

DO YOU KNOW What's The Main Problem For Chinese Exporter & Business People

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China is hot market spot for the moment. More and more business people all over the world came to China doing business. Some of them operating business going well, but not everyone luck enough.

Normally, when abroad SME is going to start business in China market, we prefer to suggest them to find a **RIGHT native Chinese business partner**, who can supervise and settle kinds of problems in time by using “native useful way”, to pave road to develop more opportunity. One thing need be attention that such kind of Chinese style “native useful way”, always is different with “professional business way” in western mind, but quite effective to resolve problems quickly, which already made some of abroad business people feel confusion. They even complaint that Chinese business people dislike to obey business rules stated on the contract, that's not correct actually. Different view just came from different thinking way!

So think about it, **what's your main pain of doing business in China? Who should be RIGHT business partner?** DO YOU KNOW what's the main problem for Chinese exporter & business people?

To the western eyes, Chinese business people all look alike, what I meant is not just the look, they all think alike and present alike, even solution and products keep alike as well. Some of our clients always made complaint that when they visited Chinese exhibition or Canton Fair, everything looked alike. Why it happened?

The Chinese traditional education made them **a standard thinking in the box**. They dislike or they did not dare to be different with others, especially for 50s, 60s, 70s, even some of 80s generation, who are the main group involved into current business management and present china to the world in different industrial field. At beginning times of China reform and opening, global buyer liked to buy goods made in China at huge quantity because of cheaper price and fast delivery, products category is not too many, for single products, need huge quantity and cheaper price based on standard quality level, OEM order was listed a very important position, this kind of “in box standard thinking way”, just matched this kind of market demand, helped China to form a very strong production ability at large scale, was able to produce huge quantity products for single product category at same quality standard, which helped China economic developed so quick!

Everything is changing now. The recent decade demand from global buyer order, or even from Chinese younger family, they like individuation and differentiation for everything. Their demand required innovation to create smart and new life style. Such kind of demand brought

some of obvious conflicts between global client requirements and “Chinese in box standard thinking way”, which was nailed on Chinese business people brain already.

We are quite different. **We cared so much about ABROAD CLIENTS MAIN PAIN** on doing business in China, also clearly knew a right understanding is an important key to build smooth and successful cooperation between China and abroad business people. We well understand the big difference between the western and the orient in culture, focused on offering workable solution to abroad client based on a kind of **OUT OF THE BOX THINKING**. We don't mind to keep asking many questions to be sure of understanding each customer requirement very clearly, because we knew they really need our help, which extremely fixed up misunderstanding and conflicts in minded occurred from different culture and business rules, don't disappoint our customers.

In our company, we always want to make things different, such as designing our products line, packing, matching the most suitable manufacturers, negotiating a right costs, offering customized service and effective solution to settle problem ect. We are able to bring real value to clients, make their business benefit and success from our assistant. Our solution to customer's problems were all from year's business practices covered a very diversify industrial field, which can not be given by the ordinary factory, they only cared about their product technology and production.

Our working team formed by professional seasoned Chinese business people. Most of them were involved into global business and cooperation since 1993 till now. We built close business partner who are western. We also made a lot business trips to USA, Russia, Germany, Italy, Finland, Brazil, Taiwan, Hong Kong and China mainland. We are native Chinese with western minded, so we are Chinese-Western Company, could reduce business claim each other.

The time proves that our efforts and profession keep us not only survived but also achieved the continuous development under fierce competition. So if you need our help, write to us at any time. Good Luck and have a great day!

(End)

If you're interested in this topic or need any assistance on your China business activities, you may contact us now for free 30 minute consultation:

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