商务汉语和中国商务文化参考书目

（英文）

1. Advanced Business Chinese Vol.2
   books.google.com.hk
   Linda M Li, George X Zhang -

1. Advanced Business Chinese
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   Linda M Li, George X Zhang - 2007 - 136 页

1. Business Chinese 20 Essential Topics
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   Yinghong Huang, Carrie Wei - 2009 - 364 页
   A tailor-made textbook for those who wish to learn Mandarin Chinese from scratch, for developing business links or doing business with China.

2. Business Chinese
   books.google.com.hk
   黄为之 - 2002 - 341 页
   本书包括二十五课,每课都包括课文、课文拼音、课文英文翻译、生词、重点句、经济特区或开放城市的介绍.

3. Chinese Business Dictionary
   books.google.com.hk
   Richard Guo - 2005 - 168 页
   This is particularly true in regard to an English-Chinese business dictionary, which brings together two economic systems that are far from identical. This dictionary provides translations of American business terms.

4. Chinese Business Negotiating Style
This book adds a valuable ‘Chinese voice’ to the current Western-dominated forum on Chinese business negotiating style.

5. **The Chinese Business Puzzle: How to Work More Effectively with ...**
   books.google.com.hk
   Andrew Williamson - 2003 - 234 页
   Aimed at westerners who wish to do business with the Chinese, this is a practical text with authentic examples organized by

1. **Open for Business: Textbook and exercise book**
   books.google.com.hk
   2004 - 344 页
   Open for Business, Volume 1 is a textbook & exercise book set filled with authentic, everyday business expressions along with practical explanations.

2. **Research of Chinese family business:**
   books.google.com.hk
   甘德安 - 2002 - 481 页
   甘德安, 经济学教授, 博士, 江汉大学商学院院长, 著有《中国家族企业研究》、《成长中的中国企业家》等.

3. **Business Chinese 500**
   books.google.com.hk
   Yanhui Liu, Yeqing Liu - 2008 - 199 页
   An excellent book to know business Chinese.

   books.google.com.hk
   Ming-Jer Chen - 2003 - 234 页
   "-Foreign Affairs Ming-Jer Chen takes readers Inside Chinese Business to reveal the social and cultural values that underpin Chinese business practices and influence day-to-day corporate decisions.

5. **Chinese Culture, Organizational Behavior, and International ...**
   books.google.com.hk
   Ilan Alon - 2003 - 270 页
   Investigates the impact of culture on Chinese and foreign corporations operating in China.

6. **Chinese Business in Southeast Asia**
   books.google.com.hk
   Terence Gomez, Hsin-Huang Michael Hsiao - 2012 - 224 页
   Presents empirical findings from different South-East Asian countries to demonstrate that Chinese businessmen employ a variety of strategies in their
networking, entrepreneurship and organisational and firm development; and concludes that ...

   
   Ted Sun - 2010 - 191 页
   
   An insightful look at how Chinese business people think and live, offering executives and entrepreneurs a better way to understand a country in which business opportunities are still growing.

1. **Migration, Ethnic Relations and Chinese Business**
   
   Kwok-bun Chan - 2005 - 196 页
   
   Incorporating research carried out over the last twenty years, this book documents the personal and collective responses of Chinese migrants and refugees to the prejudice and discrimination they have experienced.

1. **Chinese Business in Malaysia: Accumulation, Ascendance, Accommodation**
   
   Edmund Terence Gomez - 1999 - 234 页
   
   This book examines eight ethnic Chinese business enterprises in Malaysia through a meticulous analysis of their histories and performance.

2. **Chinese-Dutch Business Negotiations: Insights from Discourse**
   
   Xiangling Li - 1999 - 207 页

3. **在商言商: Advanced Chinese for Creative and Productive Business**
   
   冯禹, 戴晓雪, Miranda Chen Tahnk - 2005 - 287 页
   
   An advanced business Chinese series, Close the Deal provides specialized business content, task-oriented activities, and an energetic corporate feel that enables higher-level learners to e

4. **Global Big Business and the Chinese Brewing Industry**
   
   Yuantao Guo - 2006 - 222 页
   
   This book makes a significant contribution to modern day discussions on globalization.

