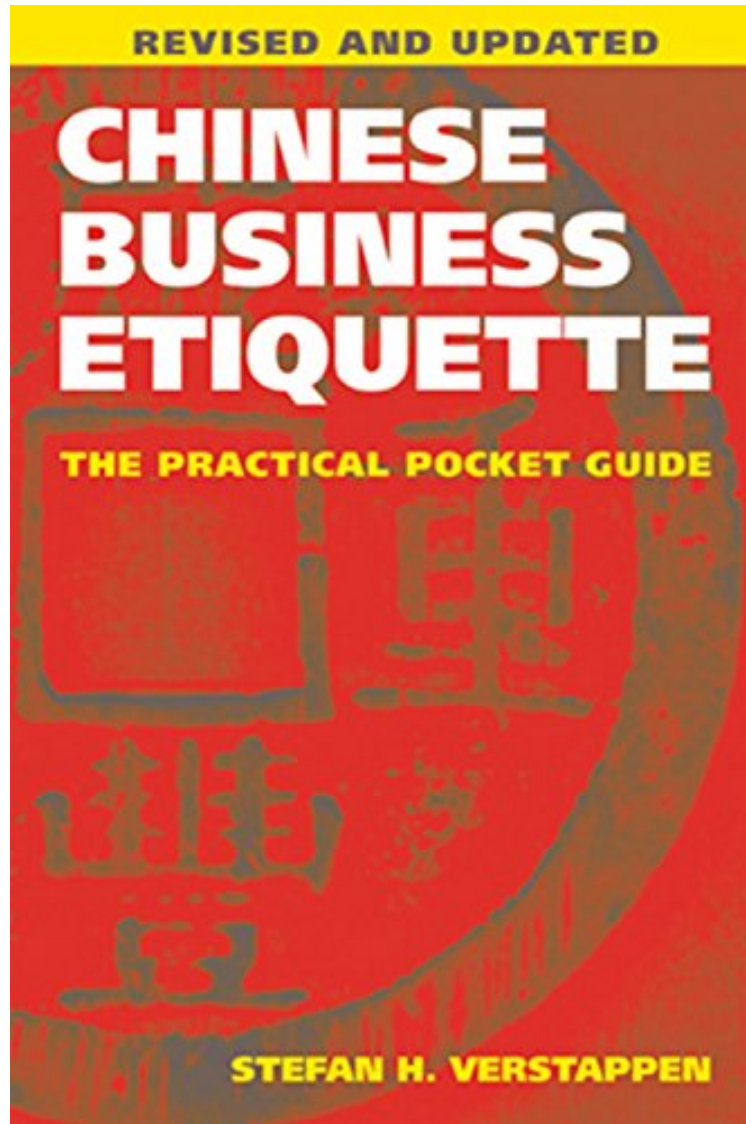


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Chinese Business Etiquette: The Practical Pocket Guide, Revised and Updated

Stefan H. Verstappen

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Stefan H. Verstappen : Chinese Business Etiquette: The Practical Pocket Guide, Revised and Updated before purchasing it in order to gage whether or not it would be worth my time, and all praised Chinese Business Etiquette: The Practical Pocket Guide, Revised and Updated:

5 of 5 people found the following review helpful. Great choice!By MMXThis book is simply VERY useful to anyone who wants to quickly grasp information about Chinese Business culture. The booklet (small format that it is) is really easy to read and each page goes by fast. The size makes it an easy item to take with you whenever going to a meeting

with your Chinese business partners or travelling. Of course with time when you manage to test out some things, it turns out that a number of details are not as seriously used in life as they are described in the book. However, it still is a great source of basic cultural and etiquette information that anyone doing business with Chinese /or in China, should immediately read!

4 of 4 people found the following review helpful. Concise; lucid; specific; wow!

By Indian Maid
My micro-corporation does mainly wholesale, including with the Chinese.. who approached us wanting to distribute our products in their country. I grew up with emigree Chinese so already knew some things about Chinese culture sub-cultures, but I learned (a) more-current cultural aspects (b) nuances I did not know before. I do not travel, so expect to never go to China, but it's just as possible to commit some major blunder via email.. I expect my chances of this to be markedly diminished thanks to this book. If I had only 1 book on doing business in China, this would be my pick. Ota pilamiyaye! / Many thanks!

2 of 2 people found the following review helpful. Outdated

By Burt Adelman
Found the information to be outdated, especially in the larger cities, which are more Westernized. Many Chinese business people have been to America and are familiar with how we do business.

"No one doing business with the Chinese should be without [it]." —Midwest Book Review

This insider's pocket reference covers common business and social protocols for traveling and doing business in China, Taiwan, and Hong Kong. It is also ideal for anyone hosting Chinese business visitors. This new edition has been updated with current trends, Internet and phone tips, interviews, and fresh ideas for understanding the profound behavioral and social changes produced by Chinese modernization.

Stefan H. Verstappen lives in Toronto. He is author of *The Thirty Six Strategies of Ancient China* and has worked as a corporate trainer and publicist in Hong Kong, Taipei, and Beijing.

About the Author Stefan H. Verstappen is a writer and world traveler. He was one of the first Westerners to travel freely in Communist China in the Mid 80's. He has worked as a corporate trainer and publicist in Hong Kong, Taipei, and Beijing. Verstappen is the author of *The Thirty Six Strategies of Ancient China* and has been featured in *Business Taiwan*, *The Peoples' Daily* and *The Shanghai Business Journal*.