1. Record Nr. UNINA9910780888903321 Autore Bjorksten Johan <1907-> Titolo How to manage a successful business in China [[electronic resource] /] / Johan Bjorksten, Anders Hagglund Hackensack, N.J., : World Scientific, c2010 Pubbl/distr/stampa **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 Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Description based upon print version of record. Note generali Acknowledgements; Contents; Preface by Joerg Wuttke; Introduction Nota di contenuto 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 Sommario/riassunto This unique book discusses how to manage an organization in China. It is based on the invaluable practical experience of entrepreneur Johan Bjorksten, who successfully built a local consulting business with over 100 employees, and Anders Hagglund, a seasoned manager who set up

> high-growth and highly profitable operations in China for a major 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