



China CEO: Voices of Experience from 20 International Business Leaders

Juan Antonio Fernandez, Laurie Underwood

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CHINA CEO: Voices of Experience From 20 International Business Leaders is based on interviews with 20 top executives and eight experienced consultants based in China. The book is packed with first-hand, front-line advice from veterans of the China market. Hear directly from the top executives heading up the China operations of Bayer, British Petroleum, Coca-Cola, General Electric, General Motors, Philips, Microsoft, Siemens, Sony and Unilever, plus expert China-based consultants at Boston Consulting Group, Korn/Ferry International, McKinsey & Company, and many more.

Each chapter provides practical tips and easy to grasp models that will help new managers in China to be effective. In ***CHINA CEO***, we deliver what other Western authors can't – first-hand reflections based on over 100 years' collective experience in China. The book presents this rich knowledge in a readable, conversational style suitable for time-constrained executives. Each chapter gives specific advice on how to manage Chinese employees, work with Chinese business partners, communicate with headquarters, face competitors, battle intellectual property rights infringers, win-over Chinese consumers, negotiate with the Chinese government, and adapt yourself (and your family) to life in China.

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