

6 Smart Strategies for Selling to China Without Being in China



Selling Technology To China A Workbook For The Conference On Selling Technology To China

Mary E. Lassanyi



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The Chinese Economy, 1978-1994, 1995 **Library of Congress Catalogs** Library of Congress, 1980 *National Union Catalog*, 1980 Includes entries for maps and atlases National Union Catalog, 1980, 1981 *The China Business Review*, 1986 *Some Risks and Opportunities of Doing Business in the People's Republic of China* Kristin Elizabeth Yanker-Hansen, 1980 *Monographic Series* Library of Congress, *Current Bibliographical Information* Dag Hammarskjöld Library, 1980 Subject Catalog Library of Congress, 1980-04 **China's Entrepreneurial Army** Tai Ming Cheung, 2001 China's Entrepreneurial Army offers a fascinating insight into the complex interwoven relationship between state power military burden and economic prosperity in today's China From the early 1980s to the end of the 1990s the People's Liberation Army went into business to make up for falling defence spending It established the world's largest military business complex comprising thousands of army owned enterprises stretching into virtually every corner of the Chinese economy and overseas This participation in business gave the military substantial economic strength and allowed it to adapt to the changing locus of power and authority in China in the reform era which was increasingly measured through economic might But the rapid ascent of the military commercial juggernaut also sowed the seeds of its ignominious demise Corruption smuggling and profiteering became so rampant that the political reliability of the military and the health of the Chinese economy began to be undermined In 1998 the armed forces were ordered to get out of business Tai Ming Cheung traces the origins examines the participation and details the demise of the Chinese military business complex This path breaking study is a uniquely comprehensive and in depth account of this Byzantine and opaque institution and provides a vivid portrait of the corporations military units personalities and other entities that were at the heart of this commercial powerhouse Based upon extensive research of primary source Chinese publications and field work China's Entrepreneurial Army looks at the role of the military business complex from a number of different perspectives its success as a commercial venue the impact on civil military relations and the broader benefits and drawbacks of this commercialism on military professionalism and economic modernization in China and elsewhere **China's Super Consumers** Savio Chan, Michael Zakkour, 2014-09-22 Chinese Consumers are Changing The World Understand Them and Sell To Them China has transformed

itself from a feudal economy in the 19th century to Mao and Communism in the 20th century to the largest consumer market in the world by the early 21st century China's Super Consumers explores the extraordinary birth of consumerism in China and explains who these super consumers are China's Super Consumers offers an in depth explanation of what's inside the minds of Chinese consumers and explores what they buy where they buy how they buy and most importantly why they buy

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