



Doing business in China for dummies [

Collins, Robert

Wiley Pub., Inc.,
2007

Electronic books

Monografía

Navigate China's business culture and etiquetteThe fun and easy way to grow your business in ChinaThis authoritative, friendly guide covers all the basics, from the nuts and bolts of Chinese business and bureaucracy to negotiating with your Chinese partners. You'll also get the know-how you need to manage day to day, from travel tips and advice on converting money to getting past language barriers.Discover how to:* Understand Chinese markets* Develop a strong business plan* Find the right employees* Work with currency controls and the Chinese banking sys

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Contenido: Doing Business in China For Dummies; About the Authors; Dedication; Authors' Acknowledgments; Contents at a Glance; Table of Contents; Introduction; About This Book; Conventions Used in This Book; What You're Not to Read; Foolish Assumptions; How This Book Is Organized; Icons Used in This Book; Where to Go from Here; Part I: Building Your Foundation; Chapter 1: So You Want to Do Business in China; Chapter 2: Brushing Up on China Business Basics; Chapter Part II: Starting Up in ChinaChapter 5: Traveling to and around China; Chapter 6: Getting Business Going through Successful Negotiation; Chapter 7: Setting Up Shop; Chapter 8: Understanding Government Relations with Your Business; Chapter 9: Building a Local Team in China; Chapter 10: Getting Your Mind on Money; Part III: Conducting Daily Business; Chapter 11: Understanding How China Works (and Doesn't Work); Chapter 12: Sourcing from China; Chapter 13: Manufacturing in China; Chapter 14: Selling in China; Part IV: Building Successful Business Relationships Chapter 15: Fostering Fruitful Friendships: The Art ofChapter 16: Saying and Doing the Right Things: Chinese Business Etiquette; Chapter 17: Managing Risks in China; Part V: The Part of Tens; Chapter 18: Ten Clauses You Want in Your Contracts; Chapter 19: Ten Fun Ways to Spend Your Downtime in China; Chapter 20: Ten Ways to Stay on the Path to Profitability; Index

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