

This is the original ChinaSolved.com / ChineseNegotiation.com survey that ran from November 2008 - January 2009.

Survey Results

Negotiation

Questions

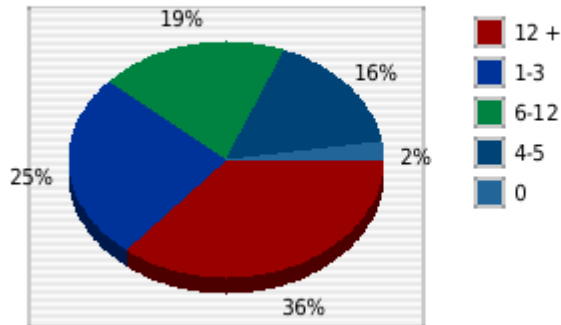
1. [How many negotiations with Mainland Chinese counter-parties to you participate in every year](#)
2. [How do you classify your own background:](#)
3. [How old were the Chinese counter-parties you met with?](#)
4. [Did you successfully negotiate deals?](#)
5. [What was your side's position in the negotiation?](#)
6. [What type of business did the Chinese counter-party represent?](#)
7. [What was the US\\$ value of your AVERAGE transaction under negotiation?](#)
8. [In your opinion, are Mainland Chinese counter-parties: More risk averse than Western negotiators?](#)
9. [Are Mainland Chinese more long-term oriented or less compared to Western negotiators?](#)
10. [Which side is more likely to cultivate better post-deal relationships?](#)
11. [Which side is more trustworthy?](#)
12. [Which side tends to be more powerful in the negotiations you have taken part in? \(powerful in terms of negotiating strength in the relationship between both organizations\)](#)
13. [What is your negotiating style?](#)
14. [What is your Chinese counter-party's negotiating style?](#)
15. [Please comment on your negotiating experience with Mainland Chinese counter-party:](#)

Number of Responses

166

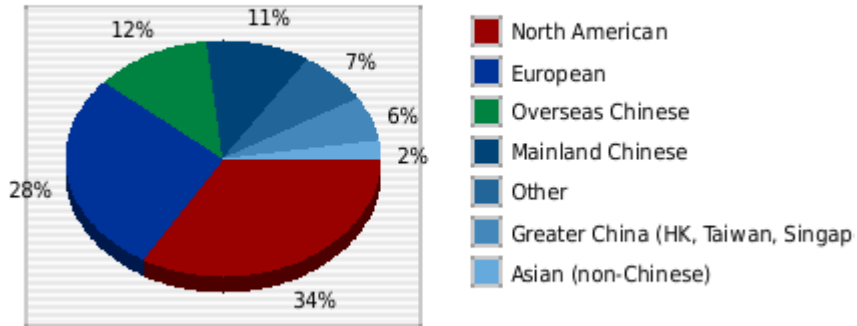
Responses

How many negotiations with Mainland Chinese counter-parties to you participate in every year [Back to top]



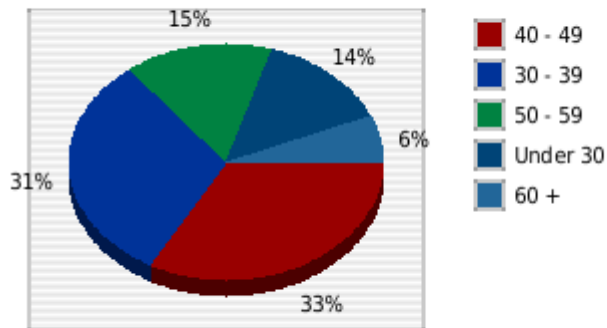
0	4	2.42%
1-3	42	25.45%
4-5	27	16.36%
6-12	32	19.39%
12 +	60	36.36%
Total	165	99.40

How do you classify your own background: [\[Back to top\]](#)



