

Doing Business in China— Conference Work

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Government Policies and Regulations

- Four levels of government: central, provincial, municipal and county government
- Relationship between government departments and company
- State-owned enterprises, private firms and foreign firms

Government Policies and Regulations

- Regulation for foreign companies doing business in China
 1. China adopts market-orientated economy and welcome foreign business
 2. Relevant department policies and regulations
 3. Taxes benefits

Government Policies and Regulations

- **How to set up office**
 1. Representative office
 2. Independent
 3. Joined venture

East China vs. West China

East

- Early 80s, four special economical zones
- Mid 90s Shanghai Pudong district and early 2000 Tianjin Binhai district

West

- Chong Qing/Chengdu and Xian

Why it Matters

- Policy
- Cost

Conference and Exhibition

- Comprehensive exhibition
- Industry/sector exhibition

How to Choose a Good Conference and Exhibition

- Government sponsored or not
- Domestic or international
- Cost
- Services