



# Publications List

July 2022

Implemented by

Consortium partners:



Associated consortium partners:



<b>Starter Kit</b>	
<b>A step-by-step introduction to the Chinese business environment</b>	<b>Date</b>

Are you ready for China? Self-Diagnosis Tool (Online Quiz)	03-2021
Are you Ready for China? Report 1: Is China on your Radar? (Update 2020)	04-2020
Are you Ready for China? Report 2: Ways to Enter the Chinese Market (Update – 2020)	04-2020
Are you Ready for China? Report 3: Exporting Goods, Services and Technology to the Chinese Market (Update 2020)	04-2020
Are you Ready for China? Report 4: Knowing your Partners in China (Update 2018)	05-2018

<b>Sector Reports</b>	
<b>Provide information on the market opportunity in a particular sector</b>	<b>Date</b>

<b>Sector</b>	
The Private Label Food Products Market in China	01-2022
The Market for Pet Food, Supplies, and Services in China	11-2021
The Automotive and New Energy Vehicle Market in China (2021 Update)	10-2021
China-Europe Game Industry Development Report	09-2021
The Healthcare Market in China (2021 Update)	07-2021
The E-commerce Ecosystem in China: A Checklist for European SMEs (2021 update)	07-2021
The Healthcare Market in China (2021 Update)	07-2021
The E-Commerce Ecosystem in China: A Checklist for European SMEs (2021 Update)	06-2021
The Electric Vehicle Market in China	08-2019
The Automotive Market in China	05-2019
The Outbound Tourism Market in China	01-2019
The Machinery Sector in China	01-2018
The Textiles and Apparel Market in China	07-2017
The Green Tech Market in China	06-2017
The Cosmetics Market in China	01-2017
Tourism Market in China (Update – 2015)	09-2015
The ICT Market in China (Update - 2015)	07-2015
The Food and Beverage Market in China (2015 update)	07-2015
The Construction Sector in China (Update - 2015)	07-2015
The Automotive Sector in China (Update - 2015)	06-2015

Culture and Creative Industries in China	07-2014
The Green Building Component Sector in China	07-2014
The Water Sector in China	12-2013
<b>Subsector</b>	
Exporting Pork Products to China	03-2022
Supply Chain in China: Challenges and Good Practices for SMEs within Industrial Products	02-2022
Opportunities and Challenges for European SMEs in China's Industrial Robot Sector	11-2021
Incentives, Subsidies and Funding for Tech SMEs in China	10-2021
Artificial Intelligence in China and How European SMEs can Benefit	08-2021
The Imported Seafood Market in China	04-2020
Artificial Intelligence in China and how European small and medium enterprises can benefit	08-2020
The Imported Fruit Market in China	07-2019
The Football Industry in China	03-2019
The Market for Winter Sports in China	01-2019
The Snacks Market in China	01-2019
The Online Education Market in China	11-2018
The Medical Devices Market in China (Update - 2017)	09-2017
The Alcoholic Drinks Market in China: Market analysis, retail channels and entry strategies	02-2017
The Dairy Market in China: Business opportunities / challenges	01-2017
The Green Building Sector in China	10-2013
<b>Cross-sector</b>	
Inter-Chamber Small and Medium-sized Enterprise Working Group (2021/2022)	09-2021
SME Policy Environment Report (2021 Update)	08-2021
Observations and Recommendations on Digitalisation and Circular Economy in the Water Sector	06-2021
Smart Cities in China	01-2016
Chinese Outward Foreign Direct Investment in the EU	07-2014
Comparing Chinese Cities on a Sectorial Level	07-2014

