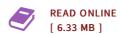




The Chinese Way in Business: Secrets of Successful Business Dealings in China (Paperback)

By Boye Lafayette De Mente

Tuttle Publishing, United States, 2013. Paperback. Condition: New. Language: English . Brand New Book. This book is a comprehensive, expert guide to doing business in China Western technology, management expertise and capital have fueled an incredible expansion of China s economy. Trade with China is at an all-time high, and so are the numbers of Westerners traveling to China for business. Business from China has also picked up as Chinese firms look to expand abroad. Understanding the ins and outs of the confusing and often contradictory Chinese business culture can lend an enormous advantage. The Chinese Way in Business is an invaluable tool that teaches Westerners the basic Chinese philosophy of doing business and how to cultivate strong personal relationships with Chinese business people and Chinese nationals. The author, Boye Lafayette De Mente worked in Asia for over thirty years as a journalist and business consultant and has long been considered an authority on East Asian business. In this book, he reveals the historical factors, collective traits and individual qualities that determine how the Chinese do business today, and the direction their economy will take in the future. His is a true insider s view-whether the topic is the legal...



Reviews

This kind of publication is every little thing and taught me to looking ahead of time and a lot more. It is packed with wisdom and knowledge Once you begin to read the book, it is extremely difficult to leave it before concluding.

-- Ida Herman

Completely essential read book. I could possibly comprehended every little thing using this written e book. You wont sense monotony at at any moment of your own time (that's what catalogues are for relating to if you ask me).

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