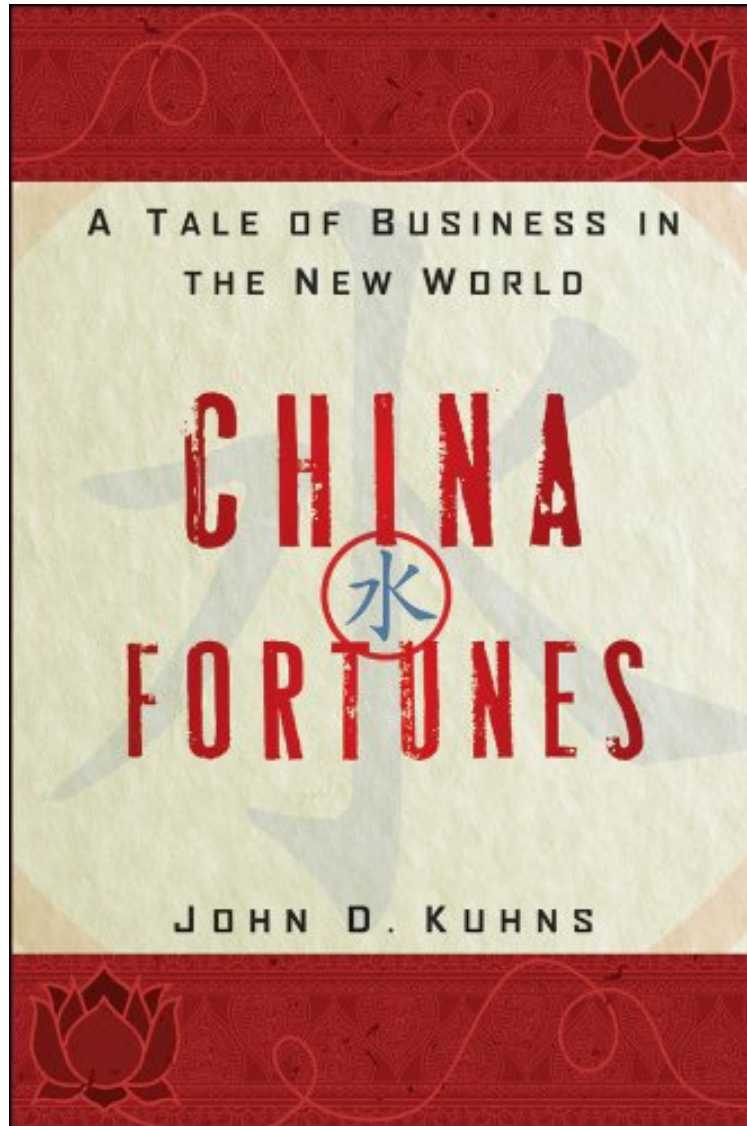


(Download) China Fortunes: A Tale of Business in the New World

China Fortunes: A Tale of Business in the New World

John D. Kuhns

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



[Download](#)

[Read Online](#)

#1571430 in eBooks 2010-12-09 2010-12-09 File Name: B004GEB9VK | File size: 44.Mb

John D. Kuhns : China Fortunes: A Tale of Business in the New World before purchasing it in order to gage whether or not it would be worth my time, and all praised China Fortunes: A Tale of Business in the New World:

1 of 1 people found the following review helpful. Beyond ExpectationsBy G. LevyI know John Kuhns. I was an executive in one companies he describes in the book. So when I discovered this novel, I was most interested to see how my former employer would describe the characters, events and circumstances I knew so well.And there it all was, pretty much as it happened. But I also found a whole lot more here than just colorful corporate history.Fast paced and observant, China Fortunes was well beyond my expectations. I recommend it to anyone with even passing interest in the modern power industry, and anyone seeking a pitch-perfect view of Wall Street finance.Surprising me with his