## Guidelines

### Technical information on the modes of doing business in China

Date

#### Exporting: General

Guide to Trade Fairs in China (2020 Update)	10-2020
Health Food Regulations in China	04-2020
China Industrial Wastewater Policy Overview and Opportunities for EU SMEs in Qingdao and Chengdu	02-2020
Exporting Cosmetics to China (Regulations update 2019)	11-2019
An Overview of the Belt and Road Initiative	11-2019
Who is Who: Navigating Chinese Administration Systems for Exporting Good to China (2019 Update)	10-2019
Guideline on Cross-border E-Commerce (2019 Update)	07-2019
How to Apply for a Working and Business Visa in China	11-2018
Processing Trade in China (2018 Update)	06-2018
The Belt and Road Initiatives: Opportunities and Challenges for EU SMEs	04-2018
Made in China 2025: Market Opportunities for EU SMEs	04-2018
How to Set Up a Cross-Border E-Commerce Shop in WeChat	01-2018
E-Commerce in China	10-2017
How to start exporting wine to China	07-2017
Understanding Non-Resident Enterprises Taxation in China (Update - 2017)	04-2017
Drafting Sales Contracts When Exporting to China (Update - 2016)	07-2016
China Compulsory Certification (CCC) (Update - 2014)	07-2014
China Logistics and Distribution Guide	07-2014
Market Access to China - How to Find an Agent	07-2014
Product Safety and Conformity Assessment for Consumer Products	07-2014
Payment Options and Foreign Exchange Control in China	04-2014
Packaging in China	02-2013
Export of Goods to China	09-2012
Understanding China's Procurement Processes	09-2012
Overview of Voluntary Labelling in China	11-2011
Product Liability in China	11-2011

Network Access Licence	05-2011
<b>Exporting: Products and Services</b>	
Mandatory GACC Registration for F&B Establishments	06-2022
Exporting Cosmetics to China (Regulation Update 2022)	02-2022
The Beer Market in China	06-2018
Food & Beverages Technical Requirements and Labelling (Update - 2017)	11-2017
The Imported Wine Market in China (2018 Update)	04-2018
Exporting Seafood to China: Market Trends, Regulations and the Procedure	04-2017
Exporting Alcoholic Drinks to China: Step-by-Step Guide to the Procedure	03-2017
Exporting Dairy Products to China (Update – 2016)	08-2016
Exporting Meat Products to China (Update – 2015)	06-2015
CCC Requirements for Vehicle, Motorcycle Parts & Components in China (Update - 2014)	07-2014
Importing Pharmaceutical Products to China	07-2014
Medical Device Registration (Update - 2014)	07-2014
Food Additives in China	02-2013
Introduction to Chinese Textiles & Apparel Standards	09-2011
<b>Investing: Setting Up and Exiting</b>	
How to establish a Foreign Invested Enterprise in China (Update – 2019)	07-2019
Establishment of a Foreign Invested Enterprise in China (Update - 2017)	07-2017
Using the Third Jurisdictions when Investing in or Exporting to Mainland China	07-2014
Foreign Investment Financing in China	06-2014
Business Exit	09-2013
Due diligence for Joint Ventures, Mergers and Acquisitions in China	07-2013
Establishment and Operation of a Representative Office in China	09-2011
<b>Investing: Operating</b>	
Chinese Labor Laws	01-2019
Understanding China's Turnover Tax System (Update – 2016)	07-2016
Preparing an Employee Handbook in China (Update – 2016)	07-2016
Understanding Company Administrative and Reporting Rules in China	07-2016

Repatriation and Reinvestment of the Assets of a Foreign Invested Enterprise in China	08-2015
Visa and Residence Permit Application in China (Update - 2015)	01-2015
Developing a Truly Global Leadership Team	07-2014
Corporate Social Responsibility for EU SMEs in China	03-2014
Negotiating and Dealing with Chinese Business Partners	11-2013
Individual Income Tax in China (Update - 2020)	08-2012
Dispute Settlement with Chinese Companies	07-2012
China Enterprise Income Tax	03-2012
Labour Laws in China	01-2012
<b>Transferring Technology</b>	
Technology Transfer Agreements with China (2019 Update)	10-2019
Selling Software and Providing IT Services to China: Regulations and Practice	06-2017
Technology Transfer Agreements with China	07-2014
Handbook on How to Establish a Europe-China Joint Research Structure	12-2013
<b>Marketing</b>	
Digital Marketing Essentials for China (Update 2020)	04-2020
How to Sell Your Food & Beverage Products education in China	01-2017
Selling Online in China (Update - 2014)	07-2014
Marketing for EU SMEs in China	05-2014
<b>Case Studies</b>	
<b>Showcase the experience of European companies entering the Chinese market</b>	
<b>Date</b>	
TRB Hospitality Group: Understanding Chinese consumers and developing new concepts in a fast-moving environment	07-2019
<b>Food and Beverages</b>	
Dealing with Sales Disputes when Franchising in China	06-2018
Brazzele Group & Jiakang Food Co Ltd: Cheese Production in China	05-2018
Brouwerij De Halve Maan – Imported Beers Industry in China	12-2017
WAKE Energy Drinks - Promoting Active Healthy Lifestyle in China	06-2017
Epermarket – Online Expat Supermarket	08-2015
FACCSA - Accessing Commercial Meat Industry in China	07-2014

