

# 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](http://books.google.com.hk)

Linda M Li, George X Zhang -

1. [Advanced Business Chinese](#)



[books.google.com.hk](http://books.google.com.hk)

Linda M Li, George X Zhang - 2007 - 136 页

1. [Business Chinese 20 Essential Topics](#)



[books.google.com.hk](http://books.google.com.hk)

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](#)

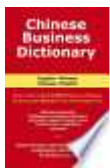


[books.google.com.hk](http://books.google.com.hk)

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](http://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](#)



[books.google.com.hk](http://books.google.com.hk)

Tony Fang - 1999 - 339 页

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](http://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](http://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 explanati

2. [Research of Chinese family business:](#)



[books.google.com.hk](http://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](http://books.google.com.hk)

Yanhui Liu, Yeqing Liu - 2008 - 199 页

An excellent book to know business Chinese.

4. [Inside Chinese Business: A Guide for Managers Worldwide](#)



[books.google.com.hk](http://books.google.com.hk)

Ming-Jer Chen - 2003 - 234 页

" -Foreign Affairs Ming-Jer Chen takes readersInside Chinese Businessto 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](http://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](#)



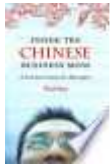
[books.google.com.hk](http://books.google.com.hk)

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 ...

7. [Inside the Chinese Business Mind: A Tactical Guide for Managers](#)



[books.google.com.hk](https://books.google.com.hk)

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](#)



[books.google.com.hk](https://books.google.com.hk)

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](#)



[books.google.com.hk](https://books.google.com.hk)

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](#)



[books.google.com.hk](https://books.google.com.hk)

Xiangling Li - 1999 - 207 页

3. [在商言商: Advanced Chinese for Creative and Productive Business](#)



[books.google.com.hk](https://books.google.com.hk)

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](#)

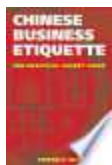


[books.google.com.hk](https://books.google.com.hk)

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](#)



[books.google.com.hk](https://books.google.com.hk)

Stefan H. Verstappen - 2008 - 146 页

An insider's guide to master the etiquette for dealing with China, where business is personal.

6. [Working With Chinese Expatriates in Business Negotiations: ...](#)



[books.google.com.hk](https://books.google.com.hk)

Maria Lai-Ling Lam - 2000 - 188 页

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](#)



[books.google.com.hk](https://books.google.com.hk)

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

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 ...

8. [Passport China: Your Pocket Guide to Chinese Business, Customs & ...](#)



[books.google.com.hk](https://books.google.com.hk)

Jenny Li - 2003 - 96 页

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.

9. [The Chinese Business Environment: An Annotated Bibliography](#)



[books.google.com.hk](https://books.google.com.hk)

Fuming Jiang, Bruce William Stening - 2006 - 429 页

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 ...](#)



[books.google.com.hk](https://books.google.com.hk)

Hong Liu, Sin Kiong Wong - 2004 - 299 页

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.

1. [Chinese Business History: Interpretive Trends and Priorities for ...](#)










[books.google.com.hk](https://books.google.com.hk)

Robert Gardella, Jane Kate Leonard, Andrea Lee McElderry - 1998 - 190 页

By introducing various interpretations of China's economic development (including the impact of the West, modernization, and Marxist, Weberian, and revisionist approaches), as well as Western business history theory, the book establishes a ...

2. [Chinese Business in Malaysia: Accumulation, Accommodation and ...](#)

-  [books.google.com.hk](https://books.google.com.hk)  
Terence Gomez - 2012 - 234 页  
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 ...
3. [Chinese Business Etiquette: A Guide to Protocol, Manners, and ...](#)  
 [books.google.com.hk](https://books.google.com.hk)  
Scott D. Seligman - 2008  
East-West business is booming as thousands of people flock to China.
4. [Chinese Big Business in Indonesia: The State of Capital](#)  
 [books.google.com.hk](https://books.google.com.hk)  
Christina Chua - 2008 - 192 页  
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, ...](#)  
 [books.google.com.hk](https://books.google.com.hk)  
Ivan Hubert Light - 1972 - 209 页
6. [The Business of Politics and Ethnicity: A History of the Singapore ...](#)  
 [books.google.com.hk](https://books.google.com.hk)  
Sikko Visscher - 2007 - 372 页  
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](#)  
 [books.google.com.hk](https://books.google.com.hk)  
Haihua Zhang, Geoffrey Baker - 2008 - 194 页  
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](#)  
 [books.google.com.hk](https://books.google.com.hk)  
Robert Collins, Carson Block - 2011 - 384 页  
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 ...](#)



[books.google.com.hk](http://books.google.com.hk)

Wenxian Zhang, Huiyao Wang, Ilan Alon - 2011 - 272 页

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: ...](#)



[books.google.com.hk](http://books.google.com.hk)

Huei-Ying Kuo - 2007 - 357 页

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 ...](#)



[books.google.com.hk](http://books.google.com.hk)

Wong Kin - 1913

1. [The Chinese Tao of Business: The Logic of Successful Business Strategy](#)



[books.google.com.hk](http://books.google.com.hk)

George T. Haley, Usha C. V. Haley, Chin Tiong Tan - 2011 - 256 页

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](#)



[books.google.com.hk](http://books.google.com.hk)

1. [Biographical Dictionary of New Chinese Entrepreneurs and Business ...](#)

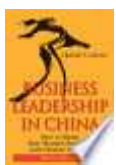


[books.google.com.hk](http://books.google.com.hk)

Wenxian Zhang, Ilan Alon - 2009 - 296 页

Bob Duckett, Reference Reviews The current compilation fills the need for a Who s Who in the Chinese business world. . . This is a useful reference for scholars and students in China studies and for business practitioners. Recommended.

2. [Business Leadership in China: How to Blend Best Western Practices ...](#)



[books.google.com.hk](http://books.google.com.hk)

Frank T. Gallo - 2011 - 256 页

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](https://books.google.com.hk)

James C. P. Liang, Lloyd Lewis Haft, Gertie Mulder - 1983 - 172 页

4. [The Haier Way: The Making of a Chinese Business Leader and a ...](#)



[books.google.com.hk](https://books.google.com.hk)

Jeannie Jinsheng Yi, Shawn Xian Ye - 2003 - 280 页

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](https://books.google.com.hk)

Hong Liu - 2013 - 224 页

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](https://books.google.com.hk)

Peck Yang Twang - 1998 - 372 页

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.

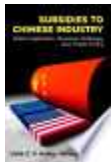
1. [Chinese business networks: state, economy and culture](#)



[books.google.com.hk](https://books.google.com.hk)

Kwok B. Chan - 2000 - 320 页

2. [Subsidies to Chinese Industry: State Capitalism, Business ...](#)



[books.google.com.hk](https://books.google.com.hk)

Usha C.V. Haley, George T. Haley - 2013 - 240 页

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 ...](#)



[books.google.com.hk](https://books.google.com.hk)

Peggy Kenna, Sondra Lacy - 1994 - 55 页

This guide offers a smooth and problem-free transition between the American and Chinese business cultures.

