

# The China Business Review

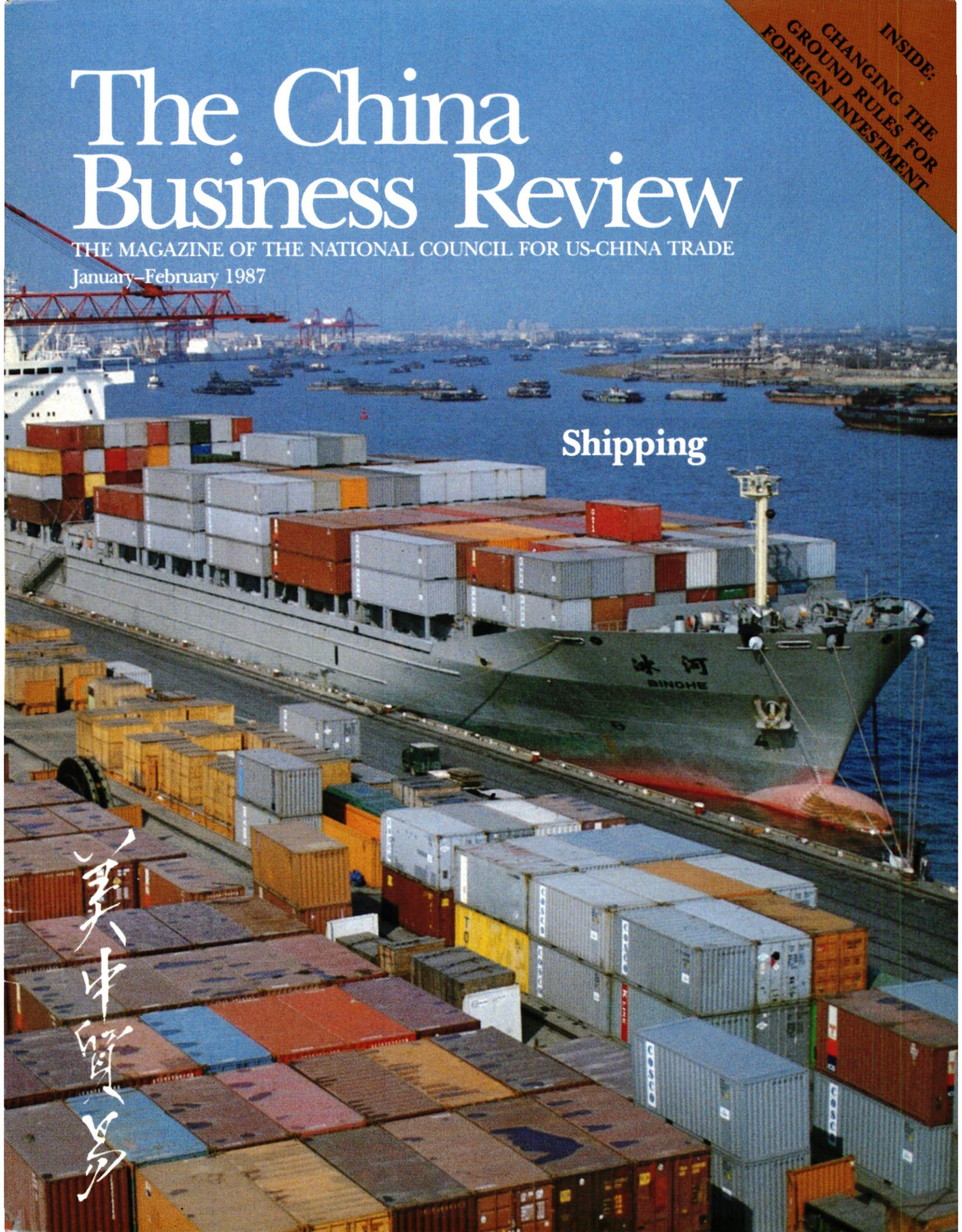
THE MAGAZINE OF THE NATIONAL COUNCIL FOR US-CHINA TRADE

January-February 1987

INSIDE:  
CHANGING THE  
GROUND RULES FOR  
FOREIGN INVESTMENT

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The National Council for United States-China Trade

announces its semi-annual

# EXPATRIATE ORIENTATION SEMINAR

March 25-26, 1987 in Washington, DC

- Working and living in China
- Differences in perception and logic
- Chinese-style banquet
- Protocol, customs, and etiquette
- Chinese attitudes toward foreigners
- Chinese politics, economy, and bureaucracy
- Using the telephone, setting up meetings, and locating interpreters, secretaries, and business services

Success in China requires not only patience and diplomacy, but an understanding of how to operate in a different and often frustrating environment. Seemingly innocent remarks and behavior can result in serious business or social blunders. A representative who is culturally unprepared will cost your company money in unnecessary delays, misunderstandings, and lost contracts.

The National Council's Expatriate Seminar, offered each spring and fall, prepares business executives for both short- and long-term China assignments. The 1½ day Orientation is designed to provide executives with the information, skills, and insight needed to function successfully in the PRC.

**An optional half-day Workshop on Living in China** will follow the Orientation Seminar. This program offers additional in-depth information for those planning a move to China. The workshop will address the immediate problems of preparing for the move, adapting to Chinese society, and culture shock. Expatriates with families are particularly encouraged to attend.

The National Council will also custom-design group briefings for your company.

Seminar only:	\$550 NCUSCT members	Seminar and Workshop:	\$700 members
(1½ days)	\$675 nonmembers	(2 full days)	\$825 nonmembers

luncheons included

For reservation or more information contact:

Expatriate Seminar

The National Council for US-China Trade, 1818 N Street, NW, Suite 500, Washington, DC 20036  
202-429-0340

**RESERVATIONS MUST BE RECEIVED BY FEBRUARY 27, 1987**