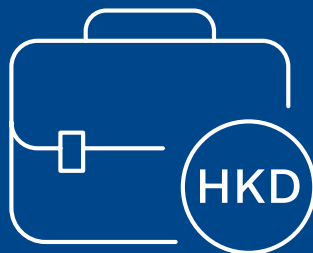


**ASIALINK
BUSINESS
ACADEMY**

DOING BUSINESS SERIES



HONG KONG

ADVANCED LEVEL

ACCELERATE YOUR

Business in Hong Kong



Accelerate Your Business in Hong Kong

Hong Kong is a major service hub and the headquarters of many multinational financial institutions, insurance companies, transportation companies, and consulting firms that serve the rapidly growing Asian market. Hong Kong, an autonomous Special Administrative Region, is one of the wealthiest provinces in China. It attracts foreign companies seeking access to the region's expanding markets and represents a promising investment opportunity for Australian businesses.

This program provides an opportunity to expand your knowledge of how to conduct business, engage meaningfully, and maximise business outcomes with stakeholders in Hong Kong.

Who should attend?

- Exporters
- ASX Listed organisations
- SMEs
- Professional services organisations
- Federal, state or local governments

Program Details

DURATION



8 hours

FORMAT

This program is available in two formats:



Online
in modular
format



Onsite
in an intensive
1 day format

PRICE



Programs are designed for groups.
Please contact us for program price.

Key takeaways



Build critical capabilities for long-term interaction with your Hong Kong stakeholders.



Develop and apply tools and approaches that aid in the development of trust and relationships with your Hong Kong stakeholders in both face-to-face and virtual working contexts.



Improve your communication skills and build a toolset for working effectively with Hong Kong stakeholders.



Connect with local state and / or federal government leads to continue your discussions about engaging with Hong Kong stakeholders.

Topics covered

1.

Understanding Hong Kong business culture

- Intercultural perspectives on Hong Kong society, context, and culture.
- Hong Kong key business cultural drivers - “the why behind the behaviour.”
- Practical cultural concepts that influence business interactions with Hong Kong stakeholders.

2.

Building trust and relationships with Hong Kong stakeholders

- Managing challenges when engaging Hong Kong stakeholders and project teams (hierarchy, communication).
- Establishing credibility and fostering trust both virtually and in person.

3.

Enhancing communication and collaboration with your Hong Kong stakeholders

- Creating a cross-cultural communication toolkit for virtual and in-person meetings.
- Strategies for bridging cultural gaps in team collaboration with Hong Kong stakeholders.

4.

Strategies for success in Hong Kong

- Understanding the critical success factors for advancing your Hong Kong strategy.

Learning methods

- **Expert speakers** with deep market experience and expertise.
- **Business case studies** sharing examples of successful strategies for Hong Kong.
- **Practical application** of engaging content and frameworks relevant to your context.
- **Interactive & peer-learning activities** encouraging networking, insight sharing, and mentoring to build a community with a collective and ongoing interest.

About the Asialink Business Academy

The Asialink Business Academy offers programs that transform skillsets and mindsets, building practical skills and connections to grow your business in Asia.

The Academy is part of Asialink Business, Australia's National Centre for Asia Capability.

Contact us

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