



Lessons in Communication

By Douglas P Menelly

Xlibris Corporation. Paperback. Book Condition: New. Paperback. 184 pages. Dimensions: 8.5in. x 5.5in. x 0.4in. Providing deep and well-sourced insight, Douglas pierces through the misconceptions about doing business in China. He makes great strides in reducing the cultural and communication gaps between China and the West. A truly insightful read on what it takes to be successful in the world's second-largest economy. Shaun Rein Founder, Managing Director, China Market Research Group Columnist for Forbes and BusinessWeek Dr. Charles Wang, PhD Director, CDI Center for Logistics China Development Institute This timely book provides a unique perspective on the current state of development of China's business professionals. Douglas accurately depicts the country's current business environment, during a period of rapid transition. An unsuspecting Western expat is thrown unceremoniously - from the moment he sets foot on the shores of China - into a cauldron of dichotomous philosophies; independent versus inter-dependent culture, direct, to-the-point versus maddeningly indirect and subtle discourse, specific relationship-based versus an all-encompassing Guanxi dominated business ethos, egalitarian versus hierarchical social structure, citizen-of-the-world versus hometown-centric. A Western expat who recognizes, understands and appreciates these dichotomies and quickly learns to maneuver his way around and through them will find success in China. Vis Gowtham American Executive with substantial expat experience in China India This item ships from multiple locations. Your book...



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