

How learning Business Chinese helped my career - *in Italy*

In conversation with Vanessa Combattelli 凡妮莎, MA student in Business law and technologies at Milan Bicocca University



WHAT DO ITALY AND CHINA HAVE IN COMMON?

Despite differences, Italy and China have something in common: an **important history and deep cultural roots**.

Starting from the judicial system, we can see many contacts between China and Italy's worlds: it is an important aspect that China adopted for the very first time a Civil Code, and this is a product of roman law.

Chinese law is for some reasons very similar to common law about its mechanism: to solve the problem of a lack of judicial history, they became more practical, basing their work on "case law"; for this reason, we can see innovative courts that deal with very specific themes.

JOB AND PERSONAL EXPERIENCE

After a degree in Political Science in Rome I started a master's in Business Law and new technologies in Milan.

In 2016, I became a city counselor and also founded a journalistic project (Gad) in Italy that counts over 100 collaborators throughout Italy (and 30.000 followers)

In 2018 I started a new project, Radici Italia, a local organization, whom has an important objective: to promote a dialogue between public administrations and private companies. In 2021 I published my first book, **Business e Giustizia: cosa può insegnarci la Cina (Business and Justice: what China can teach us)**. The book is a legal and economic research about Italy and China's judicial reforms for business improvement.

WHAT CAN YOUR COUNTRY LEARN FROM CHINA?

China's development is a **great example of what constancy means**, from factory of the world to attractive business model.

If we make a comparison, the 2 judiciary systems are different. The Italian system has a great history derived from roman law, but its mechanisms lack of efficiency and needs modernisation, especially for business law case: in order to attract investors, we require a judicial system that works and respects several parameters like disposition time and clearance rate, which are essential for this purpose.

China has a relatively young judiciary system and uses the case law method to resolve the lack of a robust law formation: so, they need very specialised judges.

I think that this solution can be wisely adapted to our system: decentralising some courts with a specific purpose, for business needs, can really help Italy to become more attractive and developing entrepreneurial vocation of the Country.

WHY LEARNING CHINESE LANGUAGE AND CULTURE IS IMPORTANT IN BUSINESS?

In China **Guanxi** describes the importance of building a strong relationship during business affairs, that is a cultural aspect that we can summarise in this phrase: on the base of your soul and capacity to let people trust you, I can understand if you are a good business partner or not.

I think that knowing mandarin language represents a significant vehicle to understand better this world and enter almost totally in its mechanism.

In some ways this approach can be useful for each new culture we deal with, the language is one of the best ways to start to live a complete experience in a country: many concepts can be said differently, and this difference can tell us very much about a culture.



Confucius
Institute for
Business London

Executive Education at LSE ■

CHINESE LANGUAGE &
CULTURE FOR BUSINESS



Online



On-campus

[LEARN MORE](#)