

Group Training Association of Victoria Inc
in
cooperation with
The Academy of Strategic Performance Pty Ltd,
proudly present a one-day workshop for people who have an interest in
China and who wish to understand how to do business in China

Climbing the Chinese Mountain

An introduction to China

John Chandler



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Climbing The Chinese Mountain has been developed by
John Chandler in association with
the Academy of Strategic Performance Pty Ltd



Climbing the Chinese Mountain

An introduction to China

A One-day workshop moderated by **John Chandler** designed for people with an interest in traveling to China and for the business person embarking on doing business in China.

Session 1

Session 1 will cover the geography of China and provide an interesting insight to its people. Topics will include:-

- Geography
- The People
- Han Culture
- From year one to the 21st century
- The first 5000 years

Session 3

Session 3 will look at issues of doing business in China

- Bear Traps Galore
- Investment Pitfalls
- Some Key truths
- Critical success factors
- The military

Session 2

Session 2 will look at Modern China and will provide insight to the following topics:-

- Modern China
- The tyranny of Mao
- The Open Door
- The New Economy

Session 4

Session 4 provides valuable insight and guidance to dealing with Chinese people:

- Coping with red Tape
- Translating "Chinglish"
- Communication
- Chinese face
- Protocol
- Business Cards & Names
- Entertaining

John Chandler

John Chandler was educated in London, Germany and The Royal military Academy, Sandhurst. John joined ICI china in 1967 and was appointed Manger China Trade based in Hong Kong in 1973. In 1981 he was appointed Commercial director responsible for sales in Greater China, Vietnam, North and South Korea and the Philippines. He was appointed MD and later Chairman of ICI Taiwan in 1987. In 1993-1995 as chairman ICI China was responsible for the restructuring of the China company. In 1995 he was awarded CBE in Queens Birthday Honors for services to British interests in East-Asia. He retired in 1998 after 32 years with ICI and relocated to Melbourne. Since then he has assisted Taiwanese companies with asset disposal and possible investment in Australia.