



U.S. Commercial Service and AmCham Shanghai SME Webinar Series

Avoiding and Managing Business Disputes in China

China offers many opportunities for American companies looking to grow their business. However, in order to succeed in China's market, businesses must thoroughly investigate their specific market, take heed of product standards, and pre-qualify potential business partners. The U.S. Commercial Service is partnering with the Shanghai AmCham SME Center to present a webinar series on planning your market entry strategy to minimize the likelihood of ending up in a business dispute with your Chinese partner. The series will provide information on conducting due diligence, structuring the deal, managing partnerships and dispute remedies to help companies plan their market entry strategies more effectively. Each webinar is free with registration.

Webinar 1: How to Conduct Effective Due Diligence

- Time: March 9, 2016; 8:00 - 9:00am China Standard Time
- Speaker: Louise M. Kern, Managing Director, GloBis (Global Business Information Services, Inc.)

This webinar will outline what steps you should take to get to know your partner in China.

Webinar 2: Structuring the Deal/Contracts

- Time: March 16, 2016; 8:00 - 9:00am China Standard Time
- Speaker: Edward Epstein, Managing Partner, Troutman Sanders LLP

This webinar will provide an overview of how best to structure deals and contracts to minimize business disputes.

Webinar 3: Managing a Partnership

- Time: March 23, 2016; 8:00 - 9:00am China Standard Time
- Speakers: Thomas Shiekman, Project Director, Intralink

This webinar outlines tips and guidance on overcoming cultural differences and communication issues to build a strong partnership.

Webinar 4: Remedies for Business Disputes

- Time: March 30, 2016; 8:00 - 9:00am China Standard Time
- Speaker: Dan Harris, Harris & Moure, PLLC

This webinar covers what steps you should take if you find yourself in a business dispute.

Sign up now!

Link: <http://sme.amcham-shanghai.org/managingdisputes>



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