

When Business East Meets Business West: The Guide To Practice And Protocol In The Pacific Rim

Christopher Engholm

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When Business East Meets Business West: The Guide to Practice and Protocol in the Pacific Rim by Christopher Engholm. New York: Wiley. (HF 5389 E53 1991). The Canadian business people are learning that understanding cultural difference demands a lot more than a few helpful hints. Fons Trompenaars is an author and corporate researcher who teaches executives about the value of global etiquette and how culture can affect business and work. He says doing business on a global scale means respecting the norms of any culture and he says the biggest piece of advice he can pass on are the two phrases common everywhere - thank you and sorry. (CBC Learning) (HF 5389 C763 1994). Business - videos. When Business East Meets Business West: The Guide to Practice and Protocol in the Pacific Rim. Article. Jan 1993. This paper reports an information retrieval system for Japanese bibliographic data based on Z39.50 protocol. The system consists of a client which can access to any other Z39.50 servers, and of a server which provides Japan/MARC data to any other Z39.50 clients. The server facilitates AND/OR operation between results-sets as well as basic retrieval such as AND, OR, and truncations. @inproceedings{Crawford1993WhenBE, title={When Business East Meets Business West: The Guide to Practice and Protocol in the Pacific Rim}, author={William B. Crawford}, year={1993} }. William B. Crawford. Published 1993. DOI:10.2307/1252062. Getting to Know Pacific Rim Customers The Six Commandments of Asian Commercial Practice ASIASPEAK: STATUS--FORMALITY--TRUST Making a Stellar First Impression Where Yes Means Maybe, and Maybe Means No Speaking Without Words: The Art of Belly Language" How to Survive Asian Bargaining Tactics THE BOOK OF LI": ETIQUETTE--CEREMONY--PROTOCOL. Banquets and Bacchanals Singing (and Drinking) for Sales The Rites of Asian CONTINUE READING. View PDF. Save to Library. Create Alert. Cite.

When Business East Meets Business West: The Pacific Rim Guide to Practice and Protocol by Christopher Engholm. NY: Wiley. 1991. Yue-Sai Kan's Doing Business in (Country Name). Seattle: KCTS. A series of four videos on dealing with businesses in Hong Kong, Japan, Taiwan and South Korea. 1990. Return to top of page. How East is meeting West. Guanxi. It's the first word any businessperson learns upon arriving in China. Loosely translated, guanxi means "connections" and, as any China veteran will tell you, it is the key to everything: securing a business license, landing a distribution deal, even finding that coveted colonial villa in Shanghai. Fortunes have been made and lost based on whether the seeker has good or bad guanxi. Many of China's networkers meet through an American or European MBA program. Gary Wang attended Insead, the famous French business school outside Paris. Today he runs a YouTube wannabe called Tudou that was built largely on connections made at B-school. His partner, Dutchman Marc van der Chijs, was married to one of Wang's classmates.