5. **Chinese Business Etiquette: The Practical Pocket Guide**
6. **Working With Chinese Expatriates in Business Negotiations:**

   Maria Lai-Ling Lam - 2000 - 188 頁

   Explains how Chinese expatriates work to create harmonious business relationships between members of two very different cultures in Chinese-U.S. joint ventures and other forms of commerce.

7. **Chinese and Indian Business: Historical Antecedents**

   Medha M. Kudaisya, Chin-Keong Ng - 2009 - 179 頁

   A comparative study of business as an agent of change has been lacking. This volume brings together articles by leading scholars in the field of Chinese and Indian business who offer fresh perspectives on the historical antecedents of...


   Jenny Li - 2003 - 96 頁

   The world may be getting smaller, but the job of keeping in touch with international clients and suppliers, colleagues at the office back home, and family and friends remains a real challenge.


   Fuming Jiang, Bruce William Stening - 2006 - 429 頁

   This book will serve as a reference book for scholars and researchers of Asian studies - China most particularly - and international business.

10. **Singapore Chinese Society in Transition: Business, Politics, and ...**

    Hong Liu, Sin Kiong Wong - 2004 - 299 頁

    As the first comprehensive study of its kind, this book analyzes the dynamics, processes, mechanisms, and consequences of socio-economic and political changes in Singapore Chinese society from 1945 to 1965.
Covering the period from colonial times to the present day this study identifies key issues pertaining to Chinese business operations in Malaysia: ownership and control patterns, style of growth, relations with the state, politicians and...

   
   East-West business is booming as thousands of people flock to China.

4. **Chinese Big Business in Indonesia: The State of Capital**
   
   In this book Christian Chua assesses the state of capital before, during, and after the financial and political crisis of 1997/1998 and analyses the changing relationships between business and the state in Indonesia.

5. **Ethnic Enterprise in America: Business and Welfare Among Chinese, ...**


   Drawing on archival material and extensive interviews with past leaders of the Chamber, this book provides an insightful interpretation of the Singapore Chinese Chamber of Commerce's turbulent history.

7. **Think Like Chinese**

   Sun ZI said know yourself and your enemy, then you will never lose a battle. Zhang and Baker say, know the Chinese mind so you can prosper! Think Like Chinese explains Chinese thought and business culture from the Chinese perspective.

8. **Doing Business in China For Dummies**

   Navigate China's business culture and etiquette. The fun and easy way to grow your business in China. This authoritative, friendly guide covers all the basics, from the nuts and bolts of Chinese business and bureaucracy to negotiating with...

9. **Entrepreneurial and Business Elites of China: The Chinese ...**
For the purpose of this book, a returnee is defined as a Chinese native who was born in China, left to study overseas as a student, visiting scholar or guest researcher for over one year, and has returned to China to work on a permanent ...

10. Transnational Business Networks and Sub-ethnic Nationalism: ...

To explain the strong anti-Japanese nationalism in Singapore and the weak Chinese anti-Japanese position in Hong Kong in the 1930s, I highlight the different ways the two colonies articulated with regional and global markets.

1. International Chinese Business Directory of the World: A ...

This book is a must read for businessmen who do business in China, for students in this area and for people who want to understand the way Chinese systems operate against a historical background.- Rob Westerhof, Chief Executive Officer.

2. Ethnic Business: Chinese capitalism in Southeast Asia

1. The Chinese Tao of Business: The Logic of Successful Business Strategy

This book is a must read for businessmen who do business in China, for students in this area and for people who want to understand the way Chinese systems operate against a historical background.- Rob Westerhof, Chief Executive Officer.

2. Biographical Dictionary of New Chinese Entrepreneurs and Business ...
In this revised edition of Frank Gallo's best-selling book, the author brings the story of leadership in China right up to date.

