

Managing financial performance in China



Target audience

Managers and financial executives in charge of the financial performances of their Chinese joint-venture.



Prerequisite

No prerequisite



Objectives

The aim of this seminar is to significantly improve the participants' effectiveness in their professional relationships with Chinese contacts, enabling them to be operational right from the start. At the end of this training, participants will have acquired the necessary skills to help them to:

- Be aware of their own cultural baggage
- Fully understand Chinese context and culture
- Analyze possible situations in which misunderstandings may arise and identify ways of communicating
- Reduce stress and misunderstandings
- Decipher and understand decision-making and negotiation processes



Added value

- Create your Cultural Profile
- Access to 70 Country Packs
- Pragmatic, fun e-learning
- Interactive method
- Acquire operational tools



Corporate Training Solutions

Duration: to define.

You wish to organise a specific training course ?

Contact us !

PROGRAMME OUTLINE

MODULE 1: ANALYZING THE CHINESE FINANCIAL MANAGEMENT

1. Spot the problems met by the financial managers

- View of the financial function in China
- The reasons for failure in financial performance
- Necessary skills

2. Measure the influence of the Chinese cultural values

- Confucianism and professional relations
- Ways of thinking: the Yin and the Yang, the Sun Zi philosophy
- The Chinese vision of time and attitude towards risk-taking
- Leadership styles and decision-making

3. Make a synthesis between financial needs and the Chinese values

- Communication, control and consensus
- Confidence and hierarchical distance
- The strengths of the Chinese culture in terms of organization performance

Achieve the financial goal

- Define a follow-up of the performances
- Define a strategy
- Make financial reporting

MODULE 2: BUILD UP TOOLS OF FINANCIAL MANAGEMENT IN CHINA

1. The keys of a successful communication

- Host meetings at work
- Comment the results
- Manage audit and control missions
- Motivating your staff
- Set up mechanisms to motivate your teams
- Develop methods of evaluation of performance
- Provide your collaborators with feedback

2. Adapt your tools to the context

- Reporting of the results
- Internal control and risk management
- Cash management

3. Performance indicators

- Find the right approach
- Use the BSC/TBP
- Lead the Kpis project

4. Understand the processes

- Strategic scheduling
- The mergers and takeovers in China