

China Entrepreneurs China

Juan Antonio Fernandez, Laurie Underwood

China Entrepreneur Juan Antonio Fernandez, Laurie Underwood, 2012-11-27 Launching a business in China? Give yourself a second mover advantage. China-bound entrepreneurs and small business owners: learn from experienced China hands before you bring your business to the world's largest and most dynamic consumer market. Preparing to manage a small business in China, the world's largest, most dynamic consumer market? Hundreds of thousands of other international businesspeople are too, but only a small percentage of them will succeed in bringing their start-up dreams to life in the Middle Kingdom. Give yourself a huge head-start by learning directly from experienced China pioneers. CHINA ENTREPRENEURS delivers street-tested advice on launching, growing, and operating your own business in China. Authors Juan Antonio Fernandez, professor of Management at the China Europe International Business School, and Laurie Underwood, accomplished journalist and Director of External Communications at CEIBS, use their combined 26 years of China experience to interview 40 successful international entrepreneurs who have launched and built businesses in China. These entrepreneurs share their first-hand advice, anecdotes and best practices in tackling the key challenges of winning in the China market, from negotiating with government and winning necessary start-up approvals, to hiring and keeping the right staff, to collecting payments and to safeguarding intellectual property. In addition, the experiences of the entrepreneurs will be juxtaposed against insights from experienced China consultants who assist start-ups in operating in China. Thus the book will balance extensive, on-the-ground business advice against the insights of consultants who have risen to prominence in the China business environment by advising SME business operators on succeeding in China.

Entrepreneurship in China Andrew Atherton, Alex Newman, 2017-09-01 The Chinese economy

has grown faster for a longer period than any other economy in the world. It is now the second, and will soon become the largest, global economy. This is an astonishing transformation of a country that in the late 1970s was one of the poorest in Asia. Central to this economic miracle has been the emergence of a private sector of entrepreneurs who have started and grown businesses of all sizes and types. This book explores these wealth creators and builders of China's new economy, and offers guidance on the best ways to work with China's entrepreneurs and their growing businesses. Entrepreneurship in China looks at the dynamic and changing nature of entrepreneurship, and the need for entrepreneurs to refine, adapt and evolve their approaches within an uncertain, fast-changing and volatile environment. This book examines the distinctive and particular context of China for entrepreneurs, and offers insights into how entrepreneurship has emerged as the driver of China's economy. This book will benefit business people, policy makers and researchers seeking to understand Chinese entrepreneurship and offers guidance to practitioners interested in working with private Chinese businesses.

Entrepreneurship in China Keming Yang, 2016-04-29 The emergence of China as a major world economy is of great importance to the global political economy and to international business. There has been much research on the macro level of institutional reform but little detailed work on the grassroots level of entrepreneurship in China. This innovative book addresses this gap by investigating how an economic system dominated by central plans, communist ideologies and suppressing bureaucracies could generate such energy from the bottom of society, fuelling the country's economic growth. Keming Yang's theory of entrepreneurship is based on two interrelated concepts: double entrepreneurship and institutional holes. He argues that the two concepts bridge a gap between the neo-classical institutionalism of economic development and entrepreneurship

studies that emphasize individual choice. The rigorous theoretical framework is supported by substantial empirical research, offering statistical analyses of survey data as well as detailed case studies. This timely book will appeal to an interdisciplinary readership in sociology, economics, business studies and Chinese and Asian Studies.

The Bamboo Network Murray L. Weidenbaum, Samuel Hughes, 1996 Following in the tradition of generations of expatriate Chinese merchants, they began establishing small family businesses. Today, the authors show, these have expanded into conglomerate business empires. Entrusting corporate divisions almost exclusively to relatives, and dealing extensively with fellow expatriates, these entrepreneurs have formed close-knit and formidable business spheres throughout Southeast Asia - a bamboo network.

