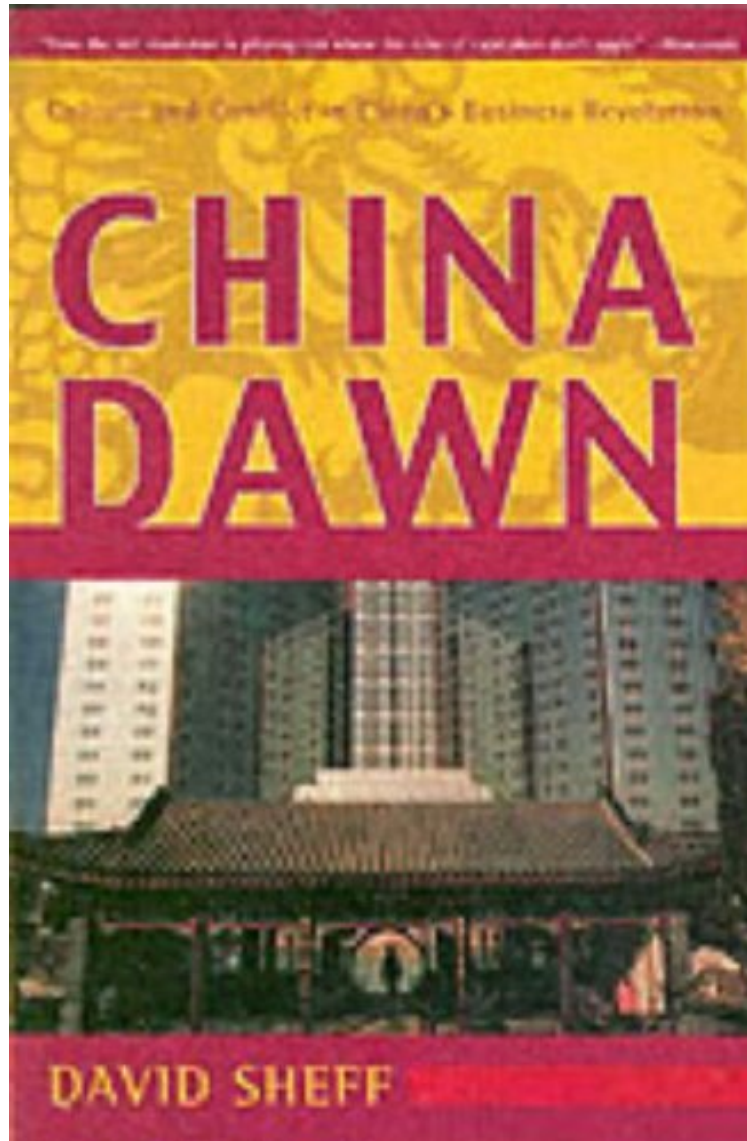


China Dawn: Culture and Conflict in China's Business Revolution

David Sheff

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David Sheff : China Dawn: Culture and Conflict in China's Business Revolution before purchasing it in order to gage whether or not it would be worth my time, and all praised China Dawn: Culture and Conflict in China's Business Revolution:

0 of 0 people found the following review helpful. Great read!By LobsterfrostingI thoroughly enjoy reading this book. I had to read it for a college entrepreneur course and was happy I did. This does not necessarily give great insight into the entrepreneurship practices of China, but is a great story of a few Chinese men who make their way across the pacific a few times and become quite successful in good time. Great Book!0 of 0 people found the following review

helpful. inspiring non-fiction about internet growth in Mainland China. By George Great education on growth, smarts, funding, innovation. It follows a small set of impassioned developers through their story. How they realized their dream first and made money after. 1 of 1 people found the following review helpful. Fascinating By Ping Lim This book gives us an insight into the brave, opportunistic, patriotic entrepreneurs who decided to have a run for their money investing in the IT industry in China. The author happened to be intimate friends to the entrepreneurs (venture capitalists and founders of IT companies) mentioned and suffice to say that this is like a documentary as we were brought into the environment where they sought for opportunities, negotiating and bargaining for their positions, keeping the "ship" afloat by ensuring the new enterprises are making money and ensuring that they are keeping the Chinese Government and shareholders happy at the same time. This is easily said than done as Chinese government is cautious about relinquishing too much control to the public (stock options to the staff wasn't heard of before) and that opening up China to the world would mean free attainment of information. As Chinese firmly believes, information is power, a power that can change the destiny of a nation. This book is written when China was working hard to be inducted into the WTO and before China was announced to be the country to host the next Olympics. Suffice to say that this book is like a time capsule or a yardstick to see how much China has gone since and asking if China is progressing any further. Whilst this is a business book, it is also a book touching upon issues of self-sacrifice as the entrepreneurs are forever on the road at the expense of spending quality time with their young family and also dwelled upon the past of Cultural Revolution and other persecutions that created or formed the personalities and traits of the present Chinese generations that would move mountain and ocean to do what needs to be done to actualise their vision. The old adage of "if the experience doesn't kill you, it makes you stronger" is very relevant in this instance. A contagious book to read, a book about humanity and a book that reminds us how quick China has grown in so little time. Napoleon was right to say that when the dragon wakes up, the whole world shall shudder. Highly recommended!