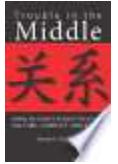
4. [Business chinese for beginner: student's book. Listening](#)



[books.google.com.hk](http://books.google.com.hk)

2008 - 132 页

5. [Trouble in the Middle: American-Chinese Business Relations, ...](#)



[books.google.com.hk](http://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](http://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.

7. [Asian Management Systems: Chinese, Japanese and Korean Styles of ...](#)



[books.google.com.hk](http://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](http://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](http://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](#)



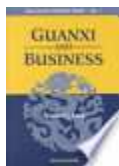
[books.google.com.hk](http://books.google.com.hk)

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](https://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](https://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](https://books.google.com.hk)

Eric Fong, Chiu Luk - 2006 - 272 页

10. **Business**. owners. and. workers. Class. locations. of. **Chinese**. in. Canada. 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](https://books.google.com.hk)

Rajeswary Ampalavanar Brown - 1996 - 520 页

5. [Rethinking Chinese Transnational Enterprises: Cultural Affinity ...](#)



[books.google.com.hk](https://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](https://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.

7. [Managing crisis in a globalising era: the case of Chinese business ...](#)



[books.google.com.hk](https://books.google.com.hk)

Henry Wai-Chung Yeung - 1999 - 49 页

8. [Explaining Guanxi: The Chinese Business Network](#)



[books.google.com.hk](https://books.google.com.hk)

Ying Lun So, Anthony Walker - 2006 - 169 页

This insightful book unravels the origins of Guanxi and provides a much-needed explanation of the phenomena.

9. [The Spirit of Chinese Capitalism](#)



[books.google.com.hk](https://books.google.com.hk)

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](#)



[books.google.com.hk](https://books.google.com.hk)

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 ...

1. [Business and bureaucracy in a Chinese city: an ethnography of ...](#)



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Ole Bruun - 1993 - 273 页

2. [The Routledge Course in Business Chinese](#)



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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 ...

3. [Chinese Leadership](#)



[books.google.com.hk](https://books.google.com.hk)

Barbara Xiaoyu Wang, Harold Chee - 2011 - 192 页

Avoid cultural, social and organizational faux pas when working and doing business with Chinese companies and understand how leadership and management styles differ

4. [Time perception in leadership: A case study of Chinese business ...](#)



[books.google.com.hk](https://books.google.com.hk)

Stefanie Schumann - 2011 - 35 页

Finally, a behavioural guideline for leaders concerning time perception shall create a harmonious overall picture of this work.

5. [商业汉语](#)



[books.google.com.hk](https://books.google.com.hk)

李更新, Christine M. Liao - 1990 - 220 页

6. [The Chinese Economy in the 21st Century: Enterprise and Business ...](#)



[books.google.com.hk](https://books.google.com.hk)

Barbara Krug, Hans J. Hendrischke - 2007 - 250 页

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 ...

7. [Chinese Business Culture](#)



[books.google.com.hk](https://books.google.com.hk)

Hannes Mungenast - 2007 - 28 页

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 ...

8. [Ethnicity and the economy: the state, Chinese business, and ...](#)



[books.google.com.hk](https://books.google.com.hk)

James V. Jesudason - 1989 - 218 页

Arguing that ethnic factors decisively influenced the choices made by Malaysia's political elite concerning critical development issues, this book examines the impact of ethnic divisions on Malaysia's economic policies, including state ...

9. [Chinese And Western Business Cultures: A Comparison And Contrast](#)



[books.google.com.hk](https://books.google.com.hk)

Michael B. Hinner - 2005 - 168 页

The series seeks to illuminate, highlight, and spotlight (intercultural) communication in the world of business. This second volume focuses on China in an intercultural business context.

10. [Doing Business With China: Avoiding the Pitfalls](#)

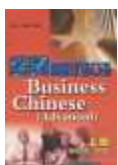


[books.google.com.hk](https://books.google.com.hk)

Stewart Hamilton, Jinxuan Zhang - 2012 - 208 页

This book is intended to help Western companies and executives avoid the common mistakes and to assist their understanding of what is required to make a success of venturing into China, and vice versa, Chinese companies and executives ...

1. [Business Chinese \(Advanced\):](#)



[books.google.com.hk](https://books.google.com.hk)

黄锡之 - 2000 - 334 页

本书是“经贸汉语口语”中的最后一本。仍然以经济贸易生活为基本内容,除有关商品学知识的汉语学习外 ...

2. [Greening Chinese Business: Barriers, Trends and Opportunities for ...](#)



[books.google.com.hk](https://books.google.com.hk)

Ulrich Steger, Lu Wei, Zhaoben Fang - 2003 - 189 页

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](#)



[books.google.com.hk](https://books.google.com.hk)

2004 - 213 页

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.

4. [Entering the Chinese Market: The Risks and Discounted Rewards](#)



[books.google.com.hk](https://books.google.com.hk)

John E. Dixon, David Newman - 1998 - 135 页

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](#)



[books.google.com.hk](https://books.google.com.hk)

Gregory A. Bissky - 2011 - 215 页

6. [Doing Business in China: A Guide for Australians](#)



[books.google.com.hk](https://books.google.com.hk)

2008 - 128 页

"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](#)

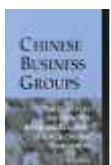


[books.google.com.hk](https://books.google.com.hk)

Harold Chee, Christopher West - 2007 - 176 页

China is rapidly becoming an economic superpower, yet its business culture is often misunderstood.

1. [Chinese Business Groups: The Structure and Impact of Interfirm ...](#)



[books.google.com.hk](https://books.google.com.hk)

Lisa A. Keister - 2000 - 220 页

This work provides an account of the emergence of business groups in China and details their organizational structure. The relationship between various aspects of group structure and the financial performance of member firms is examined.

2. [Doing Business with China](#)



[books.google.com.hk](https://books.google.com.hk)

Jonathan Reuvid, Li Yong - 2006 - 426 页

Many foreign companies conduct **business** based on market situations without too much consideration of the personal feelings involved. They treat **business** impersonally, while the **Chinese** do the opposite. Foreigners tend to be contented ...

1. [Handbook of Research on Asian Business](#)

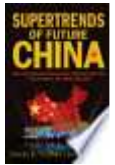


[books.google.com.hk](https://books.google.com.hk)

Henry Wai-Chung Yeung - 2007 - 512 页

This volume is excellent. Students who are interested in Asian business should read it and will find the comprehensive bibliography offered by the different contributors very helpful.

