



Project management experiences in China – from a European perspective

Abstract

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As globalisation becomes part of our everyday lives, more and more project managers will encounter the chance to work together with teams and professionals from China, one of the fastest growing nations on the globe. *Ambition, flexibility, quick adaptation and perseverance* – some key areas where the strength of a Chinese team can highly contribute to a joint EU-China project.

Based on project management experiences of Chinese teams, we prepared a case study to summarize the practical guidelines for Chinese-European project cooperation. Some of the key thoughts:

- Building trust and relationships with your team and stakeholders, this is the basis of a good communication in China. Check with us for networking and teambuilding tips specifically aimed for dealing with Chinese partners.

- Use open questions (avoid asking questions with yes or no answer) and ask the receiver to summarize and explain with own words what you have previously discussed. This way, communication misunderstandings can be minimized.
- The importance of timely escalation of issues with project impact should be emphasized for your Chinese partners. They should understand that the purpose of escalation is to get the necessary support.

For business leaders, the challenge is to embrace the open attitude to partners from so different cultures and the capability to strive for efficient cooperation in diverse teams.

We can help you in this journey with practical advice on cross-cultural leadership, conflict resolution and project team coaching.

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