Chinese Entrepreneurship and Asian Business Networks Thomas Menkhoff, Gerke Solvay, 2012-11-12 The degree to which the extensive business networks of ethnic Chinese in Asia succeed because of ethnic characteristics, or simply because of the sound application of good business practice, is a key question of great current concern to those interested in business, management and economic development in Asia. This book brings together a range of leading experts who present original new research findings and important new thinking on this vital subject. Based on rich empirical research data and a multidisciplinary explanatory framework, this book assesses the role, characteristics and challenges of Chinese entrepreneurship and business networks in various East and Southeast Asian countries: the People's Republic of China, Vietnam, Malaysia, Singapore, Indonesia, and Australia. *Chinese Entrepreneurship and Asian Business Networks* demonstrates that Chinese network capitalism is contingent upon, for example, time, place, institutional frameworks, and that explanatory approaches of Chinese economic behaviour which

stress culture and ethnicity are too simplistic.

Entrepreneurship and Economic Growth in China Ting Zhang, Roger Stough, 2013 This book provides an analysis of the existing economic dynamics and factors contributing to entrepreneurship in China. Featuring contributions from prominent authors such as Zoltan Acs and Jian Gao, it first poses a theoretical question of whether entrepreneurship exists in China and, if so, the extent and form it takes. This book also examines whether the nature of entrepreneurship in China differs from that elsewhere. Following this investigation, empirical tests and analyses focus on important issues such as: What is the special value of entrepreneurship in China? Does entrepreneurship in China drive economic growth like it does in other more market-oriented economies? What is entrepreneurship in China like? What is its history, nature, environment, and what are some of the underlying diversities or challenges it is facing? Assuming entrepreneurship in China is important to economic growth, how can public policy help to enhance the entrepreneurship milieu in China? Finally, based on the empirical findings and potential policy implications, future directions of investigation are suggested.

The Chinese Entrepreneurship Way Julia Perez-Cerezo, 2013-10-07 China is the second-largest economy in the world, and it stands poised to become the largest. China's geopolitical power is also developing at a stunning pace. It has been predicted that China will have more impact on the world over the next 20 years than any other country. The world order as we have known it is changing, and China is becoming its leader. But, contrary to the belief that China's economic miracle is solely due to its government, the reality is that it has been fuelled by its people's pent-up ambition and entrepreneurial spirit. Private-owned companies account for about 60 percent of the country's gross domestic product (GDP) and about 75 percent of the country's jobs. The real secret to the

Chinese economy's outstanding development had most to do with the nature and attitude of the Chinese people. This book is about models of Chinese entrepreneurship. It tells the stories of fifteen women entrepreneurs, but dealing with them just as entrepreneurs. They have been chosen because in today's China, women are closer to the junzi ideal of Confucius. The book shows that Chinese entrepreneurs' good performance is based on principles and values shaped over the millennia. It sheds light on the approaches and rationale of the entrepreneurial paths Chinese follow. A striking feature of Chinese entrepreneurs is how they all seem to go with the flow of things. So, they are not afraid to face risks or to start all over again. They do not panic when adversities arise, for they know that success will always follow adversity. For Chinese entrepreneurs the world is a place where anything is possible. This makes them creative and able to persevere, willing to try what for others may seem impossible or unrealistic. They are brimming with a unique inner strength, self-motivation and self-control. Chinese entrepreneurs have a tremendous emotional intelligence and are experts at generating new ideas and strategies. They regard their employees and the building of an internal corporate culture as the soul of their business. For them a crisis is an opportunity to improve and learn, to focus on working hard and being efficient today in order to succeed tomorrow. Chinese entrepreneurs operate in the Chinese Paradigm, a paradigm which overlaps very little with our Western paradigm. But, while the Chinese are very familiar with Western modes of business, we Westerners are unaware of how they operate. This book is aimed to shine some light on this.

China's Rational Entrepreneurs Barbara Krug, 2004-07-31 The ability of China's entrepreneurs to establish firms in the midst of a strangling bureaucratic system is a topic which demands attention not least because it forms the basis of China's economic development. Combining theoretical approaches with extensive fieldwork, *China's Rational Entrepreneurs* presents a fresh angle of

analysis for understanding the behaviour of Chinese entrepreneurs and what kind of relations they have with local government in order to secure long-term business success.

