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CHINESE RULES

FIVE TIMELESS LESSONS FOR
SUCCEEDING IN CHINA

TIM CLISSOLD

Bestselling author of *MR CHINA*

From the author of the acclaimed bestseller *Mr China* comes another rip-roaring adventure story – part memoir, part history, part business imbroglio – that offers valuable lessons to help Westerners understand China.

This gripping narrative chronicles Tim Clissold's adventures with Chinese bureaucrats, factory owners and local bigwigs as he struggles to build a climate change business in China. His story is peppered with entertaining and enlightening anecdotes that highlight the absurdities and mysteries, but also the rewards, of doing business in China.

Exploring key episodes in China's long political, military, and cultural past, Clissold outlines five key business rules for dealing with modern Chinese counterparts. These Chinese Rules will equip outsiders not just to co-operate better with China but to compete better as well.

Praise for *MR CHINA*:

'An instant classic' *TIME*

'A wonderful read ... one might not expect such poetry from a banker'
NEW YORK TIMES

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