

## SBW6350 SIM 1: Business Networking In China - Do's and Don'ts

CLO EL.DBC.6: Analyze business opportunities within China inclusive of local regulation, available resources, infrastructure, and culture

Associated modules


1. Analyzing Business Environments in China
6. Analyzing Business Opportunities and Business Planning in China


Input idea/ BG info


This simulation would be centered around networking in China, which is a very important part of building trust and getting work done.


<https://www.cnbc.com/2017/06/27/etiquette-tips-for-doing-business-in-china.html>


Storyboard


Screen Title	Voiceover	Images & OST	Notes
(SIM title screen)	Business Networking in China - Do's and Don'ts	 <a href="https://www.shutterstock.com/image-photo/business-meeting-chinese-flag-178707863?src=LnLCNhg0dTjBJOc5snF5QA-1-2">https://www.shutterstock.com/image-photo/business-meeting-chinese-flag-178707863?src=LnLCNhg0dTjBJOc5snF5QA-1-2</a>  This is the sim title screen. The sim title is in the column to the left.	
Introduction	You have recently joined Triacon Inc		[1] Go to

	<p>as Sales Manager, reporting to Liz O'Hara, Vice President, Sales and Marketing. You are accompanying her to Beijing as part of a business delegation that is meeting the team representing XYZ Pvt. Ltd., a Chinese firm that you are keen to do business with. Adrianna Pan, CEO of Triacon Inc and Jimmy Sanders, Vice President, Operations, will also be joining the delegation. Liz has already met some members of the Chinese delegation. She has asked you to host the meeting.</p> <p>Button: Start [1]</p>	 <p><a href="https://www.shutterstock.com/image-photo/airport-beijing-china-326960918?src=3rlltl45cpyMuSYO8mBASg-1-26">https://www.shutterstock.com/image-photo/airport-beijing-china-326960918?src=3rlltl45cpyMuSYO8mBASg-1-26</a></p> <p>Below the image show a textbox with this information and a START button:</p> <p>You have recently joined Triacon Inc. as Sales Manager, reporting to Liz O'Hara, Vice President, Marketing and Sales.</p> <p>You are accompanying her to Beijing as part of a business delegation that is meeting the team representing XYZ Pvt. Ltd., a Chinese firm that you are keen to do business with.</p> <p>Adrianna Pan, CEO of Triacon Inc and Jimmy Sanders, Vice President, Operations, will also be joining the delegation.</p> <p>Liz has already met some members of the Chinese delegation. She has asked you to host the meeting.</p> <p>On clicking the START button, the learner goes to Scene 1.</p>	Scene 1
Scene 1	You have arrived at Beijing. It is the		[1] Go to

	<p>evening before the meeting. You realize that the airline has misplaced your suitcase containing your business suits and shirts. The airline apologizes profusely for the mistake. They have traced the suitcase back to Hong Kong airport and assure you that it would be returned to you in two days. The bag containing your office stuff and some pieces of clothing has arrived safely.</p> <p>What should you do?</p> <p>A. Wear your denim jacket and jeans that are in the bag that arrived safely. The Chinese impression of Americans is from the Wild West movies and</p>	 <p><a href="https://www.shutterstock.com/image-photo/airline-luggage-security-tag-being-attached-1026872293?src=yz3Q3i1W0V6ajbmJn1sU-g-1-2">https://www.shutterstock.com/image-photo/airline-luggage-security-tag-being-attached-1026872293?src=yz3Q3i1W0V6ajbmJn1sU-g-1-2</a></p> <p>Below the image show a textbox with this information and an OPTIONS button:</p> <p>You have arrived at Beijing. It is the evening before the meeting.</p> <p>You realize that the airline has misplaced your suitcase containing your business suits and shirts.</p> <p>The airline apologizes profusely for the mistake. They have traced the suitcase back to Hong Kong airport and assure you that it would be returned to you in two days.</p> <p>The bag containing your office stuff and some pieces of clothing has arrived safely.</p> <p>What should you do?</p> <p>On clicking the OPTIONS button, open a new window/screen and show these options:</p> <p>A. Wear your denim jacket and jeans that are in the bag that arrived safely. The</p>	<p>Scene 2</p> <p>[2] Go to Scene 3</p>
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	<p>they'd be able to relate to you better. They are not very particular about how you look as long as you have a strong business proposition . [1]</p> <p>B. Find the nearest store and buy a good suit and tie. It is important to dress to impress in China. [2]</p>	<p>Chinese impression of Americans is from the Wild West movies and they'd be able to relate to you better. They are not very particular about how you look, as long as you have a strong business proposition. [1]</p> <p>B. Find the nearest store and buy a good suit and tie. It is important to dress to impress in China. [2]</p>	
Scene 2	<p>Liz walks in to your room to have a last minute discussion before the meeting. She takes one look at you and throws her hands up in exasperation. 'That will not do at all!' she exclaims. 'Go find a store and buy a good suit and tie. It is important to dress to impress in China.'</p>	 <p><a href="https://www.shutterstock.com/image-photo/fragment-man-dressed-denim-jacket-beige-1189879693?src=02R08qFlca1i-FBh3B1few-1-43">https://www.shutterstock.com/image-photo/fragment-man-dressed-denim-jacket-beige-1189879693?src=02R08qFlca1i-FBh3B1few-1-43</a></p>	<p>[1] Go to Scene 4</p>

