Made in China Easy

QUICK TIPS · BUSINESS INSIGHTS



Quick Tips for Negotiating with Chinese Suppliers

Ten simple habits that get you better prices, clearer terms and a supplier who wants your next order too.

By the Made in China Easy team, Guangzhou · 31 October 2026

Good negotiation in China is less about pushing hard and more about being clear, prepared and reliable.

1. **Know your numbers.** Know your target landed cost before you talk price. Use our import cost calculator.
2. **Send the same brief to everyone.** Comparable quotes are your strongest tool.
3. **Talk about the relationship.** Mention realistic repeat volumes. Suppliers price for long-term buyers.
4. **Negotiate the whole package.** Payment terms, packaging, lead time and samples can be worth as much as a lower unit price.
5. **Ask what drives the price.** Material, finish or packaging changes can lower the cost without lowering quality.
6. **Respect minimum order quantities.** If the minimum is too high, ask about a slightly higher price for a smaller first order.
7. **Put everything in writing.** Confirm every agreed point in a short written summary after each call.
8. **Never skip the sample.** A lower price is worthless if the product changes.
9. **Stage your payments.** A deposit before production and the balance after inspection keeps both sides committed.
10. **Be polite and patient.** Saving face matters. A respectful tone gets better answers than pressure.

A translator who understands the product makes negotiations faster and avoids misunderstandings. We can support your supplier meetings.

Talk to our team in Guangzhou.

Get a quote: www.madeinchinaeasy.com/get-started · Ask a question: www.madeinchinaeasy.com/contact · Free consultation: www.madeinchinaeasy.com/insights/connect · WhatsApp: message us from our website

General information, not legal, tax or financial advice. Bank accounts, visas, registrations, customs clearance and import approval are decided by banks and authorities and cannot be guaranteed. © 2026 Made in China Easy.