Winning in China Lele Sang, Karl Ulrich, 2021-01-19 If Amazon can't win in China, can anyone? When Amazon CEO Jeff Bezos visited China in 2007, he expected that one day soon China would be a double-digit percentage of Amazon's sales. Yet, by 2019, Amazon, the most powerful and successful ecommerce company in the world, had quit China. In *Winning in China: 8 Stories of Success and Failure in the World's Largest Economy*, Wharton experts Lele Sang and Karl Ulrich explore the success and failure of several well-known companies, including Hyundai, LinkedIn, Sequoia Capital, and InMobi, as more and more businesses look to reap profits from the demand of 1.4 billion people. Sang, Global Fellow at the Wharton School of the University of Pennsylvania, and Ulrich, Vice Dean of Entrepreneurship and Innovation at the Wharton School, answer four critical questions: Which factors explain the success (or failure) of foreign companies entering China? What challenges and pitfalls can a company entering China expect to encounter? How can a prospective entrant realistically assess its chances? Which managerial decisions are critical, and which approaches are most effective? Sang and Ulrich answer these questions by examining the stories of eight well-known and respected companies that have entered China. They study: How Norwegian Cruise Line's entry into China displays how cultural differences can boost or sink different companies; How Intel, one of the oldest, most respected firms in Silicon Valley, thrived in a country that seems to favor agile upstarts; How Zegna, the Italian luxury brand, has emerged as another surprising success story and how it plans to navigate new headwinds from the COVID-19 pandemic. Through these engaging and illuminating stories, Sang and Ulrich offer a framework and path for organizations looking for a way to successfully enter the world's largest economy. History can be a teacher, and

China, a country with 3,500 years of written history, has much to teach.

Biographical Dictionary of New Chinese Entrepreneurs and Business Leaders Wenxian

Zhang, Ilan Alon, 2009 The book is an outstanding compilation. It is easy to use, the information is clear and well-presented, and the volume is smart and robustly crafted. . . The book is an important reference source for practitioners in international business, entrepreneurs and Asian studies. Bob Duckett, Reference Reviews The current compilation fills the need for a Who's Who in the Chinese business world. . . This is a useful reference for scholars and students in China studies and for business practitioners. Recommended. K.T. Wei, Choice As direct foreign investment, both inward and outward, continues to gather momentum, the need to understand the leaders of Chinese corporations is increasingly important. The Biographical Dictionary of New Chinese Entrepreneurs and Business Leaders is therefore a welcome addition to corporate and academic libraries. The encyclopedia provides up-to-date coverage of the major players in China's new economy. Dorothy Mays, Chinese Librarianship A long awaited reference volume! Professionally compiled and user-friendly. A must for the serious researcher. Leo-Paul Dana, Journal of Enterprising Communities Biographical information about business leaders and entrepreneurs in China is scattered in a variety of Chinese sources such as books, newspapers, journal articles, web pages, etc. and are difficult to locate, especially from outside of China. This biographical dictionary, written in English, which includes some 200 of the most important movers and shakers of the new Chinese economy since 1978, is a very useful reference tool for libraries of all types as well as for anyone who is interested in learning and understanding the growing influence of China as a new economic power in the world. Hwa-Wei Lee, formerly of the Library of Congress, and Ohio University Libraries This impressive effort by two leading scholars of Chinese business and society will quickly become a

