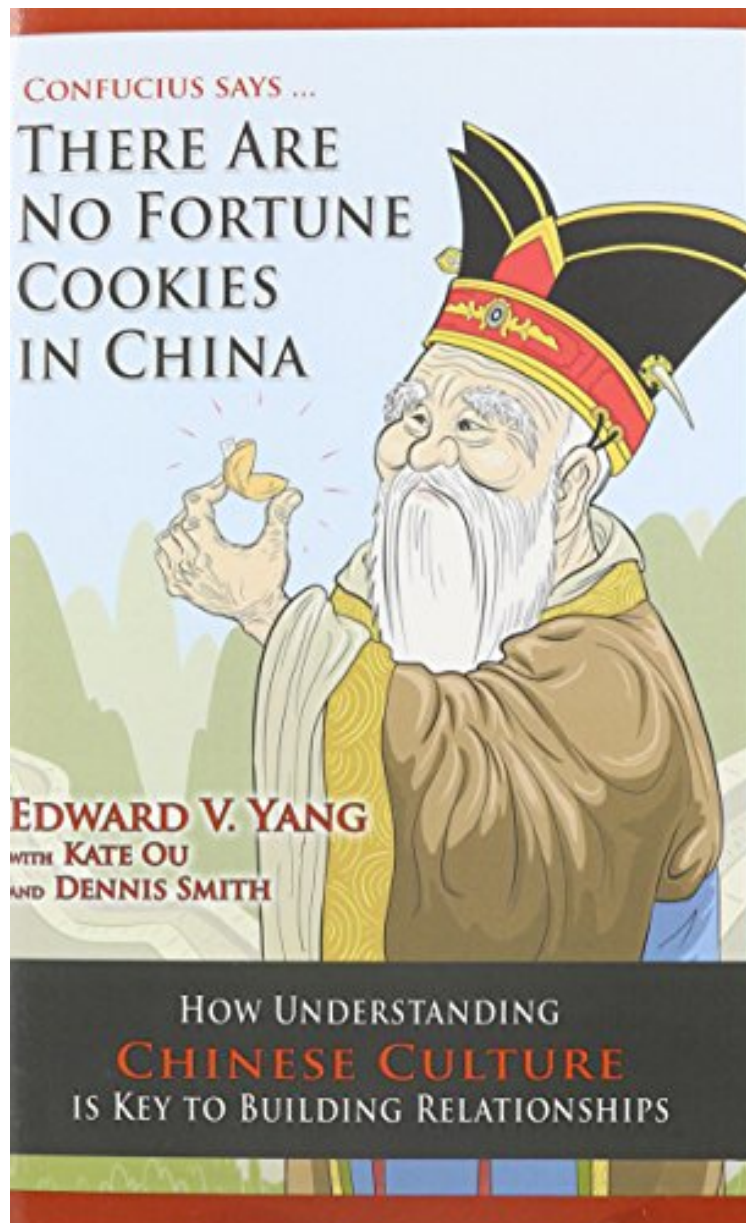


[Pdf free] Confucius Says ... There Are No Fortune Cookies in China: How Understanding Chinese Culture Is Key to Building Relationships

Confucius Says ... There Are No Fortune Cookies in China: How Understanding Chinese Culture Is Key to Building Relationships

Edward V. Yang

ebooks | Download PDF | *ePub | DOC | audiobook



[Download](#)

[Read Online](#)

#2009626 in Books 2013-11-26 Original language: English PDF # 1 9.02 x .63 x 5.981, 1.01 #File Name: 1491706856206 pages | File size: 65.Mb

Edward V. Yang : Confucius Says ... There Are No Fortune Cookies in China: How Understanding Chinese Culture Is Key to Building Relationships before purchasing it in order to gage whether or not it would be worth my

time, and all praised Confucius Says ... There Are No Fortune Cookies in China: How Understanding Chinese Culture Is Key to Building Relationships:

2 of 2 people found the following review helpful. Wonderful, delightful!By MIke_D49I met Mr. Edward Yang on a domestic flight a few months ago. We had a wonderful conversation about his fascinating life and career. I downloaded his book while we were in the air. I finally read it from cover to cover while coincidentally preparing for a trip to India. The book provides fascinating insights and great tips for business travelers. I recommend it heartily.1 of 1 people found the following review helpful. A concise essential manual for doing business in ChinaBy Garry K. TanEdward Yang is an accomplished business executive who has spent decades working with companies on both sides of the Pacific. He distills the fundamental things left unsaid, or unexplained. It's a must-have for people in business who are both early and advanced in their professional careers who have any interest in gliding gracefully through meetings and getting things done in China. The book covers both practical aspects as well as history in a way that helps you show you understand and honor the cultures and practices of a land that is incredibly important geopolitically. Highly recommended.2 of 2 people found the following review helpful. Helpful and easy to read!By Wenzhuo FengThe content is very practical and helpful. I also like the illustrations. The book is very easy to read and understand. Great to have!

Even though instant communications and strides in transportation have made it easier for individuals to travel and communicate, the great divide across global cultures continues. Nowhere is this more evident than between the cultures of China in the East and the United States in the West. With China's elevation to global superpower status, it is vital for Americans to improve their understanding of the principles that are core to the way our friends and counterparts in China think and act. In *Confucius Says ... There Are No Fortune Cookies in China*, authors Edward V. Yang, Kate Ou, and Dennis Smith discuss the customs, history, and business practices in China, with an eye toward enhancing relationships through a better understanding of the culture of the East through American eyes. Yang, Ou, and Smith translate more than one hundred combined years of real-world living and working experience in China and across Asia into practical, everyday lessons intended for anyone wishing to build better business and personal relationships in China. This guide contains one hundred lessons, including common sayings, proverbs, idioms, quotes from ancient Chinese philosophers, and the authors' own experiences. Yang shares fundamental lessons derived from his personal experience-knowledge gained through his upbringing, through his traditional Chinese and US education, through his work experience in Asia and the United States, and, most importantly, through his mistakes.

About the AuthorEdward V. Yang was born in China and brought up in Myanmar. He earned an M.B.A. from Pepperdine University. He is chairman and president of iSoftStone Inc. and lives in Southern California. Kate Ou is a software engineer currently with Microsoft. Born and educated in China, she received her M.S. at Kobe University, Japan. Our lives in Seattle, Washington. Dennis Smith was born and raised in Chicago and earned an M.B.A. in 1975. He is a partner with a large Hong Kong-based private equity firm and divides his time between Hong Kong and Hilton Head, South Carolina, with his wife, children, and grandchildren.