2. [Supertrends of Future China: Billion Dollar Business Opportunities ...](#)



[books.google.com.hk](https://books.google.com.hk)

James K. Yuann, Jason Inch - 2008 - 286 页

For investors, marketers, and businesspeople who want to understand the new drivers and business chances of the Chinese economy, Supertrends of Future China is the definitive guidebook.

3. [New business Chinese-English dictionary:](#)



[books.google.com.hk](https://books.google.com.hk)

Jingwen Wu - 1982 - 1006 页

4. [The Dragon Network: Inside Stories of the Most Successful Chinese ...](#)



[books.google.com.hk](https://books.google.com.hk)

A. B. Susanto, Patricia Susanto - 2013 - 250 页

I believe this book will inspire passion and encourage the struggle to preserve the family business style of the overseas Chinese.

5. [Theoretical Developments and Future Research in Family Business](#)



[books.google.com.hk](https://books.google.com.hk)

Phillip Hin Choi Phan, John E. Butler - 2008 - 293 页

Institutional theorists argue that as emerging markets develop stronger institutions, enterprises will continue to evolve and that firms, such as **Chinese family business** groups, will increasingly converge on governance and structural norms ...

6. [Asian Business Networks](#)

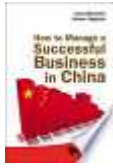


[books.google.com.hk](https://books.google.com.hk)

Gary G. Hamilton - 1996 - 302 页

Few scholars have examined these networks and fewer yet have compared and contrasted the striking regional differences found among them. The studies in this volume are among the first to offer a comparative viewpoint.

7. [How to Manage a Successful Business in China](#)



[books.google.com.hk](http://books.google.com.hk)

Johan Björkstén, Anders Hägglund - 2010 - 222 页

This unique book discusses how to manage an organization in China.

1. [The Future of Chinese Management: Studies in Asia Pacific Business](#)



[books.google.com.hk](http://books.google.com.hk)

Malcolm Warner - 2003 - 230 页

The papers that comprise this study examine the ongoing state of management reforms in the People's Republic of China. The contributors explain how and why these reforms came about and where they are heading.

2. [China business culture: strategies for success](#)



[books.google.com.hk](http://books.google.com.hk)

Yuan Wang, Xin Sheng Zhang, Rob Goodfellow - 2003 - 278 页

This book is a must-have for anyone doing business or planning on doing business in the world's fastest growing, and most complex, market.

3. [The Ethnic Chinese and Economic Development in Vietnam](#)



[books.google.com.hk](http://books.google.com.hk)

Khanh Tran - 1993 - 126 页

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 ...

4. [The Determinants of Chinese Outward Direct Investment](#)



[books.google.com.hk](http://books.google.com.hk)

Hinrich Voss - 2011 - 224 页

This book sheds fresh light on the phenomenon by explaining its determinants using the analytical lens of international business theory.

1. [Doing Business in the New China: A Handbook and Guide](#)



[books.google.com.hk](http://books.google.com.hk)

Birgit Zinzius - 2004 - 237 页

Provides an objective, unbiased portrait of the Chinese market for investors, managers on global assignments, and entrepreneurs.

2. [Chinese Business Under Socialism: The Politics of Domestic ...](#)



[books.google.com.hk](http://books.google.com.hk)

Dorothy J. Solinger - 1987 - 368 页

Policy. Conflict. In. **Chinese**. Commerce., 1949-1979. Three great forces are at work in the conflict over **Chinese** commercial policy, each with its own vision and prescriptions about the proper procedures for marketing and distributing ...

3. [The Globalization of Chinese Companies: Strategies for Conquering ...](#)



[books.google.com.hk](http://books.google.com.hk)

Arthur Yeung, Katherine Xin, Waldemar Pfoertsch - 2011 - 224 页

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 One feature of this book is that

1. [Practical Business Chinese](#)



[books.google.com.hk](http://books.google.com.hk)

Wei Hong - 1997 - 180 页

1. [China's New Business Elite: The Political Consequences of Economic ...](#)



[books.google.com.hk](http://books.google.com.hk)

Margaret M. Pearson - 1997 - 207 页

A lucidly-written study based on a series of interviews with both the Chinese nationals who manage foreign-backed businesses and private entrepreneurs, Pearson's book tests the assumption that the rising market economy promotes ...

2. [China CEO: Voices of Experience from 20 International Business Leaders](#)



[books.google.com.hk](http://books.google.com.hk)

Juan Antonio Fernandez, Laurie Underwood - 2011 - 220 页

Who best to advise on cracking the world's fastest-growing and highest-potential market than those already succeeding there? This was the philosophy behind the book CHINA CEO: Voices of Experience From 20 International Business Leaders.

3. [Advanced business Chinese: economy and commerce in a changing ...](#)



[books.google.com.hk](http://books.google.com.hk)

Fangyuan Yuan - 2004 - 351 页

This is the first business-Chinese textbook for advanced learners of Chinese in which current economic issues in China are addressed in depth.

4. [Marketing Strategies of Chinese Companies: Focus on Germany und Europe](#)



[books.google.com.hk](http://books.google.com.hk)

Fenghua Tang - 2010 - 90 页

Ten or fifteen years ago global business was mainly in the hands of a select number of multinational giants.

1. [Selling to China: A Guide to Doing Business in China for Small and ...](#)



[books.google.com.hk](http://books.google.com.hk)

Stanley Chao - 2012

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; ...

2. [Third year business Chinese: ASP Chinese : 2008-2009](#)



[books.google.com.hk](http://books.google.com.hk)

Saihong Li, Handelshøjskolen i København. Institut for Interkulturel Kommunikation og Ledelse. IKL., Copenhagen Business School. CBS. Department of Intercultural Communication and Management. ICM. - 2008 - 96 页

3. [Cowboys and Dragons: Shattering Cultural Myths to Advance ...](#)



[books.google.com.hk](http://books.google.com.hk)

Charles Lee - 2003 - 235 页

"Cowboys and Dragons also includes a brief appendix with quick tips for many common daily activities in China - dress codes, dining and foods, traveling, and many more areas - that will steer a novice from committing clumsy social gaffes.

1. [Business Networks and Strategic Alliances in China](#)

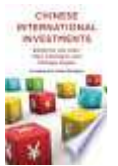


[books.google.com.hk](http://books.google.com.hk)

Stewart Clegg, Dr. Karen Wang, Mike Berrell - 2007 - 330 页

behaviour and the myth of the **Chinese business** networks. The appearance of gangs of **Chinese** bandits and the subsequent company policy of VOC to limit **Chinese** immigration instigated much corruption of the regional administration of that ...

2. [Chinese International Investments](#)



[books.google.com.hk](http://books.google.com.hk)

Professor Ilan Alon, Dr Marc Fetscherin, Professor Philippe Gugler - 2011 - 448 页

Chinese International Investments provides authoritative academic and professional insights into Chinese international investments in Europe, Asia, Africa and the Americas.