reference for all students and practitioners. Indeed, it is a ready vade mecum, filling the crying gap many experts have identified in recent years. This work will set the standard for its successors: independent in its analytical assessments, broad-spectrum in its choice of entry, far-sighted in its selections. John R. McIntyre, Georgia Institute of Technology, US The book is a must-have for any student, library, executive or entrepreneur contemplating the business environment in China. In an important society where clout is paramount and relationship is key, the book's listing of Who's Who in China is essential to success. An essential read for anyone thinking of doing business in China! J. Mark Munoz, Munoz and Associates International and author of *A Salesman in Asia* For anyone interested in interacting with China, whether doing business or not, it would be advantageous to know thy foe and thyself, as Sunzi (Sun Tzu) put it. And this work will definitely be conducive to your gaining an insight on contemporary China and its economic boom. It can be used as a reference tool or read as a textbook. Highly recommended for college and public libraries. Shixing Wen, Editor-in-Chief, Chinese Librarianship, Former President, Chinese American Librarians Association and Councilor, American Library Association This exhaustive resource provides comprehensive coverage of the major players in the Chinese economy since the reform era, which began in 1978. It includes 200 entries briefly summarizing each individual's life and career, with a central focus on his or her accomplishments and the key roles played in the economic development of China. The emphasis of the book is on the movers and shakers of China's new economy, highlighting notable figures from both the initial economic liberalization period and the renewed growth from the early 1990s to the present time. This invaluable dictionary is the result of collaborative efforts across the globe. Over forty scholars from the United States, mainland China and Taiwan, United Kingdom, Germany, F

Made in China Winter Nie, Katherine Xin, Lily Zhang, 2009 Insight and analysis on the strategies that have led to China's rapid economic expansion China's rapid economic growth has made it a vital market for the biggest multinational corporations, most of which have invested heavily in China. Yet those corporations face their toughest competition not from other multinationals, but from China's own homegrown businesses. China's entrepreneur class has grown and their businesses are succeeding primarily due to their knowledge of the domestic market, quick adaptation to market changes, and their resourcefulness. To paraphrase Sun Tzu, it is best to know one's enemy. *Made in China* gives executives at multinationals the inside insight they need to compete with China's homegrown businesses before they lose out.

Made In China Donald N. Sull, Yong Wang, 2005-04-18 Executives worldwide have studied and emulated U.S. entrepreneurs from Bill Gates to Michael Dell. Yet, we know next to nothing about the pioneers who are reshaping the world's second largest economy: China. In the face of murky ownership structures, inconsistent access to capital, shifting industrial policy, and other obstacles, an elite few Chinese firms have thrived during the turbulence of the last decade. In *Made in China*, Donald N. Sull profiles eight of these formidable ventures to reveal the secrets behind their surprising success. Based on extensive research, including in-depth interviews and access to corporate archives, *Made in China* explores these entrepreneurs' winning strategies, from how they anticipate and maneuver through emerging threats and opportunities (active waiting) to how they manage risks and how they consistently out-execute rivals. Taken together, these principles represent a comprehensive model for managing in unpredictable environments worldwide. An insider's look at the playbook of some of the world's savviest and most resilient entrepreneurs, *Made in China* is essential reading for companies operating in China or in any volatile industry or market.

Sull is an associate professor of management practice at London Business School. Previously an assistant professor of business administration at Harvard Business School, Sull was also a consultant at McKinsey & Co., Inc. He advises both multinational firms and new ventures in several countries.

Family Business in China, Volume 2 Ling Chen, Jian An Zhu, Hanqing Fang, 2021-09-04 Unlike other economies, family businesses in China are greatly affected by the derived Confucian culture, excessive marketization, as well as the seemingly endless institutional supervision by a transitional Chinese government. China has a strong historical legacy, devoted to patriarchal values and strong family-centered traditions. This volume discusses the current status, upcoming challenges, and future prospects for family businesses in China. It explores unique organizational characteristics that are associated with Chinese family firms, such as being entrepreneurial, having concentrated power in the hands of the family business owners, and extensive family and semi-family involvement in the business. It also discusses shared features of strategic actions among Chinese family firms that include technology innovations, diversification, and internationalization, as well as the political connections that Chinese family firms often have. This book offers researchers a comprehensive overview of small family firms that are likely to be home-based microenterprises as well as large publicly traded business groups that are frequently owned by business families.

