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Doing Business Successfully in China Mona Chung

Dr. Mona Chung is an expert in doing business with China. As a bi-cultural expert in cross-cultural negotiations, she short-circuits processes and produces results that increase efficiency. She teaches international business, management and marketing at Deakin University s School of Management and Marketing in Melbourne, Australia.

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It states that doing business with China today is a must for all organisations. Therefore organisations must pay attention to the fundamental determining factor-cultural differences. This book focuses on this point and draws full attention to the key issue in doing business with China to understand its culture and do business the Chinese way in China to ensure success hence doing business successfully in China.

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8 etiquette tips for doing business in China CNBC

For the uninitiated, conducting business in China can be a daunting task. CNBC spoke to two etiquette experts, Sharon Schweitzer, of Protocol & Etiquette Worldwide, and Jaqueline Whitmore, of

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The Ten Principles For Doing Business In China Forbes

In China, take them outside the usual experience of Audi limousines and luxury hotels and arrange for exposure to experiences relevant to your business - for example, do store checks or visit

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A pocket guide to doing business in China McKinsey

China, a \$10 trillion economy growing at 7 percent annually, is a never-before-seen force reshaping our global economy. Over the past 30 years, the Chinese government has at times opened the door wide for foreign companies to participate in its domestic economic growth.

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