3. [Essential outsiders: Chinese and Jews in the modern transformation ...](#)



[books.google.com.hk](http://books.google.com.hk)

Daniel Chirot, Anthony Reid - 2011 - 335 页

Ethnic Chinese in Southeast Asia, like Jews in Central Europe until the Holocaust, have been remarkably successful as an entrepreneurial and professional minority.

4. [China: Business Opportunities in a Globalizing Economy](#)



[books.google.com.hk](http://books.google.com.hk)

Verner Worm - 2008 - 195 页

An important way for China to achieve its position is through foreign direct investments (FDIs). This book looks at the main causes behind the impressive economic growth in China and in particular it explores the major role that FDIs play.



5. [China And Capitalism: A History of Business Enterprise in Modern](#)

[China](#)



[books.google.com.hk](https://books.google.com.hk)

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.

6. [Business Chinese](#)



[books.google.com.hk](https://books.google.com.hk)

Sinolingua - 2005

Designed for the beginners or the businessmen who just began to do business with Chinese and want to make a quick improvement on their Chinese communicative ability. Combining together words, sounds, pictures, animations and music and ...

1. [Chinese law](#)



[books.google.com.hk](https://books.google.com.hk)

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](#)



[books.google.com.hk](https://books.google.com.hk)

Peter Hodgson Collin - 1995 - 522 页

3. [Passport to Success: The Essential Guide to Business Culture and ...](#)



[books.google.com.hk](https://books.google.com.hk)

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 ...

1. [Chinese Capitalism in a Global Era: Towards a Hybrid Capitalism](#)



[books.google.com.hk](https://books.google.com.hk)

Henry Wai-Chung Yeung - 2003 - 320 页

the understanding and explanation of this recent global reach of **Chinese** capitalism cannot be achieved without ... to become global competitors in such **business** fields as electronics and garment manufacturing, telecommunications, property ...

2. [The 36 Strategies of the Chinese: Adapting Ancient Chinese Wisdom ...](#)



[books.google.com.hk](http://books.google.com.hk)

Chow Hou Wee, Lan Luh Luh - 1999 - 298 页

This book bridges the gap of understanding between East and West -- and it has never been more timely.

3. [中国商法](#)



[books.google.com.hk](http://books.google.com.hk)

Jielin Dong - 2005 - 793 页

Designed for people who are interested in doing business with China, this handbook has a selection of the latest and most essential laws and regulations, each of which is provided in both English and Chinese. (Legal Reference)

4. [PetroChina: international corporate governance with Chinese ...](#)



[books.google.com.hk](http://books.google.com.hk)

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

5. [Made in China: What Western Managers Can Learn from Trailblazing ...](#)



[books.google.com.hk](http://books.google.com.hk)

Donald Norman Sull, Yong Wang - 2005 - 231 页

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](#)



[books.google.com.hk](http://books.google.com.hk)

Jane C. M. Kuo - 2002 - 480 页

"Ideal for: High Intermediate. This much-anticipated text and exercise book set is an absolute must for students and teachers seeking an in-depth and up-to-date perspective on contemporary Chinese business communications.

2. [The Disconnect Patterns \(Chinese\): Notes for Managing a U. S. ...](#)



[books.google.com.hk](http://books.google.com.hk)

Raj Karamchedu - 2012

3. [Redesigning Asian Business: In the Aftermath of Crisis](#)



[books.google.com.hk](http://books.google.com.hk)

Frank-Jürgen Richter - 2002 - 196 页

Similarly, the overseas Chinese assume to be mainly successful where other overseas Chinese are present — and available to be put in managing functions to bridge different assumptions of conducting business. When entering North

1. [Business Chinese: intermediate\].](#)



[books.google.com.hk](https://books.google.com.hk)

1994 - 343 页

1. [Chinese Economic Transition and International Marketing Strategy](#)



[books.google.com.hk](https://books.google.com.hk)

Ilan Alon - 2003 - 322 页

Both local and foreign IT partners are needed for the development of sophisticated IT systems to compensate for the lack of in-house IT expertise among the Chinese companies. Second, globalization should be an integral part of e-business ...

2. [Business Chinese 500](#)



[books.google.com.hk](https://books.google.com.hk)

Bei jing yu yan xue yuan, Beijing Language Institute Staff, Bei jing dui wai mao yi xue yuan - 1997 - 380 页

1. [Business Chinese](#)



[books.google.com.hk](https://books.google.com.hk)

张红, 张晓慧 - 2007 - 682 页

2. [A Guide to the Top 100 Companies in China](#)



[books.google.com.hk](https://books.google.com.hk)

Wenxian Zhang, Ilan Alon - 2010 - 340 页

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, ...

3. [A practical business Chinese reader: Buch](#)



[books.google.com.hk](https://books.google.com.hk)

2000 - 255 页

4. [Business Chinese \(advanced\)](#)



[books.google.com.hk](https://books.google.com.hk)

Weizhi Huang - 2000

1. [Confucian Capitalism: Discourse, Practice and the Myth of Chinese ...](#)



[books.google.com.hk](http://books.google.com.hk)

Souchou Yao - 2002 - 186 页

Based on anthropological fieldwork among Chinese traders in Sarawak, this work interrogates the Confucian capitalism thesis which dominates the approach to Chinese business behaviour in management and social sciences.

2. [Harvard Business Review on Doing Business in China](#)



[books.google.com.hk](http://books.google.com.hk)

2004 - 204 页

The 50th title in the HBR paperback series highlights what every company must know to successfully enter and compete in the world's fastest-growing economy. The potential opportunity in China is huge: it is home to a quarter of the world's ...

3. [Business chinese for beginner](#)



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Rhill Fung Ng - 2007 - 314 页

新世纪商务汉语系列教程

4. [Written Communication Across Cultures: A Sociocognitive ...](#)

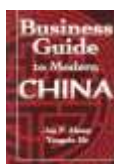


[books.google.com.hk](http://books.google.com.hk)

Yunxia Zhu - 2005 - 215 页

Winner of ABC's award for Distinguished Publication for 2006. This book explores effective written communication across cultures both theoretically and practically.

5. [Business guide to modern China](#)



[books.google.com.hk](http://books.google.com.hk)

Jon P. Alston, Stephen Yongxin He - 1997 - 192 页

The Business Guide to Modern China anticipates the difficulties of establishing business relations and illustrates how to utilize the Chinese mindset and business orientation for personal business advantage.

1. [Chinese Railways: Reform and Efficiency Improvement Opportunities](#)



[books.google.com.hk](http://books.google.com.hk)

Katrin Luger - 2008 - 336 页

Chinese Railways' market demand for cargo transport services still exceeds supply. In most of the freight **business Chinese** Railways is certainly no longer a natural monopoly, because of lively entry into its market from other modes of ...

