1. Record Nr. UNINA9910817248703321 Kangmao Wang Autore Titolo Capital war: how foreign companies fight their war in China / / Wang Kangmao Reading, England:,: Paths International Ltd:,: Guangdong Economy Pubbl/distr/stampa Publishing House, , 2014 ©2014 **ISBN** 1-84464-124-4 Descrizione fisica 1 online resource (243 p.) Paths International Cases in Modern Chinese Business Collana Disciplina 338.60480951 Soggetti Competition - China International business enterprises - China Business enterprises, Foreign - 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. Nota di contenuto Cover; Preface; Table of Contents; Chapter I Caterpillar: Devil or Angel; A. Engineering machinery industry: engine of national economy; B. Caterpillar, a giant of the industry; C. Caterpillar pyramiding its investments in the Chinese market; D. Actively responding to transnational merger and acquisition; Chapter II Mittal: Warning of Capital War; A. Detailed analysis of Mittal genes; B. Mittal's capital war strategy; C. The siren of capital war should be made; D. Dealing with the capital torrent courageously and resolutely; Chapter III Alcatel's Battle in China A. Alcatel: a tycoon of global telecomB. Leading the Chinese market; C. Reviewing China again; Chapter IV Danone: An Invader with Capital; A. Danone: the boss behind the scene; B. The expansion road of Danone; C. Danone's localization scheme of capital invasion; Chapter V French SEB: Enjoying a Feast of Capital; A. SEB: huge market of small appliance; B. Casting its covetous eyes on China; C. National enterprises: strictly

defending enterprise sovereignty: D. Introspection: reviewing foreign

Consolidating step by step while expanding in China; C. BMW reaping benefits while the Chinese party losing the power of speak; Chapter VII

capital again; Chapter VI BMW: Fight for Control Power A. ""Precious"" horse leading the world automobile industryB.

UBS: Capital War in China; A. UBS: ""stimulus-response"" type of developmental history; B. The capital control warfare in China; C. Misfortunes never come singly; Chapter VIII L'Oreal: The Battle of Brand Acquisition in China; A. The way of business; B. Taking frequent actions in the Chinese market; C. The battle between L'Oreal and P&G D. Analysis of the acquisition strategy of L'Oreal in ChinaChapter IX Toyota: Cunning Strategy in China; A. Toyota China: from glory to degradation; B. The development strategy in China: ""triple-step jump""; C. Controlling the network; D. The piggybacking strategy: Toyota hasn't finished its layout yet; E. Controversy regarding Toyota; F. Having to mention: the ""recalling event"" of Toyota; Chapter X German Bayer: Monopoly Ambition under Varnish; A. Bayer's gene; B. Striving to start capital war and acquiring Gaitianli; C. Gaitianli: what to do with the ""trophy""

D. The threat theory of transnational pharmaceutical enterprisesChapter XI Johnson & Johnson: Capital Plunder in China; A. Johnson & Johnson; B. War for capital in China; C. Market monopoly war; D. Advertisement marketing war; E. Price war; F. Sounding alarm; Chapter XII Coca-Cola: Different Fate due to Different; A. Unique Coca-Cola; B. Comparison between the two major markets in India and China; C. The competition between Coca-Cola and Pepsi; D. Taking the step of ""sole proprietorship"" in China; E. What have Coca-Cola brought to China?; F. The melee of Cokes in China; References Copyright

Sommario/riassunto

This is a fascinating study of 12 major 'capital wars' in China led by overseas companies. The companies include Caterpillar, Mittal, Alcatel, Danone, SEB, BMW, UBS, L'Oreal, Toyota, Bayer, Johnson & Johnson, and Coca-Cola. Each chapter examines one company, with expert coverage provided by leading Chinese business and finance professor Wang Kangmao. Part of the practical new Cases in Modern Chinese Business series, the book offers insights and analysis on how business is done in China. (Series: Cases in Modern Chinese Business)