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Chinese Business Etiquette and Culture

By Keven Bucknall

Biting duck Press, 2002. Paperback. Book Condition: New. 221 x 152 mm. Language: English . Brand New Book ***** Print on Demand *****.In this book, you will be introduced to the basics of Chinese culture. You will discover how to initiate contact, what to expect in meetings, and how to behave there. You will learn the way the Chinese approach negotiations, discover how you can respond to them, and learn how to negotiate a successful conclusion. You will also find out how to socialize for success, how to cope with specific problems of living and working in China, and the best way to treat Chinese visitors to your organization. You are given practical advice throughout on business etiquette, and on how to fit into Chinese cultural expectations in order to achieve your goals. An appendix briefly explains Chinese history, and then considers recent economic, political, and social changes. If you fit any one of the following descriptions, this book will provide valuable help to you in your chosen field: - I am a business person and I am thinking of moving into the China market to buy or sell, or I already buy or sell in China, or I am contemplating...

Reviews

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