

## Chinese Business Etiquette & Culture Course

From 'Golden Era' to 'Wolf Warrior' rhetoric, the UK-China relationship has deteriorated sharply over the last year. What does this mean for Global Britain and building greater prosperity, opportunity, and security? This workshop looks at China's growth and influence around the globe and what impact it is having on our decision-making, our communities, and our prospects. The workshop will unpack some of China's culture, history, philosophy, and language to create a more informed backdrop to the current political context. Participants will be better equipped to navigate a working relationship with Chinese stakeholders – both at home and in China - whilst putting in place helpful building blocks. This workshop will be of interest to anyone whose job role and responsibility has a global, outward-facing remit as well as those working with ethnic minorities, in education, healthcare, local government and criminal justice.

### Key Features

A one-day training programme to understand the implications of China's phenomenal economic growth and consider new ways of working cross-culturally. It will address:

- Chinese tradition, philosophy and values & why this is relevant
- Ancient civilisation vs. new country reality
- The meaning of freedom
- Managing friction in a cross-cultural setting

The workshop will be highly interactive and divided into 4 parts:

- Looking back: poverty to power in four decades
- 2020: the headlines, actions, reactions and what next?
- Working effectively cross-culturally
- Re-framing the China conversation.

## Methodology

The training approach to be used, which governs the design and delivery of the training is based on the following principles:

- To actively involve the participants throughout the training
- To enable participants to share their thoughts and enquiries
- The training is designed based on the needs and expectations of the participants that are reflected in the pre-training questionnaire.

This course will focus on the following methods, to deliver the training:

- Sharing and talking about perspectives
- Understanding lived experience in shaping values
- Breakout group work on key issues
- Case studies – highlighting best practice.
- Working together on ideas
- Facilitated discussion

In order to achieve the objectives of the training, the following tools and methods will be utilised:

- **Presentations:** presentations will be used in order to provide the background of each subject and create discussion and questions.
- **Discussions:** throughout the training, participants will be encouraged to contribute to discussions and share their experiences and thoughts with the rest of the group. The discussions will be facilitated and coordinated by the facilitator in order to maintain the focus in the key areas of interest
- **Case studies:** case studies will be used so as to facilitate and trigger discussion, as well as allow external benchmarking so as to achieve competitiveness
- **Group work:** group work will be used in order to facilitate practical understanding of the issues and in order to enhance team working, team building and cooperation amongst participants