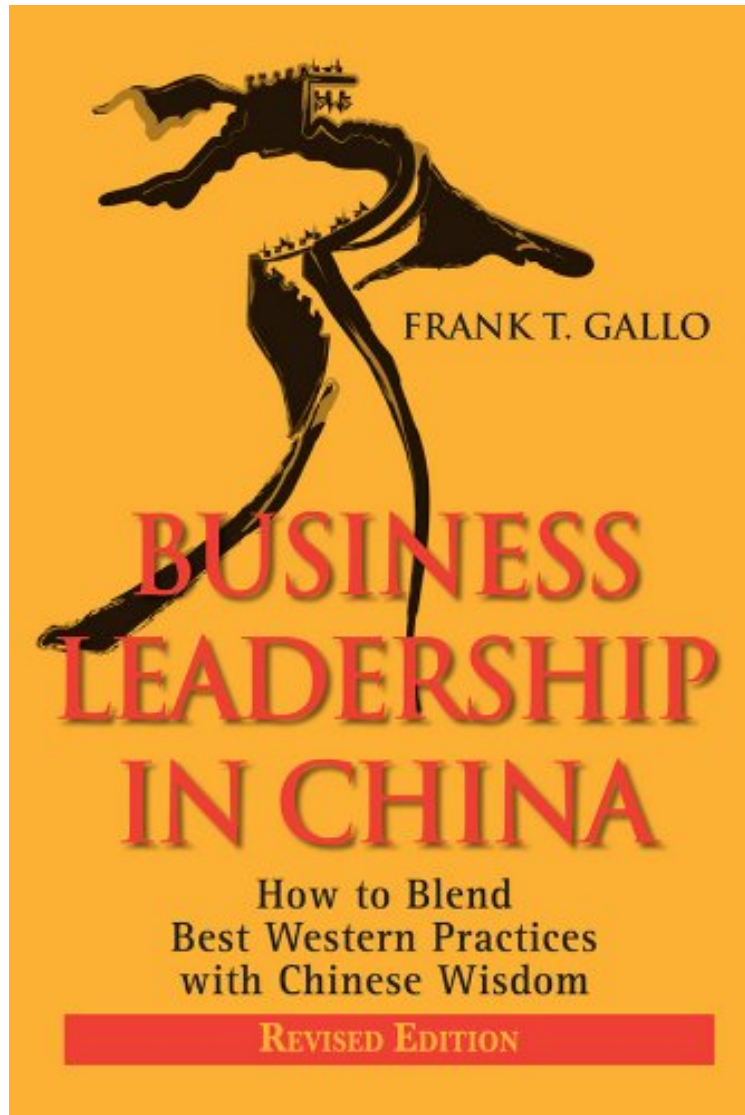


(Mobile ebook) Business Leadership in China: How to Blend Best Western Practices with Chinese Wisdom

Business Leadership in China: How to Blend Best Western Practices with Chinese Wisdom

Frank T. Gallo

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Frank T. Gallo : Business Leadership in China: How to Blend Best Western Practices with Chinese Wisdom before purchasing it in order to gage whether or not it would be worth my time, and all praised Business Leadership in China: How to Blend Best Western Practices with Chinese Wisdom:

0 of 0 people found the following review helpful. Great book for any professional that will be working with or in ChinaBy Zach KueckerGallo's book offers plenty of examples that one can relate to in the challenges that Westerners face in trying to bring their best practices in leadership to China. Through many interviewers with China business