	<p>Button: Next [1]</p>	<p>Below the image show a textbox with this information and a NEXT button:</p> <p>Liz walks in to your room to have a last-minute discussion before the meeting. She takes one look at you and throws her hands up in exasperation.</p> <p>'That will not do at all!' she exclaims. 'Go find a store and buy a good suit and tie. It is important to dress to impress in China.'</p> <p>On clicking the NEXT button, the learner goes to Scene 4.</p>	
Scene 3	<p>Liz walks in to your room to have a last minute discussion before the meeting. She smiles appreciatively at your well-tailored suit and matching tie. 'Appearances and first impressions are important in Chinese business culture. Dressing conservatively and wearing high quality clothing will help to indicate both status and modesty.'</p> <p>Button: Next [1]</p>	 <p><a href="https://www.shutterstock.com/image-photo/stylish-young-man-suit-tie-business-432771343?src=IUwpbVkZj9aBuc7WQe8nfA-1-53">https://www.shutterstock.com/image-photo/stylish-young-man-suit-tie-business-432771343?src=IUwpbVkZj9aBuc7WQe8nfA-1-53</a></p> <p>Below the image show a textbox with this information and a NEXT button:</p> <p>Liz walks in to your room to have a last-minute discussion before the meeting. She smiles appreciatively at your well-tailored suit and matching tie.</p> <p>'Appearances and first impressions are important in Chinese business culture.'</p>	[1] Go to Scene 4


		<p>Dressing conservatively and wearing high quality clothing will help to indicate both status and modesty.'</p> <p>On clicking the NEXT button, the learner goes to Scene 4.</p>	
Scene 4	<p>The Chinese delegation is to be led by Xu Ma, senior vice president with XYZ Pvt. Ltd. The other members in the delegation are Associate Vice Presidents Lin Mae and John Walters. Lin Mae, besides being the only woman in the group is also the daughter of the President and CEO of the company. Walters is an old business associate of Liz's and instrumental in setting up this business meeting.</p> <p>How should the meeting begin?</p> <p>A. As host of the meeting, you should introduce your team to the Chinese</p>	 <p><a href="https://www.shutterstock.com/image-photo/modern-conference-room-blackboard-sunset-3d-341948087?src=8vEJmSt4h6QEo9LmZi1zLg-1-20">https://www.shutterstock.com/image-photo/modern-conference-room-blackboard-sunset-3d-341948087?src=8vEJmSt4h6QEo9LmZi1zLg-1-20</a></p> <p>Below the image show a textbox with this information and an OPTIONS button:</p> <p>The Chinese delegation is to be led by Xu Ma, senior vice president with XYZ Pvt. Ltd. The other members in the delegation are Associate Vice Presidents Lin Mae and John Walters.</p> <p>Lin Mae, besides being the only woman in the group is also the daughter of the President and CEO of the company.</p> <p>Walters is an old business associate of Liz's and instrumental in setting up this business meeting.</p> <p>How should the meeting begin?</p>	<p>[1] Go to Scene 5</p> <p>[2] Go to Scene 6</p> <p>[3] Go to Scene 7</p> <p>[4] Go to Scene 8</p>