2. [Teaching and Learning Chinese: Issues and Perspectives](#)



[books.google.com.hk](http://books.google.com.hk)

Jianguo Chen, Chuang Wang, Jinfa Cai - 2010 - 346 页

She joined the Purdue faculty in 1994 as an assistant professor in Chinese. She has published two books with the titles of Practical **Business Chinese** by China Books and Periodicals in San Francisco in 1997/2007 and Chinese and German ...

3. [Chinese Law: Towards an Understanding of Chinese Law, Its Nature ...](#)



[books.google.com.hk](http://books.google.com.hk)

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 ...

4. [The Business of Lobbying in China](#)

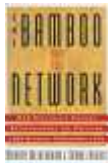


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Scott KENNEDY, Scott Kennedy - 2009 - 278 页

The foreign producers argued that Chinese companies did not manufacture these specific products and so could not ... has signaled that it will continue to be an active user of "fair trade" rules and has more 88 The Business of Lobbying in ...

1. [The Bamboo Network: How Expatriate Chinese Entrepreneurs are ...](#)



[books.google.com.hk](http://books.google.com.hk)

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.

2. [Fundamentals of Global Strategy: A Business Model Approach](#)



[books.google.com.hk](http://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 third-tier cities such as Jiangyin and Dalian. Lower construction costs and inexpensive labor mean the company's Chinese ...

3. [Guanxi: Relationship Marketing in a Chinese Context](#)



[books.google.com.hk](http://books.google.com.hk)

Y. H. Wong, Thomas K. Leung - 2001 - 229 页

This valuable handbook offers a wealth of information on guanxi: case studies of guanxi in action managerial implications of saving face and reciprocity measuring guanxi quality and performance indicators step-by-step instructions for ...

4. [The Chinese Negotiator: How to Succeed in the World's Largest Market](#)



[books.google.com.hk](http://books.google.com.hk)

Robert M. March, Su-hwa Wu - 2007 - 279 页

The book's central suite of skills and techniques has been applied in trainings and actual negotiations all over the world since 1985.

5. [Business Decision Making in China](#)



[books.google.com.hk](http://books.google.com.hk)

Huang Quanyu, Joseph W Leonard, Chen Tong - 1997 - 314 页

Since this book explains the profound process of Chinese decision making in uncomplicated terms and practical business experiences, readers will be able to

apply their new knowledge to their long-range strategic planning, to skillfully ...

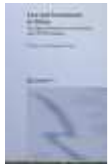
1. [Managing International Business in China](#)



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Tian -

2. [Law and Investment in China: The Legal and Business Environment ...](#)



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Vai Io Lo, Xiaowen Tian - 2004 - 400 页

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 ...

3. [Law and Policy for China's Market Socialism](#)



[books.google.com.hk](http://books.google.com.hk)

John Garrick - 2012 - 264 页

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

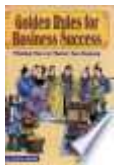
4. [The Chinese State in the Era of Economic Reform: The Road to Crisis](#)



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Gordon White - 1991 - 345 页

1. [Golden Rules for Business Success](#)



[books.google.com.hk](http://books.google.com.hk)

Tao Zhugong - 1999 - 210 页

2. [Business Etiquette and Professionalism: Your Guide to Career Success](#)



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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](http://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](#)



[books.google.com.hk](http://books.google.com.hk)  
Jane C. M. Kuo - 2001

5. [英汉对照外贸应用文大全/English-Chinese the complete applying documents of ...](#)



[books.google.com.hk](http://books.google.com.hk)  
Hongjian Wang - 1991 - 769 页

本书对商业及外贸各种英文书信,通知书照会、订购单、银行一般业务、货物运输、信用证、国际电传、电报等均有全面介绍并附有范例。

6. [Teaching and Learning Chinese in Global Contexts: CFL Worldwide](#)



[books.google.com.hk](http://books.google.com.hk)  
Linda Tsung, Ken Cruickshank - 2011 - 256 页

The increasing economic contacts with Koreans, especially South Koreans in the Peninsula have led to the increasing significance of Chinese language studies in China. Since 1992, the affordable labour, huge market and business ...

7. [Far East Business Chinese \(Simplified Character Version\)\(I\)\(sample ...](#)



[books.google.com.hk](http://books.google.com.hk)  
Teh-ming Yeh 葉德明教授◎主編 -

1. [The Future of Chinese Capitalism: Choices and Chances](#)



[books.google.com.hk](http://books.google.com.hk)  
Gordon Redding, Michael A. Witt - 2010 - 265 页

Written by two leading experts in the field, this book sheds much-needed light on these questions.

1. [China's Industrial Policies and the Global Business Revolution: ...](#)



[books.google.com.hk](http://books.google.com.hk)  
Ling Liu - 2005 - 190 页

Of practical importance, this book provides academics, business people and policy makers with valuable insights into the development process and a concrete understanding of the challenges faced in the global business revolution by one

1. [Confucian Traditions in East Asian Modernity: Moral Education and ...](#)



[books.google.com.hk](http://books.google.com.hk)  
Wei-ming Tu - 1996 - 418 页

In the case of Chinese capitalism, however, the tight linkage between a set of state-supported institutions and the organizational principles of business does not exist as it does in the West and in Japan. Overseas Chinese have been among ...

2. [Comparative Corporate Governance: A Chinese Perspective](#)



[books.google.com.hk](http://books.google.com.hk)

Yuwa Wei - 2003 - 240 页

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.

3. [Making Requests by Chinese EFL Learners](#)



[books.google.com.hk](http://books.google.com.hk)

Vincent X. Wang - 2011 - 199 页

The 'TV' scenario demonstrates inter-group variance only between the **business** learners and the native speakers – one in ... in these two scenarios, and are statistically similar in their strategy use 86 Making Requests by **Chinese** EFL Learners.

4. [The Chinese Century: The Rising Chinese Economy and Its Impact on ...](#)



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Oded Shenkar - 2006 - 256 页

In The Chinese Century, Oded Shenkar shows how China is restoring its imperial glory by infusing modern technology and market economics into a non-democratic system controlled by the Communist party and bureaucracy.

5. [Glossary of commercial and business legal terms in English, ...](#)



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Amy Chang - 1996 - 794 页

6. [Diaspora Entrepreneurial Networks: Four Centuries of History](#)



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Ina Baghdiantz McCabe, Gelina Harlaftis, Ioanna Pepelasis Minoglou - 2005 - 440 页

The Emergence of **Chinese** Entrepreneurs The way that the **Chinese business** community was organized started to experience changes at about the same time as the 1904 Company Law was officially introduced to the public. While traditional ...

