

Five Tips to Consider for Doing Business in China

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First, *know the culture*.

Be strategic in establishing your business and make sure to select the optimal location for your company or organization in China.

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Conduct a thorough background check of anyone you plan to partner with in China.

Create a simple and understandable employee management system.

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Importantly, secure and protect your company or organization's intellectual property.

Mr. Gray is a partner in the firm's [Shanghai](#) office. His practice focuses on patent counseling and prosecution of both U.S. and international patent applications. In addition, Mr. Gray has significant experience in providing patent invalidity and infringement analysis and drafting written opinions. He advises his clients on a wide range of intellectual property matters, including licensing negotiations.

For more information, please contact:
Charles Gray, cgray@kilpatricktownsend.com.