	<p>delegation. [1]</p> <p>B. Liz O'Hara should introduce your team to the Chinese delegation, since she has met them before. [2]</p> <p>C. Adrianna Pan, being the highest ranked person in your delegation, should introduce the team to the Chinese delegation. [3]</p> <p>D. John Walters should be invited to introduce his team, since he was instrumental in setting the meeting up. [4]</p>	<p>On clicking the OPTIONS button, open a new window/screen and show these options:</p> <p>A. As host of the meeting, you should introduce your team to the Chinese delegation. [1]</p> <p>B. Liz O'Hara should introduce your team to the Chinese delegation, since she has met them before. [2]</p> <p>C. Adrianna Pan, being the highest ranked person in your delegation, should introduce the team to the Chinese delegation. [3]</p> <p>D. John Walters should be invited to introduce his team, since he was instrumental in setting the meeting up. [4]</p>	
Scene 5	As you are about to introduce your team, you notice Liz looking sharply at you. Having		[1] Go to Scene 9





	<p>caught your attention, she shakes her head discretely. You get the message and step back, even as Adrianna Pan, the person with the highest rank of your team, steps up to introduce the rest of the group.</p> <p>Button: Next [1]</p>	 <p><a href="https://www.shutterstock.com/image-photo/businesswoman-presenting-colleagues-boardroom-meeting-1147684646?src=alk9kTwWm0QggHEKty2bnA-1-9">https://www.shutterstock.com/image-photo/businesswoman-presenting-colleagues-boardroom-meeting-1147684646?src=alk9kTwWm0QggHEKty2bnA-1-9</a></p> <p>Below the image show a textbox with this information and a NEXT button:</p> <p>As you are about to introduce your team, you notice Liz looking sharply at you. Having caught your attention, she shakes her head discretely.</p> <p>You get the message and step back, even as Adrianna Pan, the person with the highest rank of your team, steps up to introduce the rest of the group.</p> <p>On clicking the NEXT button, the learner goes to Scene 9.</p>	
Scene 6	Eager to discharge your host duties, you invite Liz to introduce the team. She gives you a brief but sharp look and turns immediately to Adrianna, with a smile. The Chinese		[1] Go to Scene 9





	<p>place a great emphasis on seniority. So Adrianna Pan, the person with the highest rank of your team, steps up to introduce the rest of the group.</p> <p>Button: Next [1]</p>	 <p><a href="https://www.shutterstock.com/image-photo/businesswoman-presenting-colleagues-boardroom-meeting-1147684646?src=alk9kTwWm0QggHEKty2bnA-1-9">https://www.shutterstock.com/image-photo/businesswoman-presenting-colleagues-boardroom-meeting-1147684646?src=alk9kTwWm0QggHEKty2bnA-1-9</a></p> <p>Below the image show a textbox with this information and a NEXT button:</p> <p>Eager to discharge your host duties, you invite Liz to introduce the team. She gives you a brief but sharp look and turns immediately to Adrianna, with a smile.</p> <p>The Chinese place a great emphasis on seniority. So, Adrianna Pan, the person with the highest rank of your team, steps up to introduce the rest of the group.</p> <p>On clicking the NEXT button, the learner goes to Scene 9.</p>	
Scene 7	<p>You turn to Adrianna Pan with a smile and a gentle nod. Taking the cue, she steps forward and introduces the team. The Chinese place a great</p>		<p>[1] Go to Scene 9</p>


	<p>emphasis on seniority. So Adrianna Pan, the person with the highest rank of your team, should introduce the rest of the group.</p> <p>Button: Next [1]</p>	 <p><a href="https://www.shutterstock.com/image-photo/businesswoman-presenting-colleagues-boardroom-meeting-1147684646?src=alk9kTwWm0QggHEKty2bnA-1-9">https://www.shutterstock.com/image-photo/businesswoman-presenting-colleagues-boardroom-meeting-1147684646?src=alk9kTwWm0QggHEKty2bnA-1-9</a></p> <p>Below the image show a textbox with this information and a NEXT button:</p> <p>You turn to Adrianna Pan with a smile and a gentle nod. Taking the cue, she steps forward and introduces the team.</p> <p>The Chinese place a great emphasis on seniority. So, Adrianna Pan, the person with the highest rank of your team, should introduce the rest of the group.</p> <p>On clicking the NEXT button, the learner goes to Scene 9.</p>	
Scene 8	<p>You turn to John Walters and ask him to introduce his team. You sense everyone in the room stiffening. John recovers first, smiles at you and looks at Adrianna Pan briefly. Taking</p>		<p>[1] Go to Scene 9</p>

