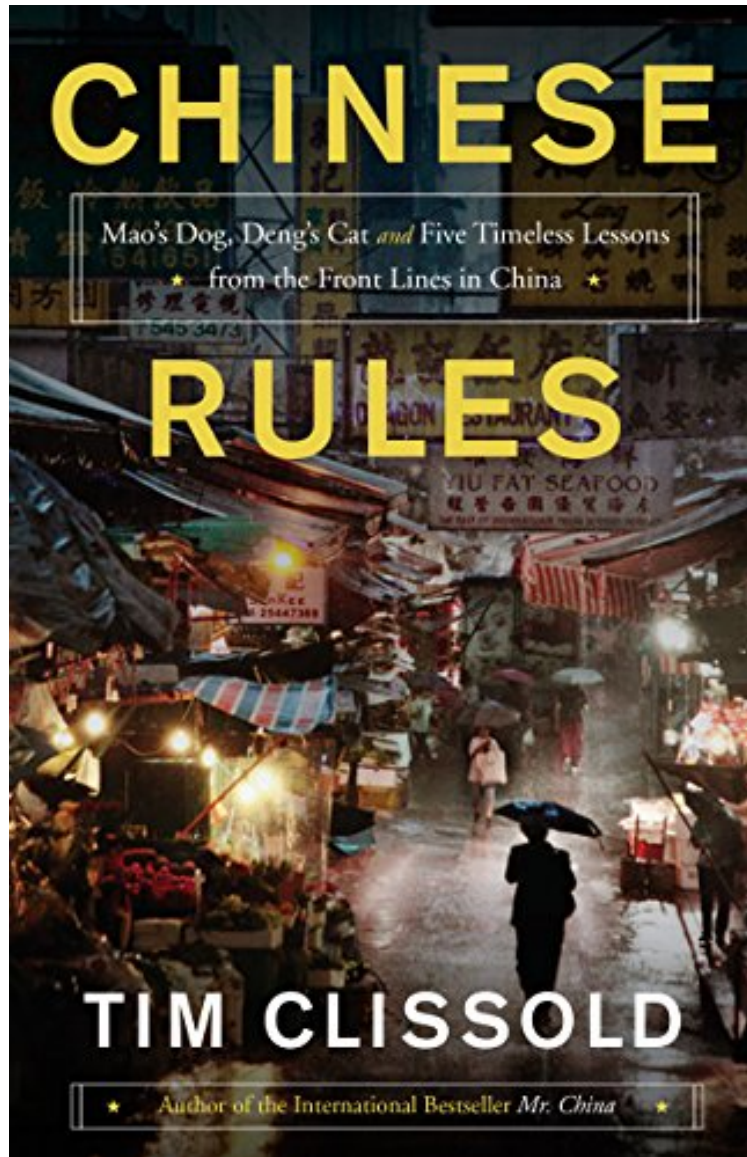


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Chinese Rules: Mao's Dog, Deng's Cat, and Five Timeless Lessons from the Front Lines in China

Tim Clissold

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Tim Clissold : Chinese Rules: Mao's Dog, Deng's Cat, and Five Timeless Lessons from the Front Lines in China before purchasing it in order to gage whether or not it would be worth my time, and all praised Chinese Rules: Mao's Dog, Deng's Cat, and Five Timeless Lessons from the Front Lines in China:

0 of 0 people found the following review helpful. History story-telling at its bestBy Bochun QiuTim's second book

about China a bit abruptly switches back and forth between fascinating insight on Chinese history, and the PRC "projects" of a fictional London based investment fund. Fiction aside, with history story telling at its best and cool details, all the way from George Macartney's frustrating-in-the-extreme trade delegation to the Qing court, to Deng's reforms, the author neatly laid out the five pivotal "China Rules": 1. China doesn't play by anyone else's rules. 2. Stability (through intimidation and bribes) has always been the key for government officials. 3. Never attack directly. 4. Stick to practicalities and never get hung up with side arguments on principles. 5. (For outsiders especially) Know yourself and the other. Other than some impressively refreshing history, in its most bloody/funny form (fitting for a British author), there are just a handful of new thoughts, and Rule 5 is especially weak. The book quotes Madeleine Albright: "China is in its own category -- Too big to ignore, too repressive to embrace, difficult to influence, and very, very proud." That, is about right. A reluctant four star.0 of 0 people found the following review helpful. Mind Opening.By Azor B de T BarrosA great book to understand differences between Chinese and Western cultural and business norms. Values can be relative and the Chinese approach to strategy and negotiations, although difficult to understand from Western lenses, has invaluable lessons that can be applied to a number of situations in business and in Life.0 of 0 people found the following review helpful. Deeply InsightfulBy Michael P MartinThe writing style in combination with the quality content made for a delightful read. Anyone doing business in China should consider this book required reading.

From the author of the acclaimed Mr. China comes another rollicking adventure story; part memoir, part history, part business imbrogliomdash; that offers valuable lessons to help Westerners win in China. In the twenty-first century, the world has tilted eastwards in its orbit; China grows confident while the West seems mired in doubt. Having lived and worked in China for more than two decades, Tim Clissold explains the secrets that Westerners can use to navigate through its cultural and political maze. Picking up where he left off in the international bestseller Mr. China, Chinese Rules chronicles his most recent exploits, with assorted Chinese bureaucrats, factory owners, and local characters building a climate change business in China. Of course, all does not go as planned as he finds himself caught between the world's largest carbon emitter and the world's richest man. Clissold offers entertaining and enlightening anecdotes of the absurdities, gaffes, and mysteries he encountered along the way. Sprinkled amid surreal scenes of cultural confusion and near misses, are smart myth-busting insights and practical lessons Westerners can use to succeed in China. Exploring key episodes in that nation's long political, military, and cultural history, Clissold outlines five Chinese Rules, which anyone can deploy in on-the-ground situations with modern Chinese counterparts. These Chinese rules will enable foreigners not only to cooperate with China but also to compete with it on its own terms.