

How to Draft Sales Contracts when Exporting to China

Programme details

Type: Training workshop
Language: English

Programme Description

Learn how to make your sales and purchase contracts with Chinese partners work for your business. Manage risk and ensure your business is protected. You will learn in this workshop how to verify your partner's identity, how to work out payment methods, terms of delivery, governing law and dispute settlement, and other key contract provisions.

Become familiar with what to do when things go wrong and you appear in the middle of a dispute with your business partner.

Get an overview on types of contracts you can conclude with your collaborator in China.

This workshop will focus on:

- Concluding contracts in China
- Business partner verification
- What to do when things go wrong
- How to contract someone in China working for you

Example Half-day Agenda

08.30 Registration

09.00 **Business partner verification – most important element of a good contract**

- How to verify the legal status of a company
- What irregularities you should pay attention to

09.45 **Sales and purchase contract**

- Make it valid
- How to be paid
- Delivery, term of the contract and other important provisions

10.30 Coffee Break

10.50 **What to do when things go wrong**

- Fraud or commercial dispute?
- Methods of dispute settlement and enforcement

11.30 **How to “hire” a collaborator in China**

- Commercial versus employment relationship

12.00 Q & A

About the EU SME Centre

The EU SME Centre in Beijing provides a comprehensive range of hands-on support services to European small and medium-sized enterprises (SMEs), getting them ready to do business in China.

Our team of experts provides advice and support in four areas – business development, law, standards and conformity and human resources. Collaborating with external experts worldwide, the Centre converts valuable knowledge and experience into practical business tools and services easily accessible



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online. From first-line advice to in-depth technical solutions, we offer services through Knowledge Centre, Advice Centre, Training Centre, SME Advocacy Platform and Hot-Desks.

The Centre is funded by the European Union and implemented by a consortium of six partners - the China-Britain Business Council, the Benelux Chamber of Commerce, the China-Italy Chamber of Commerce, the French Chamber of Commerce in China, the EUROCHAMBRES, and the European Union Chamber of Commerce in China.

To learn more about the Centre, visit website www.eusmecentre.org.cn



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