leaders as well as a literature review of both U.S. and Chinese leadership practices, this book brings plenty of recommendations to the table. Not only is it an easy read, but he also gives executive summaries for each chapter so that you can successfully recap each chapter's key points. Great read and would recommend for the busy professional. 3 of 3 people found the following review helpful. The Best book on Chinese Business Culture By Michael Yu As a Chinese cross-cultural business consultant and a former general manager of China operations, I have a recommended reading list of dozens of books and other materials. But I can tell you that this is the BEST book I have read on China in a decade. The Chinese have a word "Wu", which means "insightful to the core" or "soulful deep understanding" of a matter. The author/professor/CEO, Frank Gallo, certainly has the "Wu" of both the Chinese culture in general and the business culture in specific. Any Western business leader in China who wants to succeed and any Chinese business leader who wants to work successfully with Westerners, or anyone who wants to do business with China, will benefit enormously by reading this book! 0 of 0 people found the following review helpful. I would recommend this book for a professional who will be conducting ... By Omar Alhnaity Interesting perspective on conducting international business in China. The author was a business professional in U.S. for most of his life; moved to China to pursue a business opportunity. He provided real-life examples and interviews from both Chinese and U.S. professionals to add additional insight for the reader. I would recommend this book for a professional who will be conducting business abroad, specifically in China. The book is very informative and enlightening.

In this revised edition of Frank Gallo's best-selling book, the author brings the story of leadership in China right up to date. With new material on Chinese leadership styles and the challenges of going global, the book is ideal for any international manager who wants to better understand how to blend the best practices of Western leadership with traditional Chinese wisdom. The content comes from a combination of English and Chinese literature, interviews with practicing executives in China as well as the author's own experience as a leader in China. Dr. Frank Gallo, the Greater China Chief Leadership Consultant for Hewitt Associates, offers sage advice on effective leadership practices for the China market. His key areas of focus include: the unique challenge and complex issues of leading a firm or division in China; major areas of cultural differences such as teamwork, decision-making and employee motivation, between Chinese and Western business practices; common areas of misunderstanding such as truth versus courteousness; managing a hierarchy versus empowerment; and dealing with the role of the individual rather than the rule of law; implementing effective leadership strategies and development with a Chinese company. This timely book will ensure a harmonious leadership style that draws out the best from both Western and Chinese business practices.

"It is full of sound, readable advice that is relevant to anyone concerned with that part of the world." (Professional Manager, July 2009) This book by Frank Gallo is a reflection on his extensive experience of the country, having worked there as a senior consultant. It is sound, readable advice relevant to anyone interested in that part of the world. Gallo explores four key areas, including how to respond to the complex challenges of leading a firm or a division in China; what the major differences are in activities such as team working and decision making; and where misunderstandings can arise. -- Professor Bruce Lloyd, FCMI, London South Bank University It seems that every day a new book on doing business in China is written. Now, a new book has arrived on the scene that is a "must read." Business Leadership in China by Frank T. Gallo is like a textbook on how to blend best Western practices with Chinese wisdom. This timely book will ensure a harmonious leadership style that draws out the best from both Western and Chinese business practices. -- Russ M. Miller, LLIF, Chairman and CEO, Performance Institute Frank Gallo recently published an outstanding book, Business Leadership in China. The book sheds light on the uniqueness of China's business leadership, the clash of old and new generation leaders, and its transition to hybrid management leadership practices. By sharing his own experiences of consulting in China, he provides practical advice and examples of how Chinese business leaders think and act. -- Editor, Korea Times Dr. Gallo's book is a "Little Red Book" based on his experience and observation. Not only does it analyze the influence of culture and tradition on leadership style, but also helps Chinese leaders more deeply understand the Western leadership concept and practices. Every foreign leader and every domestic leader should read this book and benefit from it. I highly recommend this insightful and empowering book. -- Gary Wang, Founder and CEO, MindSpan Learning Dr. Frank Gallo's book illustrates the differences and similarities of culture, leadership, and management style between Chinese and foreign executives. It is of great value to multinationals who are planning to enter the China market and Chinese companies who are about to go abroad. -- Gao Yong, Founder and President, Career International Inc. Dr. Gallo observes the influence of leaders and leadership in Chinese companies. Written from the perspective of an American scholar and leadership expert, this book will help foreigners understand Chinese companies and the business climate as well as provide insightful views for Chinese leaders. -- Guo Xin, Asia Chief Executive, Mercer HR Capital Consultancy Dr. Gallo's book is a classic work that really "digs into the earth." As a Chinese and a 25-year business leader, I am deeply touched by his insightful and interesting observations about the behaviors of Chinese leaders. This book allowed me to see a different view of Chinese leadership that comes from a Westerner's cultural perspective. The book provides important guidance for understanding the art of leadership for companies operating in the China market, both

