
Business Administration in India www.businessadministrationinindia.com

ISSN 2690-1749

Vol. 2:5 May 2021

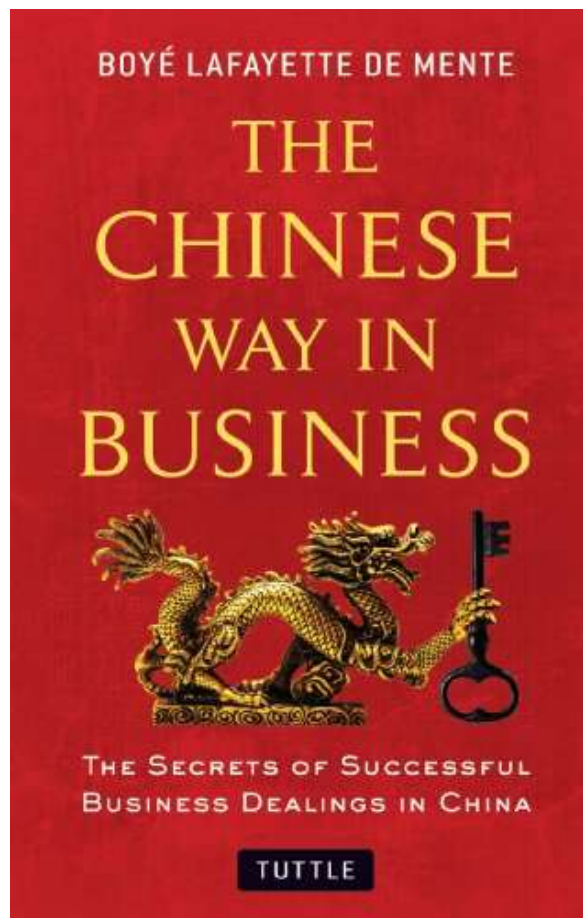
Introducing a Book:

The Chinese Way in Business:

The Secrets of Successful Business Dealings in China

Author: Boyé Lafayette De Mente

Kindle Edition



Courtesy:

https://www.amazon.com/gp/product/B00B77ALL8?pf_rd_r=Y5PK1QVXVZM8GC4KQAGQ&pf_rd_p=5ae2c7f8-e0c6-4f35-9071-dc3240e894a8&pd_rd_r=6c7817af-bde5-4e7c-96c5-c1189d44a9b2&pd_rd_w=yr3VT&pd_rd_wg=EAB3A&ref=pf_rd_gw_unk

This insightful book declares, “neither traditional nor modern China can be understood and dealt with effectively without taking into account its huge size and the ethnic, racial, religious, and cultural regions of the country.”

The book contains nine parts, with a detailed and descriptive report on the land and the people of China. This Introduction presents who the Han people are (the major or majority ethnic group of the Chinese people), and many other interesting facts about China, including major minorities that number around 55. The various borders of the ethnic groups are identified, along with information relating to the languages of China, useful expressions in Mandarin, Chinese names, etc.

Part One is given the title **Return of the “Central Kingdom”**. This one relates to student uprisings, emergence of Mao as the Emperor, The Cultural Revolution, The Remaking of China, and other useful information including the exodus of the Rich from China when the Long March was in progress and was expected to wing. This part also discusses China’s New Hybrid Ethics.

Part Two presents **The Historical Perspective** of China. This part, among other items, includes discussion of the ideas of leading philosophers of China. The apology syndrome noticed in all walks of Chinese life, the Understanding Tactic adopted by the Chinese, and so on. The Ying and Yang of Things gives us a great understanding of the Chinese day-to-day way of life. The Chinese peoples are influenced by not only Confucius but also other philosophers and sages including Buddhist philosophy/philosophers.

Part Three presents **Ding Business in China**. Among other issues, this part deals with Culture Shock, Racial discrimination Factor, Dealing with Government Hurdles, Using Interpreters, The Chinese Way of Negotiating, The Western Way vs The Chinese Way, Role of Dining and Drinking, Dealing with Chinese Laws, etc. Each section of this part gives very practical examples and suggestions. The Part has many useful sections such as Chinese Labor Laws, Dealing with Unwritten Laws, etc.

Part Four presents Key Concepts in Chinese Business Practice. Etiquette as Morality and Ethics, Rules of Behavior, The Power of Personal Connections, hierarchy as the Great Stabilizer, The Power of Personal Loyalty, Flattery as a Strategy, Collectivism, Company Titles, etc. Every section must be read with attention. Easy to read, but it may be useful to take notes while we read this book.

Part Five presents Additional Business Vocabulary used in Chinese businesses.

Part Six presents the Glossary of Useful Terms.

Part Seven presents **Internet Gateways to China**. This part presents useful business-rated sites.

Part Eight presents Miscellaneous Information - English Language Publications and Weather Patterns in China.

Part Nine is on **Learning New Skills** such as Acupuncture, Deep Breathing, and Great Ultimate Fist. Perhaps we may consider this like learning Yoga exercises while in India.

The book is a great introduction to the Chinese Way of Doing Business. While reading this book, please keep in mind your own observation and understanding of doing business in India – in rural parts, in small towns, in big and large cities, ports, etc. We should compare the ways of doing business in Chinese ways and the ways of doing business in India. Remember India has also distinct regions, ethnic groups, castes, religious groups and so on with various ways of business doing business. Delhi pavement businesses offer clear contrast between rural and city businesses. The castes once considered to be the backbone of Indian businesses and industries have lost their hold and new business castes have come into effect in many states. Chettiar Community once considered to be the major business community is now replaced by other communities in Tamilnadu. Similar situations may develop in other states as well.

China continues to expand its influence in every field of international affairs and Chinese business impact is felt in India and elsewhere. It is useful for our college and university students of commerce, economics, and management to be adequately informed about the Chinese ways of doing business.

=====

M. S. Thirumalai, Ph.D.

msthirumalai2@gmail.com