Billions of Entrepreneurs Tarun Khanna, 2008-02-01 China and India are home to one-third of the world's population. And they're undergoing social and economic revolutions that are capturing the best minds--and money--of Western business. In *Billions of Entrepreneurs*, Tarun Khanna examines the entrepreneurial forces driving China's and India's trajectories of development. He shows where these trajectories overlap and complement one another--and where they diverge and compete. He also reveals how Western companies can participate in this development. Through intriguing

comparisons, the author probes important differences between China and India in areas such as information and transparency, the roles of capital markets and talent, public and private property rights, social constraints on market forces, attitudes toward expatriates abroad and foreigners at home, entrepreneurial and corporate opportunities, and the importance of urban and rural communities. He explains how these differences will influence China's and India's future development, what the two countries can learn from each other, and how they will ultimately reshape business, politics, and society in the world around them. Engaging and incisive, this book is a critical resource for anyone working in China or India or planning to do business in these two countries.

Chinese Entrepreneurship Peter J. Peverelli, Jiwen Song, 2012-07-04 Entrepreneurship is hot. China is hot. Combining these two concepts could therefore be a dangerous act, as it may cause overheating. Chinese entrepreneurs are indeed the subject of a rapidly growing body of literature, academic and popular. However, the bulk of it tends to focus on a few aspects. There are the biographies of 'famous' entrepreneurs. While informative, these are usually of a non-academic nature. Academic studies tend to focus on the political and economic environment in which present day Chinese entrepreneurs have to operate. Both types of publications slight the entrepreneurial identity. This study aims at filling this gap with its core question: why do some people become entrepreneurs? The authors have analysed the life stories of a number of Chinese private entrepreneurs to reveal how the entrepreneurial identity of each of them has emerged at the cross section of an number of other identities. This book therefore contributes to a better understanding of Chinese entrepreneurship and the study of entrepreneurship in general.

Chinese Business Enterprise in Asia Rajeswary Ampalavanar Brown, 2018-10-29 This volume,

first published in 1995, looks at the development of Chinese business and management practices across Asia from the late nineteenth century. Experts examine how familism and informal networks have contributed to Chinese entrepreneurial success. They demonstrate how effective these factors have been in overcoming restrictive state policies: through alliances with ethnic and international traders and connections between financial networks in Hong Kong, South East Asia, China and Australia. An institutional model of analysis is developed to determine the efficacy of Chinese business practices and structures. The relationship between culture and environment is examined as well as how modern institutions are embedded not only in culture but also in history and economics.

China's Disruptors Edward Tse, 2015-07-14 In September 2014, Chinese e-commerce giant Alibaba raised \$25 billion in the world's biggest-ever initial public offering. Since then, millions of investors and managers worldwide have pondered a fundamental question: What's really going on with the new wave of China's disruptors? Alibaba wasn't an outlier—it's one of a rising tide of thriving Chinese companies, mostly but not exclusively in the technology sector. Overnight, its founder, Jack Ma, appeared on the same magazine covers as American entrepreneurial icons like Mark Zuckerberg. Ma was quickly followed by the founders of other previously little-known companies, such as Baidu, Tencent, and Xiaomi. Over the past two decades, an unprecedented burst of entrepreneurialism has transformed China's economy from a closed, impoverished, state-run system into a major power in global business. As products in China become more and more sophisticated, and as its companies embrace domestically developed technology, we will increasingly see Chinese goods setting global standards. Meanwhile, companies in the rest of the world wonder how they can access the fast-rising incomes of China's 1.3 billion consumers. Now Edward Tse, a leading global strategy consultant, reveals how China got to this point, and what the country's rise