3. Business and Correspondence Chinese: An Introduction
books.google.com.hk
James C. P. Liang, Lloyd Lewis Haft, Gertie Mulder - 1983 - 172 頁

4. The Haier Way: The Making of a Chinese Business Leader and a ...
books.google.com.hk
Jeannie Jinsheng Yi, Shawn Xian Ye - 2003 - 280 頁
The book also examines the three strategies Haier has adopted to survive and thrive in the face of cutthroat competitions: brand name building, diversification and globalization.

5. Chinese Business: Landscapes and Strategies
books.google.com.hk
Hong Liu - 2013 - 224 頁
With a strong focus on the ways in which language, traditional thought and stratagem culture influence how Chinese do business, this book offers a complete view of industry structures and the competitive landscape, thus providing a ...

6. Chinese Business Elite in Indonesia and the Transition to ...
books.google.com.hk
Peck Yang Twang - 1998 - 372 頁
This book fills a gap in the literature on Indonesian Chinese by focusing directly on Chinese business roles and the emergence of partnerships between Chinese businessmen, mainly the totok, and Indonesian revolutionaries.

1. Chinese business networks: state, economy and culture
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Kwok B. Chan - 2000 - 320 頁

2. Subsidies to Chinese Industry: State Capitalism, Business ...
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Usha C.V. Haley, George T. Haley - 2013 - 240 頁
Government subsidies have contributed to China's success as manufacturer and exporter in capital-intensive industries.

3. Business China: A Practical Guide to Understanding Chinese ...
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Peggy Kenna, Sondra Lacy - 1994 - 55 頁
This guide offers a smooth and problem-free transition between the American and Chinese business cultures.
books.google.com.hk
2008 - 132 页

5. **Trouble in the Middle: American-Chinese Business Relations, ...**
books.google.com.hk
Steven P. Feldman - 2013 - 505 页
This book will help readers better understand the ethical and cultural assumptions that both American and Chinese business cultures bring to business relationships in China.

6. **剑桥英汉商用词汇拼音词典: With Pinyin**
books.google.com.hk
2002 - 442 页
Comprehensive and current, this lexicon is the first specifically designed to serve the needs of English speakers doing business in and with China and other Mandarin-speaking areas.

books.google.com.hk
Min Chen - 2004 - 278 页
Practical guidelines make this book a vital guide for international executives and students alike. The new edition has been updated and covers the Tiger economies before and since the crash.

8. **Startup Business Chinese**
books.google.com.hk
Jane Kuo - 2005 - 344 页
The Startup Business Chinese, Level 1 textbook comprises 12 units covering basic daily corporate interactions and business-related social exchanges.

9. **Doing Business in China**
books.google.com.hk
Tim Ambler, Morgen Witzel, Chao Xi - 2008 - 304 页
Aimed specifically at Western and non-Chinese businesses and managers this book offers a theoretical framework for understanding Chinese business culture and a practical guide to business practices, market conditions, negotiations, ...

10. **Chinese Etiquette and Ethics in Business**
books.google.com.hk
Boye De Mente - 1994 - 230 页
Explores taboos, work habits, attitudes, sensitivities and other characteristics of Chinese society that affect business This book reveals the historic factors, collective traits, and individual qualities that determine how the Chinese do ...
1. **Guanxi and Business**  
   books.google.com.hk  
   Yadong Luo - 2000 - 342 页  
   This book fills that gap by exploring the various social economic cultural, and business issues relating to the complex concept and practice of guanxi.

2. **Ethnic Business: Chinese Capitalism in Southeast Asia**  
   books.google.com.hk  
   Jomo Kwame Sundaram, Brian Cameron Folk - 2005 - 247 页  
   This book critically examines some of the key features attributed to Chinese business: business-government relations, the family firm, trust and networks, and supposed 'Asian' values.

3. **Chinese Ethnic Business: Global and Local Perspectives**  
   books.google.com.hk  
   Eric Fong, Chiu Luk - 2006 - 272 页  
   Peter. S. Li. A recurring theme in the study of the Chinese diaspora is why Chinese overseas have an apparent tendency towards entrepreneurship and ...