Imagine living through the breakthrough moments of Bill Gates, Steve Jobs, and the other icons of today's new economy. The kind of technological revolution that they led in Silicon Valley is now sweeping through China, but with much more dramatic implications. The dynamic entrepreneurs who are using technology to radically transform business and cultural life in China are fighting not only outdated business models and a tumultuous economy but also an unpredictable government that has a love-hate relationship with the Net, at once pushing its expansion at a feverish pace and censoring it. As Duncan Clark, cofounder of BDA, an Internet consulting company in Beijing, told author David Sheff, "This environment -- the regulations, the competition, the political uncertainties -- makes these the fastest, most courageous, nimblest-thinking people globally. To deal with this level of risk and still sleep is no small accomplishment. But they're hooked on it like some Chinese are becoming hooked on Starbucks cappuccino." In this irresistible, groundbreaking book, Sheff takes us into the trenches of the Chinese technology revolution, introducing the major and minor players who are leading China into the twenty-first century. Players like Bo Feng, the charismatic former sushi chef who is now one of the leading venture capitalists in China. And Edward Tian, a national hero who has been described as China's Steve Jobs and Bill Gates combined, who left his own start-up on the eve of its IPO in order to lead the government's attempt to bring broadband to the entire nation, in the process leapfrogging the United States, Europe, and the rest of Asia with the longest and fastest network in the world. As the U.S. technological revolution wanes, business leaders will be looking to the billion-plus potential customers in China for new growth. In addition, the world's newest member of the World Trade Organization will no longer be a bystander in the global economy; it will be a fierce competitor. And when hundreds of million Chinese have access to unprecedented information and communication, China itself will be profoundly altered. Jay Chang, an analyst who covers China for Credit Suisse First Boston, sums the seismic nature of the changes: "What happens when China successfully transforms from a mainly agrarian/industrial nation into one that has significant input from the information technology industry? What happens when eighty percent of the state-owned enterprises in China are able to link economically to the global Internet on fast pipes? What happens when China's engineering talent pool is able to gain access to high-end computing resources and exchange ideas and information easily with their global peers? What happens when fifty percent of the Chinese population gets wired in ten years -- six hundred million people, the largest number of Internet users in the world?" With its compelling, character-driven story, researched over the course of three years, *China Dawn* will be the definitive book on the subject.

.com "In China, I feel the explosive combination of forces aligning to create the kind of change that alters the course of history," writes David Sheff in the introduction to *China Dawn*, his book on the entrepreneurs who are trying to spark a social transformation and make a mint as they bring the latest information technology to the planet's most populous country. The idealistic heroes of this story are Bo Feng and Edward Tian, both friends of the author. Feng is a Marin County busboy who becomes one of China's top venture capitalists; Tian is the cofounder of AsiaInfo, the first private Chinese firm to go public in the West. Like so many others, Feng and Tian were deeply affected by the Tiananmen Square massacre in 1989, and they believe the Internet can set their country on an irreversible course toward freedom. At bottom, though, *China Dawn* is an engaging business book that chronicles the "unlikely group of

revolutionaries" who hope to become the Bill Gates and Andy Groves of their country. It is difficult to know whether they will succeed, but hard not to wish them luck. --John Miller
From Library Journal
With China poised to enter the World Trade Organization, the importance of its billion-plus potential customers to the global economy cannot be overestimated. Journalist Sheff (*Game Over*) describes how the country's information technology leaders are battling outdated business models, a tumultuous market, and a government that pushes expansion while trying to censor Internet usage. Despite these sometimes overwhelming odds, estimates predict an astounding 30 to 60 million Chinese Internet users by 2005. Sheff uses biographies and case studies to introduce the visionaries and venture capitalists leading Asia into the 21st century. Readers will enjoy this well-written and clearly organized study of an extraordinary economic and social revolution, and anyone whose company plans to begin or increase trade with China will profit from learning about the major players and the forces influencing the new Chinese economy. Business collections in all types of libraries will want to purchase. Susan C. Awe, Univ. of New Mexico Lib., Albuquerque
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From Booklist
Sheff writes for *Fortune*, *Wired*, and *Playboy*; is the West Coast editor of *Yahoo! Internet Life* magazine; and is the author of *Game Over* (1993), an expose of Nintendo and the video-game industry. His book is an investigative report inside the high-tech revolution in China, where the dot-com boom is being played out despite government attempts at heavy censorship and regulation. As everywhere, when it comes to the Internet, "information wants to be free," and that electronic conduit has been as difficult to control in China as anywhere else. On Sheff's journey to the mainland, he met a handful of unlikely entrepreneurs--high-tech venture capitalists providing desperately needed fuel for free trade in a repressive country that has stagnated economically for a century. The text is equal parts business book, travelogue, political analysis, and personal stories, as the personalities of a handful of entrepreneurs emerge, all with a secret agenda to use the Internet to wage a virtual revolution that is breaking down barriers and raising new optimism for a transformation of China. David Siegfried
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