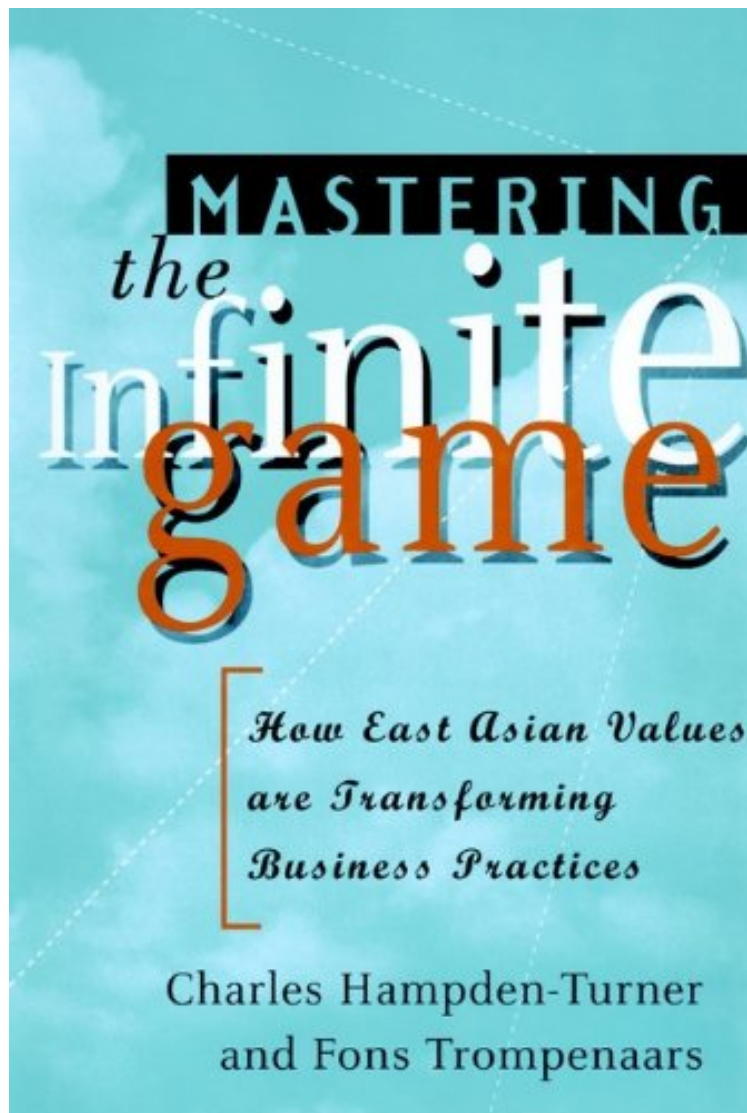


(Free and download) Mastering the Infinite Game: How East Asian Values are Transforming Business Practices

## Mastering the Infinite Game: How East Asian Values are Transforming Business Practices

*Charles Hampden-Turner, Fons Trompenaars*  
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**Charles Hampden-Turner, Fons Trompenaars : Mastering the Infinite Game: How East Asian Values are Transforming Business Practices** before purchasing it in order to gauge whether or not it would be worth my time, and all praised Mastering the Infinite Game: How East Asian Values are Transforming Business Practices:

3 of 4 people found the following review helpful. Often confusing and trite By A Customer There is little here that is new, but a couple of metaphors; however, the compilation is quite original. Of the two metaphors, the snake and

double helix, after finding them on almost every page and certainly in every chapter, I found the continuous references at first a slight novelty, then overdone and irritating. I also found the book inundated with make-believe examples, and "statistics" on the phenomenal growth of the Tiger economies -- a nostalgic harkening back to the good old days of "Asian values" touted by Singapore's Lee Kuan Yew. Do not avoid this book -- but do read it with another that marries the concept of East Asian values to real-life managerial strategies such as Haley's "New Asian Emperors: the Overseas Chinese, their Strategies and Competitive Advantages." 4 of 4 people found the following review helpful. Insightful! By A Customer I found Mastering the Infinite Game to be a very helpful resource while writing an organizational behavior research paper about Asian cultures. The studies and research included in the book are both useful and insightful to gaining an understanding how Asian cultural values pertain to the field of business management. A must-read for those interested in doing business with Asian firms!

"Disguised as a very good book about Asia and business. Mastering the Infinite Game is a significant work of ethical philosophy. It will be interesting to see who catches on to its message first - western business people eager to keep up with the Asian tigers, or western communitarians trying to head off the current round of Social Darwinism." Stewart Brand Global Business Network. Author of Buildings that Learn and publisher of The Whole Earth Catalogue. "The use of the two symbols for the Finite Game and the Infinite Game is brilliant. It unifies the book and constantly reminds the reader of its message as he/she is taken through the various aspects of business values and practice in East Asia (Singapore). and of the way these contrast with the "West". This is one of the most powerful statements yet made of how we have to shake off our acquired assumptions. based on a false sense of superiority, or otherwise go under." Professor John Child - Guinness Professor of Management Studies and Fellow. St. John's College University of Cambridge. "A bold integration of management, Asian studies and cultural philosophy that both illuminates our future and suggests its practical imperatives. Those looking for the subtext of the new economy need look no further than the notion of infinite games. An inspired and valuable work." John Kao Graduate School of Business, Harvard University. Author of Jamming: The Art and Discipline of Business Creativity. "An intriguing book which explores the habits and methods of thinking across a wide range of cultures. It emphasises once again that traditional Western thinking is only one set of habits" Edward De Bono "A truly enlightening insight into the Overseas Chinese approach to business and thinking. This book challenges most of the existing economic, political, managerial and directorial thought about world trade. It is a stimulating read!" Bob Garratt Chairman, Organisational Development Ltd. Hong Kong. "A necessary revelation? a fine piece of radicalism, beyond left and right, reconciling ?heaven and hell?. In fact. I kept thinking of William Blake's line as I read: ?Opposition is true friendship." Sir Peter Parker "The dynamic duo of cross-cultural management? repeat their success of unraveling values and cultures which underlie corporate behavior and management in the booming economies of East Asia to Western readers." Sakae Sugai Professor of Management, Tokyo International University. "This excellent book reflects a paradigm shift of the Western view towards Asian cultures. This understanding is urgent and even more important than is knowledge of the West by Easterners." Professor Dr Jae Ho Park Yeungnam University, South Korea.

"A bold integration of management, Asian studies and cultural philosophy that both illuminates our future and suggests its practical imperatives. Those looking for the subtext of the new economy need look no further than the notion of infinite games. An inspired and valuable work." -- John Kao, Graduate School of Business, Harvard University, Author of Jamming: The Art and Discipline of Business Creativity

From the Inside Flap Mastering the Infinite game Why is the West so frightened of Asia? Here are the facts: The economies of Asia continue to grow at bewildering speed with Singapore now overtaking the USA in GDP per person. China is growing faster than any capitalist country has ever grown since measurement began. Japan's GDP at \$40,000 per person is now a third larger than the US's \$28,000. Why do these economies continue to generate such extraordinary wealth? Mastering the Infinite Game is a unique exploration of the social, cultural and economic differences between East and West. It goes beyond the usual studies of Eastern management to look at the underpinning philosophies and argues that western corporations play to win (a finite game) while the Tiger economies play to learn (an infinite game).

About the Author Charles Hampden-Turner is a leading management consultant and author based at the University of Cambridge's Judge Institute of Management Studies. Fons Trompenaars is an internationally acclaimed authority on cultural diversity. He is renowned for giving multi-national managers key skills in working, managing and negotiating across cultures.