Record Nr.	UNINA9910456117103321
Autore	Bjorksten Johan <1907->
Titolo	How to manage a successful business in China [[electronic resource] /] / Johan Bjorksten, Anders Hagglund
Pubbl/distr/stampa	Hackensack, N.J., : World Scientific, c2010
ISBN	1-282-76158-7
	9786612761584
	981-4287-83-0
Descrizione fisica	1 online resource (235 p.)
Altri autori (Persone)	HagglundAnders
Disciplina	338
Soggetti	Business enterprises, Foreign - China
	Success in business - China
	Business etiquette - China
	Corporate culture - China
	Investments, Foreign - China Electronic books.
Lingua di pubblicazione	
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Description based upon print version of record.
Nota di contenuto	Acknowledgements; Contents; Preface by Joerg Wuttke; Introduction
	Why We Wrote This Book; Chapter 1 Chinese Business Climate; Chapter 2 Differences and Similarities; Chapter 3 Key Concepts of Chinese Business Culture; Chapter 4 The Language Challenge; Chapter 5 Qualities of the Right Expatriate Manager; Chapter 6 Company Setup; Chapter 7 AWinning Local Team; Chapter 8 The Right Corporate Culture; Chapter 9 Right Business Focus; Chapter 10 Support Your Frontline Sales Organization; Chapter 11 Marketing to China; Chapter 12 Successful Execution Demands Top Management Attention Chapter 13 Dealing with Head Office

1.

industrial multinational. The book provides widely applicable advice	
based on experiences from different industries, including but not	
limited to those of the authors. Most books about business in China	
belong to one of two categories: autobiographical 'su	