means for the United States and the rest of the world. Tse has spent more than twenty years working with senior Chinese executives, learning firsthand how China's most powerful companies operate. He's an expert on how private firms are thriving in what is still, officially, a communist country. His book draws on exclusive interviews and case studies to explore questions such as *What drives China's entrepreneurs? Personal fame and fortune—or a quest for national pride and communal achievement? *How do these companies grow so quickly? In 2005, Lenovo sold just one category of products (personal computers) in one market, China. Today, not only is it the world's largest PC seller; it is also the world's third-largest smartphone seller. *How does Chinese culture shape the strategies and tactics of these business leaders? Can outsiders copy what the Chinese are doing? *Can capitalists really thrive within a communist system? How does Tencent's Pony Ma serve as a member of China's parliament while running a company that dominates online games and messaging? *What impact will China have on the rest of the world as its private companies enter new markets, acquire foreign businesses, and threaten established firms in countless industries? As Tse concludes: "I believe that as a consequence of the opening driven by China's entrepreneurs, the push to invest in science, research, and development, and the new freedoms that people are enjoying across the country, China has embarked on a renaissance that could rival its greatest era in history—the Tang dynasty. These entrepreneurs are the front line in China's intense hunger for success. They will have an even more remarkable impact on the global economy in the future, through the rest of this decade and beyond."

Tradition and Transformation in a Chinese Family Business Heung-Wah Wong, Karin Ling-fung Chau, 2019-12-05 Family businesses have been an important part of the economy in Hong Kong, Taiwan, Singapore, and in the Chinese diaspora, and, since the reforms, in mainland China itself.

Some people have argued that the success of Chinese family businesses occurs because of the special characteristics and approach of such businesses. This book examines the nature of Chinese family business and the key issues involved by exploring in detail the case of a leading Hong Kong jewellery company which was established in the early 1960s and which has grown to become one of the biggest jewellery manufacturers, exporters, and retailers in post-war Hong Kong. The book considers the motivations of Chinese people to set up their own businesses, outlining the strategies adopted, including the strategies for raising capital, and the qualities of successful Chinese entrepreneurs. It discusses the management of the company, including relations between family members, profit sharing and succession planning, and assesses how conflict and crises are coped with and overcome. It charts the evolution of the company, looking at how it has been transformed into a listed corporation. The book concludes by arguing for the importance of studying Chinese family businesses culturally.

Catalyst for Change Thomas Menkhoff, Hans-Dieter Evers, Yue Wah Chay, Chang Yau Hoon, 2013-09-06 This book serves as a textbook for courses on Asian studies with a focus on ethnic Chinese entrepreneurs and business management in Asia. It provides a comprehensive Asian perspective on the organizational peculiarities and changing business practices of ethnic Chinese businesses and their leaders who continue to form the backbone of Asia's dynamic economies. The book features selected chapters written by reputable scholars on Chinese business, covering diverse and yet closely related topics such as the role of ethnic identity, trust, guanxi, Chineseness, leadership, change management, learning and knowledge management in organizations owned and managed by ethnic Chinese.

Chinese Entrepreneurs in the Economic Development of China Rashid Malik, 1997-11-20 The

entrepreneurs of China are contributing positively to economic development, but unlike Western entrepreneurs, are uncertain about their position and government policies. This text examines how the Chinese Communist Party is making room for entrepreneurs and consumers in the economic arena.

The book delves into China Entrepreneurs China. China Entrepreneurs China is an essential topic that needs to be grasped by everyone, ranging from students and scholars to the general public. The book will furnish comprehensive and in-depth insights into China Entrepreneurs China, encompassing both the fundamentals and more intricate discussions.

1. This book is structured into several chapters, namely:
 - Chapter 1: Introduction to China Entrepreneurs China
 - Chapter 2: Essential Elements of China Entrepreneurs China
 - Chapter 3: China Entrepreneurs China in Everyday Life
 - Chapter 4: China Entrepreneurs China in Specific Contexts
 - Chapter 5: Conclusion
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China in its entirety.

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5. In chapter 4, the author will scrutinize the relevance of China Entrepreneurs China in specific contexts. This chapter will explore how China Entrepreneurs China is applied in specialized fields, such as education, business, and technology.
6. In chapter 5, this book will draw a conclusion about China Entrepreneurs China. The final chapter will summarize the key points that have been discussed throughout the book.

This book is crafted in an easy-to-understand language and is complemented by engaging illustrations. It is highly recommended for anyone seeking to gain a comprehensive understanding of China Entrepreneurs China.

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China Entrepreneurs China Introduction

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