Everwines and Organic Farm - Going Online in the F&B Sector	08-2011
CS Wines - Importing Wine in China	06-2011
Taste Spain - Setting up Shop in the Food Industry	05-2011

## Healthcare

Impeto Medical – Exporting French Medical Diagnostic Devices to the Chinese Market	04-2017
Imedco China - Adapting to the Challenges of a Changing Market	07-2016
Covex - Exporting to the Chinese Pharmaceutical Market	08-2014
Medigreen - Entering the Chinese Market	08-2012
Bluepharma - Entering the Chinese Pharmaceutical Market	07-2012
Linet - Exporting Medical Beds to China	08-2011

## Machinery

Marsilli China – Setting up a Joint Venture in the Winding Machinery Sector	10-2015
Siveco China: Lessons from 10 Years in the Chinese Maintenance Market	07-2014
Bernard Controls China - Entering the Chinese Machinery Market	01-2013
Metra - Exporting to the Chinese Machinery Sector	01-2013
Adira - Entering the Chinese Machinery Equipment and Components Market	01-2013
Mixel - Mixing It up in China	07-2012
Stavus Machinery & Electrical Equipment - Exporting Machinery to China	08-2011

## Green Technology

German Biogas - Design and Construction of Biogas Plants (Update - 2017)	03-2017
WK Natural Fiber - Tapping into China's Green Building Component Market	07-2014
Terao - Pioneering Green Building in China	05-2014
Metazet - Design and Project Management of Greenhouse Building Projects	04-2014
White Pavilion - Green Energy in Buildings	04-2012
Environnement SA - Selling Air Quality and Emissions Monitoring Systems in China	01-2012

## ICT

Remitsy: Growing a Fintech Startup in China	07-2016
Stratesys – Exporting SAP Know-How to China	10-2015
EGGSIST - Succeeding in the IT Consultancy Sector	10-2014

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CANDIS Group - IT Consulting and Outsourcing in China	07-2014
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Exprivia - Entering the Chinese ICT Market	07-2014
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Tuca IT - Recruiting Personnel in China	08-2011
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### Services

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Maison France Voyage: Selling Travelling Services to the Chinese Clientele	04-2017
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WalktheChat: Enabling SMEs to Sell Directly to China via WeChat	04-2017
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Creative Capital Shanghai - Delivering Creative Services to the Chinese Market	10-2015
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### Textiles

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Müller Textil - A leader in Functional Textiles Crossing Over to China	09-2011
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Plastered 8 - Building a Brand in China	07-2011
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### Branding, Marketing and others

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NI HAO HYGGE – Shopping the Danish lifestyle through a WeChat shop	12-2017
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Woodn China - Building a Brand in the Chinese Construction Sector	12-2016
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Curiosity China: Engage-Retain-Manage your Chinese Consumers	07-2016
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Palmer Hargreaves – Fast Track into the Aftersales Auto Market in China	08-2015
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Proton Products - Setting up and Moving Office in Chengdu	07-2015
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Schouten China - Developing a Learning Culture in your China Business	06-2015
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INDES - Manufacturing of Industrial and Consumer Products in China	07-2014
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Marketing for EU SMEs in China   Case Studies	05-2014
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Realys Group - Designing and Managing Building Projects in China	03-2012
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### Webinar Recordings (YouTube)

Experts sharing their knowledge in a comprehensive online training

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The EU SME Centre   EU Industry Days 2021	02-2021
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Working with the EU SME Centre	10-2013
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### By Region

