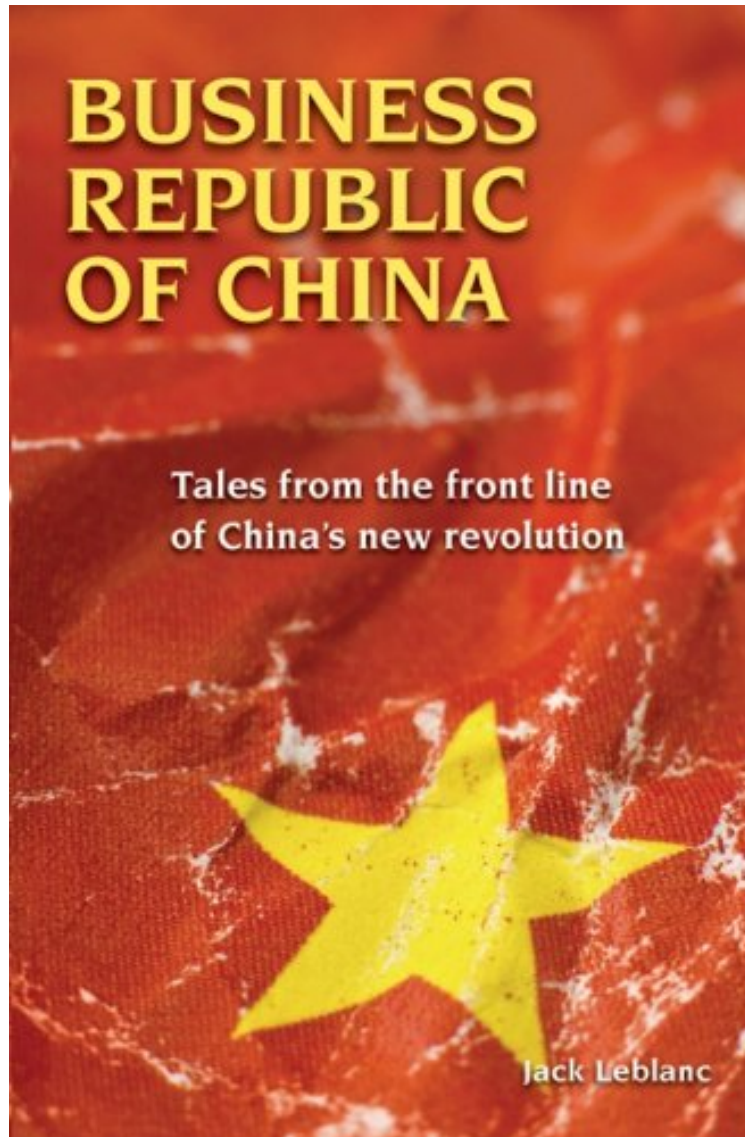


(Download free pdf) Business Republic of China: Tales from the Front Line of China's New Revolution

Business Republic of China: Tales from the Front Line of China's New Revolution

Jack Leblanc

*DOC | *audiobook | ebooks | Download PDF | ePub*



DOWNLOAD



+

READ ONLINE

#2173814 in eBooks 2010-07-16 2010-07-16 File Name: B005VQ8T5G | File size: 39.Mb

Jack Leblanc : Business Republic of China: Tales from the Front Line of China's New Revolution before purchasing it in order to gage whether or not it would be worth my time, and all praised Business Republic of China: Tales from the Front Line of China's New Revolution:

1 of 1 people found the following review helpful. Great Book on China BusinessBy BriHaving been appointed to set up a Chemical plant in the North of China, I went through a long list of China Business related books.From all books I read through Business Republic of China definitely rose above rest.Rich in detail, business anecdotes and practical

hints it helped to clear up the fog of the Chinese business mentality and helped us understand the culture differences on how to succeed in China. It became an essential resource in negotiating our way through the administrative maze of rules and regulations to set up the Joint Venture, negotiate with the Chinese partners and understand their drive to succeed. This book has now become a must read for all our overseas staff who are based in China for short longterm assignments. 0 of 0 people found the following review helpful. Useful and entertaining guide to China's chaotic business environment By P. Spurrier Each chapter of this book is written in story form and covers a different situation that foreign investors in China are likely to find themselves embroiled in: disputes over intellectual property, staffing issues, or localized corruption, for example. These are based on real experiences, and Jack Leblanc explains how the problems are often created with the unwitting help of foreign investors themselves, who jinx their own investments even before the first products roll off the production line. According to Leblanc, joint ventures often turn into unplanned joint adventures. This is an enjoyable, easily digested read which will appeal to anyone interested in cultural differences, and those brave souls planning to do business in the People's Republic will gain valuable insights from this book. 1 of 1 people found the following review helpful. a perfect picture of business reality in China! By guy I know Jack personally and know China as well. I used to live and do business and production in China for years (at the same period than Jieke) and i am still doing business in China. I have only one think to tell : this book is a perfect picture of business reality in China! Everyone intending to start business with China should first read this book and realize if he is ready and adapted (or ready to adapt) for such business environment!!!! This could avoid many dissapointment and save billions of or US\$ from European American companies! Congratulation lao penyao! Your old friend for dongbei!