4. **Chinese business enterprise. 1**  
   books.google.com.hk  
   Rajeswary Ampalavanar Brown - 1996 - 520 页

5. **Rethinking Chinese Transnational Enterprises: Cultural Affinity ...**  
   books.google.com.hk  
   Leo Douw, Cen Huang, David Fu-Keung Ip - 2001 - 281 页  
   Bringing together a group of scholars and researchers from different fields and disciplines, this volume documents and dissects the dynamics of Chinese transnational enterprises throughout the 20th and into the 21st century.

6. **Chinese business enterprise in Asia**  
   books.google.com.hk  
   Rajeswary Ampalavanar Brown - 1995 - 251 页  
   Just how far has Chinese business been instrumental in the economic transformation of the Far East? This volume looks at the development of Chinese business and management practices across Asia from the late nineteenth century.

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   books.google.com.hk  
   Henry Wai-Chung Yeung - 1999 - 49 页

8. **Explaining Guanxi: The Chinese Business Network**
This insightful book unravels the origins of Guanxi and provides a much-needed explanation of the phenomena.

9. **The Spirit of Chinese Capitalism**
   S. Gordon Redding - 1993 - 267 页
   Redding (business, U. of Hong Kong) explores the beliefs about society, family, business, and other matters, held by overseas Chinese businessmen.

10. **Business Chinese**
    Qinghai Chen, Le Tang, Qiuli Zhao - 2012 - 236 页
    The Routledge Course in Business Chinese has been specifically designed for students in the fourth year of language learning or above who wish to progress their language training and prepare to tackle real-life business situations ...

Enterprise and Business Behaviour Barbara Krug, Hans J. Hendrischke. Taiyuan's entrepreneurs in the late 1990s came from a bewildering array of companies whose official designations often effectively masked their status as having either...

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This paper is the final paper for the course Chinese History and Culture. China has become a global business power and therefore it is important for Western people to know about China and the way they do business. This paper is written...

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2. **Greening Chinese Business: Barriers, Trends and Opportunities for ...**
   
   
   Ulrich Steger, Lu Wei, Zhaoben Fang - 2003 - 189 頁
   
   He holds an Honorary Professorship for International Management at the Technical University Berlin and was formerly a professor at The European Business School (Germany), a Harvard University Fellow (USA) and guest professor at St ...

3. **36 Business Stratagems: Secret Art of War for Today's Entrepreneurs**
   
   
   2004 - 213 頁
   
   A witty comic application of century old Chinese warfare strategy to modern business situations. Case studies in comic format distill the wisdom of ancient military strategists and make it accessible for modern day corporate players.

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   An unyielding look at the current business environment of contemporary China for the business person considering entering the promising Chinese market.

5. **Wearing Chinese Glasses: How (not) to Go Broke in Chinese Asia**
   
   
   Gregory A. Bissky - 2011 - 215 頁

   
   
   2008 - 128 頁
   
   "This is a revised and extended version of a handbook developed by the National Centre for Language Training for the short courses they run for Australians planning business trips or business development in China." -- Provided by publisher.

7. **Myths About Doing Business in China**
   
   
   Harold Chee, Christopher West - 2007 - 176 頁
   
   China is rapidly becoming an economic superpower, yet its business culture is often misunderstood.

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   - Yuan Wang, Xin Sheng Zhang, Rob Goodfellow
   - 2003 - 278 pages
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   - Khanh Tran
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   - pick up business skills which stood the community in good stead to capitalize on economic opportunities during the ensuing period of French colonization. An analysis of ethnic Chinese economic experience in Vietnam since the days of ...

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This book provides substantial management knowledge and real experience, which are of high value to Chinese companies with global ambitions. –Stan Shih, Founder, Acer Group, Taipei, Taiwan

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In Selling to China, author Stanley Chao helps all businesses learn effective ways to deal with Chinese businesspeople and private and state-owned companies; analyze whether certain products or services are viable for the Chinese market; ...
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   David Faure - 2006 - 127页
   
   This book describes China's encounter with capitalism from the sixteenth century to the twentieth century. It poses poignant questions in simple language, guides the reader through a complex literature and presents a unique point of view.

