

### 1: Kevin B. Bucknall | Open Library

*This practical guide provides simple and direct information on the appropriate behaviour necessary to conduct business negotiations in China. The advice is divided into sections on meetings.*

Bright colours of any kind are considered inadequate. Being late is a serious offence in the Chinese business culture. Also, if your business is the oldest, largest or has some other prestigious distinction, do include that on the card. The official policy in Chinese business etiquette forbids gifts. The gesture is considered bribery, which is illegal in the country. Do not discuss business during the meal. The trick is to try a sample of each dish. Leaving an empty dish signifies that you were not given enough food and not touching your food is offensive as well. Sadly or not, part of this implies participating in the drinking culture existing in the country. If you go for it, make sure to eat something beforehand; otherwise find a good excuse - a medical one will be accepted. Numbers " Always pay attention to numbers and their significance or avoid as appropriate: If you receive eight of something, consider it a gesture of good will. If so, you might also enjoy our guide to business etiquette in Brazil. Contact Us [Click here to get in touch](#) Copyright Notice: Third parties are allowed to use or reference information on this page for non-commercial use only if they acknowledge this website as the source by linking to it. Read detailed Terms and Conditions on how to apply for commercial use. Would highly recommend to anyone looking for a translation service to add value to your business or project. Facilities Manager Today Translations have been supplying us with translation services for Chinese Mandarin and Russian languages since The translations have consistently been to the highest standard and they always respond to enquiries in a prompt and timely manner. We will certainly be continuing our partnership and I would happily recommend Today Translations to other companies. The use of the finest linguists and exceptional management make them the leaders in their field. Best in Class Customer Care.

## 2: MIAMI International Council and Referral Network

*Kevin B. Bucknall's Cultural Guide to Doing Business in China [Kevin B. Bucknall] on [www.enganchecubano.com](http://www.enganchecubano.com) \*FREE\* shipping on qualifying offers. This guide in list format provides information on appropriate behavior for successful business negotiations in the context of Chinese culture.*

We covered a lot of ground, so read on for all the details! First, congratulations; this is a big, big event! No problem, you can freely ask me any questions. Where do you see the market for it, and how are you bringing it to that market? But judging from the specification and the current EOS line, more or less, the 5D, 6D, or the 80D; a similar position to that. So higher-end enthusiasts, or as a backup camera for professionals, that kind of category. The positioning of them. Yeah, and of course with mirrorless, you pick up silent shooting and that sort of thing, which would be important for wedding photographers, photojournalists, that sort of thing? So this is more or less a mid-range solution, currently. Where do you go from here? Is it most important to evolve it towards the higher-end professional, or is it a case of working to bring the cost down for a broader market? What is your strategy? Well, I cannot share future product plans, however basically our strategy is a "full lineup" strategy. So [covering] from entry level to the professionals, regardless of the format. Digital SLR or mirrorless, and even digital compact cameras. Also, we have the EOS M series. Each group of technologies or products itself has an advantage. So a "full lineup" strategy means to fulfill the entire requirement from the customers. Therefore, with digital SLRs, you have the expertise; advantages and disadvantages: Mirrorless has advantages and disadvantages. Digital compact cameras as well, you know, they all have advantages and disadvantages. How we put the priority for the specifications, that is the key. So still, at the top, at the high end, most of the professionals prefer the current digital SLR, for example the 1D-series. There are tons of lenses for the Canon EF [mount]. The 7D-series is also popular. The new and mm super-teles are much lighter than their predecessors. So that is our full-range and full-lineup strategy, that is the meaning. Our mission or responsibility is to provide an entire series of product, selecting the best technologies for each of them. Also the lenses, and so on and so forth. Our camera products, even the movie functionalities, that is the brand ambassador. So we continuously strengthen the brand. And now yesterday we launched the R-series, and that has leading edge technologies too. So as kind of an extension of that, you have the full-line philosophy or the goal strategy. How do you see mirrorless playing out within that for the next few years? And especially, given that the competition is so active. Sony has been there for a while; now Nikon has come in. What can you say about your strategy with the R-series, specifically competing with those companies? Thanks to [our] competitors, the word "mirrorless" currently makes a bigger noise than ever. That is good news, because everybody, the consumers generally, are paying more attention to the camera industry, right? So that is a good thing. So Nikon, Sony, Canon, Fuji, Olympus, all the major players, they have all launched mirrorless cameras. Most general consumers may not understand about mirrorless vs SLR or vs compact, just that a camera is a camera. But [all the talk about mirrorless] makes noise, it means consumers are paying more attention to the camera industry than ever. Also, as a basic fact, thanks to the smartphone, the number and also the frequency of shots is tremendously higher, compared to more than ten years ago. Maybe times or 1, times more. Because everybody, you know, they are all trying to shoot various lifestyle, food, travel photos, so on and so forth. So the variety of applications, and also the requirement [is expanding]. So what kind of products, what kind of technology should we provide? So in that sense, mirrorless is one of the new topics among users; you know, that is the good news, to stimulate demand of shooting stills or video, on both sides, that is the good news for us. Also, as I mentioned yesterday, this is not the last model, as you are aware. Ogawa-san is referring here to comments he made the day before, that there will eventually be a complete line of full-frame mirrorless cameras. Even compact cameras, too. Actually, we really enjoy the compact camera business. Now, you know, the market share is getting bigger and bigger. Yeah, advanced compacts are advancing again. The low-end compacts all went away, but now the higher-end compact are coming back, yeah. Sometimes even the