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Public Incentives for Tech SMEs: Examples from Zhejiang and Hangzhou	11-2021
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Opportunities in the Hainan Free Trade Port	05-2021
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Tapping New F&B Growth Opportunities in Chongqing (Part 1)	01-2021
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Tapping New F&B Growth Opportunities in Chongqing (Part 2)	01-2021
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Retailing in a Trading & Manufacturing Hub: Market Trends in Guangzhou & Shenzhen	07-2017
Why Invest in Chongqing: The Experience of an Italian SME in China	05-2017
Pearl River Delta: Doing Business in South China	01-2017
Regional Cities in China: Opportunities for EU SMEs in Fuzhou	05-2014
Regional Cities in China: Opportunities for EU SMEs in Tianjin	03-2014
Regional Cities in China - Opportunities for EU SMEs in Chengdu	04-2014
Regional Cities in China - Opportunities for EU SMEs in Changsha	03-2014
Regional Cities in China - Opportunities for EU SMEs in Shanghai	03-2014

### **Business Development**

New Retail: How to Reach Modern Chinese Consumers and Boost Your Sales in China	06-2022
China's Machinery Sector: Entry Strategy, Localisation Trend and Talent Recruitment	05-2022
Sino-Irish Cleantech Digital Roadshow and Industry Connect	05-2022
Mental Fitness for Executives, Leaders and Managers in China	05-2022
How to Export Chemical Substances to China	04-2022
Opportunities for the European Cities and Regions from China's Green Transition	04-2022
How to sell software to China	04-2022
Capacity Building Webinar Series   Session 5: Digital Marketing Essentials for China	03-2022
Capacity Building Webinar Series   Session 4: China Logistics and distribution channels	03-2022
Capacity Building Webinar Series   Session 3: Ways to Enter the Chinese Market	03-2022
Capacity Building Webinar Series   Session 2: Effective Cross-Cultural Communications and Negotiation Skill	02-2022
Capacity Building Webinar Series   Session 1: Tips to direct and protect your SME before entering China	02-2022
The Automotive and New Energy Vehicle Market in China	01-2022
Export and Marketing Requirements for Fashion and Apparel Emerging Brands	01-2022
PIPL Practical Guide in Retail and China Marketing Trends in 2022	01-2022
China Food and Drink Forum	01-2022
Get Ready For The Show - How to prepare for upcoming trade fairs in China	01-2022

China's Green Manufacturing Industry	01-2022
European Petfood Virtual Roadshow	01-2022
Omni-Channel Marketing Automation in China	12-2021
The Market for Pet Food, Supplies, and Services in China	12-2021
The Healthcare Market in China	12-2021
Tech Transfer For European Smes In China-A Crash Course	12-2021
How to Manage Your Business with China Remotely	12-2021
China's Industrial Robots Sector - Opportunities and Challenges for European SMEs	12-2021
New Work Practices Emerging in China: What Has Changed?	11-2021
Government Engagement & Strategic Communications for European SMEs in China	11-2021
Changes in IIT and social security regulation: implications for SMEs in China	11-2021
The Organic & Natural Cosmetics Sector in China	11-2021
Understanding China Training Programme	10-2021
Best practices of European SME's exporting to China during and after Covid-19: Lessons from business who navigated through the crisis imposed by this pandemic	10-2021
The Organic Food & Beverage Sector in China	09-2021
Europe-China Gaming & E-Sports Industry Connect	09-2021
Startup Funding & Entry into The Chinese Market	09-2021
Green Transition & Business Environment for European SMEs in West China	09-2021
Overview of China's Biopharma Sector: Market Access & IP Rights	09-2021
In China Focus: E-Commerce & Intellectual Property	09-2021
EU – China Publishing Business Collaboration	09-2021
Drafting Sales Contracts When Exporting To China	08-2021
2021 EU-China Gaming & E-sports Industry Connect	07-2021
Participation to trade fairs in China	07-2021
How to Manage Risks in Your China JV	07-2021
How to prepare for a sustainable and successful re-start of Chinese outbound tourism	07-2021

