

1. Record Nr.	UNINA9910459936403321
Autore	Turley Joan
Titolo	Connecting with China [[electronic resource] ] : business success through mutual benefit and respect // Joan Turley
Pubbl/distr/stampa	Hoboken, N.J., : Wiley, 2010
ISBN	1-282-93950-5 9786612939501 0-470-66116-X
Edizione	[1st edition]
Descrizione fisica	1 online resource (280 p.)
Disciplina	395.5/20951
Soggetti	Business etiquette - China National characteristics, Chinese Empathy Attitude (Psychology) Electronic books.
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Description based upon print version of record.
Nota di bibliografia	Includes bibliographical references and index.
Nota di contenuto	Connecting with China; CONTENTS; Acknowledgements; Introduction; Context; Part I; 1 Emotional Foundations of the Chinese Character; 2 China: Relationships as Business Model; 3 Reflections on Chinese Values and Priorities; 4 Communicating for Mutual Benefit with China; 5 What Matters to China; 6 Business Culture in Detail; 7 Past China Wisdom - Current Business Profile; 8 Getting Things Done; Part II; 9 Accessing Business Support; 10 Law and Relationships that Work in China; 11 Attitudes as Strategy; 12 The Practicalities of China Success; 13 Getting Ready for China 14 Sustaining Success in China through Relationships: Andor - A Case Study 15 China - Your Essential Repair Kit; 16 The Power of Connection for Success; 17 China Speaks; 18 Summary; 19 China: Quick Reference Guide; Further Reading; Useful Websites; Index
Sommario/riassunto	If you are prepared to connect with China, it will make all the difference. Joan Turley provides all the signposts and insights to help those working with China understand the value of relationships and the importance of people as the key elements in making business and

everything else work. This extremely powerful book will unlock your ability to build working relationships with China, for mutual success. ""The book provides an invaluable reference for all businesses with any current or future interest of building a successful relationship with China. This is a topic that is as com

---