Record Nr. UNINA9910139749503321 Autore Chevalier Michel <1943-> Titolo Luxury China [[electronic resource]]: market opportunities and potential / / Michel Chevalier and Pierre Lu; foreword by Sidney Toledano Singapore; ; Hoboken, N.J., : John Wiley & Sons (Asia), 2010 Pubbl/distr/stampa **ISBN** 1-119-19975-1 1-283-33270-1 9786613332707 1-118-18160-3 Descrizione fisica 1 online resource (271 p.) Altri autori (Persone) LuPierre Xiao Disciplina 658.800951 Soggetti Consumer behavior - China Luxury Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Description based upon print version of record. Note generali Includes bibliographic references (p. [241]-243) and index. Nota di bibliografia Challenges and market size -- Alfred Dunhil -- The Chinese luxury Nota di contenuto client -- Shanghai Tang -- Chinese consumer attitudes toward luxury -- Rolex in China -- How to distribute in China -- Shiatzy Chen --Retailing and licensing in China -- Louis Vuitton in China --Communication and advertising -- The war of the spirits -- Brand protection and counterfeit activities -- Luili Gongfang: breaking into luxury by way of glass. Sommario/riassunto A guide to reaching and profiting from China's expanding luxury consumer class China's growing consumer base and expanding economy means more disposable income for more Chinese citizens. The Chinese market for luxury goods is expected to expand from 2 billion this year to nearly 12 billion by 2015. Today's biggest global luxury goods retailers expect China to make up a large and ever growing portion of their customers, and those businesses are

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