

Top Ten China Mistakes For Businessmen

By: Peter S. Bauman, Esq.

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We recently came across a list of the [top ten mistakes businessmen make in China](#). It was written by the President of a consulting company based in Los Angeles that assists small to medium sized companies in their Asian and China strategies.

What struck us about the list, which we found useful as general guidance, is how many of the top ten mistakes apply to doing business anywhere, even in the US.

Of course, some entries, such as failure to use Chinese translations of contracts as the legally binding document, and failing to inspect goods at the factory in China before they're shipped, are specific to international transactions, but even these concerns would be useful in dealing with any foreign business, not just those in China.

The overriding theme that runs through the list is common sense. That doesn't mean the list lacks import or value. Sometimes businessmen overlook common sense in their goal-setting numbers-driven rush to complete transactions and move on to the next deal. That's why list entries such as "Take the trust factor out. All actions must be confirmed with proof" and "Be patient, and make the Chinese understand your intentions" are more than self-evident catch-phrases and bear serious reflection.

Which brings us to the list entry most troubling for lawyers, who by nature see their role as controlling and reducing risk:

"You are never protected by a contract. The Chinese, because of cultural and historical reasons, treat contracts differently than foreigners. They consider it a temporal agreement, subject to change as market conditions fluctuate."

Oh, boy. Welcome to China

Link to original article: <http://commercialcounselor.com/top-ten-china-mistakes-for-businessmen/>

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