

1. Record Nr.	UNINA9910784038903321
Autore	Luo Yadong
Titolo	Guanxi and business [[electronic resource] /] / Yadong Luo
Pubbl/distr/stampa	New Jersey, : World Scientific, 2007
ISBN	1-281-12112-6 9786611121129 981-270-751-4
Edizione	[2nd ed.]
Descrizione fisica	1 online resource (413 p.)
Collana	Asia-Pacific business series ; ; v. 5
Disciplina	306.30951
Soggetti	Industrial sociology - China Corporate culture - China Interpersonal relations - China Business enterprises - Corrupt practices - China Business networks - China
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 (p. 371-381) and index.
Nota di contenuto	Preface; CONTENTS; 1 Definition, Principles, and Philosophy of Guanxi; 2 Economic Perspective of Guanxi; 3 Guanxi and Firm Performance; 4 Organizational Dynamics and Guanxi; 5 Guanxi-Based Business Strategies; 6 Foreign Businesses and Guanxi; 7 Cuanxi, Corruption, and Governance; 8 Practical Guidelines to Guanxi Cultivation; Appendices; Bibliography; Index; About the Author
Sommario/riassunto	Guanxi or interpersonal relationships is one of the major dynamics of Chinese society. A pervasive part of the Chinese business world for the last few centuries, it binds literally millions of Chinese firms into a social and business web. Any business in this society, including local firms and foreign investors and marketers, inevitably faces guanxi dynamics. In China's new, fast-paced business environment, guanxi has been more entrenched than ever, heavily influencing Chinese social behavior and business practice. However, as in other emerging economies, corruption in China is becoming more r