Culture and Business Difference

Doing Business in China
# Ease of Doing Business

out of 185 economies in 2012 by World Bank and IFC

<table>
<thead>
<tr>
<th>Country</th>
<th>Rank</th>
<th>Starting a Business</th>
<th>Protecting Investors</th>
<th>Enforcing Contracts</th>
</tr>
</thead>
<tbody>
<tr>
<td>China</td>
<td>91</td>
<td>151</td>
<td>100</td>
<td>19</td>
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<tr>
<td>Singapore</td>
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<td>2</td>
<td>13</td>
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<td>Hong Kong</td>
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<td>5</td>
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<td>United Kingdom</td>
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<td>Poland</td>
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<td>Italy</td>
<td>75</td>
<td>76</td>
<td>46</td>
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</tr>
</tbody>
</table>
Europe's Advantages

- Sound bilateral relationship between China and EU
- Relative stable political and economic structures
- Advanced science and technology
- Sophisticated market and commercial environment
- Modern technical knowhow and management
- Long held tradition of legal system and law enforcement
- Experience and lessons to in economic development
- Accesses to global market

Balanced social and economic development
Political System of the People’s Republic of China

Communist Party of China
  Political Leadership

National People’s Congress
  Legislative

State Council & ministries
  Executive

Supreme People’s Court & Supreme Peoples Procuratorate
  Judicial
Governments

- Central Government
  - Premier and ministers
- Provincial government
  - Governor
- City Government
  - Mayor
Numbers of Lawyers

- China: 120000
- USA: 850000
- UK: 90000
- France: 36000
- Germany: 620000

Per 10000 People

- China: 0.8
- USA: 31.7
- UK: 15.4
- France: 6.2
- Germany: 8
What is needed for success

- Understanding the market, information
- Business plan based on due diligence
- Commitment: Strategy, Funding, Human Resource
- Reliable advisors and consultants
- Principal and Patience
Tradition and Customs

History

Protocols
- Identify
- Pay the bill
- Business Cards
- Chinese Names

Interpreter
- a must