



# Chinese Business Etiquette: The Practical Pocket Guide, Revised and Updated

*Stefan H. Verstappen*

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"No one doing business with the Chinese should be without [it]."—*Midwest Book Review*

This insider's pocket reference covers common business and social protocols for traveling and doing business in China, Taiwan, and Hong Kong. It is also ideal for anyone hosting Chinese business visitors. This new edition has been updated with current trends, Internet and phone tips, interviews, and fresh ideas for understanding the profound behavioral and social changes produced by Chinese modernization.

**Stefan H. Verstappen** lives in Toronto. He is author of *The Thirty Six Strategies of Ancient China* and has worked as a corporate trainer and publicist in Hong Kong, Taipei, and Beijing.

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