professionals, they are using the compacts [even though they also own] full-frame cameras. So that is kind of the requirement we can fulfill. I guess paraphrasing then, your overall competitive strategy compared to Nikon or Sony is the full line. And of course, Nikon just has the single full-frame mirrorless model now with a second one to come. How is the US market different from other places in the world, and what do you see as the things you need to define or address for the US market, as you lead Canon into mirrorless? So depending on the region, of course the market characteristics are slightly different, but for us, even for me, the most important thing is to delight the customers. But Canon is a technological company, we have tons of technologies. Even in the potential [Ed. In that sense, the camera, or even the camcorder, that is the "brand ambassador" of Canon. So we are going to continuously strengthen this area. So the customer focus, delighting the customer, that is borderless. Then compared to China, the US might be more entry-driven, rather than the high-end or midrange. Yes, you know, the super-rich people are rich! Also, here, the US, with the spreading out of the smartphones, that is another opportunity because the [number of photos being taken] is much bigger than before. So these are the potential customers. Most of the general consumers, Gen Y, Z and millennials, these are the people who instantly take a photo with a smartphone. That is the potential customer for us. So how can we generate more attention for the cameras, with those who are using the smartphone only? We need to educate or train them to enjoy the beauty of photos, or the beauty of movies, and so on and so forth. It used to be just a wedding, party, or the commemorative event. But nowadays, even the glass of Coca-Cola, or the cake, or food, and so on and so forth [is a chance to take a picture], right? So our mission is how to cultivate that potential customer based upon our full-lineup strategy. So regardless of the technologies, Canon can provide the best or most suitable technologies or products to attract people. That can be very difficult or very expensive, trying to find those people and then, it can be a low conversion rate, to go from first contact with your brand, to someone buying a camera Image courtesy of Benjamin. But sometimes there can be kind of a competition, OK, you took the better picture, you took the worse! So somehow as a manufacturer, as Canon, you need to bring that to the fore more. Generally speaking, overall the camera industry is flat or shrinking a little bit. The mirrorless portion itself is growing. This is because the profile of a customer, compared to a long time ago, is [also] changing. Like the life-story tellers, lifestyle tellers, cultural story tellers, and so on and so forth. Use it more like a "fast photo". Usually, traditional photos are the "slow photos". It used to be that we focused on the slow photo, but now the fast photo is the majority of photography or movies. But our products can stimulate the demand, regardless of the overall camera industry. So in general, maybe overall the picture of the market is flat, but mirrorless might be slightly growing, so that portion might be getting bigger. Yeah, mirrorless is the growing part. If the industry as a whole is flat or down slightly then a higher and higher percentage will be mirrorless. But as technology evolves, maybe mirrorless autofocus becomes as good as anyone needs. Both sides have advantages and disadvantages. So optical viewfinder, some people love such functionality rather than electronic viewfinders. That is one area. But mirrorless is more compact than the DSLR, but also some people may not care about the size of the camera.

