

(Read and download) Business Guide to Modern China

## Business Guide to Modern China

*Jon P. Alston, Stephen Yongxin He*  
*ebooks | Download PDF | \*ePub | DOC | audiobook*



#19238084 in Books 1997-11Original language:English #File Name: 0884062694 | File size: 55.Mb

**Jon P. Alston, Stephen Yongxin He : Business Guide to Modern China** before purchasing it in order to gage whether or not it would be worth my time, and all praised Business Guide to Modern China:

Westerners wishing to conduct business in modern China often find Chinese business practices and policies both troublesome and bewildering. The Business Guide to Modern China anticipates the difficulties of establishing business relations and illustrates how to use the Chinese mindset and business orientation for personal business advantage. Sociologists Jon P. Alston and Yongxin He describe Chinese business values and etiquette in a straightforward manner, while providing detailed guidelines for conducting business affairs in China. The Business Guide illustrates the challenges of conducting business in a developing economy, including how to cope with administrative problems experienced by foreign investors. Perhaps most important is Alston and He's detailed presentation on Chinese workers, their workplaces, and how to avoid cross-cultural misunderstandings of local custom and work practice.