7. [Chinese migration in Germany: making home in transnational space](#)



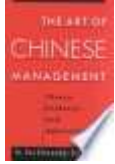
[books.google.com.hk](http://books.google.com.hk)

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.

8. [The Art of Chinese Management : Theory, Evidence and Applications: ...](#)





[books.google.com.hk](https://books.google.com.hk)

Henley Management College (UK) and Former Professor of Strategic Management and International Business and Senior Research Fellow Peking University Kai-Alexander Schlevogt Visiting Professor, Guanghua School of Management - 2002 - 416 页

... Evidence and Applications Henley Management College (UK) and Former Professor of Strategic Management and International Business and Senior Research Fellow Peking ... Chinese networks compared to those of other enterprises.

1. [Bankable Business Plans for Entrepreneurial Ventures](#)



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Edward G. Rogoff - 2007 - 380 页

They wanted her advice about how to keep their children connected to their Chinese heritage. She thought there might be a business selling Chinese children's books, language lessons, clothing, and other products to this highly targeted ...

2. [Commerce and Capitalism in Chinese Societies](#)



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Gary G. Hamilton - 2004 - 322 页

This informative book discusses the effects of the rise of Chinese capitalism on both China itself, and on its neighbours.

3. [Malaysia Investment and Business Guide](#)



[books.google.com.hk](https://books.google.com.hk)

Ibp Usa, USA International Business Publications - 2007 - 300 页

Ibp Usa, USA International Business Publications. In 1998, Kuala ... It was a major port along the spice-route, and its harbor bristled with the sails and masts of Chinese junks and spice-laden vessels from all over the hemisphere. Because the ...

4. [The Dragon Millennium: Chinese Business in the Coming World Economy](#)



[books.google.com.hk](https://books.google.com.hk)

Frank-Jürgen Richter - 2000 - 217 页

Chapter 10 Chinese Small Business Management: A Tentative Theory Siu Wai-Sum INTRODUCTION Research findings (e.g.. Acs and Audretsch. 1990; Bannock. 1981; Birch. 1979; Bruch and I-liemenL 1984; Hull and I-ljem, 1987) generally ...

5. [Immigrant Entrepreneurs: Venturing Abroad in the Age of Globalization](#)



[books.google.com.hk](https://books.google.com.hk)

Robert Kloosterman, Jan Rath - 2003 - 331 页

In between the two extremes, most entrepreneurial immigrant groups operate in a number of lines of business. Chinese immigrants in New York are concentrated in

garment subcontracting, Chinese restaurants and gift shops (Kwong 1987; ...

6. [Chinese Circulations: Capital, Commodities, and Networks in ...](#)



[books.google.com.hk](http://books.google.com.hk)

Eric Tagliacozzo, Wen-chin Chang - 2011 - 534 页

DIVThis collection of twenty essays provides an unprecedented overview of Chinese trade through the centuries, highlighting its scope, diversity, complexity, and the commodities that have linked it with Southeast Asia./div

7. [Business Networks and Economic Development in East and Southeast Asia](#)



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Gary G. Hamilton - 1991 - 333 页

8. [Brokering Belonging: Chinese in Canada's Exclusion Era, 1885-1945](#)



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Lisa Rose Mar - 2010 - 240 页

Legal work helped to structure Chinese labor contracting, a major basis of Chinese employment and Chinese merchant **business**. **Chinese** made extensive use of the U.S. and Canadian legal systems to regulate their financial dealings.

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Björn Bjerke - 1999 - 287 页

Bjerke (entrepreneurship and small businesses, Stockholm University) discusses and compares American, Arab, Chinese, Japanese, and Scandinavian cultures and how they reveal themselves in business practice.

10. [Rules and Networks: The Legal Culture of Global Business Transactions](#)



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Richard P. Appelbaum, William L. F. Felstiner, Volkmar Gessner - 2001 - 427 页

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Donald P. Cushman, Sarah Sanderson King - 1995 - 334 页

The notion of **Chinese** entrepreneurial spirit, which consists of a person's willingness to work hard, willingness to save to accumulate capital, and willingness to invest in education, as an internal social-**business** resource is widely shared ...

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Elizabeth Hafkin Pleck - 2000 - 328 页

With a husband preoccupied with his **business** or work, the wife became the main enforcer of values. One **Chinese-American** raised in Hawaii in the 1930s explained, "In return for her economic security, my mother provided religious security ...

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Jingyi Song - 2010 - 210 页

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Andrew Coe - 2009 - 320 页

In the first years of Prohibition, tens of thousands of restaurants and nightclubs across the nation, from Manhattan lobster palaces to Los Angeles cantinas, went out of **business**. **Chinese** restaurants, however, thrived, because they had never ...

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Henry M. K. Mok, Chinese University of Hong Kong. Asia-Pacific Institute of Business, Chinese University of Hong Kong. Faculty of Business Administration - 1994 - 34 页

3. [Sociology for Change: The Official Annual of the Hong Kong ...](#)



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Yan-Jie Bian, Kwok B. Chan, Tak-Sing Cheung - 2006 - 244 页

As for the origin of the exaggeration of **Chinese** entrepreneurship and **business** success, the authors and editors of these books have in part attributed it to the political history and the resultant agony of ethnic division, prejudice and even ...

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N. Mark Lam, John Graham - 2007 - 385 页

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This book explores how such a wide range of people tends to be - indiscriminately - regarded as 'Chinese'.

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George P. Jan, American Institute of Technology - 1994 - 146 页

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China. Hai kuan tsung shui wu ssu shu - 1882

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Jennifer Phillips, Living Language - 2001 - 240 页

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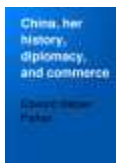


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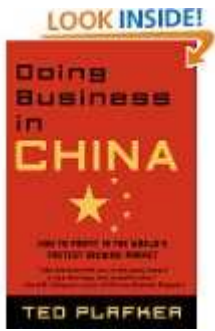
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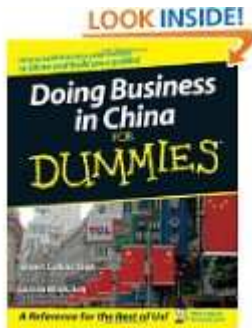


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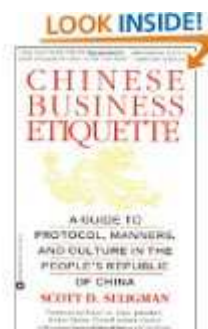
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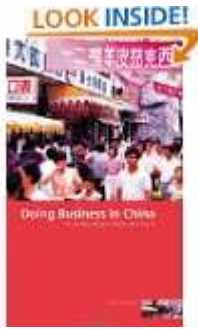
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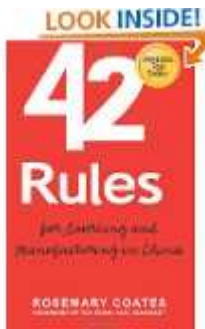
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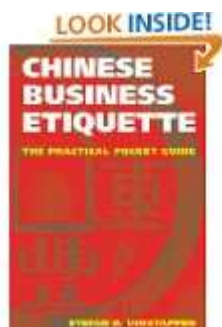
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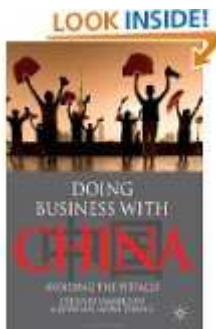


