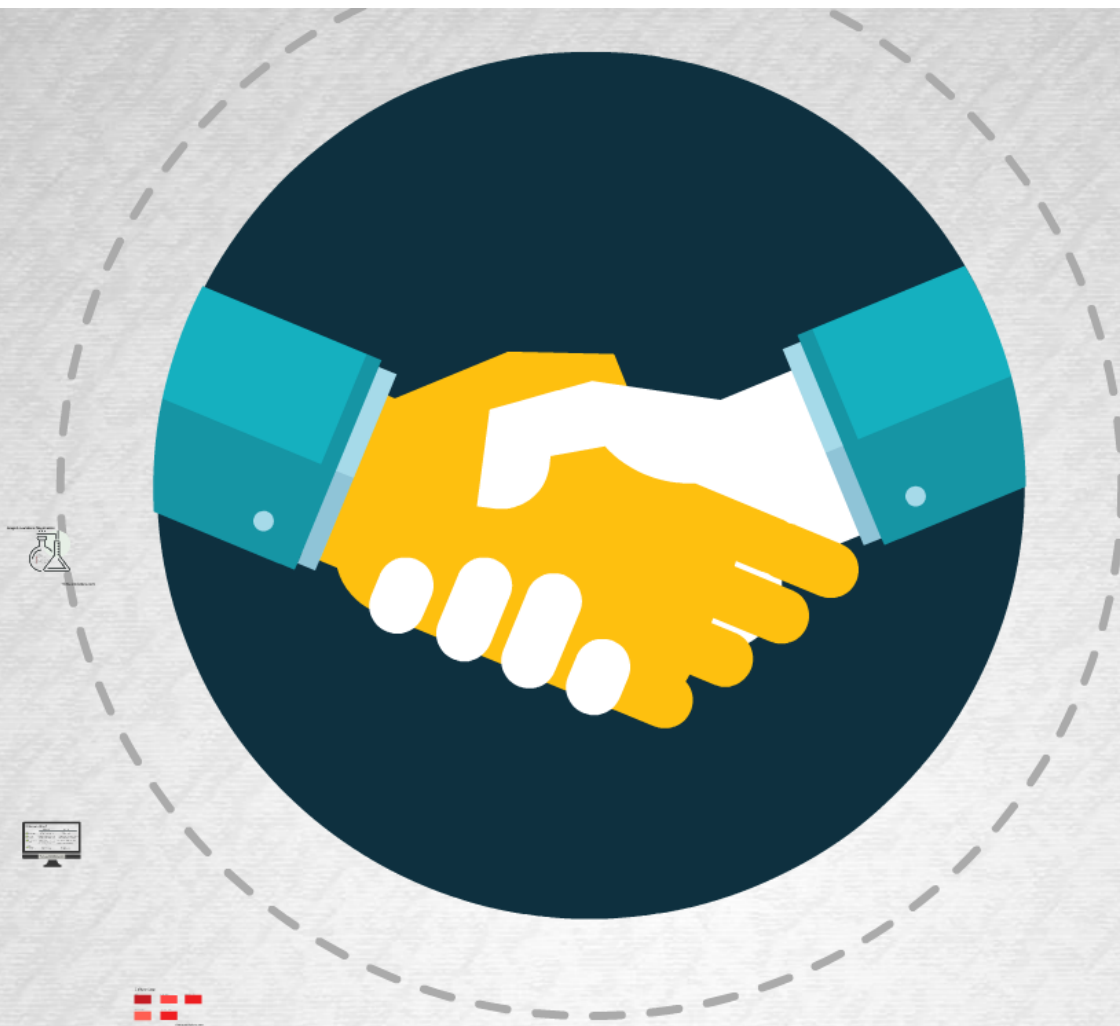




☐☐☐
**Wyoff and China-LuQuan:
Negotiating a Joint Venture (B)**

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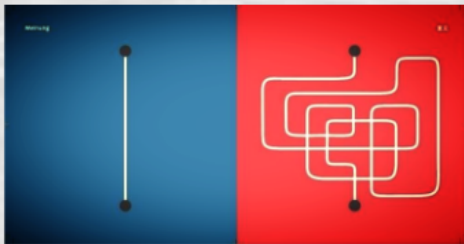


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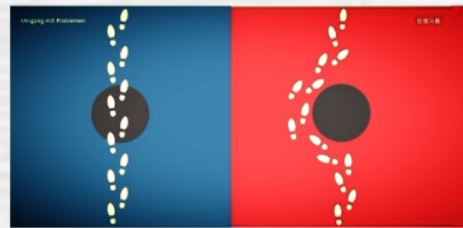
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Culture Gap

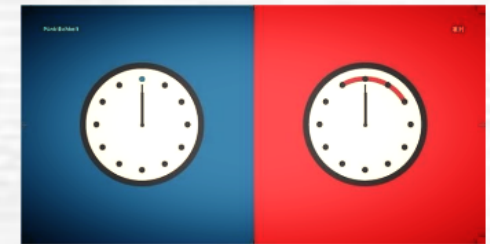
Opinion



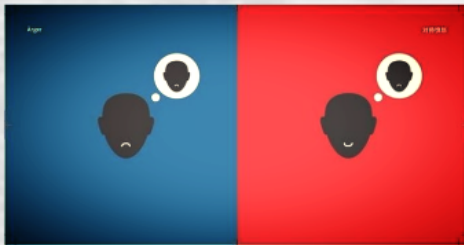
Problem Approach



Negotiation Deadline



Expression of Feeling



Views about each other



Who are they?

Wyoff

CLQ

✓ Foundation	1910(Pennsylvania)	1954(Jinan)
✓ Industry	A leading player in the consumer chemical and specialty chemical product industry	The largest of a handful of state owned chemical and synthetic rubber manufacture in China
✓ Development Stage	High profit margin industrial specialty chemical market Seeing opportunity in China	Government work-orders and instruction Prepare to influx of foreign company
✓ Key negotiator	Robert Kwang	Bingtan Zhou

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Stage1-Caxtalene Negotiation



Background

- ✂ Caxtalene is a special chemical input invented by Wyoff
- ✂ China government's offered favorable policy for Caxtalene production, if CLQ achieve goal by the end of 2003.
- ✂ Wyoff and CLQ started JV negotiation in JAN,2001

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