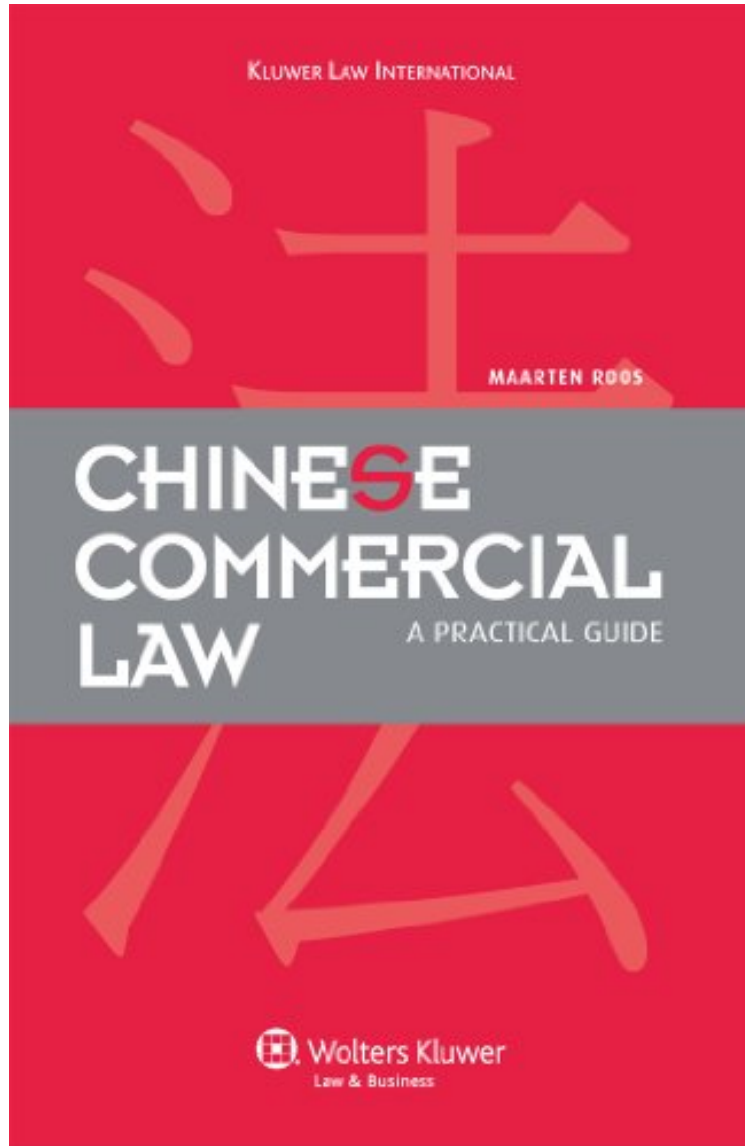


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Chinese Commercial Law: A Practical Guide

Maarten Roos

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Maarten Roos : Chinese Commercial Law: A Practical Guide before purchasing it in order to gage whether or not it would be worth my time, and all praised Chinese Commercial Law: A Practical Guide:

0 of 0 people found the following review helpful. Essential, Pragmatic Guide to Law and Business in ChinaBy A Grateful ReaderThis book provides the clearest guidance to all aspects of doing business in China. As a foreigner, this book gives the most useful and concise info to establishing and running a business in China. Anecdotal examples illustrate the complexities and challenges of setting up a foreign invested enterprise, and act as precautionary tales to help you avoid similar mistakes. After reading this book I feel like I have a much greater grasp on concepts essential to

making a successful business here in China. While some people believe in the maxim 'learn to swim by swimming,' taking the time to prepare and strategize your entrance into China will help you avoid the pitfalls that have sunk so many other businesses. This book is a great addition to the bookshelf of any businessperson, lawyer, or investor interested in China, and contains so much useful information that it is a must-have for the experienced China worker as well.

The rapid and continuing development of the Chinese economy and its markets has made business with China an integral component of the strategies of countless foreign companies, regardless of their size or form. However, in order to turn opportunities into successful enterprises, managers need a practical guide on the legal aspects of conducting business in China, and on the strategies for effectively circumventing unnecessary risks while simultaneously using the legal system to strengthen operations and protect interests. This remarkable book provides the necessary insight and guidance to devise a corporate strategy, and to tackle issues relating to common aspects of doing business with Chinese counterparts, investing in a Chinese enterprise, and engaging in business operations there. Drawing on expertise gained during eight years in China serving the legal needs of foreign companies, the author shows how many of the mistakes that foreign companies make can easily be avoided by conducting a proper due diligence and understanding how applicable laws work in practice. He clearly describes the opportunities and pitfalls exposed as a foreign investor engages with such elements of business in China as the following: negotiating a detailed written contract; performing a legal and commercial due diligence on a prospective partner; resolving disputes through negotiation, arbitration or litigation; establishing and enforcing trademarks, patents and other intellectual property rights; investing in China; considering the joint venture structure; expanding through a merger or acquisition; restructuring or liquidating an operation; designing and implementing effective corporate governance; retaining, managing and terminating employees; arranging funds into and out of China; ensuring both tax efficiency and tax compliance; and avoiding criminal liabilities in the course of doing business. Whether seeking to source from China or to establish manufacturing facilities in China to produce for export, to sell products or services on the domestic market, or even just to act as a conduit between China and the outside world, business managers and their counsel from all over the globe and across all industries will benefit enormously from this deeply informed, insightful, and practical guide

About the Author Educated at Leiden University and Guangzhou's Sun Yat-sen University, Maarten Roos joined leading PRC law firm Wang Jing Co. in 2002, working in Guangzhou and Shanghai and assisting clients all over China. He founded RP China Lawyers in 2010. Maarten Roos advises and represents European and American companies with business interests in China, mainly relating to investment projects and corporate activities, commercial transactions, intellectual property rights protection and dispute resolution. He also frequently represents foreign clients in negotiations with Chinese business partners and government officials, acts as Chinese legal counsel to a number of European enterprises, and serves on the supervisory board of several foreign-invested enterprises. Maarten Roos has been in China since 1999, and is fluent in Chinese (Mandarin) as well as English and Dutch. Besides his position as managing director of RP China Lawyers, Maarten Roos also acts as Senior Legal Advisor for the only Dutch law firm in Shanghai, HIL International Lawyers Advisors. In addition, he was elected Chairman of the Dutch Association in Shanghai in June 2010.