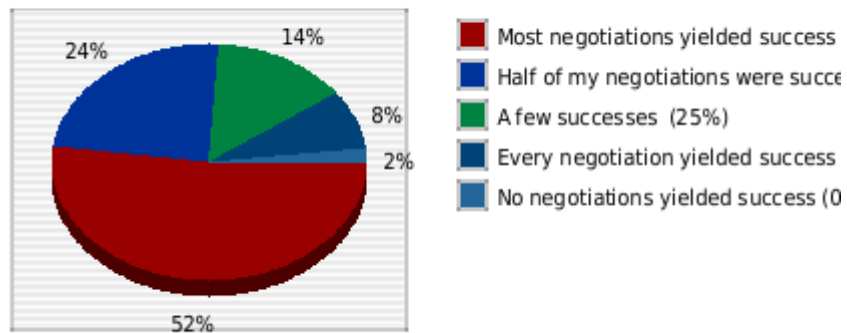
Mainland Chinese	18	10.84%
Greater China (HK, Taiwan, Singapore)	10	6.02%
Overseas Chinese	20	12.05%
North American	56	33.73%
European	46	27.71%
Asian (non-Chinese)	4	2.41%
Other	12	7.23%
Total	166	100.00

How old were the Chinese counter-parties your met with? [Back to top]



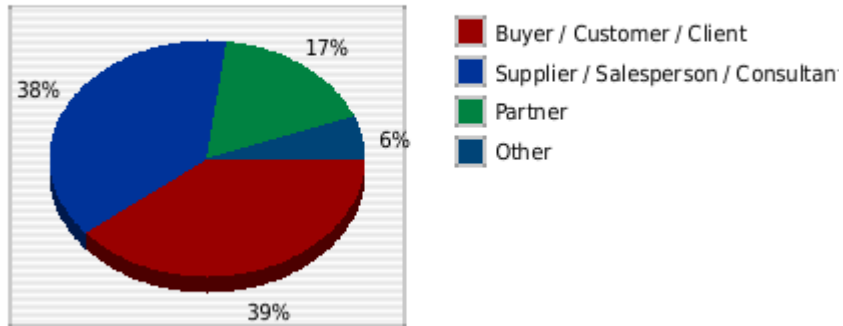
Under 30	39	24.07%
30 - 39	89	54.94%
40 - 49	94	58.02%
50 - 59	43	26.54%
60 +	18	11.11%
# of people who answered question	162	

Did you successfully negotiate deals? [Back to top]



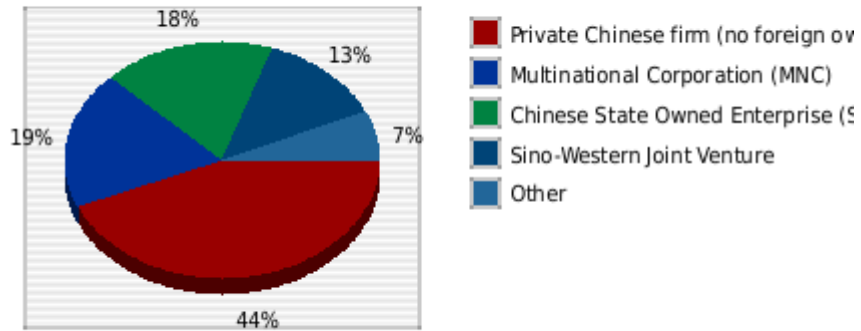
Every negotiation yielded success (100%)	13	7.93%
Most negotiations yielded success (75%)	86	52.44%
Half of my negotiations were successful (50%)	39	23.78%
A few successes (25%)	23	14.02%
No negotiations yielded success (0%)	3	1.83%
Total	164	98.80

What was your side's position in the negotiation? [Back to top]



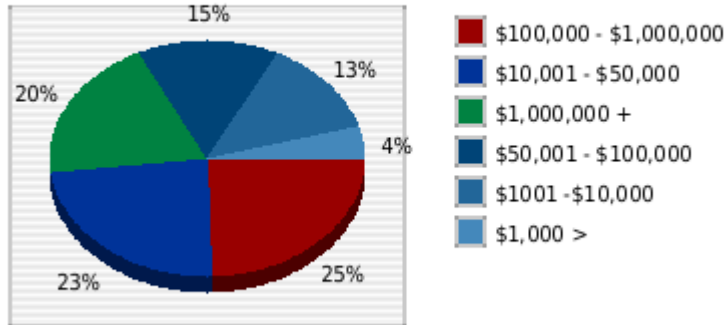
Buyer / Customer / Client	63	39.38%
Supplier / Salesperson / Consultant	61	38.12%
Partner	27	16.88%
Other	9	5.62%
Total	160	96.39

What type of business did the Chinese counter-party represent? [Back to top]



