

Seminar "China Law for Managers"

Welcome!

Many thanks for your interest in our seminars.

China's growth

China's economy grows by 8-10 % each year; and having a population of 1.3 billion - ¼ of the world's population - means many Western enterprises invest there. The situation is the same in Taiwan and Hong Kong.

Investing in China

Many companies invest vast amounts of money in China through launching branch offices and factories, law consultation as well as in intercultural seminars yet some still fail. Why?

China's Law system:

Unlike the Western approach, China's law system is based on Roman law. It is not really a formal law system, although after the foundation of the Republic of China at the beginning of the 20th century the Confucian jurisdiction of the Chinese Empire was replaced by the prototype of the German "BGB" law book, which developed differently within the last 100 years due to the influence of Chinese culture and the communist state system. Furthermore, it was enhanced with thousands of regulations, which do not exist in the German law system and are often only available in Chinese.

Seminar contents:

- Special features of Chinese foreign trade and the WTO admission of China
- Basics of risk management from a legal viewpoint
- Participation in Chinese companies
- Chinese Contract law
- Trademark protection in China
- Protection of intellectual property in China
- Law enforcement

A sample of the questions answered in this seminar:

- What influence does the admission of China have on the WTO?
- What are the special features of foreign trade with China?
- How can you protect your company from legal risks in China?
- How can you participate with Chinese companies?
- Which interests must be taken into account at contract negotiations?
- Which form of Terms & Conditions are legally permitted in China?
- Which requirements need to be fulfilled by a contract between a foreign and a Chinese company?
- Is the UN Trade Law used in China?
- How are guarantee conditions used in China?
- Which legal measures do you have to meet to protect your intellectual property?
- How do you register and manage a trademark in China?
- How is custom law used in China?
- Which certification principles must be taken into account?
- How do you enforce your rights in China?
- Which courts are responsible for which cases?
- How are courts of arbitration used?

We build the answers in 3 steps:

- 1) What is the legal basis? (Why?)
- 2) How do you use the law in real life? (How?)
- 3) How do you react if it is different in real life?

You always therefore know why something is done, how to react correctly and what you need to do if something happens differently to what you expected.

Participants:

Managers, executives - also those without legal experience -, employees of legal departments, chambers

Methods:

Lectures, practice examples and case studies, discussions.

Language:

Both the seminar and the extensive documents and case studies are in German, but are also available in English.

Seminar duration:

2 days from 9 - 15.00 including a lunch break and smaller coffee breaks.

Your advantages:

1) Learn from experts

The seminar will be held by German graduates in Business Administration who have specialized knowledge in German Business Law, and a German-speaking Chinese lawyer with a double diploma in German and Chinese law. Therefore, management as well as law details are covered in this seminar.

2) New procedure

Our seminars are not focused on jurists, because we always consider the usage of Chinese business law for management and real life. Therefore, this seminar is also suitable for managers who don't have any legal knowledge. However, due to the presence of a Chinese lawyer there is always the chance to discuss details in depth if some Western lawyers wish to do so.

3) Consideration of the cultural influences

Most seminars focused on Chinese law focused on "law only". However, in our seminars we also describe the special influence of Chinese culture and law enforcement on Chinese law, which is still not known by most Western lawyers.

More details can be found in our seminar brochures, which we will be pleased to supply on request.

After the seminar you know:

- 1) the legal risks in China
- 2) the basics of Chinese contract law
- 3) the basics of terms & conditions in China
- 4) the certification details in China
- 5) which conditions are important for the Chinese customs
- 6) which court is responsible for which cases
- 7) how one participates in Chinese companies
- 8) the basics of the UN Trade Law
- 9) much more ...

After the seminar you can:

- 1) make safe contracts in China
- 2) know the difference between Western and Chinese law
- 3) avoid legal risks to your company
- 4) gain the best possible advantages through correctly worded terms & conditions
- 5) participate successfully in Chinese companies
- 6) avoid risks such as liability
- 7) buy and sell your goods quickly
- 8) succeed with your interests in difficult situations such as in a courtroom situation

9) much more ...

You /your employees are looked after by experts in the seminar:

- 1) Support by a German-Chinese coaching team (2 coaches)
- 2) Coaches have undergone university education in the following subjects:
 - a.) International Management with focus in China
 - b.) Management Consulting
 - c.) Finance
 - d.) Human Resource Management
 - e.) German Law
 - f.) Chinese Law
 - g.) Tax Law

Both coaches have years of experience in the China Business, as a Management consultant as well as a lawyer and Chinese Tax Consultant.

The seminar coaches:

René C. Steininger studied Business Management specializing in International and Intercultural Management related to China, Management Consulting and Finance, including Insurance Management and has further qualifications, such as Human Resource Management. Mr. Steininger is Managing Director of China Expert Consulting.

He speaks English, Chinese and some Cantonese besides his mother tongue of German and he grew up together with Chinese people in Germany.

Mr. Steininger has spent several years in China and was Managing Director of a management consulting firm in Hong Kong. He worked in the financial services sector for more than 10 years prior to that. Extensive research stays and discussions with famous Chinese people like:

- Dr. Stan Shih, founder and Chief Executive Officer of the computer company Acer Inc. in Taiwan.
- Prof. Dr. Teh Cheng Kong, head of the family and direct descendant of Confucius in the 77th generation, consultant for the constituent meeting of China, Senior Adviser to the President and former President of the Examination Yuan of China.
- with representatives of the central government of the People's Republic of China
- as well as members of the family of the former Chinese Emperor Pu Yi.

Jia LI, Chinese lawyer, Managing Director of China Expert Consulting, Germany, studied Chinese and German Law at elite universities in China and Heidelberg/Germany. He is a Bachelor of Law and a Master of Law (LL.B and LL.M) und undertook additional university studies in German tax law. He has worked as a lawyer in China and as Management Consultant for a large German consulting company previously and is also a doctoral candidate of law.

Mr Li speaks fluently Chinese, English and German. He has a comprehensive knowledge of the Chinese culture, management consulting in China and in Chinese law and tax law.