multinational and domestic." -- Patrick Huang, Greater China President, Towers Watson Consulting China does not lack leadership ideology and philosophy, but lacks the tools to implement strategy. In contrast, the West has abundant leadership theories and practices, but lacks an understanding of and insight into Chinese culture. No matter whether you are in China or other countries, if you want to be an effective leader, you need to have the right local knowledge and apply that to best practices. The author analyzes Chinese culture and its business environment with a modest and open mind. In his many years of leading, teaching, and consulting, he demonstrates how to combine the philosophies of the East with the business practices of the West. I believe this book will inspire Chinese and Western leaders alike. -- Chris Xu, Director of Human Resources and Leadership Development, TCL Corporation An exciting and informative book about what it takes to be an effective leader in China. This should be read not only by "westerners" but also Chinese executives and managers. Without patronizing either Chinese wisdom or Western (American) practices, Gallo does a great job of helping the reader to become culturally sensitive, even empathic on an interpersonal level. He provides invaluable practical experiences with clear applications about pitfalls to navigate and bridges to build in order to work effectively with Chinese organizations and their workforces. I loved his personal examples and willingness to share lessons learned the hard way! -- Barry Z. Posner, PhD, Dean and Professor of Leadership, Santa Clara University (USA) and Co-author, *The Leadership Challenge*, *A Leader's Legacy*, and *Credibility* Frank Gallo has addressed one of the most pressing and complex issues for companies in China-business leadership. By sharing his own experience in consulting in China, he provides practical advice and examples of how Chinese business leaders think and act. The book compares and contrasts Western and Chinese approaches to leadership. Whether this is your first month in China or you have been grappling with these issues for years, this new book gives a fresh, welcome perspective. -- Michael Barbalas, President, American Chamber of Commerce, China Business Leadership in China will help Western managers in their search to understand the business environment and their Chinese colleagues and customers. This book is one of the few to offer an easily accessible interpretation of the Chinese view of management, which will help expatriates learn to be effective more quickly in the new environment. -- Dr. Nandani Lynton, Vice-President, Thunderbird Asia and Clinical Professor of Global Business, Thunderbird School of Global Management A must-read for leaders who want to succeed in China, but also a way for Chinese leaders to understand how different their own leadership style is from the Western mainstream. Frank Gallo has the eye of the CEO working in China, the ear of a consultant, and the mind of the real-world thinker. A real gem of a book. -- Professor Bob Aubrey, CEO, Metizo Dr. Gallo provides a first rate leadership model for businesses in China. Anyone doing business or thinking of doing business in China must read this book. -- Paul E. Platten, PhD, Global Practice Director, Watson Wyatt Worldwide From the Inside Flap In this revised edition of Frank Gallo's best-selling book, the author brings the story of leadership in China right up to date. With new material on Chinese leadership styles and the challenges of going global, the book is ideal for any international manager who wants to better understand how to blend the best practices of Western leadership with traditional Chinese wisdom. The content comes from a combination of English and Chinese literature, interviews with practicing executives in China as well as the author's own experience as a leader in China. Dr. Frank Gallo, the Greater China Chief Leadership Consultant for Hewitt Associates, offers sage advice on effective leadership practices for the China market. His key areas of focus include: the unique challenge and complex issues of leading a firm or division in China; major areas of cultural differences such as teamwork, decision-making and employee motivation, between Chinese and Western business practices; common areas of misunderstanding such as truth versus courteousness; managing a hierarchy versus empowerment; and dealing with the role of the individual rather than the rule of law; implementing effective leadership strategies and development with a Chinese company. This timely book will ensure a harmonious leadership style that draws out the best from both Western and Chinese business practices.