning design, energy-saving, environment protection. Integrated design and optimization of the pipeline and lower chance of refrigerant leakage, make it more secure. Wide range of applications: CR, Tuned Car, Trucks, Lorry, Crane, Telecom Base stations and other special purpose vehicle, and etc..



Product: Mini Wireless Keyboard Touchpad, Presenter

Company: Riitek International Limited

Showroom: riitek.en.made-in-china.com

Description: The world's first Touchpad 90-degree flip design. Innovative design of the Navigation keys. 2.4G wireless receiver integrated design. Portable, elegant, and suitable for life. Backlight function with a handheld keypad.

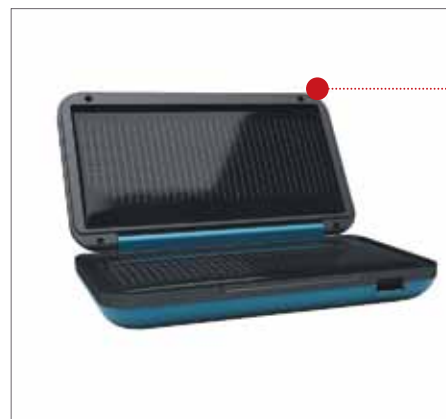


Product: LCD TV SKD/Shell

Company: Greater Wind Holding Co., Ltd.

Showroom: greater-wind.en.made-in-china.com

Description: Different colors: UV Black/ Wooden Color/ Metal Brush Color/ Silvery Brush/ Marble Pattern/ Camouflage Pattern.



Product: Solar Charger

Company: Dongguan Fullhoard Photoelectric Technology Co., Ltd.

Showroom: fullhoard.en.made-in-china.com

Description: Solar Multi-function Charger, having the function of charger, flashlight, and U-disk with solar panel and inside rechargeable battery, applies to more than 80% of the mobile phones, MP3/MP4, PDA, iPhone, iPad, iPod, digital camera, and etc. on the market.



Product: Folding Cooler Bags

Company: Dearway Commodity Manufactory

Showroom: foldbucket.en.made-in-china.com

Description: With simple design but fashionable, cheap, and high quality. Folded in compacted size. Use widely for auto parts, travelling, fishing, hiking, camping, as well as fieldwork.



Product: Acrylic Crystal Chair

Company: Shenzhen DiDao Furniture Co., Ltd.

Showroom: didao-art.en.made-in-china.com

Description: Chinese traditional furniture design with modern acrylic material.



Product: Massage Chair

Company: JUFIT Co., Ltd.

Showroom: jufitness.en.made-in-china.com

Description: The advanced technology of Germany is adopted. By detection to the shoulder, height can be adjusted to determine the exact massage position of the shanks, back and waist. There are heating and cooling functions at the seat and back area.



Product: Mini Bluetooth Wireless Keyboard with Touchpad & IR Learning Remote Control 3 in 1

Company: Zoweetek Electronics Limited

Showroom: zoweetek-electronics.en.made-in-china.com

Description: The World's First IR Remote Control, Mouse (Touchpad) & Bluetooth keyboard 3 in 1. Mini Bluetooth Wireless keyboard: 72 Keys Mini Bluetooth Wireless Keyboard with Touchpad & 9 Keys IR Learning Remote Control 3 in 1 Design. Max Operating Distance: 10m (Keyboard) / 8m (Remote Control). Convenient in Operating PC, HTPC, IPTV, Google TV, WEB TV, iPad (I & II), PS3, iPone, Smart Mobile & IR Home Appliances.



Product: Touch Clock

Company: Jasonic Electronics Co., Ltd.

Showroom: jasonic.en.made-in-china.com

Description: Mode changed by fingerprint touch. Clock of alarm. Time, temperature in design tumbler.

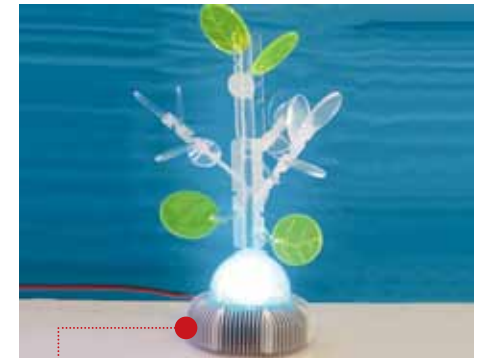


Product: Modern Home Decoration

Company: Shenzhen Century Fashion Houseware Co., Ltd.

Showroom: centuryfashion.en.made-in-china.com

Description: Cooperation partner of the World Expo. Unique modern style atmosphere mixed with the ancient gharry harmoniously, perfect. Use ceramic clay, first grade glass and metal. High temperature burning ceramic and plating metal.



Product: LED Table Light

Company: Shenzhen Caihuang Lighting Co., Ltd.

Showroom: chleds.en.made-in-china.com

Description: Patent and unique design for art of innovation creation. It can be a work of art for user, especially for indoor decoration. Adopt long life high power LED.



Product: Leather Wine Box

Company: Forever Standing Stationery Co., Ltd.

Showroom: fssdglarry.en.made-in-china.com

Description: Unique V-shape design. Maximize the limited space. Imitation leather with faux suede lining.

