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	Titolo	International journal of applied mathematics and computation // PSIT, Group for Mathematics
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	Livello bibliografico	Periodico
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2.	Record Nr.	UNINA9910779029003321
	Autore	Chung Mona
	Titolo	Doing business successfully in China // Mona Chung
	Pubbl/distr/stampa	Oxford : , : Chandos Publishing, , 2011
	ISBN	1-78063-276-2
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	Descrizione fisica	1 online resource (247 p.)
	Collana	Chandos Asian studies series : contemporary issues and trends
	Disciplina	338.70951
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	Formato	Materiale a stampa
	Livello bibliografico	Monografia
	Note generali	Description based upon print version of record.
	Nota di bibliografia	Includes bibliographical references and index.

Cover; Doing Business Successfully in China; Copyright; Contents; List of figures; About the author; 1 Introduction; The importance of doing business with China; The lure of 1.3 billion consumers; A little knowledge can be dangerous; Current and constant change; 2 Communicating with Chinese by understanding them better; Communication models; Context of culture and cross-cultural communication; Building relationships at all levels; Questions and answers not always straightforward; Limitations in practical situations; Miscommunication across cultures; The Glass Wall Effect  
The Glass Wall Effect in practice - a deadly sin  
Interpreters in cross-cultural communication; References; 3 The Chung Model: a practical business example; Changing goals; An Australian company's Critical Point in Shanghai; The loss implications; 4 Characteristics of the Chinese in commercial negotiations; Definitions of negotiation; Rio and BHP's long-term win; Order of arguments in negotiations; Understanding the Chinese; Team spirit; The value of power; Gender in negotiations; Approaches in cross-cultural negotiations; Cultural Capability Theory; References  
5 A culturally sound entry strategy brings success  
A much more complex option; Historical overview of foreign direct investment; The modern challenge of China; Three waves of investment; Assessing methods of entry; The degree of control; How joint ventures lessen the risk; The blame game hides the truth; The Foster's entry and growth strategy; Importance of local knowledge; Chinese role is omnipresent; References; 6 The mindset of culture and its impact; Financial loss focuses the mind; Market research must be best possible; Preparation is a long-term process  
Culturally suited strategy a winner for Australian company  
Fast-tracked at the local level; References; 7 Mistakes to avoid in managing multicultural teams; The important distinction between Chinese; The effect on performance; Stability of management personnel; Consistency important in cross-cultural management; Chinese systems, Chinese styles; Expatriates' psychological barriers; When duties include love songs; 'Approval' is part of a continuing process; References; 8 Cultural obstacles to negotiations: new research in China; Understanding different approaches  
Culture and its impact on negotiation  
It's not just what is said, but how; The importance of Maoism; Confucianism's five formal relationships; When 'normal' behaviour is 'aggressive'; Negotiation with Chinese in practice; Be prepared - the future of Chinese negotiators; China's education revolution; Is English a true global language?; Hierarchy and harmony - two key cultural features; Chinese negotiators - the key to success; 'Yes' does not always mean 'yes'; Negotiation with Chinese is a complex task; References; 9 Eat, drink and may your business prosper; Rites of eating must be understood  
The environment and health connection

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Sommario/riassunto

Despite the overwhelming importance of the Chinese economy to the success of Western economies, there has yet to be an examination of why Western companies have had difficulties in doing business with the Chinese. A significant barrier that companies have difficulty to overcome is the effective communication with their Chinese counter parts. This major impediment is caused by no understanding of the cultural differences between the Chinese and Western business cultures. This book offers the solution to this problem: the bi-cultural personnel. The first book presented by a true b

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3. Record Nr.	UNINA9910141467203321
Titolo	GLOBEFISH Research Programme : [series] / / FAO, GLOBEFISH
Pubbl/distr/stampa	Rome, Italy, : Food and Agriculture Organization of the United Nations, Fishery Industries Division
Descrizione fisica	1 online resource
Soggetti	Seafood industry Fishery products - Marketing
Lingua di pubblicazione	Inglese
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