



AUSCHINA TRANSLATION
中 澳 翻 译 中 心

**Language is No
Barrier to Your
Success!**
跨越语言障碍

Chinese Cultural Training Proposal

When Any time at your convenience

Where In your boardroom, or at our training room on Level 54, 111 Eagle Street

Cost Half day training \$450+GST; Full day training \$800+GST

Number of attendees: Up to 15 participants

Objectives To equip participants with basic language and cultural skills to better understand Chinese business etiquette, and to communicate more effectively and do business more confidently with Chinese customers and counterparts. Most importantly, they can understand why Chinese do business the way they do, and build stronger relationships with Chinese customers. Our training programs can be tailored to meet your needs.

Half-day Training Outline (3 hours, including 1 short break)

Part 1: Chinese Cultural Awareness Training - General

- Strategies on cross-cultural communication
- Chinese cross-cultural perceptions or misperceptions
- Major differences between Australian and Chinese culture
- Chinese business meeting and greeting etiquette
- Dining and gifting
- How to efficiently communicate with Chinese business
- How to build relationship with Chinese clients
- Q&A and free discussion



Full-day Training Outline (6 hours, including 2 breaks)

Part 1: Chinese Cultural Awareness Training (same as above)

Part 2: Intensive and tailored training (1.5h)

- More in-depth discussion on Chinese Guanxi and hierarchical structures
- Negotiation strategies
- Role-play

Part 3: Greeting in Mandarin (1.5h)

- 5 tips to learn Chinese easily
- Learn 8 most useful Chinese phrase



1. nǐ hǎo! / nín hǎo!
[G'day! Hello. /Hello with more respect 你好! /您好!]
2. huān yíng nǐ/nǐmen! [Welcome!欢迎你/你们]
3. wǒ jiào _____. [My name is _____. 我叫_____。]
4. hěn gāoxìng rènshi nǐ!
[Nice to meet you! 很高兴认识你!]
5. qǐng. [Please! 请]
6. xiè xie! [Thank you.谢谢!]
7. méi wèn tí. [No problem. / No worries. 没问题。]
8. gān bēi! [Cheers! / Bottoms up! 干杯!]

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