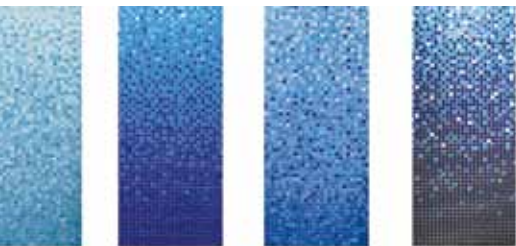


Product: Shade Sail With 95% UV Protection

Company: Shengzhou Deli Plastic Netting Co., Ltd.

Showroom: shengzhoudeli.en.made-in-china.com

Description: Made of HDPE, blocks up to 95% of harmful UV rays with a life time 5-10 years. Enforced nylon webbing runs around perimeter of sail for extra strength. Stainless D ring applied.



Product: Glass Mosaic Backsplash

Company: Sino Cheer Building Material Co., Ltd.

Showroom: sinocheers.en.made-in-china.com

Description: Eco-friendly and fresh idea Product. Best raw material with advanced equipments enables us to produce perfect products. Random but methodic arranged. Widely used for wall back-splash and pool.



Product: Wooden Bathroom Cabinet/Bathroom Vanity

Company: Foshan Ourpai Sanitary Ware Co., Ltd.

Showroom: ourpai.en.made-in-china.com

Description: This model has got a patent for the original design of its unique appearance. The high quality solid wood vanity is the most suitable luxury to decorate your bathroom.



Product: Dental Air Compressor

Company: Shanghai Dynamic Industry Co., Ltd.

Showroom: dynamic-tools.en.made-in-china.com

Description: Used in medical treatment especially for dental. Obtain design patent of air compressor. 60DB. No lubricated oil, noise level less than 60DB.



Product: Needle Destroyer

Company: Shenzhen Bestman Instrument Co., Ltd.

Showroom: szbestman.en.made-in-china.com

Description: Disposable Syringe Destroyer can melt needle and destroy the syringe body at the same time within only 3-5 seconds, easy to operate. Strict production and inspection process, CE approved. It has passed ISO13485, ISO9001.



Product: UCF Zoom Binoculars

Company: Nanyang City Srate Optical Instrument Manufactory

Showroom: nysrate.en.made-in-china.com

Description: Magnifications: 20X-100X zoom. Objective diameter: 28mm. Field of view: 1.65 degree-0.4 degree. Exit pupil diameter: 1.4-0.28mm. Exit pupil distance: 10.2-6mm.



Product: Commercial Treadmill Fitness Equipment

Company: Impulse (Qingdao) Health Tech Ltd.

Showroom: qingdaoimpulse.en.made-in-china.com

Description: Personal cooling fan, safety lockout control, One-touch TM speed & incline, belt logo optional, intergrated surge protector, easy adjust roller, easy diagnostics, easy deck cleaning, easy lube, etc.

Product: Electromagnetic Flowmeter

Company: Wenzhou Kaflon Measuring & Controlling Instruments Co., Ltd.

Showroom: kaflon.en.made-in-china.com

Description: Virtually No Pressure Loss. High accuracy, stable performance. Corrosion protection, abrasion resistant. High level of anti-vibration and anti-jamming, wide measuring range.



What's Made-in-China.com

Made-in-China.com was developed by, and is operated by Focus Technology Co., Ltd.

Focus Technology is a pioneer and leader in the field of electronic business in China. Founded in 1996, with the mission of enabling clients to drive cost down and increase sales and profits with effective web-based solutions, Focus Technology has helped many Chinese small-and-medium-sized enterprises compete in international trade, advance into new markets and meet the needs of their clients.

With the continuous and explosive growth of Chinese export, trade and number of internet users, Focus Technology launched its online trade platform, Made-in-China.com. Made-in-China.com provides the most complete, accurate and up-to-date information on Chinese products and Chinese suppliers available anywhere on the web. Nowadays, Made-in-China.com is a world leading B2B portal, specializing in bridging the gap between international buyers and quality Chinese suppliers.

Our Mission:

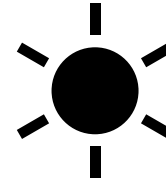
- To facilitate global trade between worldwide buyers and Chinese suppliers;
- To provide accurate and dependable information on Chinese products and suppliers to international buyers;
- To help buyers and suppliers communicating and do business with each other effectively and efficiently.

For Buyers:

- Search for products & make contact with suppliers from China in Product Directory.
- Post trade leads, requests or Offer to Buy in Offer Board.
- Get premium support in conducting trade with suppliers from China through Buyers Services.
- Join Made-in-China.com and access various kinds of information and functions for free.
- Audit Reports to find reliable and competent suppliers from China.

Made-in-China.com
Connecting Buyers with China Suppliers

Quality Products



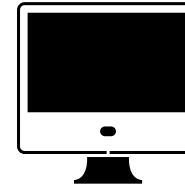
MORNING



AFTERNOON



NIGHT



OFFICE



ROAD



HOME



**Source Quality Products
Anytime, Anywhere!**

www.Made-in-China.com



Made-in-China.com

Connecting Buyers with China Suppliers

Welcome to China!

"World Smile Day" is the only holiday celebrating the expression of human behavior. In 1948, the World Mental Health Organization had determined May 8 as the beginning of the World Smile Day which became the day particularly warm since then.

Everyone needs to slow down the pace, wait and see good things around, listen attentively on the nature of the day, let face tension relief, open forehead wrinkled tight, so smile in the face in full bloom that leads to the melting of frost and cold of people to each other. Smile at others, you will see the world of their own smile. Made-in-China .com would like to share the smile of our staff with you to celebrate the World Smile Day.