

Managing China

Hans J. Roth is among the few experienced China hands who had already started their contact with the People's Republic of China in the 1970s. His extensive work on political, economic, legal and cultural issues gives him an excellent overview over the last 30 years of Chinese development. Numerous professional contacts with foreign and Chinese companies during his posting in Shanghai as Swiss Consul-General from 2001 to 2006 and his current assignment in the same position in Hong Kong have given him a deep insight into management issues of companies operating in China.

His long China experience led him to the development of an intercultural model, allowing to grasp behavioural differences as well as other thought patterns in a very convincing way. Operational issues being in general quite well known, this book goes one step further and provides a manager with a model to better streamline the strategic issues of management in a Chinese social environment.

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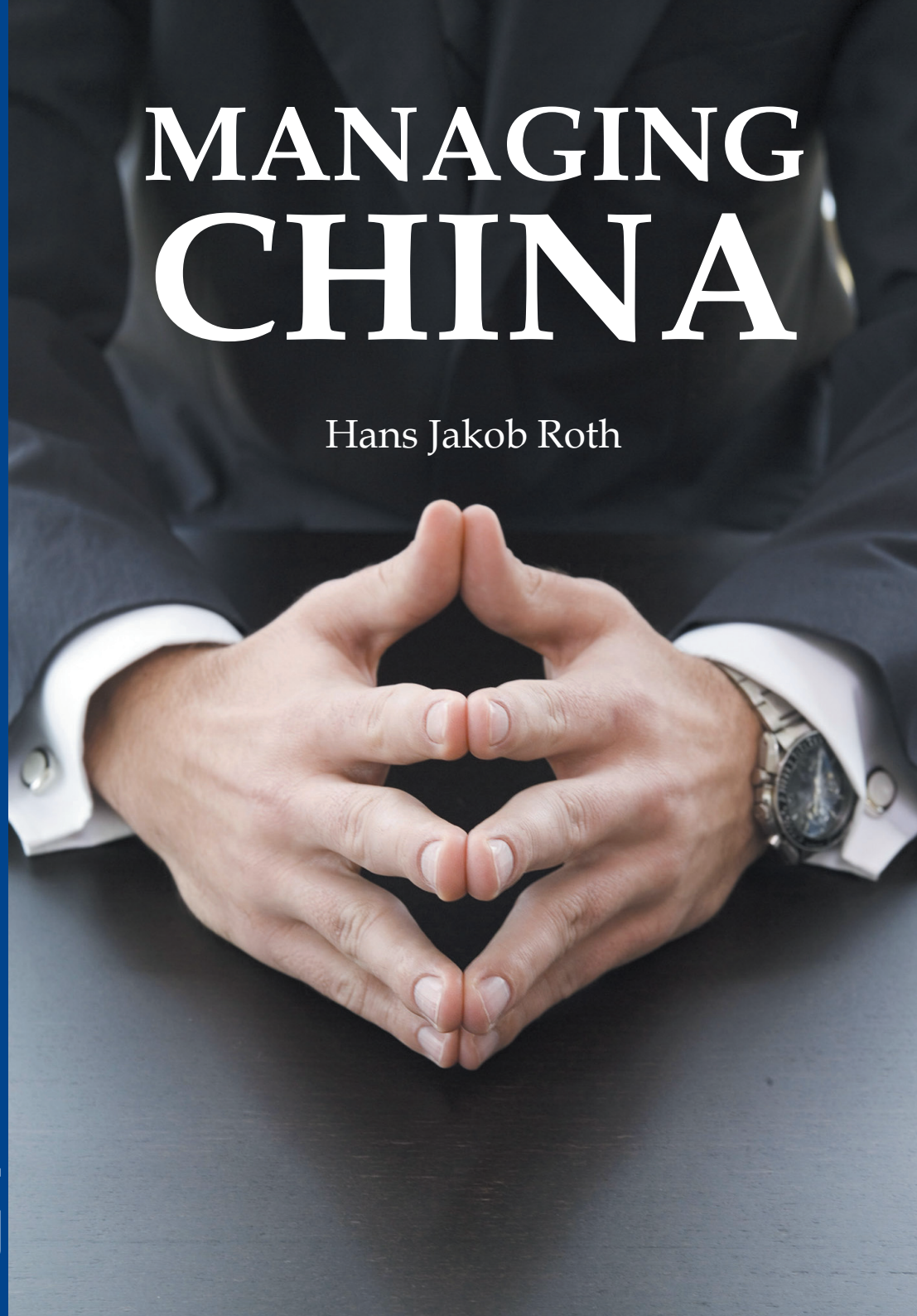
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CONTENTS

Preface	i
I Success Criteria for Leading a Company in the PRC: Survey and Survey Results	1
II Success Criteria for Leading a Company in the PRC: Leadership demands	45
III Considerations on Leadership in a Chinese Social Environment	75
IV Theoretical Assumptions for a Discussion of Trans-Cultural Leadership	99
V Summarizing Remarks	117
Short Bibliography	128

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