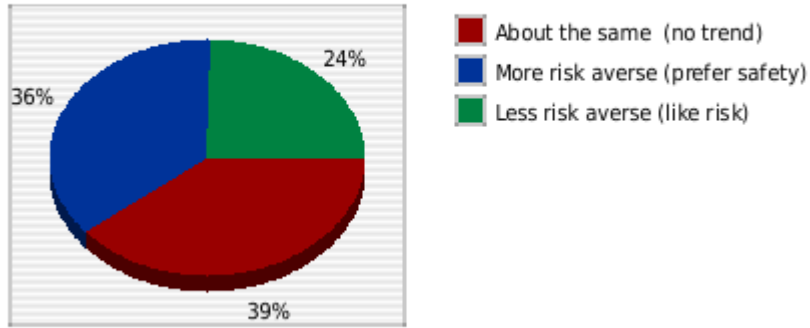
Chinese State Owned Enterprise (SOE)	46	28.40%
Multinational Corporation (MNC)	49	30.25%
Private Chinese firm (no foreign ownership)	114	70.37%
Sino-Western Joint Venture	33	20.37%
Other	18	11.11%
# of people who answered question	162	

What was the US\$ value of your AVERAGE transaction under negotiation? [Back to top]



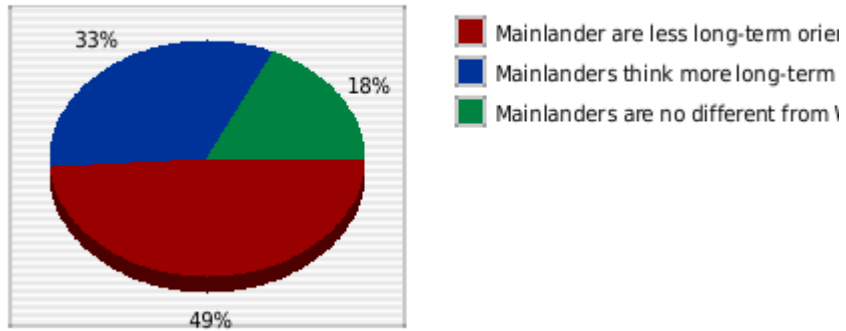
\$1,000 >	7	4.32%
\$1001 - \$10,000	21	12.96%
\$10,001 - \$50,000	38	23.46%
\$50,001 - \$100,000	24	14.81%
\$100,000 - \$1,000,000	40	24.69%
\$1,000,000 +	32	19.75%
Total	162	97.59

In your opinion, are Mainland Chinese counter-parties: More risk averse than Western negotiators? [Back to top]



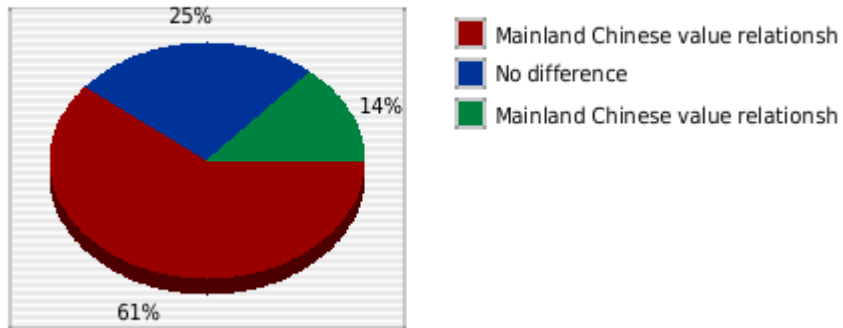
More risk averse (prefer safety)	58	36.25%
About the same (no trend)	63	39.38%
Less risk averse (like risk)	39	24.38%
Total	160	96.39

Are Mainland Chinese more long-term oriented or less compared to Western negotiators? [Back to top]



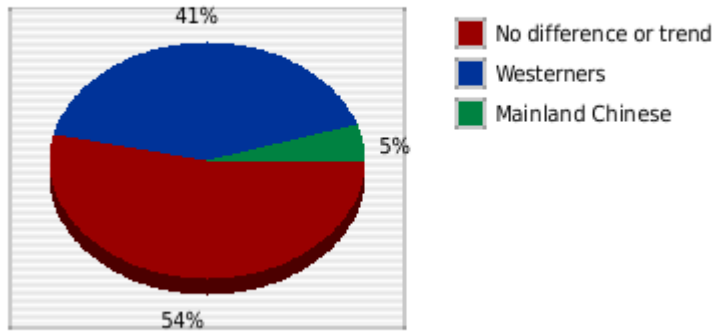
Mainlanders think more long-term	54	33.13%
Mainlanders are no different from Western negotiators	29	17.79%
Mainlander are less long-term oriented than Westerners	80	49.08%
Total	163	98.19

