

## **Seminar "Logistics in China"**

Welcome!

Thank you for your interest in our seminars!

### **Basic economic conditions**

Many Western enterprises are successful manufacturers in China right now. Therefore, it is important to bring valuable products quickly and safely to the market or to storage. In this seminar we explain the features of logistics in China in the Chinese economy and the possible ways of transportation. In addition, we also inform you about environmentally friendly transport strategies.

### **Legal frameworks for the logistics business in China**

Unfortunately, foreign companies repeatedly overlook that logistics is governed by extensive legal and administration regulations in China. These must be considered by Western enterprises. Without the necessary knowledge successful production can fail because of logistic problems. We inform you about the legal and administration regulations covering cars, train, flight and maritime transport.

### **Foundation and management of logistics enterprises in China as well as the basics of the export business**

We inform you about the legal and economic framework for a logistics service provider in China. Contents are -- e.g. the licence for logistics according to current law, the choice of the right type of company form and the company formation, the compliance with logistics standards as well as the basics and problems in practice. In addition, customs basics and import restrictions are explained.

### **Legal design of logistics contracts to Chinese and international law**

We inform you about the current basics of Chinese contract law and UN sales law and what is necessary to take into account when making merchandise and shipping contracts. In addition, we inform you about the legal framework of the transportation of goods by water, on the street as well as air freight.

In addition, we explain the basics of Chinese distribution as well as storekeeping in and outside of free-trade areas. Furthermore, we also explain to you the law for renting an area in China.

### **A sample of questions answered in this seminar:**

- How safe is it to transport goods in China?
- What is the most economical and safest transport route?
- What are the special features of the logistics market in China?
- How do I carry out the logistics in an environmentally friendly manner?
- Which legal regulations do I have to heed?
- Which administrative regulations do I have to take care of and how do I deal with them?

- What are the basics of road goods transport, railway goods transport, water goods transport, airfreight and maritime transport from the economic and legal point of view?
- How do I launch a logistics enterprise in China?
- How do I manage a logistics enterprise in China?
- Which type of company form is the best?
- How does the foundation of a company in China work?
- What is the logistics practice in China like?
- What are the basics of import/export?
- Which custom regulations do I have to observe?
- Which import restrictions exist in China?
- How do I design logistics contracts correctly in China?
- How do I design merchandise and shipping contracts?
- Which legal regulations do I have to consider at the transport in streets, waterways and with airfreight?
- What are the basics of distribution in China?
- How do I successfully manage storekeeping in and outside the free-trade areas?
- What is the situation with the ground law for business buildings and warehouses?

**Participants:**

- Businessman / Managing Directors / Managers
- Businessman who are doing business with Chinese people
- Employees who have business contact with Chinese people in Germany or other Western countries
- Manager of logistics enterprises.

**The seminar location:**

The seminar can take place both within the company and as an open seminar.

**Method:**

Lectures, group discussions, practice examples, case studies.

**Language:**

Both the seminar and the documents are in German, but can also be provided in English.

**Seminar duration:**

2 days from 9.00 - 15.00.

**Your advantages:**

**You / your employees know after the seminar:**

- 1) How to transport goods fast and safely in China
- 2) How to save transport costs
- 3) Which legal regulations are important in logistics

- 4) The advantages and disadvantages of certain transport forms in China
- 5) How you launch a logistics enterprise in China
- 6) What is really important in transport practice
- 7) The basics of import & export regulations in China
- 8) How you set up storerooms and take into account the legal regulations
- 9) And much more ...

**You / your employees can after the seminar:**

- 1) Found a logistic enterprise in China
- 2) Save costs and time with the transport of goods
- 3) Win certainty of law without having to consult an expensive advocate every time
- 4) Be able to work independently in the import and export in China
- 5) Recognize the advantages and disadvantages of transport routes
- 6) Build up successful sales
- 7) Avoid expensive legal faults in logistics
- 8) And much more ...

**You are taught by speakers:**

- 1) Who know Western law as well as Chinese law
- 2) Who are experts in the areas of law consulting and management consulting for China
- 3) Which work as a German Chinese coach tandem

**The seminar coaches:**

**René C. Steininger** studied Business Management specializing in International and Intercultural Management related to China, Management Consulting and Finance, including Insurance Management and has further qualifications, such as Human Resource Management. Mr. Steininger is Managing Director of China Expert Consulting.

He speaks English, Chinese and some Cantonese besides his mother tongue of German and he grew up together with Chinese people in Germany.

Mr. Steininger has spent several years in China and was Managing Director of a management consulting firm in Hong Kong. He worked in the financial services sector for more than 10 years prior to that. Extensive research stays and discussions with famous Chinese people like:

- Dr. Stan Shih, founder and Chief Executive Officer of the computer company Acer Inc. in Taiwan.
- Prof. Dr. Teh Cheng Kong, head of the family and direct descendant of Confucius in the 77th generation, consultant for the constituent meeting of China, Senior Adviser to the President and former President of the Examination Yuan of China.
- with representatives of the central government of the People's Republic of China
- as well as members of the family of the former Chinese Emperor Pu Yi.

**Jia LI**, Chinese lawyer, Managing Director of China Expert Consulting, Germany, studied Chinese and German Law at elite universities in China and Heidelberg. He is a Bachelor of Law and a Master of Law (LL.B and LL.M.) and undertook additional university studies in

German tax law. He has worked as a lawyer in China and as Management Consultant for a large German consulting company previously and is also a doctoral candidate of law.

Mr Li speaks fluent Chinese, English and German. He has a comprehensive knowledge of Chinese culture, management consulting in China and in Chinese law and tax law.