The Heritage Building Salon – Renewal of Historic Districts and Its Risk Management	07-2021
The E-commerce Ecosystem in China	07-2021
Selling Through Livestreaming in China	06-2021
Uncovering China’s Dairy Sector	06-2021
Circular Economy & the Water Sector	06-2021
Digitalisation of the Water Sector	06-2021
The Cosmetic Sector in China	06-2021
Cross-border E-commerce & The Roles of Free Trade Zones: Opportunities for SMEs	05-2021
Interviewing European Companies at InterClean China 2021: Sharing insights & Best Practices	05-2021
The Opportunities & Challenges of Doing Business in the Chinese Cleaning Market	05-2021
Maneuvering Chinese Social Media – Differences & Best Practises	05-2021
Business and Investment Opportunities in China	05-2021
Building Construction Design in China: Opportunity and Roles for Foreign SMEs and Professionals	05-2021
The Chinese Wine Market: What SMEs shouldn’t ignore!	04-2021
How Well Prepared Are You To Sell In China? (3-parts)	04-2021
China’s Healthcare and Medical Devices Market	04-2021
Tapping into the Cleaning Market in China: Opportunities and Challenges	04-2021
Urban Water Management webinar series (4 webinars)	03-2021
Blockchain Technologies in China: Opportunities for European SMEs (2-parts)	03-2021
Tapping Into the Health Food Segment in China	02-2021
Breaking Into the Chinese Green Construction Sector (2-parts)	02-2021
China’s Food&Drink Market 2021 (2 parts)	02-2021
Intercultural Communication between China and Europe (3-part series)	02-2021
Cross-border E-Commerce   Entering the Chinese Market Through the Power Of Social Networks in China	12-2020
Green and Circular Economy in China   Business & IPR perspective (8-part series)	12-2020
Emerging Consumer Trends from 2020 in China   Single’s Day and Cross-border Supply Chain in China 2021	12-2020
Access to Chinese Market via Cross-border E-Ecommerce (CBEC)	04-2020
Crisis management during COVID-19 and impact on European SMEs	03-2020

Setting Up a Business in China	07-2019
Social Media Strategies for China	07-2019
WeChat MiniPrograms: You Do not Need an App for China or Do You?	02-2019
Women in Entrepreneurship in China	11-2018
Imported Food & Beverage Distribution in China	10-2018
Doing Business in China's Special Economic Zones	07-2018
Choosing and Using Agents Smartly when Setting up and Operating an FIE in China	07-2018
Artificial Intelligence in China 2030	06-2018
The Beer Market in China	06-2018
Imported Fruits Market in China	03-2018
Six Steps for Not Getting Lost in Translations	02-2018
The Imported Wine Market in China	02-2018
Payment for Non-Resident Enterprises: Obligation, Compliance, Issues and Forex Practice in China	02-2018
The Cosmetic Market in China	12-2017
Healthcare Market and Medical Device Market in China	09-2017
Entry into China Waste-to-Energy Market	07-2017
Understanding the Wine Market in China	07-2017
How to Build a Mutually Beneficial Relation with the Chinese Aviation Industry	06-2017
Ten Steps to Access China's Fast-moving Consumer Goods (FMCG) Market	05-2017
Developing a WeChat Strategy for Your Business in China	03-2017
Tapping into China's Green Tech Market: Business Opportunities and Challenges for SMEs	02-2017
Introducing Blockchain Technology and Its Application in Business	07-2016
Understanding Chinese Business Culture: Making the Right Step Early on in the Market	07-2016
How to Market Your Small Business in China on a Shoestring	06-2016
China's Evolving Energy and Environment Sector: Policy, Market Opportunities and Business Strategies	06-2016
The Alcoholic Drinks Market in China: Features, Highlights and Business Opportunities	05-2016
General Aviation Sector in China: Status, Challenges, Outlook and Useful Contacts	03-2016
Using Free Trade Zones to Sell Online in China	01-2016
Energy & the Environment in China: Development, Trends & Opportunities for SMEs	12-2015

