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| 1. Record Nr.           | UNINA9910812216803321   |
| Titolo                  | PC on Earth : the beginnings of the totalitarian mindset // Jasmin Dall'Agnola, Jabbar Moradi (editors) ; with a foreword by Josette Baer |
| Pubbl/distr/stampa      | Stuttgart : , : Ibidem-Verlag, , [2020]<br>©2020  |
| ISBN                    | 3-8382-7400-8   |
| Descrizione fisica      | 1 online resource (147 pages)   |
| Disciplina              | 306.0973  |
| Soggetti                | Political correctness   |
| Lingua di pubblicazione | Inglese   |
| Formato                 | Materiale a stampa  |
| Livello bibliografico   | Monografia  |
| 2. Record Nr.           | UNINA9910813499803321   |
| Autore                  | Turley Joan   |
| Titolo                  | The Business of Relationships : Creating Enterprise Success with China  |
| Pubbl/distr/stampa      | New York : , : Business Expert Press, , 2022<br>©2022   |
| ISBN                    | 1-63742-188-5   |
| Descrizione fisica      | 1 online resource (110 pages)   |
| Disciplina              | 332.6730951   |
| Soggetti                | Investments, Foreign - China<br>International business enterprises - China<br>China Economic policy                                       |
| Lingua di pubblicazione | Inglese   |
| Formato                 | Materiale a stampa  |
| Livello bibliografico   | Monografia  |
| Sommario/riassunto      | Creating Your Success with China This book helps you build, and   |

maintain, success with China. How? Through the often neglected, but vital, area of creating relationships that work and endure in China. Why would this matter so much in a professional or business setting, you may wonder? Because in China, the relationship always precedes the business and determines the latter's success, quality and durability. Only when relationships flourish, does success with China happen. Under investment in relationships and relationship shortcuts are among the primary reasons why good enterprises fail to succeed in China. The relationship skills advocated in this book, once adopted, will be a positive differentiator in your favor, for all your dealings with China, by equipping you with skills of sufficient depth, to ensure success in this relationship-centric culture. The book will encourage you to value these skills, and deploy them proudly in China, in the knowledge that relationship skills are the primary differentiator in this business culture. Through this valuable relationship knowledge, you will become, over time, your own cultural mediator, able to handle diverse business situations and challenges in a culturally adapted way, as they arise. This, in turn, will provide you with the confidence to build, and maintain, enterprise success with China.

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