skill, John uses these business themes to frame an absorbing story of the human heart. The China scenes are completely authentic. If you want to know what it's really like there, you'll find it here. And maybe most fun for me, John corrects some conventional wisdom about his companies and himself, and settles some old scores with a remarkably gentle, forgiving touch. Talking slow like a farmer, indeed. Reviewed by Bruce Levy 4 of 4 people found the following review helpful. The Trials, Triumphs Harsh Lessons of an Entrepreneur in "Modern" China By shc Although private enterprise has been encouraged in China since the late 1970's, China Fortunes provides a realistic account of the opportunities and challenges faced by those wishing to build businesses in China. This is not a how-to book, but rather something much more intriguing. The focus is not on business being conducted within the glitzy urban areas of Beijing or Shanghai. Rather the author takes us on a captivating journey throughout the Middle Kingdom as the protagonist, Jack Davis, opportunistically attempts to create a "fortune" for him and his business colleagues. On this journey Jack demonstrates his diverse personality traits--smart, confident, inquisitive, capable, principled, resourceful, risk-taking, hardworking, persuasive, trustworthy, naive, resilient--and in addition is quite the accomplished fly-fisherman. How he navigates through his many relationships is also revealing. Although the book is fictional, the descriptive events bear such close resemblance to reality that the reader is left with an informed perspective on the people, the culture, and the day-to-day business realities within China. China Fortunes: A Tale of Business in the New World 1 of 1 people found the following review helpful. Great insights into doing business in China By Marty V. John Kuhns offers incredible insights into doing business in China. Other than some large corporations, only a few of us had started going into China during the early years of this millennium. By the end of the decade, there were many more venturing into the Orient. But if we were on the ground floor of doing business in China, Mr. Kuhns had already been there digging the footings and foundations. He saw a China very few ever will. And he describes it to us beautifully. It was very courageous of him to publicly open himself up as he did. Not only his successes but his failures, as well. I think one of my favorite aspects is his transformation from tolerating to accepting to embracing China and its people. In spite of the dishonesty and greed stereotypical of the Chinese business culture, Mr. Kuhns shows us that those characteristics aren't exclusive to the Middle Kingdom. And he shows us there are very good people, as well, who defy the stereotype. For anyone at all interested in knowing what it's like for an American doing business in China, I'd say this is a must-read. The book presents it honestly, accurately and interestingly from the perspective of a front-line participant.

A thoroughly modern global business story In the spirit of James Clavell, China Fortunes is a vast and sweeping story that addresses one of the hottest topics of the day, Chinese business. From a chaotic start in China to an embezzling Chinese company president on the run in Manila, this book follows the monetary ups and downs of Jack Davis, an American financier drawn to the great Asian nation by the wealth of opportunities that accompanied the opening of the country to outsiders. Traces the beginnings of China's entry into the industrial age, as it hesitantly embraced capitalism while enthusiastically chased foreign dollars Takes readers through the bond trading floors of Wall Street to the opaque world of investment boutiques, market crashes and business failures, IPOs, failing marriages, and multi-national hydro electric deals Written by a leading China businessman with deep connections in China and beyond Drawing on the experiences of one of the first western investment bankers to do business in China, this exciting tale brings you up close to the rising fortunes and risky business of the Middle Kingdom.