**3: BCBusiness - Vancouver & BC Business News, Articles & Commentary**

*- I am a student and I am studying China, or taking courses about cross cultural management, or doing business in China, or international business studies, or negotiating abroad. For author bio and photo, reviews and a reading sample, go to [www.enganchecubano.com](http://www.enganchecubano.com) .*

What do I need to know about verbal and non-verbal communications? Canadians jealously guard personal space and privacy, making them very reserved people. It takes a while for them to warm up to newcomers, but this does not mean that Canadians are not welcoming. They are quite civil and polite. Thus a first contact will almost never include discussion on personal aspects of their lives, such as earnings, weight, diets, health conditions, etc. This may change as the relationship develops or if it fits with the purpose of the meeting. When lining up in a public place, the bank for instance, Canadians require at least 14 inches of space and some people need more. This rule should be applied when speaking to Canadians, especially if the speaker is a man addressing a woman. Men and women need and protect their space, sometimes with an active signal or else with more subtle body language that has to be monitored at all times. The rules vary from province to province, eg: Typically, people from Quebec greet each other using more physical signs such as hugs and kisses and may offer kisses on the cheek to newcomers after a few encounters. Men tend to gesture more while conversing than women, and young people more than older people. In general; there is a unspoken code of decorum that has to be observed in public places and which can only be broken in big gatherings such as an outing to a restaurant. Making eye contact is a sign of respect and sincerity. It also signals a real engagement between speakers. Most of the issues of communication, especially tone of voice, directedness, and even making eye contact are inscribed in a complex dynamics of gender and class; those with more prestige can afford to break the rules and have the licence to initiate or limit the degree of expression in the interaction. Canadians differ from one another. In general, however, Canadians expect a high degree of respect for public and especially for private property and space. Canadians will not necessarily maintain constant eye contact, but it is considered a sign of dishonesty or insecurity if a person refuses to or is reluctant to make eye contact. Canadians usually shake hands with both men and women, particularly in a public or professional setting. In some cases, especially among friends in French-speaking circles, men and women will often give each other a kiss on each cheek. In English Canada, good friends will sometimes hug each other. Generally, men do not touch other men beyond the standard handshake unless they have reached a fairly high level of comfort with that person or they are playing sports. This rule is similar for contact between men and women. Women are less bound by these rules. Family members will often maintain close physical contact with young children. Many Canadians find a lot of hand movement while talking distracting or even annoying; some see it as a sign of insecurity. Nevertheless, Canadians may expect people of other cultures to use more hand movements and gestures. One gesture to avoid is waiving the index finger from side to side. Cultural Information - Display of Emotion Question: Are public displays of affection, anger or other emotions acceptable? Consistent with a strong sense of personal space and with protestant prudence, it is not that common to see Canadians displaying affection in public. Strangers have verbally scorned me when I am hugging my partner on the street. Yelling in public is uncommon, unless people are inebriated or having a fit of road-rage. In the event that there is scene of violence or someone is being attacked verbally or physically , it is likely that the Police would be called to intervene. Canadians, in general, avoid conflict and confrontation and thus it is not common for people to intervene directly. The rules for reacting and displaying affection and emotions are quite similar in offices private or public sector. Decorum is highly valued and this implies limits on the types of displays of affection. The greeting is a handshake, irrespective of the rank or gender of the persons. Well-acquainted colleagues may permit themselves more open expressions of affection, including kisses on the cheeks Canadians - if and when they kiss - usually would give two kisses, one on each cheek. Canadians do not appreciate aggressive behaviour or driving and have a low tolerance for shouting and public displays of affection. Many Anglophone

