

# Understanding and Maximising Relationships with China

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## Workshop Outline



**We are.  
LGNZ.  
Know>How.**

## Workshop Outline

### Programme objective

An introduction maximizing value in China relationships & delegations for New Zealand local government elected representatives.

### Programme overview

Time	Duration	Topic
9:30 - 9:45	15 mins	Introduction and Housekeeping
9:45-10:55	70 mins	<b>Session One:</b> Overview of the Chinese Political System
10:55-11:15	20 mins	<b>Morning tea</b>
11:15-12:15	60 mins	<b>Session Two:</b> Council Objectives for Visiting/Trade Delegation to China
12:15-1:15	60 mins	<b>Lunch</b>
1:15-2:10	55 mins	<b>Session Three:</b> Return on Investment of Trade Delegation and Communication to the Community
2:10-3:10	60 mins	<b>Session Four:</b> Preparation – ‘the how’
3:10-3:30	20 mins	<b>Afternoon tea</b>
3:30-4:00	30 mins	<b>Session Five:</b> The Reverse Visit – preparation of a Chinese delegation at your place
4:00-4:50	50 mins	<b>Session Six:</b> Case Studies
4:50-5:00	10 mins	Summary, Evaluation and Wrap-up

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## Workshop Outline, Continued

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### Session One **Overview of the Chinese Political System**

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#### Learning objectives

- Understand the realities of China today, the people with whom you will be engaging & their environment.
  - We are going to discuss the key differences between the Chinese and New Zealand experience to provide a workshop context.
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#### Timing

70 minutes

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#### Contents

Topics in this section include:

- China: Size and Change
  - Population & Demographics
  - Political Frameworks
  - Geography: Regions & Major Cities
  - Local Government Framework
  - Party vs. Government
  - How Engagement works
  - Cultural Differences between China & New Zealand
  - Ethics & Values
  - Relationships
  - Face.
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## Workshop Outline, Continued

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### Session Two

### Council Objectives for Visiting/Trade Delegations to China

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#### Learning objectives

- Understand different types of delegation, their objectives and what type(s) will be most beneficial for your city and constituency.
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#### Timing

60 minutes

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#### Contents

Topics in this section include:

- Sister Cities
  - Delegations: Reasons & Rationale
  - Delegations: Business or Cultural
  - Delegation Planning: The First Steps.
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## Workshop Outline, Continued

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### Session Three      **Return on Investment of Trade Delegation & Communication to the Community**

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#### Learning objectives

- Understand some of the challenges in getting business involvement and how to overcome them.
  - More effectively communicate the return on investment for a range of stakeholders in the community including businesses.
  - Shape key messages to the community, and effectively answer their concerns about China delegations.
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#### Timing

55 minutes

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#### Contents

Topics in this section include:

- Return on Investment
  - Business Community Involvement
  - Post-delegation Value communication
  - Key messages to the community.
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## Workshop Outline, Continued

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### Session Four

#### Preparation – “The How”

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#### Learning objectives

- Understand the key steps and practical challenges of organizing a mission/delegation to China
  - Understand key protocol surrounding gift giving and language for when you are in China
  - Ensure everyone on the Delegation is prepared to get the most out of the trip.
  - Slide 77- 79:
  - Pre-planning key tasks:
  - Form a project team
  - Understand resources required
  - Budget.
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#### Timing

60 minutes

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#### Content

- Delegation Pre-planning
  - Delegation Participation Confirmation
  - Arranging appropriate contacts
  - Develop Mission/Delegation booklet
  - Itinerary development
  - Logistics management
  - Accommodation and transportation bookings
  - Appointment schedule(s)
  - Developing key messages for the Chinese and your Community
  - Gift Giving
  - Language
  - Promotional Materials.
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## Workshop Outline, Continued

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### Session Five      **The Reverse Visit – preparation of a Chinese Delegation at your Place**

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#### Learning objective

- Understand expectations of local council on hosting Chinese delegations.
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#### Timing

30 minutes

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#### Contents

- Preparing to host a delegation
  - Council's role
  - Interpretation
  - Managing Expectations
  - Understanding the 'Kiwi Way'.
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## Workshop Outline, Continued

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### Session Six

### Case Studies

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#### Learning objective

- Apply workshop learning to real NZ case study.
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#### Timing

50 minutes

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#### Contents

- Tauranga Case Study
  - Case Study Questions.
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## Workshop Outline, Continued

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### Summary, Evaluation and Wrap-up

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#### Learning objective

- To reflect on today's learning.
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#### Timing

15 minutes

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#### Content

This activity requires the facilitator to wrap-up the day, including:

- Tying up any loose ends that have remained “parked” from earlier in the day
  - Reviewing expectations and concerns
  - Asking participants to complete their evaluation forms.
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