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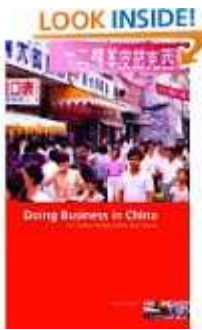


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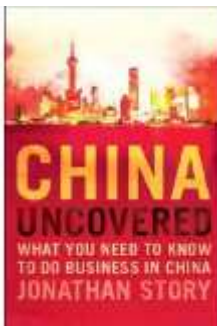
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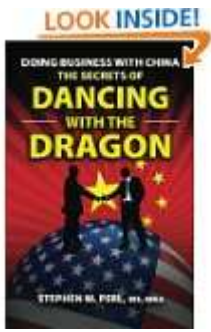


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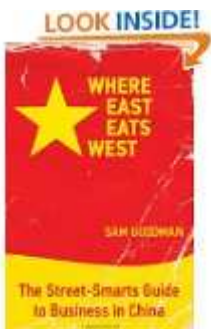


[Doing Business with China: The Secrets of Dancing with the Dragon](#) by Stephen M. Perl (Feb 15, 2012)

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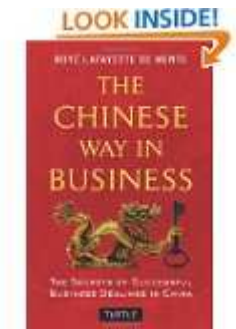


[Where East Eats West: The Street-Smarts Guide to Business in China](#) by Sam Goodman and Michelle Ree (Jul 15, 2009)

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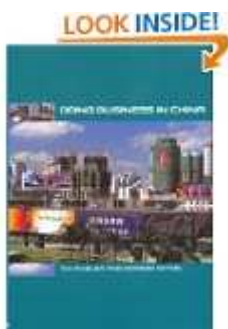
[Harvard Business Review on Doing Business in China](#) (Harvard

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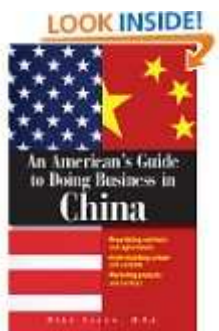
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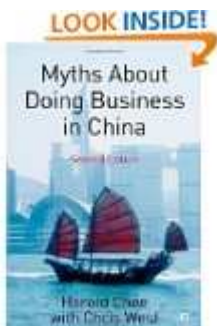
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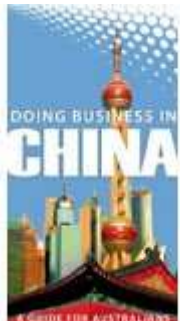
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[Doing Business With China: Avoiding the Pitfalls \[Hardcover\]](#)  
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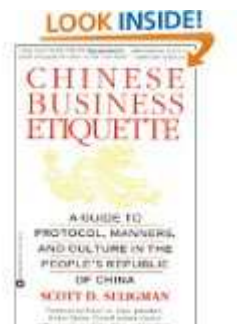
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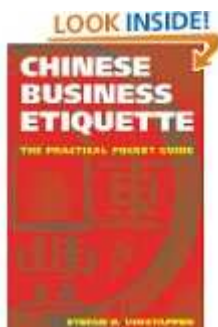
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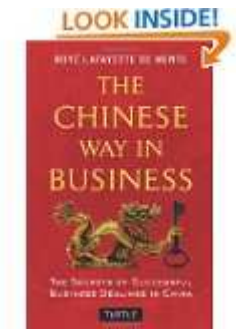
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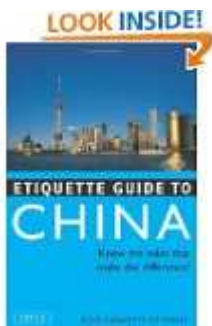
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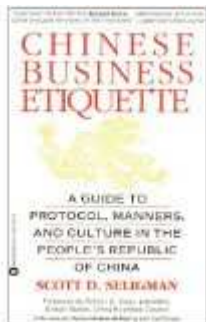


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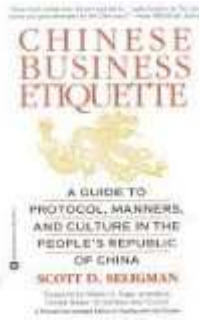


[Business Etiquette for Chinese](#) by JIANG PEI RONG (Rossana)

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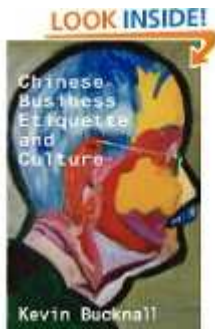


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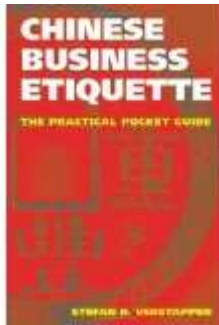


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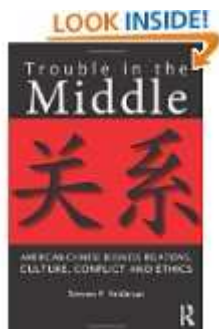


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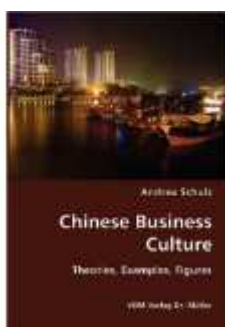


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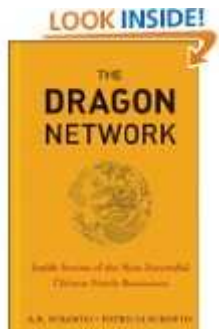
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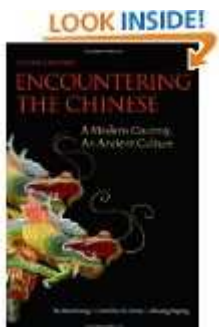
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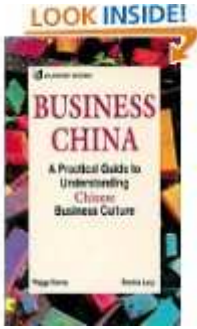


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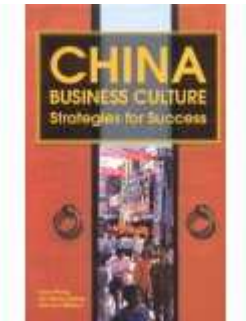
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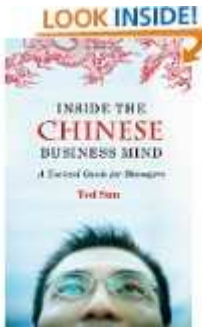
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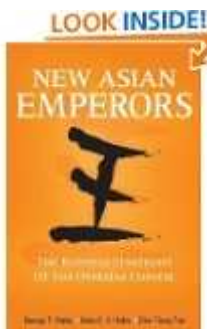
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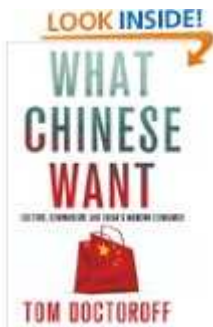
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39.