Canadians are uncomfortable with strong demonstrations of emotions, particularly if it is with someone they do not know well. In Quebec or in many immigrant communities, emotions may be more freely expressed. What should I know about the workplace environment deadlines, dress, formality, etc. For the most part, Canada is a relatively informal and relaxed country. The common dress code for offices is informal to casual for both men and women. This may vary when comparing private and public sectors, the latter being the more informal. Larger cities are dressier than smaller towns. Canadian women wear little make-up and their clothes can be relatively conservative and comfortable. Younger women can be seen in more revealing clothes and wearing more flattering outfits, especially in schools. In general, Canadians wear very dark and sober tones. In summer, white and brighter colours are permissible. In keeping with the relaxed yet reserved attitude of the country, it is important to observe some basic rules when meeting someone for the first time: As time passes, the initial formalities will be replaced by a more comfortable relationship. Junior people may address managers and superiors by their first name and establish a more equal relationship. Most often than not, the direction of the relationship is determined by those in higher ranks. Work styles and pace differ between workplaces but it is important to be clean. Most Canadian work environments are very relaxed in terms of dress and level of formality, although shorts and jeans are not that common in office environments. Women tend not to wear very revealing or tight-fitting clothing, although this depends on the individual and on the workplace and the sector. In French, madame is used by default. Do not use Madam or Madame in English. Madam is frequently used sarcastically and disrespectfully and Madame is associated with the managers of brothels! Quebec culture tends to be more hierarchical and the formal vous form is frequently used for strangers and elders especially in rural areas. However, the informal tu is used much more freely than in France or many other French-speaking countries. Many workplaces have some degree of flexibility in terms of hours worked and punctuality. Serving clients well and rapidly is usually a high priority. Overtime is often expected, especially in management positions. Lateness is not received well but, depending on the workplace, arriving five or ten minutes late occasionally with a good excuse is usually within the realm of the acceptable. How will I know how my staff view me? Canada is a place where innovation and hard work are well-regarded qualities at work and elsewhere. Canada, as many other industrialized countries, is seeing a growing trend towards credentialism. Thus, young and experienced managers may possess 2 or 3 university degrees, and some see the necessity to retrain in order to stay competitive and current with the job market needs and increase their chances at a job. Similarly, newcomers to Canada have better chances of being successful in the market if they have suitable credentials. Personal charisma, diplomacy and tact as well cultural sensitivity are quite crucial for the success of a manager in facing and adequately dealing with the challenges of a new cultural setting which may have different work ethic and codes for behaviour. If the issue is a contentious one, some people may voice their opinions, and others may not since they may think that voicing their objections may threaten their job security. Canadian directness and assertiveness must be used strategically in difficult cases. A manager is expected to deal with and handle conflict in a constructive manner to minimize disruptions to normal activities the office. As persons in a position of leadership, they must lead by example. They are expected to meet deadlines and observe procedures and rules of the office. Academic and professional skills give some indication of background but experience is also highly valued and ultimately you will be judged by your performance and ability to get the job done. Age, social status and connections are not typically given a lot of weight; however, their importance should not be underestimated. Teamwork is often considered an ideal form of working. It is important to show confidence as well as humility and good listening skills. Canadians tend to appreciate approachability and problem-solving abilities over authoritarian styles of management. The same would apply for a non-local manager, although fair degree of adaptation to the Canadian environment would be expected since most foreigners are not distinguished from immigrants. Cultural Information - Hierarchy and Decision-making Question: In the workplace, how are decisions taken and by whom? Is it acceptable to go to my immediate supervisor for answers or feedback? This does not mean that decision can go unchallenged, and for the most part, it is at this point that managers may take steps to

include other voices. Ideas for decisions may come from subordinates as well from management. This can happen in a meeting, a consultation, or a survey. Many places reward and encourage participation and initiative, which may include asking clarifying questions, or offering an alternative to an idea. Younger employees expect to be mentored and guided to grow professionally. They also expect to be given space to make contributions and express innovative ideas, although, as indicated above, the opportunities may be limited. NGOs make more efforts to flatten the hierarchical structures and strive for working from a consensus-building point of view. This type of situation is more desired than actualized. Canadians in general believe that authority can be challenged, and they raise questions when the situation is propitious. Decisions tend to be made by managers and there would be a direct correlation between the seriousness of the matter and the level of authority at which a decision would be made or resolution sought. Consensus is considered desirable but not imperative.

