

# How to Negotiate With Chinese Companies (Part IV)

Above the Law has posted the fourth installment of Dan Harris' series on negotiating with Chinese companies. The latest installment focuses on the cultural disconnects that so often impact negotiating between American and Chinese companies.

Topics include the role of the contract, perpetual negotiations, and common ground.

Dan Harris is a founding member of Harris Moure, an international law firm with lawyers in Seattle, Chicago, Beijing, and Qingdao. He is also a co-editor of the China Law Blog.

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