How to Adapt your Communication Strategy to the Chinese Market	10-2015
How to Approach the Chinese Tourism Market and Seize the Opportunities	10-2015
How to Prepare for Food & Beverage Trade Fairs in China	09-2015
Access to Equity Financing for EU SMEs Based in China: Different Options from Seed Financing to Listing	07-2015
How to Develop Effective Digital Marketing Strategies in China	07-2015
How to Export Meat Products to China	06-2015
China's ICT Sector: Market Opportunities and Challenges	05-2015
Entering China's Food and Beverage Market for EU SMEs	05-2015
How to Access Chinese Investment	04-2015
How to Improve Cyber Security for Your Business in China: Practical Advice for European SMEs (Session 1)	03-2015
How To Minimize Risks When Concluding Contracts in China	02-2015
How to Access the Opportunities from Chinese Outward Investment: Impact on EU SMEs	09-2014
Cultural and Creative Industries in China	07-2014
How to Successfully Transfer Your Technology: Impact on SMEs with a Focus on China	05-2014
Smart Metering and the Smart Grid in China - Opportunities for EU SMEs	05-2014
The Biomass Energy Market in China	05-2014
The Energy Efficiency Market for EU SMEs in China	05-2014
Dairy Exports to China - The Market, Regulations and Opportunities for EU SMEs	04-2014
Opportunities for EU SMEs in China's Healthcare Sector	04-2014
The Green Building Component Sector in China	04-2014
Using Free Trade Zones When Importing to China	03-2014
Cultural and Creative Industries Part II - Computer Gaming and Software Development	12-2013
Payment Options and Challenges when Exporting your Goods or Services to China	12-2013
European SME Week Webinar Series Part 1: Selling Online in China	11-2013
European SME Week Webinar Series Part 2: Avoiding common scams when doing business in China	11-2013
European SME Week Webinar Series Part 3: Marketing your Products in China	11-2013
How to Export Meat Products to China?	11-2013
China's Construction Sector: Business Opportunities and Challenges	10-2013
How to Finance your Business in China?	10-2013

How to Successfully Import Cosmetics onto the Chinese Market?	08-2013
How Can Opportunities Outweigh Challenges in China's Water Sector?	07-2013
How to Handle Business Negotiations and Establish a Stable Relationship with your Chinese Partners?	07-2013
Ensure Sustained Benefits in the Cultural and Creative Industry in China	06-2013
How to Be Successful in China's Machinery Industry?	05-2013
How to Navigate China's Food and Beverage Distribution Channels?	05-2013
Opportunities for European SMEs in the Green building sector in China	05-2013
How to Develop a Robust Online Selling Strategy in China?	04-2013
How to Find the Right Chinese Partner?   Preliminary Due Diligence on Business Partners (Update)	04-2013
How to Shake to Right Marketing Mix in China?	04-2013
The Ever-Increasing Demand for High Quality Foods in the PRC   Exporting Food and Beverage Products	03-2013
How to Tap into China's Thirst for Green Building? Opportunities for European SMEs	03-2013
How to Access the Chinas Food and Beverage Market?	02-2013
How to Develop a Robust Digital Marketing Strategy in China?	02-2013
How to Be Successful in China's Machinery Industry?	01-2013
How to Manage Contract Terms and Reduce Risk in China?	01-2013
How to Capitalise on Online Selling in China?	12-2012
How to Manage Contract Terms and Reduce Risk in China?	12-2012
How to Control your Supply Chain in China?	11-2012
Find the Right Chinese Partner   Preliminary Due Diligence on Business Partners	07-2012

### **Standard and Conformity**

Mandatory GACC Registration for F&B Establishments	06-2022
Cybersecurity and Data Protection in China: Compliance, Challenges and Tips	05-2022
Product Safety and Conformity Assessment for Consumer Goods in China	05-2022
Insights to Private Label Food Products Market in China	04-2022
Update on New Regulations and Animal Testing Exemption for Cosmetics	04-2022
Update on Customs and Logistics Requirements for Imported F&B Products	03-2022
Money Transfers in China: The Revolution of Cross-border Payment Solutions	02-2022

