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Review of, "The Asian Mind Game: Unlocking The Hidden Agenda of The Asian Business Culture - A Westerner's Survival Manual" Chin-Ning Chu (Scribner: 1991) First, credit goes to Chin-Ning Chu's Asian mind and her willingness to

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elucidate the minds of western readers by immersing them in her thoughts upon what westerners might need to know about the Asian Mind.

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An Asian may think that a westerner leaving home at 18 and not being any financial or physical help to their parents is selfish, because our parents have sacrificed a big part of their lives to raise us.

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-Westerners tend to focus on the fact that both the panda and monkey are animals. So their being animals easily allow them to fall into the same category. -Interestingly, Asians tend to assess mutual interaction and inter-relationship among the three objectives. So they think monkeys like bananas; therefore they are closely related.

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Offers strategies for defending against Asian business tactics

When Richard Nisbett showed an animated underwater scene to his American students, they zeroed in on a big fish swimming among smaller fish. Japanese subjects, on the other hand, made observations about the background environment...and the different "seeings" are a clue to profound underlying cognitive differences between Westerners and East Asians. As Professor Nisbett shows in *The Geography of Thought* people actually think - and even see - the world differently, because of differing ecologies, social structures, philosophies, and educational systems that date back to ancient Greece and China, and that have survived into the modern world. As a result, East Asian thought is "holistic" - drawn to the perceptual field as a whole, and to relations among objects and events within that field. By comparison to Western modes of reasoning, East Asian thought relies far less on categories, or on formal logic; it is fundamentally dialectic, seeking a "middle way" between opposing thoughts. By contrast, Westerners focus on salient objects or people, use attributes to assign them to categories, and apply rules of formal logic to understand their behaviour.

The modern states of Indonesia, Vietnam, Thailand, the Philippines, Myanmar, Malaysia, Singapore, Cambodia, Laos, Brunei, and East Timor were once a tapestry of kingdoms, colonies, and smaller polities linked by sporadic trade and occasional war. By the end of the nineteenth century, however, the United States and several European powers had come to control almost the entire region - only to depart dramatically in the decades following World War II. perspective on this complex region. Although it does not

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neglect nation-building (the central theme of its popular and long-lived predecessor, *In Search of Southeast Asia*), the present work focuses on economic and social history, gender, and ecology. It describes the long-term impact of global forces on the region and traces the spread and interplay of capitalism, nationalism, and socialism. It acknowledges that modernization has produced substantial gains in such areas as life expectancy and education but has also spread dislocation and misery. Organizationally, the book shifts between thematic chapters that describe social, economic, and cultural change, and country chapters emphasizing developments within specific areas. will establish a new standard for the history of this dynamic and radically transformed region of the world.

This book surveys both the part women have played in Buddhism historically and what Buddhism might become in its post-patriarchal future. The author completes the Buddhist historical record by discussing women, usually absent from histories of Buddhism, and she provides the first feminist analysis of the major concepts found in Buddhist religion. Gross demonstrates that the core teachings of Buddhism promote gender equity rather than male dominance, despite the often sexist practices found in Buddhist institutions throughout history.

Between 2000 and 2010, Singapore witnessed a huge influx of foreign migrants. The proportion of permanent residents in the total population increased from 7% to 11%, while the share of non-resident foreigners has risen from 19% to 25%. This was as much the result of the spontaneous movement of labour to economic opportunities, as it was of active policy

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direction by the Singapore government. The social impact, both beneficial and disruptive, of this movement was felt at all levels of society, and brought other attending public policy issues to the fore. Taking a multi-disciplinary approach with a focus on policy and practice, this book examines the social, economic, and political issues that have arisen with the influx of foreigners in Singapore since the turn of the 21st century. Drawing on empirical research, it documents the impact of increasing levels of immigration, and provides an analysis of the longer-term implications of these trends, with each chapter covering a different aspect of socio-cultural, political, or economic outcome arising from intercultural contact and adaptation. The contributors also provide policy suggestions to ensure Singapore continues to be a harmonious nation and a cosmopolitan and vibrant global city. Migration and Integration in Singapore: Policies and Practice will appeal to students and scholars of Southeast Asian studies, migration and social policy, as well as to practitioners and policy-makers with an interest in migration in the region.

Develop a network of successful business relationships in China! This systematic study of the Chinese concept of guanxi--broadly translated, "personal relationship" or "connections"--offers a comprehensive social and professional model for doing business in China. In addition to a clear analysis of the origins and meanings of this vital concept, Guanxi: Relationship Marketing in a Chinese Context empowers you with practical tools for establishing

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guanxi in order to facilitate successful business relationships. Guanxi is based on an original research study as well as the authors' twenty years of experience of doing business in China. Their understanding of the implications of face, favor, reciprocity, honor, and interconnectedness--all vital parts of guanxi--will enable you to understand the unstated assumptions of Chinese business culture. Moreover, the book discusses the legal implications of guanxi as well as cultural expectations. This valuable handbook offers a wealth of information on guanxi: case studies of guanxi in action managerial implications of saving face and reciprocity measuring guanxi quality and performance indicators step-by-step instructions for building guanxi detailed strategies for penetrating the Chinese market Guanxi is an indispensable tool for anyone wanting to do business in China, for students of international business or Chinese culture, and for scholars interested in international business culture.

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