	<p>the cue, she steps forward and introduces the team. The Chinese place a great emphasis on seniority. So Adrianna Pan, the person with the highest rank of your team, should introduce the rest of the group.</p> <p>Button: Next [1]</p>	 <p><a href="https://www.shutterstock.com/image-photo/businesswoman-presenting-colleagues-boardroom-meeting-1147684646?src=alk9kTwWm0QggHEKty2bnA-1-9">https://www.shutterstock.com/image-photo/businesswoman-presenting-colleagues-boardroom-meeting-1147684646?src=alk9kTwWm0QggHEKty2bnA-1-9</a></p> <p>Below the image show a textbox with this information and a NEXT button:</p> <p>You turn to John Walters and ask him to introduce his team. You sense everyone in the room stiffening. John recovers first, smiles at you and looks at Adrianna Pan briefly.</p> <p>Taking the cue, she steps forward and introduces the team.</p> <p>The Chinese place a great emphasis on seniority. So, Adrianna Pan, the person with the highest rank of your team, should introduce the rest of the group. On clicking the NEXT button, the learner goes to Scene 9.</p>	
Scene 9	<p>Adrianna introduces everyone in her group. When she introduces you to Xu Ma, you should:</p>		<p>[1] Go to Scene 10 [2] Go to</p>


	<p>A. Shake hands firmly, making sure to maintain eye contact. [1]</p> <p>B. Shake hands briefly, taking care to maintain a gentle grip. Avoid eye contact for too long. [2]</p>	 <p><a href="https://www.shutterstock.com/image-photo/two-businessman-shaking-hands-177258224?src=IU1-ZcR2J1QHtl2rgX3uiA-1-24">https://www.shutterstock.com/image-photo/two-businessman-shaking-hands-177258224?src=IU1-ZcR2J1QHtl2rgX3uiA-1-24</a></p> <p>Below the image show a textbox with this information and an OPTIONS button:</p> <p>Adrianna introduces everyone in her group. When she introduces you to Xu Ma, you should:</p> <p>On clicking the OPTIONS button, open a new window/screen and show these options:</p> <p>A. Shake hands firmly, making sure to maintain eye contact. [1]</p> <p>B. Shake hands briefly, taking care to maintain a gentle grip. Avoid eye contact for too long. [2]</p>	Scene 11
Scene 10	When you are introduced to Xu Ma, you stride forward confidently and take his hand in a firm grip, always looking him straight in the eye.		[1] Go to Scene 12

	<p>Ma meets your eyes for a second and then looks away, while discreetly trying to pull his hand away from your iron grip. Liz tells you later that Chinese handshakes are softer and briefer than western handshakes. Also, too much eye contact is interpreted as a challenge.</p> <p>Button: Next [1]</p>	 <p><a href="https://www.shutterstock.com/image-photo/two-businessman-shaking-hands-greeting-each-95784184?src=IU1-ZcR2J1QHtl2rgX3uiA-1-75">https://www.shutterstock.com/image-photo/two-businessman-shaking-hands-greeting-each-95784184?src=IU1-ZcR2J1QHtl2rgX3uiA-1-75</a></p> <p>Below the image show a textbox with this information and a NEXT button:</p> <p>When you are introduced to Xu Ma, you stride forward confidently and take his hand in a firm grip, always looking him straight in the eye.</p> <p>Ma meets your eyes for a second and then looks away, while discreetly trying to pull his hand away from your iron grip.</p> <p>Liz tells you later that Chinese handshakes are softer and briefer than western handshakes. Also, too much eye contact is interpreted as a challenge.</p> <p>On clicking the NEXT button, the learner goes to Scene 12.</p>	
Scene 11	<p>When you are introduced to Xu Ma, you shake hands briefly, taking care to maintain a gentle</p>		<p>[1] Go to Scene 12</p>