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   Guiguo Wang, John Mo - 1999 - 839页
   
   This book encompasses all of the most important aspects of Chinese law, and has a strong practical and case law emphasis which sets it apart from other studies in the field.

2. **Business Chinese dictionary: English-Chinese**
   
   Peter Hodgson Collin - 1995 - 522页

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   Jeanette S. Martin, Lillian H. Chaney - 2008 - 304页
   
   Attitude toward Women in Business Chinese women are currently found in few positions in management. The reason for this can be traced in part to the place Chinese women held in society in years past; they were subordinated since the fifth ...

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4. **PetroChina: international corporate governance with Chinese**

    Sang Xu, John Child, University of Hong Kong. School of Business. Centre for Asian Business Cases - 2002 - 20

5. **Made in China: What Western Managers Can Learn from Trailblazing**

    Donald Norman Sull, Yong Wang - 2005 - 231

This is the guide no manager considering—or already conducting—business in China can afford to be without.

1. **Open For Business: Lessons In Chinese Commerce For The New Millennium**

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Government supervised contact with these hand-picked partner companies was the first encounter with Chinese companies by business people or scholars in several decades. In these joint ventures, a foreign partner’s access to information, ...

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   Jianfu Chen - 1999 - 414 页
   The evolving Chinese law on business entities typically reflects the tension between socialist ideology and 'bourgeois' legal institutions. At the centre of this legal framework are the 'bourgeois' private law institution of legal personality and the ...

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1. **The Bamboo Network: How Expatriate Chinese Entrepreneurs are ...**
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   Murray L. Weidenbaum - 1996 - 264 页
   Western investors and entrepreneurs seeking to enter the Chinese market are a step behind the members of the bamboo network. This book evens the score.

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   books.google.com.hk
   Cornelis de Kluyver - 2010 - 270 页
   of rooms, thanks in part to the Olympics, but there is growing demand for business-class accommodation in second- and thirdier cities such as Jiangyin and Dalian. Lower construction costs and inexpensive labor mean the company's Chinese ...

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   This book provides an introduction to the Chinese legal system, focusing on laws and regulations on foreign direct investment and highlights recent government policies and measures undertaken to intensify economics reforms so as to meet ...

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   This edited volume presents fresh empirical research on the emerging outcomes of China’s law reforms.

4. **The Chinese State in the Era of Economic Reform: The Road to Crisis**
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   Gordon White - 1991 - 345 页

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   Tao Zhugong - 1999 - 210 页

   books.google.com.hk
   M. Kay DuPont - 1998 - 110 页
   Americans like to touch, kiss, embrace, take people by the arm, pat them on the back. In many other countries, this behavior is totally inappropriate, particularly in business. Chinese do not like body contact with strangers at all, even a quick pat.

3. **The 36 Stratagems for Business: Achieve Your Objectives Through ...**
   books.google.com.hk
   Harro Von Senger - 2006 - 205 页
   Flexibility and new ways of thinking about business issues are encouraged, making this handbook widely adaptable to changing conditions.

4. **Open for Business: pt. 1. 新世纪商用汉语高级读本**
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   The analysis is notable for its insistence that, for a corporate governance system to work, the principles and practicalities of that system must be derived from customary cultural norms.

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7. **Chinese migration in Germany: making home in transnational space**
   Maggi Wai-Han Leung - 2004 - 183 页
   In this work the author, a geographer born and raised in Hong Kong, focuses on several social aspects of Chinese migration in Germany.

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   books.google.com.hk
   Yeu-Farn Wang, Stockholms universitet. Centrum för stillahavsasienstudier - 1994 - 29 頁

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38.