Communicating the value of European GI products to Chinese consumers	01-2022
Mandatory GACC registration for all F&B exporters from 1 Jan, 2022	12-2021
China-EU Eco Design Standardization – similarities & differences	05-2021
Chinese Standards and Compliance for European Exports to China (Part 1)	02-2021
Chinese Standards and Compliance for European Exports to China (Part 2)	02-2021
The CCC Mark and its progress in 2019	12-2019
Product Safety - China's Safety Compliance	07-2017
Accounting Issues and Particularities in China	06-2017
Barriers to Entry the Chinese E-commerce Market	04-2017
How to Import Software and Provide IT Services to China	10-2016
Improve Packaging to Protect Your Beverage Products from Counterfeits in China	06-2016
Exporting Dairy Products to China: Food Safety Law and Cross-border E-commerce Policies	03-2016
Exporting Organic Food to China: Food Safety Law and Cross-border E-commerce Policies	03-2016
How to Ensure Quality Control of Your Products and External Service Providers in China	01-2016
What SMEs should Know about Product Safety for Consumer Products in China	09-2015
How to Access the Chinese Medical Devices Market	05-2015
How to Apply for the CCC Mark in China	05-2015
How to Apply Lean Principles to Your Business in China: Practical Advice for European SMEs (Session 2)	04-2015
Overview & Updates for Business Visa application in China	04-2015
How to Apply Lean Principles to Your China Business: Practical Advice for European SMEs (Session 1)	03-2015
Coaching for High Impact Leadership in China	06-2014
Developing a Truly Global Leadership Team: Similarities and Differences of Chinese and European Leaders	06-2014
How to structure a Performance Management System – Best Practices for SMEs who want to proactively retain their talent in China	06-2014
Product Safety for Consumer Products in China - An Introduction for EU SMEs	04-2014
F&B Customs Procedures and Labelling - A Step-By-Step Guide	02-2014
European SME Week Webinar Series Part 5: Applying for the CCC Mark in China	11-2013
Recruiting and Employing Foreigners in China   How to cope with HR challenges in China	06-2013
How to Set Clear Rules for your Employees in China?	05-2013

How to Manage China's Most Important Resource? Tapping into the Full Potential of China's Generation Y	04-2013
How to Manage China's Quintessential Resource - Its People? Overcoming the Legal Challenges	03-2013
How to Get my Goods through Chinese Customs?	02-2013
How to Get my Goods through Chinese Customs?	09-2012

## Legal

The ABC of Commercial Dispute Resolution in China	05-2022
Indirect Sales & Business Partners in China	06-2021
Knowing Your Chinese Partners	05-2021
Financing for SMEs: Tools and Best Practice	04-2021
Data & Cybersecurity Compliance in China	04-2021
What does it take to set up & operate a foreign company in China?	03-2021
Labour Contract and Termination	07-2019
China Recent Tax Reforms and Implications on EU SMEs	07-2019
Commercial (FIE) Litigation Practice in China	06-2019
The New Foreign Investment Law (2019)	05-2019
The ABC to Handling Late Payments as a Foreign Business in China	01-2019
Spotlights on China's Individual Income Tax Reform	11-2018
Debt Collection in China	07-2018
IP and Technology Transfer in China	07-2018
How to Find the Right Business Partners in China	10-2017
Business Exit: What Do You Need to Know When Closing Down a Company in China	07-2017
How to Resolve Business Disputes in China: Introducing Chinese Arbitration and Litigation Systems	06-2017
China's Taxation on Non-resident Enterprises	05-2017
How to Avoid Common Mistakes when Entering into Sales Contracts in China	06-2016
How to Prevent Common Labour Disputes in China   Practical Advices for EU SMEs	12-2015
Is Your Chinese Business Partner Legitimate	08-2015
How to Comply with Company Reporting Rules in China	08-2015
China's Foreign Investment Regulation Reform: Key Updates and Analysis	06-2015
How to Manage Contract Terms and Reduce Risk in China	01-2015



How to Operate Lawfully in China: A Legal Update for EU SMEs	11-2014
How to Avoid Business Risk in China: A Guide to Due Diligence for EU SMEs	10-2014
Turnover Taxes for EU SMEs in China	04-2014
Using Third Jurisdictions like Hong Kong when Investing in or Exporting to Mainland China	03-2014
Corporate Social Responsibility for EU SMEs in China	01-2014
Enterprise Income Tax for EU SMEs in China	01-2014
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