

personal english



Business Capsule #11

Meeting A Chinese Delegation

TIP 1

Being **late** is deemed as rude. Avoid it or apologise if you do.

TIP 2

Chinese society is **hierarchical**. Respect this principle by sitting the **senior-most guest** at the **place of honor**, which is to the host's right on a sofa or chairs that are opposite the room's doors. If the meeting is around a conference table, then the guest of honor is seated opposite the host.



The so-called Chinese Lucky Cat is an Asian lucky charm whose beckoning gesture is meant to 'invite' money into the business where it is put. **Follow his tips to avoid missteps** with your Chinese customers or suppliers.

好運

TIP 3

For Chinese people **it is rude to say 'no'** – which doesn't mean they agree to everything. In order to understand their **implied refusal**, you need to read between the lines.

TIP 4

For the abovementioned reason, you'd better **avoid the word 'no'** yourself. Find alternative ways to express refusal or disagreement.