[Chinese business culture](#) by Hannes Mungenast (Sep 28, 2007)

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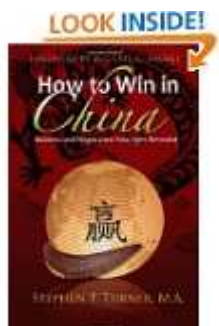
40.



[Chinese Business Culture](#) by Dongsheng Yang (Jan 1, 2004)

Formats	Price	New	Used
<b>Paperback</b>			<a href="#">\$5.00</a>

45.



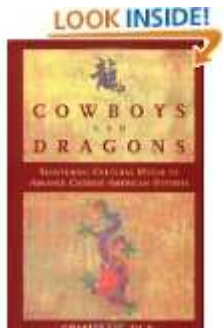
[How to Win in China: Chinese Business and Negotiation](#)

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

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<b>Paperback</b> Order in the next <b>28 hours</b> to get it by <b>Tuesday, Aug 20</b> . Eligible for <b>FREE</b> Super Saver Shipping.	<del>\$19.95</del> <b>\$17.96</b>	<a href="#">\$15.31</a>	<a href="#">\$39.00</a>

**Excerpt - Front Matter:** "... truly understanding **Chinese culture** and the decision making ..." [See a random page](#) in this book.

47.



[Cowboys and Dragons: Shattering cultural myths to advance](#)

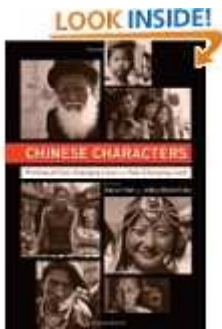
[Chinese/American Business.](#) by [Charles Lee](#) (Feb 13, 2003)

(Z)

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<b>Hardcover</b>		<a href="#">\$9.99</a>	<a href="#">\$0.01</a>	<a href="#">\$44.95</a>
<b>Paperback</b>		<a href="#">\$283.32</a>	<a href="#">\$79.99</a>	

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

48.



[Chinese Characters: Profiles of Fast-Changing Lives in a Fast-Changing Land](#) by [Angilee Shah](#), Jeffrey Wasserstrom, Howard French and Pankaj Mishra (Sep 28, 2012)

(4)

Formats	Price	New	Used
<b>Paperback</b> In stock on August 21, 2013 Get \$3 in MP3 Music. <a href="#">See product for more details</a> Eligible for <b>FREE</b> Super Saver Shipping and <a href="#">1 more promotion</a>	<del>\$24.95</del> <b>\$23.70</b>	<a href="#">\$18.92</a>	<a href="#">\$19.47</a>
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**Excerpt - Page 108:** "... pitfalls of modern **Chinese business culture**. "There are so many big ..." [See a random page](#) in this book.

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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<p><b>Hardcover</b> Available for Pre-order. This item will be released on October 30, 2013.</p> <p>Get \$3 in MP3 Music. Pre-order Price Guarantee.</p> <p><a href="#">See product for more details</a></p> <p>Eligible for <b>FREE</b> Super Saver Shipping and <a href="#">2 more promotions</a></p>	<p><del>\$40.00</del> <b>\$32.00</b></p>		

50.



[Chinese Negotiating Behavior: Pursuing Interests Through 'Old Friends' \(Cross-Cultural Negotiation Books\)](#) by [Richard H. Solomon](#) and Chas. W. Freeman Jr. (Jul 1999)

(7)

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<p>Eligible for <b>FREE</b> Super Saver Shipping.</p>			
<p><b>Excerpt</b> – "... <b>culture</b> and political system. Understand the <b>Chinese</b> meaning ..."</p>			

52.



[Getting YOUR WAY with the CHINESE: Doing business with the](#)

[Chinese](#) by Gengping Chen and Gerry O Nolan (Mar 2, 2013)

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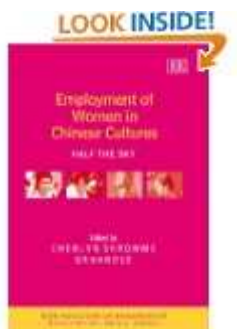
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**Excerpt - Page 1:** "... numerous academic books on **Chinese culture** and elaborate guides to ..." [See a random page](#) in this book.

53.



[Employment of Women in Chinese Cultures: Half the Sky \(New](#)

[Horizons in Management\)](#) by Cherlyn Skromme Granrose (Jan 31, 2006)

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**Excerpt -** "... 2, 206-50 (in **Chinese**). Whitley, R. (1992), **Business** Systems in ..." [Read More](#)

54.



[China - Culture Smart!: the essential guide to customs & culture](#)

by Kathy Flower (Sep 21, 2010)

(8)

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<a href="#">Paperback</a> Order in the next <b>33 hours</b> to get it by <a href="#">Tuesday, Aug 20.</a> <a href="#">Only 10 left in stock - order soon.</a>	<del>\$9.95</del> <b>\$8.96</b>	<a href="#">\$5.16</a>	<a href="#">\$4.22</a>

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**Excerpt - Page 33:** "... role in **business** throughout the region. These **Chinese** migrants ..."  
[See a random page](#) in this book.

55.



[The Little Red Book of China Business](#) by [Sheila Melvin](#) (Nov 1, 2007)

(4)

Formats	Price	New	Used	Collectible
<a href="#">Hardcover</a>		<a href="#">\$19.80</a>	<a href="#">\$2.75</a>	<a href="#">\$19.96</a>
<a href="#">Paperback</a>		<a href="#">\$37.64</a>	<a href="#">\$30.25</a>	

**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.

64.



[A Guide to Successful Business Relations With the Chinese:](#)

[Opening the Great Wall's Gate \(Haworth Series in International...](#)

by Richard S Andrulis, Huang Quanyu and Chen Tong (Oct 7, 1994)

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**Excerpt - Front Matter:** "... taught several courses on **Chinese culture** at York College in ..." [See a random page](#) in this book.