Which side is more likely to cultivate better post-deal relationships? [Back to top]



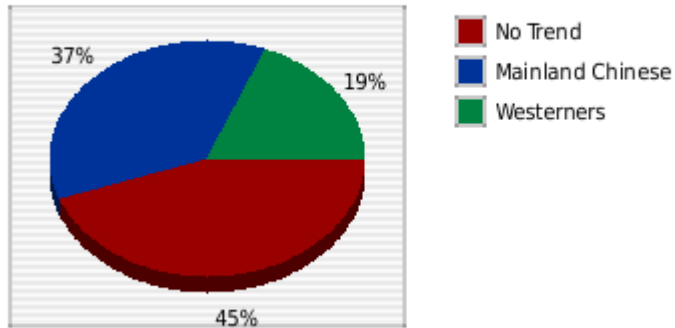
Mainland Chinese value relationships more than Western negotiators	99	61.11%
No difference	41	25.31%
Mainland Chinese value relationships less than Western negotiators	22	13.58%
Total	162	97.59

Which side is more trustworthy? [Back to top]



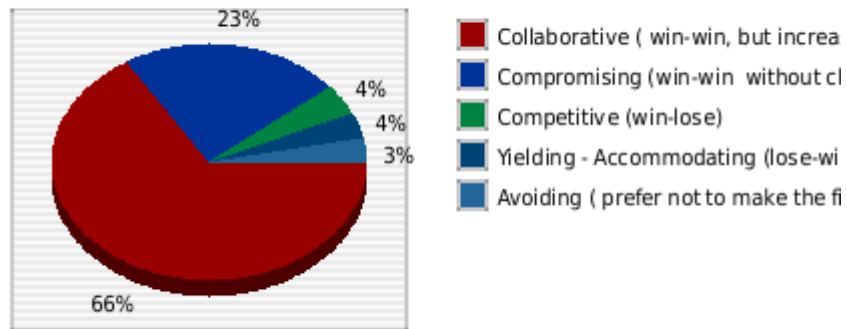
Mainland Chinese	8	4.94%
No difference or trend	87	53.70%
Westerners	67	41.36%
Total	162	97.59

**Which side tends to be more powerful in the negotiations you have taken part in?
 (powerful in terms of negotiating strength in the relationship between both
 organizations) [Back to top]**



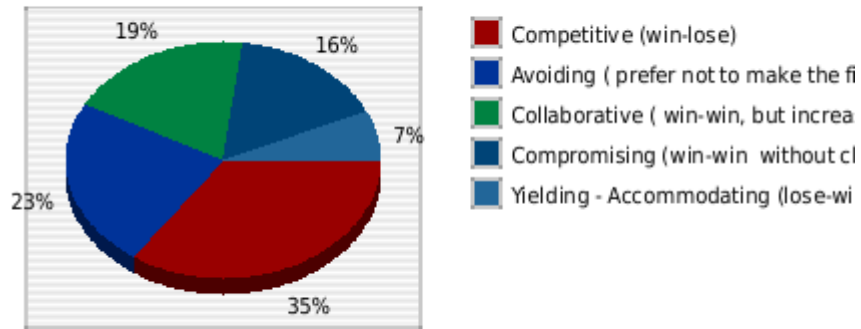
Mainland Chinese	59	36.65%
No Trend	72	44.72%
Westerners	30	18.63%
Total	161	96.99

What is your negotiating style? [Back to top]



Yielding - Accommodating (lose-win)	6	3.68%
Compromising (win-win without changing the variables)	37	22.70%
Competitive (win-lose)	7	4.29%
Avoiding (prefer not to make the first move)	5	3.07%
Collaborative (win-win, but increasing the scope of the discussion)	108	66.26%
Total	163	98.19

What is your Chinese counter-party's negotiating style? [Back to top]



Yielding - Accommodating (lose-win)	11	6.88%
Compromising (win-win without changing the variables)	25	15.62%
Competitive (win-lose)	56	35.00%
Avoiding (prefer not to make the first move)	37	23.12%
Collaborative (win-win, but increasing the scope of the discussion)	31	19.38%
Total	160	96.39