	<p>grip because you know that Chinese handshakes are softer and briefer than Western handshakes. You look into his eyes briefly and then look away because you are aware that too much eye contact can be interpreted as a challenge.</p> <p>Button: Next [1]</p>	 <p><a href="https://www.shutterstock.com/image-photo/two-businessman-shaking-hands-greeting-each-95784184?src=IU1-ZcR2J1QHtl2rgX3uiA-1-75">https://www.shutterstock.com/image-photo/two-businessman-shaking-hands-greeting-each-95784184?src=IU1-ZcR2J1QHtl2rgX3uiA-1-75</a></p> <p>Below the image show a textbox with this information and a NEXT button:</p> <p>When you are introduced to Xu Ma, you shake hands briefly, taking care to maintain a gentle grip because you know that Chinese handshakes are softer and briefer than Western handshakes.</p> <p>You look into his eyes briefly and then look away because you are aware that too much eye contact can be interpreted as a challenge.</p> <p>On clicking the NEXT button, the learner goes to Scene 12.</p>	
Scene 12	<p>When you start the presentation, you find that the wifi connection is a little erratic. What must you do?</p> <p>A. Crack a joke to ease the</p>		<p>[1] Go to Scene 13</p> <p>[2] Go to Scene 14</p>

	<p>tension in the room and make everyone comfortable. [1]</p> <p>B. Check if anyone else in the room has any idea how to fix the issue [2]</p> <p>C. Excuse yourself and request a technical assistant to fix the issue [3]</p>	 <p><a href="https://www.shutterstock.com/image-photo/please-wait-loading-waiting-transfer-anticipation-423250003">https://www.shutterstock.com/image-photo/please-wait-loading-waiting-transfer-anticipation-423250003</a></p> <p>Below the image show a textbox with this information and an OPTIONS button:</p> <p>When you start the presentation, you find that the wifi connection is a little erratic. What must you do?</p> <p>On clicking the OPTIONS button, open a new window/screen and show these options:</p> <p>A. Crack a joke to ease the tension in the room and make everyone comfortable. [1]</p> <p>B. Check if anyone else in the room has any idea how to fix the issue [2]</p> <p>C. Excuse yourself and request a technical assistant to fix the issue [3]</p>	
Scene 13	Noticing that the wifi connection is erratic, you say 'slow wifi is worse than no wifi at all because it's such a tease'. While you		[1] Go to Scene 16



	<p>laugh at your own joke, no one else in the room joins you. Feeling rather foolish, you excuse yourself and call a technical assistant to fix the issue. Liz tells you later that when in a business meeting in China, one must avoid self-deprecation or sarcasm, attempt to display competence, and keep ones emotions under control.</p> <p>Button: Next [1]</p>	 <p><a href="https://www.shutterstock.com/image-photo/close-headphone-asian-girl-press-number-404278963?src=CheDhwyFZ9zM1tZekYAJeA-1-17">https://www.shutterstock.com/image-photo/close-headphone-asian-girl-press-number-404278963?src=CheDhwyFZ9zM1tZekYAJeA-1-17</a></p> <p>Below the image show a textbox with this information and a NEXT button:</p> <p>Noticing that the wifi connection is erratic, you say 'slow wifi is worse than no wifi at all because it's such a tease'. While you laugh at your own joke, no one else in the room joins you.</p> <p>Feeling rather foolish, you excuse yourself and call a technical assistant to fix the issue.</p> <p>Liz tells you later that when in a business meeting in China, one must avoid self-deprecation or sarcasm, attempt to display competence, and keep one's emotions under control.</p> <p>On clicking the NEXT button, the learner goes to Scene 16.</p>	
Scene 14	<p>Noticing that the wifi connection is erratic, you ask, with a genuine smile, 'would</p>		<p>[1] Go to Scene 16</p>

anyone here know how to fix the wifi? I hear that the Chinese are technically the most competent people on the planet!’ Even as Liz and Adrianna stare at you in horror, John Walters jumps to your rescue. ‘Here’, he says, ‘I’ll quickly call someone to help you fix the issue.’ Later, when the meeting is done, Liz gives you a piece of her mind. She tells you that when in a business meeting in China, one must avoid self-deprecation or sarcasm, attempt to display competence, and keep one’s emotions under control.

Button: Next [1]



<https://www.shutterstock.com/image-vector/wifi-red-green-arrow-on-white-173004068>


Below the image show a textbox with this information and a NEXT button:

Noticing that the wifi connection is erratic, you ask, with a genuine smile, ‘Would anyone here know how to fix the wifi? I hear that the Chinese are technically the most competent people on the planet!’


Even as Liz and Adrianna stare at you in horror, John Walters jumps to your rescue.

‘Here’, he says, ‘I’ll quickly call someone to help you fix the issue.’

Later, when the meeting is done, Liz gives you a piece of her mind. She tells you that when in a business meeting in China, one must avoid self-deprecation or sarcasm, attempt to display competence, and keep one’s emotions under control.