Jack Leblanc shares the lessons he has learnt in 20 years of doing business in China. His career has included stints as a salesman, dotcom entrepreneur, venture capital broker, business consultant, and finally cross-cultural troubleshooter, solving problems between foreign investors and their Chinese counterparts. Each chapter is written in story form and covers a situation that investors are likely to face: for instance, disputes over intellectual property, staffing, or localized corruption. Practical and entertaining.

...rich in practical detail. Leblanc's experiences make for instructive reading for any foreign executive doing business in China. -- China Economic , July 2008 Readers unfamiliar with China's business environment, with its odd blend of aspiring capitalists and ruling Communists, may learn much that surprises them. -- Cairns Media Magazine, June 2008 "Business Republic of China provides superb coverage of the challenges, mysteries and sources of success or failure for foreigners doing business in China. Covering a period of almost two decades, it also gives some insight into ways in which business in China has grown up, or failed to, in that time. This is a light and entertaining book that I would recommend to anyone thinking about doing, or just observing, business in China." -- Inside-Out China, November 2008 Business Republic of China is a page-turner. In each case, you want to know just how well or poorly the deal turns out and the motivations driving each party. The read is worth it for the postscripts on the people involved and the quieter moments of insight and humour. One of those moments occurs at the end of the float glass chapter, when a dogged negotiator reminds the suppliers why he has played hardball. "Yes, we are old friends," he says. "But we can't just go with every proposal that might suck money out of the motherland." -- South China Morning Post, April 20, 2009 From the Inside Flap "Finally, a book that reflects the Chinese business realities on the ground. This is no boring read about the theoretical "dos and don'ts" of operating a business in China. This is a unique and hands-on inside view of how investments will go belly-up if no attention is paid to the peculiar market conditions of China." -- Rizal Wijono, Regional Director, Deutsche Asset Management (Asia) "Jack Leblanc arrived in Chongqing in 1989 a China virgin. After nearly two decades of trying everything from selling plate glass to engineering dotcom dreams, he now qualifies as a fully fledged 'China Hand'. I enjoyed this book - laughed out loud a few times - and some good memories of my own disasters and triumphs came back to me." -- Paul French, author of Carl Crow: A Tough Old China Hand "Jack really gets into the guts of China. These are up-close and personal tales from 19 years of brokering deals, all the way from the western industrial heartlands of Sichuan to across the Taiwan Strait. This book goes beyond regular seminar fare and reveals the real pitfalls posed by the cultural divide. I highly recommend this entertaining and instructive read." -- Josh Green, CEO, Europcar Asia Pacific; former Chief Representative, China Britain Business Council "This is not only one of the most readable books about business in China, but also offers the most practical and insightful advice to all executives involved in China marketing." -- Harry H. Shi, Chief Representative of China, Emerson Radio Corp. "Jack Leblanc's lively tales will resonate with all those who have come from other parts of the world to live and work in China. We are fortunate to witness the unprecedented transformation of the PRC from a socialist to capitalist society, and more so, to deal with the changes in its people's mindsets. One needs to keep a light heart to survive the daily challenges of doing business in China. Those who have not been to the Middle Kingdom will find the book entertaining and will be amazed by the willpower required of the author to master the business skills necessary in modern China." -- Martin Lin, Managing Director Chief Representative of Rockwell Collins, China "Learn why face is important, and time is not. Why intellectual property and copyrights are not respected, while consuming 'rocket fuel' at 20-course dinners and singing in karaoke bars is part of business strategy.

If the barbarians did not pay for the formula for gunpowder, why should the Chinese pay for Rambo and Indiana Jones? An excellent supplement to what you have learned in business school in dealing with the Chinese." -- Prof. Mark Castelino, Rutgers Business School, New Jersey "This book provides a unique insight into the fast-moving business world of China." -- Dr. Sean Xiang, President CEO, Bloombase Group "Business Republic of China is a truly remarkable exposeacute; of doing business in China, told through compelling 'war stories'! Since 1989, Jack Leblanc has witnessed first-hand China's breathtaking economic development. He offers insights into how the Chinese do business through anecdotes rich with humour. His provocative and practical lessons about the complex dynamics of negotiating with the Chinese, and understanding the Chinese psyche, culture, and business mores, entertain and stimulate. This book is a `must read' for any foreigner who wishes to achieve business success in China." -- Dr. Huiping Li, Anisfield School of Business, Ramapo College of New Jersey "Jack Leblanc has been a serial entrepreneur in China since 1989. In addition to being highly amusing, his stories provide great insight into the changes in the business environment and the cultural challenges of doing business in China." -- Jeremy Perks, Director, I Will Not Complain LtdAbout the AuthorJack Leblanc has a Masters in Nuclear Engineering and an EMBA degree from Rutgers University, New Jersey. He has lived and worked in China since 1989. In 1995, together with his Chinese business partner, a lawyer by profession, he established a firm in China assisting Western and Chinese companies with their legal and commercial endeavours. Over a period of 19 years he has had the privilege to experience first-hand the initial wave of Joint Ventures entering China, differences in work ethics that complicate co-operation across business cultures, and the metamorphosis of Chinese businesses into top-class enterprises.