

# Modern Business Management in China

Contributed by Administrator  
Tuesday, 10 July 2007  
Last Updated Monday, 17 March 2008

## Module I

8:00 am - 4:30 pm

Tuesday, March 25, 2008

Southwest Room #1.124

University of Texas at San Antonio

501 W Durango Blvd.

San Antonio, TX 78207

Understanding Chinese culture and the latest business practices are critical for success in this large and complex market. This module will provide first-hand information on understanding Chinese business culture, the role of government in the business sector and how to navigate business risks. This session will also dedicate significant time on how to successfully source products from China including determining project feasibility, locating suppliers, negotiation techniques, pricing, and quality control.

## Seminar Agenda

7:30 - 8:00 am - Registration, Networking & Continental Breakfast

8:00 - 8:15 am - Welcome & Introduction

Councilwoman MA Cisneros

8:15 - 10:00 am - Understanding China

- Historic Overview of China
- Political System & Structure
- Economic Liberalization & Market Growth
- Business Opportunities: Why China?
- Geographic Overview & Industrial Clusters

Grace Chen, Chairman & CEO, Ocean Soft - Houston, TX

10:00 - 10:15 am - Break

10:15 - 11:20 am - Navigating Chinese Business Culture

- Understanding Chinese Business Protocol
- Negotiating & Closing the Deal in China
- How to Develop Guanxi in China

Tieman Dippel Jr., Juris Doctorate

11:25 - 11:45 pm - Immigration Issues for Businesses in China

Ryan Chargois, Tindall & Foster

12:00 - 1:00 pm - Lunch Keynote Speaker & Chinese Dinning Etiquette

Grace Chen, Chairman & CEO, Ocean Soft - Houston, TX

1:15 - 2:45 pm - Successful Product Sourcing from China

- Locating & Selecting the Right Supplier
- Negotiating the Terms, Conditions & Price
- Ensuring Product Quality
- U.S. Customs Regulations & Legal Requirements

Linda Guo, Vice President and Partner, Port2Port, LLC - Beijing, China \*\*

2:45 - 3:00 pm - Break

3:00 - 4:30 pm - Business China Case Study

- Theme: Negotiations with Chinese Suppliers

4:30 pm - Q&A, Self-Study Assignment & Program Conclusion

\*\* Linda Guo, Vice President and Partner from Port2Port, will be available between Monday, March 24th and Friday, March 28th for one-on-one business meetings at no charge with those companies interested in doing business with China.

For more information or to schedule a meeting with Port2Port , please contact Ed Novess by email at [enovess@texaschinap2p.com](mailto:enovess@texaschinap2p.com) or Linda Guo at [yhguo@texaschinap2p.com](mailto:yhguo@texaschinap2p.com). T: 512.329.1950; F: 866.757.3677