Must-Reads on China China Fortunes by John Kuhns -- A novel by a veteran American investment banker with years of experience wheeling and dealing in China, the book is loosely based on the author's personal story. It is a highly entertaining yet informative book for anyone interested in how fortunes can be made or lost almost overnight in the world's fastest growing economy. This was just published this year, and I couldn't put the book down after I started reading it. —Robert Hsu, Editor, China Strategy —John D. Kuhns, the first American to acquire commercial hydro-electric generating equipment from China, and one of the first western businessmen to do business there after the economic reforms of the late 1970s, draws on his experience in the novel China Fortunes: A Tale of Business in the New World (Wiley, hardback, 2011). The fictional tale follows Jack Davis, a character modeled very much after Kuhns himself, as he begins to conduct business and chase potential wealth in 1980s China, delving into many of the issues that awaited foreigners in the early days of China's reform and opening-up period. Eschewing the traditional format of the often self-aggrandizing, increasingly tiresome "pioneering businessman" or "how to make it in China" genres, China Fortunes vividly illustrates the opportunities and obstacles experienced by foreign businesspeople in the early days of China's sometimes uncomfortable embrace of capitalism. Reading much like other recent China books such as Lawrence Allen's business memoirs Chocolate Fortunes or Lisa Brackmann's novel Rock Paper Tiger, China Fortunes manages to tread the fine line between entertainment and education, never losing sight of the adventure and mind-expanding aspects of living and working in China as a foreigner. —Jing Daily From the Inside Flap "Jack handed the waiter his credit card, passed the basket of cookies around the table, took the last one for himself, and opened it. 'Your fortune lies in the Middle Kingdom.'" — From Book Three, Chapter Twenty-Four, of China Fortunes The year is 1984,

and America's "greed is good" is going global. After decades of strict communist rule, China had finally enacted free market reforms that meant opportunity for the daring. For fictional character Jack Davis, the timing couldn't have been more perfect, though Jack worried the end was near when even the secretaries began asking for stock tips. It was do or die for Catapult Energy, his struggling hydroelectric company. China, as Jack would soon learn, could provide Catapult with the turbines it desperately needed at a fraction of the cost of Western competitors. China was about to make the American entrepreneur very rich. But as Jack would also learn, his professional success and good fortune in being among the first to embrace the new China would come at a price even greater than his losses from the 1987 stock market crash. Written by one of the leading—and one of the first—American business figures to partner with China, *China Fortunes: A Tale of Business in the New World* is a wild ride into the Middle Kingdom as it rises from the cold war years to build a new future. Jack, now hardened and cynical, having made millions only to lose it all, goes back China-side, desperate to make one last fortune in the crucible of the sprawling, aspiring country, firmly convinced that as tough as China's business challenges would be, the sustenance of mere friendship, let alone love, was unattainable. Based on the author's own career, *China Fortunes* not only arrays the glittering profits and gut-wrenching losses awaiting pilgrims seeking the greatest business opportunity of the new century, but shares the treachery and heartbreak, admiration and affection that buffets travelers crossing the cultural chasm from the Occident to the Orient. For any reader interested in China, Wall Street, and the drama of human endeavor, Jack Davis's story is one you won't want to miss. In the spirit of James Clavell, *China Fortunes* is a vast and sweeping fictional story of the opportunities that accompanied the opening of China to Western companies and entrepreneurs, and a story that is certain to entertain and educate those who desire to do business with the Middle Kingdom, as well as one that will captivate those with an interest in Chinese culture. "Reality is disappointing, Jack," someone tells him. "China is better." From the Back Cover **CHINA FORTUNES: A TALES OF BUSINESS IN THE NEW WORLD** "Reality is disappointing, Jack. China is better." "China Fortunes is an extraordinary story conducted by a talented storyteller. Kuhns's pen drives you in a world unknown to most of us, taking you through fascinating and moving situations, and like every great journey, you won't come back exactly the same." —Marc Levy, author, *The Shadow Thief* "China Fortunes is a smart and stylish take on what business really is in modern China. Kuhns knows both cold, and most important, he can tell a great story . . . ironic, fast moving, and sharply observed. It will lock you in." —Terry McDonnell, editor, *Sports Illustrated Group* "China Fortunes is one man from Wall Street's incredible journey from the emerging days of China all the way to the present. John Kuhns takes us along on his wild ride through the remote, mysterious Middle Kingdom, risking millions, but gaining much more. A must-read for anyone interested in China and business." —Kevin Wall, Emmy-reg; Award-winning producer and creator of Live Aid, Live Earth, and other global events