#### 4: Culture in Australia | The Guardian

*Doing Business in France If you display feelings of appreciation and excitement as part of your business etiquette, try to restrain that impulse. It is best to maintain composure when dealing with Chinese business people, the most you can do is use kind words, politeness or a faint smile.*

Everything has worked out perfect, the timetables, the hotels, the visits, the guides, the transports and the restaurants! They have also given to us good advices about activities in the evenings. I want specially to remark the very professional work made by Ms. Thank you very much to make this trip unforgettable. Beijing was made more enjoyable by our guide, Smile, who explained everything to us as we toured the Forbidden City, Jingshan Park, and the Summer Palace. From Smile, we learned about how Fengshui figured into the planning of these famous sites. I especially liked being able to go into one of the private compounds on our Hutong rickshaw tour. Smile gave us the option of purchasing tickets to an acrobat show in the evening, and it was stunning in its perfection and the courage of the performers. The high speed train to Xian gave us a chance to see the landscape and agriculture of northern China. In Xian, our guide Helen took excellent care of us; she was very attentive to me, as by that time my old knees were giving me some trouble. Besides the Terra Cotta Warriors, the highlights were Muslim Street lamb kebabs and a dumpling making lesson. Our hostess making dumplings also served us a delicious full lunch which included our own dumplings! Her home was immaculate and she seemed very happy to have us as her students. Helen did a great job of translating questions and answers between our hostess and us, so we felt that we were becoming friends. In Guilin, we were taken around by our guide, Michael. My 22 year old grandson appreciated having a young man to talk to. Michael explained how the local farming families, in the old days, used Reed Flute Cave as a safe place to hide in dangerous times. One can buy souvenirs at the cave, but the highlight for me was the resident artist-painter who was creating lovely mountain and river scenes with a palm and finger painting technique. Of course I bought one of his pieces and have had it framed as a gift. The river cruise down the Li River to Yangshuo is not to be missed. The mountains are stunningly beautiful and the lunch served on the boat was delicious. For me, a senior citizen, it was nice to see the scenery move past me, instead of me having to walk past it! In Yangshuo, Michael gave us the option of buying tickets to an evening "light show". We accepted, and I have to say that the "light show" was ever so much more than that! It included participation of hundreds of people 4 minorities included and took place on the water. It was choreographed by the same person who choreographed the magnificent introductory acts for the Olympics. In the Yangshuo area, Michael took us into the countryside where we walked around, saw farmers harvesting rice, and had the opportunity to meet a retired farmer and his wife who invited us into their home to talk a bit. They also shared fresh mandarins with us. The Yangshuo Mountain Retreat Hotel was a welcome resting place. It is very comfortable and situated right on a river, surrounded by mountains. Because traffic is limited there, my grandson was able to take one of the hotel bicycles out and do some exploring on his own. The food at every stop was outstanding! Our three guides always found excellent local restaurants and showed us what the local specialties were. The hotel food everywhere was very good, also, with both Western and Chinese choices. When we stayed in Hong Kong, we did not have a guide, as I have a friend who lives there. Altogether, I highly recommend China Culture Tours and would trust Grace to arrange a tour for any of my family or friends. It was a marvelous experience! This was my third trip to China, but it was quite different from my previous trips, even if some of the general locations were the same. My grandson took photos and labeled the folder "My first trip to China". He loved the tour and plans to return to China someday.

**5: Fast Food Chinese Business Strategies Difficult - QSR magazine**

*Kevin B. Bucknall is the author of Chinese Business Etiquette and Culture ( avg rating, 6 ratings, 0 reviews, published ), Japan ( avg rating.*

