

# Guanxi in jeopardy essay



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Case Study Motosuzhou & Electrowide Guanxi in Jeopardy Discussion forum

Main characteristics of Chinese culture. How do these differences relate to the negotiation process... Criteria that should be used in selecting a joint venture partner. Have those criteria been met in this situation? Discussion forum Cont..... Evaluation of the composition of Electrowide's team and of Motosuzhou's team and their choices for this negotiation.... Should Barb Morgan have been on the negotiating team. What should Tom Sherman do? Main characteristics of Chinese culture Meet & Greet

Chinese generally shake hands when they greet guests Do not touch anyone unless you know them very well. Do NOT embrace or slap Chinese on the back. Introduce your colleagues and allow guests to introduce themselves Business Card Etiquette carry plenty of business cards; if possible get a translated, bi-lingual version Use both hands when presenting and ensure that the writing on the card is facing the recipient Cards should be received with both hands and placed on the table in front of you - to immediately put the card in your pocket or bag is considered rude

Spend a few seconds reading it. This not only helps you to remember name but also show a sign of respect for the other person Do NOT write on someone else's business card. Form of address in the West, where you may call someone by his or her first name shortly after meeting for the first time. in China almost no one is called by the given name alone, except by close relatives or extremely intimate friends of long standing Chinese: Surname comes first, not last 95% of all Chinese surnames are one syllable -e. g. Wang, Chen and Li Given names are two syllables - e. . Xiaolong, Mingsi and Liming Presenting Gifts Presenting Gifts cont..... In order to avoid your gift

being perceived as a bribe, Present group gifts. This is seen as a “ company presenting a gift to a company,” and not as a bribe to one individual from that company. Display your company logo on the gift so it appears to be a form of advertising. Avoid giving highly expensive gifts. It is in the Chinese culture to refuse a gift, sometimes repeatedly. It is expected, however, that the giver will persist and the recipient’s acceptance will eventually follow.

As in the Japanese culture, it is proper etiquette to present gifts with two hands. Be sure to avoid: Giving clocks as gifts. This has long been regarded as a gift giving faux pas. The word for “ clock” in Chinese is similar to the word for “ death. ” China’s younger generation is not as superstitious about this, so this will eventually no longer hold true. Unless you are certain your Chinese colleague will not be offended by receiving a clock, this gift idea is better avoided. Colors such as white, blue or black are associated with funerals. Do not wrap gifts in these colors.

Red, yellow and pink are seen as joyful colors, and are perfectly acceptable for gift wrap. Just remember not to write anything in red ink, as this symbolizes the severing of a relationship. Sharp objects such as knives, letter openers, or scissors. These, too, imply the severance of a relationship. Giving gifts in single or odd numbers. This implies loneliness or separation. On the other hand, gifts given in pairs are highly appropriate, as it equates to good luck. Cultural Differences between Japanese and American Business At a Negotiation

Chinese are keen on knowing personal lives and interests of the other party. They measure people by their activities so they tend to keep Brab a side.

Chinese exchange gifts that make them more familiar. In Chinese culture, saying ' No' is normally regarded as impolite, so Marks behavior for get-together can not be accepted. Chinese are relay slow in negotiations there by you have to be patient. Nodding may indicate different meaning. Therefore, even if you receive a positive reply, it is always wise to do many follow-ups and check on the progress Always talk to the host, never directly to the translator