Myths About Doing Business in China by Harold Chee and Christopher West (Dec 26, 2007)

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7.
Business Etiquette for Chinese by JIANG PEI RONG (Rossana) (1991)

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10.
Chinese Business Etiquette and Culture by Kevin Bucknall (Jan 6, 1900)

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Business Etiquette For Chinese(Revised edition) 1-1 (Chinese Edition) by mei jiang pei rong li pei (Jan 12, 2011)

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2.

Trouble in the Middle: American-Chinese Business Relations, Culture, Conflict, and Ethics by Steven P. Feldman (Mar 7, 2013)

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Excerpt – "... feel uncertain about Chinese business culture and negotiating style. ..." Read More

7.

Chinese Business Culture- Theories, Examples, Figures by Andrea Schulz (Jan 12, 2007)

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8.

The Dragon Network: Inside Stories of the Most Successful Chinese Family Businesses (Bloomberg) by A. B. Susanto and Patricia Susanto (Mar 25, 2013)

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Excerpt - Page 41: "... culture, and to some extent business culture everywhere, is grounded in ..." See a random page in this book.

14.

Chinese Culture, Organizational Behavior, and International Business Management by Ilan Alon (Feb 28, 2003)

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20. **Business China (International Business Culture)** by Peggy Kenna  
(Jan 11, 1994)  
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**Excerpt** – "... American and Chinese business cultures. A concise, at-a ...
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22.
Inside the Chinese Business Mind: A Tactical Guide for Managers
by Ted Sun (Jan 13, 2010)

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Excerpt - Page 23: "... the Chinese business culture and see why the networks, which thwarted ..." See a random page in this book.

What Chinese Want: Culture, Communism and the Modern Chinese Consumer by Tom Doctoroff (May 22, 2012)

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37.

39.
## Chinese business culture

**by Hannes Mungenast (Sep 28, 2007)**

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## Chinese Business Culture

**by Dongsheng Yang (Jan 1, 2004)**

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## How to Win in China

**by Sanjin Teng**
How to Win in China: Chinese Business and Negotiation

Strategies Revealed by Stephen P. Turner (Apr 5, 2012)

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Excerpt - Front Matter: "... truly understanding Chinese culture and the decision making ..." See a random page in this book.

Cowboys and Dragons: Shattering cultural myths to advance Chinese/American Business, by Charles Lee (Feb 13, 2003)

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Excerpt - "... Han and became absorbed by Chinese culture. Superior Chinese ..."

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49.

From Chinese Brand Culture to Global Brands: Insights from aesthetics, fashion and history by Jonathan Schroeder, Janet Borgerson and Wu Zhiyan (Oct 30, 2013)

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Excerpt – "... culture and political system. Understand the Chinese meaning ..."
## Getting YOUR WAY with the CHINESE: Doing business with the Chinese

**Book Title:** Getting YOUR WAY with the CHINESE: Doing business with the Chinese  
**Authors:** Gengping Chen and Gerry O Nolan  
**Publication Date:** Mar 2, 2013

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**Excerpt - Page 1:** "... numerous academic books on Chinese culture and elaborate guides to ..." See a random page in this book.

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## Employment of Women in Chinese Cultures: Half the Sky (New Horizons in Management)

**Book Title:** Employment of Women in Chinese Cultures: Half the Sky (New Horizons in Management)  
**Authors:** Cherlyn Skromme Granrose  
**Publication Date:** Jan 31, 2006

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China - Culture Smart!: the essential guide to customs & culture
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Excerpt - Page 33: "... role in business throughout the region. These Chinese migrants ...
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The Little Red Book of China Business by Sheila Melvin (Nov 1, 2007)

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Formats                  Price       New      Used      Collectible
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Excerpt - Page 4: "... us who are outsiders to Chinese culture, to Communist politics, or ..." See a random page in this book.

62.

International Management in China: Cross-Cultural Issues

(Routledge Advances in Asia-Pacific Business) by Jan Selmer (Oct 15, 1998)

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Excerpt - Front Matter: "... since essential elements of Chinese culture will most probably prevail ..." See a random page in this book.

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