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BUSINESS



In China with Michelle Zou
New Episodes Weekly
August 14th 2019: Understanding Cultural Difference to Make Negotiation Effective

In our last episode, we talked about the trends of Chinese investment in the US commercial real estate market. In today's interview, I invited a US Top 1 percentage real estate agent Janice Cai to share with us some insights she has gained in the residential real estate side. More importantly, Janice will help you understand what the cultural differences are between American and Chinese people, and how important it is to understand the differences to make business and negotiation more effective. Janice appears monthly at the CBS real estate TV show "American Dream" and at the US Chinese Radio

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Featured Guest



Janice Cai

Janice Cai (Weijing Cai), Top 1% real estate agent in the US, and named one of America's Best Brokers by Real Trends. She is the founder of Seattle Top Properties and is the first Chinese to be on the CBS real estate show named "American Dream".

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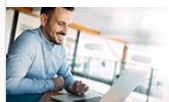
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