

Global Business Club of Mid-Michigan

Doing Business with the Chinese

Friday, April 14 - 11:30am-2:00pm

MSU Kellogg Hotel & Conference Center Lincoln Room

11:30-12noon
12noon-2pm

Registration & Networking
Luncheon & Roundtable Discussion:

Gift Giving and Chinese *Guanxi*

Xiao-Ping Chen, Professor & Associate Dean of Faculty & Academic Affairs, Foster School of Business, University of Washington

Paternalistic Leadership: A Personal Reflection

Jiing-Lih (Larry) Farh, Distinguished Professor of Management, China Europe International Business School (CEIBS)

Join us for this conversation on doing business with the Chinese. While the explicit practices of doing business internationally can be easily learned, understanding the cultural side is much more complex. Professor Chen will discuss why gift exchange is essential to develop interpersonal *guanxi* (interpersonal cultural practices that facilitate business) in the Chinese context, and the steps involved in developing and maintaining high quality relationships in China. Professor Farh will discuss the strengths and weaknesses of paternalistic leadership and share personal insights of when this leadership style is practiced in Chinese society.

www.GBClub.msu.edu - 517.353.4336 - check us out on social media:   



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