		On clicking the NEXT button, the learner goes to Scene 16.	
Scene 15	<p>Noticing that the wifi connection is erratic, you excuse yourself and quickly call a technical assistant to help you fix it. Liz tells you later that it was the right thing to do under the circumstances. However, it would have been better to make sure that everything was working perfectly before the meeting began. When in a business meeting in China, it is important to display competence. Trying to cover ones embarrassment with self-deprecating humor or sarcasm is a strict No-No.</p> <p>Button: Next [1]</p>	 <p><a href="https://www.shutterstock.com/image-photo/close-headphone-asian-girl-press-number-404278963?src=CheDhwyFZ9zM1tZekYAJeA-1-17">https://www.shutterstock.com/image-photo/close-headphone-asian-girl-press-number-404278963?src=CheDhwyFZ9zM1tZekYAJeA-1-17</a></p> <p>Below the image show a textbox with this information and a NEXT button:</p> <p>Noticing that the wifi connection is erratic, you excuse yourself and quickly call a technical assistant to help you fix it. Liz tells you later that it was the right thing to do under the circumstances.</p> <p>However, it would have been better to make sure that everything was working perfectly before the meeting began.</p> <p>When in a business meeting in China, it is important to display competence. Trying to cover one's embarrassment with self-deprecating humor or sarcasm is a strict No-No.</p> <p>On clicking the NEXT button, the learner goes to Scene 16.</p>	[1] Go to Scene 16

<p>Scene 16</p>	<p>The meeting goes on for over an hour, but the Chinese delegation does not seem to be in a mood to arrive at any conclusion. Xu Ma invites everyone to dinner that evening and Adrianna Pan graciously accepts on everyone's behalf. What should you conclude from this gesture from the head of the Chinese delegation?</p> <p>A. They are not interested in your business proposition . Inviting you to dinner is a polite way of letting you know. [1]</p> <p>B. The Chinese often prefer frequent and lengthy meetings to build trust before</p>	<div data-bbox="685 228 1289 672" data-label="Image"> </div> <p><a href="https://www.shutterstock.com/image-photo/traditional-luxary-chinese-restaurant-542940595?src=uTE5kawdTtFfysgZ-3h3SA-1-75">https://www.shutterstock.com/image-photo/traditional-luxary-chinese-restaurant-542940595?src=uTE5kawdTtFfysgZ-3h3SA-1-75</a></p> <p>Below the image show a textbox with this information and an OPTIONS button:</p> <p>The meeting goes on for over an hour, but the Chinese delegation does not seem to be in a mood to arrive at any conclusion. Xu Ma invites everyone to dinner that evening, and Adrianna Pan graciously accepts on everyone's behalf.</p> <p>What should you conclude from this gesture from the head of the Chinese delegation?</p> <p>On clicking the OPTIONS button, open a new window/screen and show these options:</p>	<p>[1] Go to Scene 17</p> <p>[2] Go to Scene 17</p>
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	signing contracts. Many discussions involve elaborate dinners. [2]		
Scene 17	<p>The Chinese often prefer frequent and lengthy meetings to build trust before signing contracts. When it comes down to it, most business in China isn't even done in the boardroom. Expect to be invited to long dinners featuring courses you may not be familiar with. Make sure you try everything. It most definitely will be rude if you don't.</p> <p>Button: End [1]</p>	 <p><a href="https://www.shutterstock.com/image-photo/chopsticks-bowl-soy-sauce-on-bamboo-193670792?src=uTE5kawdTtFfygZ-3h3SA-1-66">https://www.shutterstock.com/image-photo/chopsticks-bowl-soy-sauce-on-bamboo-193670792?src=uTE5kawdTtFfygZ-3h3SA-1-66</a></p> <p>Below the image show a textbox with this information and a NEXT button:</p> <p>The Chinese often prefer frequent and lengthy meetings to build trust before signing contracts. When it comes down to it, most business in China isn't even done in the boardroom.</p> <p>Expect to be invited to long dinners featuring courses you may not be familiar with. Make sure you try everything. It most definitely will be rude if you don't.</p> <p>On clicking the END button, the learner goes to the EXIT screen of the course.</p>	[1] End SIM (Exit screen )
(SIM exit screen)	You have successfully		

	completed this simulation.	This is the sim exit screen. The sim OST is in the column to the left.	
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