Share via Email Imagine a place where almost every driver is a first-timer. Not only that but the roads are all new, uncharted and often unfinished, while the rules of the road are inconsistent, disorganised and universally ignored. This is modern China, a country that in, for the first time, bought more new cars than the US. Most went to novice drivers whose parents had been proud to own a bicycle. In *Country Driving*, which has just been longlisted for the Samuel Johnson prize, he continues to take us to places that others never seem to reach. Car hire is in its infancy, as are Chinese driving standards: When Hessler hits a dog, Mr Wang at the rental office asks if he ate it. Part of the delight of this tale lies in the fact that Hessler is a native of America, that quintessential motoring country with time-honoured ways of doing all things automotive, including, of course, the road trip. The Chinese, on the other hand, may derive some inspiration from images of Yankee expressways, but in everything else their methods are marvellously, insanely different. They certainly have never encountered a foreigner doing a road trip. Hitch-hikers chat with him for hours, then tentatively inquire, "You are not from our China, are you? It is untrue, but somehow it keeps everyone happy" at least until the next, inevitable, collision. Roadside signs only add to the surreality: He is nothing if not tenacious, talking his way out of police roadblocks, always checking his facts and pursuing leads. On one occasion he stops to pick up litter falling from a lorry in Tianjin, only to find it is a mortgage application to the Woolwich Building Society. Being the writer he is, Hessler contacts the Woolwich to ask how their paperwork came to be there. In fact, of course, almost everything ends up in China at some point in its life, as either a new product or a recycled one. Down in the mountainous coastal region of Zhejiang, Hessler finds a newly industrialised area, one scarcely heard of by the outside world, where single cities produce single products. Entrepreneurial locals, all of them from former farming families, many without much formal education, have unlocked the secret of making money. Hessler happens upon Boss Wang, planning his new factory on the back of an envelope in an hour. His product is the tiny rings that appear on every bra strap. His machines are built by an illiterate technician who worked on a German original, memorised the design, then had a copy constructed. His workers are largely young women of formidable stamina and ambition. Hessler hangs around with their families, eats with them, visits their simple shacks, sees how absent the government is" except when extorting a little cash from the boss. These later chapters read like a set text for development studies, all the more valuable because this is a world that few outsiders have seen, let alone investigated. The triumph of this warm-hearted book, however, comes in the middle. On one of his rent-a-car forays from Beijing, Hessler happens on a village called Sancha, a rundown abandoned sort of place close to the Great Wall. Most younger inhabitants in Sancha have skedaddled to the city, leaving the opportunity for Hessler to rent a house. Slowly he is accepted by the remaining residents and, as time goes by, we are privileged to observe the changes that are engulfing Chinese society, even in this backwater. The village is unexpectedly discovered by a new set of people: Beijingers with motors in search of picnics and days out. Financial success comes to a few. He does not often intervene, but when he does, the story moves up an emotional gear. The broader picture is of a culture being simultaneously destroyed and created before our eyes. Progress has brought a motley accumulation of ornaments: The author looks around and reflects:

**6: Country Driving: A Chinese Road Trip by Peter Hessler | Book review | Books | The Guardian**

*Books by Kevin B. Bucknall, Kevin www.enganchecubano.com/ll's cultural guide todoing business in China, China and the Open Door Policy.*

**7: Cultural Information - Canada | Centre for Intercultural Learning**

*Chinese Business Etiquette and Culture Japan: Doing Business in a Unique Culture Kevin B. Bucknall's Cultural Guide to Doing Business in China.*

**8: Top 24 Reviews and Complaints about CHINA CULTURE TOUR**

*China Culture Tour ([www.enganchecubano.com](http://www.enganchecubano.com)) has been focusing on tailor-made luxury China tours more than 12 years and has served thousands of high-end clients including business owners, CEOs.*

**9: Business Culture and Etiquette in China | Today Translations**

*First, Western companies doing business in China must accept that by operating in the country, they become subject to some of its ideals and norms, including practices that deviate from their own customs.*

*Low and high style in Italian Renaissance art The Central Railroad of New Jerseys 1st 100 Years, 1849-1949 Russian European; Paul Miliukov in Russian politics. With a Hays nonny nonny. Belief systems/Religion Official Mortal Kombat mythologies Soul Hits Trumpet Play-Along Pack Dinner with Mobutu Readings for our times Claudel (1868-1955 Fat dragon games Neil gaiman terry pratchett good omens Angels we have heard on high sheet music vocal Fundamentals of taxation Covent Garden Ladies Aipmt syllabus 2018 Sect. 5. Acute renal failure Change The Picture Post-Industrial East Asian Cities Self introduction in english class Black men and divorce The State-Owned Enterprise as a Vehicle for Stability Microsoft Works 3.0 DOS version Vocabulary control in library science David j griffiths introduction to electrodynamics fourth edition Drafting and manual programming for numerical control A Bright Star Falls James hutton theory of the earth Arm book by andrew sloss Hausa architecture Smp Book E Transparencies The 2007 Report on Weight Gainer and Muscle Builder Supplements UP TO THE STARTING LINE Building and plumbing codes Rocky mountain national park guide The ethics of exile Owl and the Pussy-Cat, The Biographical Directory Anthrop The London dissector, or, System of dissection Discoid lateral meniscus and other variants*