

Cutwater Chinese Business Negotiations

Cutwater Shift trains companies to optimize their relationships with China. Mr. Stephen McCane leads a division of businessmen and educators on how best to bring harmony to your relations with your Chinese partners in an effort to maximize the future success of your business.

With over 38 years of experience working in the Chinese Culture, Mr. McCane is fluent in Mandarin Chinese and has advanced degrees from four Asian institutions, including an MBA in Asian Business Dynamics. He has worked and studies in Taipei, Hong Kong, Osaka and all over China. He has worked with several Fortune 500 companies, including Clorox, and has been importing and exporting to China since 1979.

Before you begin your business negotiations with the Chinese, or more likely before your business negotiations begin to fail with the Chinese, it is prudent to bring in experts to discuss strategies and options available to your company.

Mr. McCane teaches an interface style that has proven to be effective and produces good long-term relationships between both parties. In this style you will learn how to pull your Chinese business partner closer to you and lessen the dysfunction that is common in doing business with the Chinese. The following services will help you to overcome many issues that arise in the relationships and negotiations you have with your Chinese counterparts.



SERVICES

OPTIMIZING CHINESE
BUSINESS RELATIONS

ADVANCED CHINESE
RELATIONAL POWER

ON-SITE CONSULTATION

FULL-TIME PROJECT
MANAGEMENT

Services

Optimizing Chinese Business Relations - This course is designed to optimize and harmonize existing or future business relationships with Chinese counterparts. Regardless of where you are in your negotiations, this course will teach unique concepts that the Western mind needs to have to understand clearly how to make the best of their Chinese business dealings.

Advanced Chinese Relational Power - In this advanced course we will dive deeper into Chinese culture and tradition. With this new knowledge, your ability to communicate and show interest in the ways of the Chinese will improve your relationships and allow you to create an effective merger, acquisition, or long-term relationship.

On-Site Consultation - In many circumstances it is necessary to have an on-site Chinese representative on your team as you either travel to China or invite them to your facility. From the culture revolution to modern day China, Mr. McCane has experienced the robust Chinese culture from New York to Shanghai.

The Chinese Culture

In essence there are no Chinese experts. The Chinese culture is too deep and long-lasting for anyone to understand all of its ways. However, the business culture can be taught, appreciated, and respected. In China, the negotiation is not about how good your product is, how large your company has become, or how effective your management team is in working out their business. A successful negotiation is all about how you relate with the Chinese and how that relationship is sustained over time.