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understand the key elements of Chinese culture to which Chinese negotiators attune their business mentality and manners. Cultural Roots of Chinese Business Negotiating Style China has been undergoing rapid political, economic, and social change since the early 20th century.

Cultural Notes on Chinese Negotiating Behavior

Asian Culture and History January, 2009 25 Analysis of Culture and Buyer Behavior in Chinese Market Yan Luo School of Management Tianjin University #92 Weijin RD, Nankai District, Tianjin 300070, China

Analysis of Culture and Buyer Behavior in Chinese Market

China has increasingly been a global foci, it is necessary, for both native Chinese and foreigners, to better understand the social, cultural and political forces that underpin China's unique development trajectory and the current situation.

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cultural value of harmony as an example, this thesis illustrates how a specific cultural value is expressed in social behaviors, such as harmony-based cultural themes and other

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