

Complete the text. Make new words from the words in capital letters.

A guide to doing business in the Far East

When doing business in foreign countries, it is difficult to know exactly what to say, but it is equally important to know exactly how to behave so that you make a good impression. Let's look at some tips on doing business in China.

The Chinese ¹ disapprove of negative answers.

APPROVE

It is much better to say 'I'll think about it' rather than 'No'. Other things that are said can also be ² _____. Be careful if a Chinese business partner says that a problem is not serious.

DECEIVE

What he means is the opposite.

Be polite and careful in negotiations. Don't try to be ³ _____ and don't see business as a competition. If you are too

PUSH

⁴ _____ and cause embarrassment,

DOMINATE

you won't be successful at all. Quiet, polite behaviour is much more important than being ⁵ _____ in China.

AUTHORITY

Other helpful hints

A business card printed in gold is a good idea, the gold gives an ⁶ _____ of INDICATE wealth and power. However, one thing to avoid is giving gifts. It may not only spoil what could become a long lasting ⁷ _____ between you but could also FRIEND cause you a lot of problems as it is, in fact, illegal.