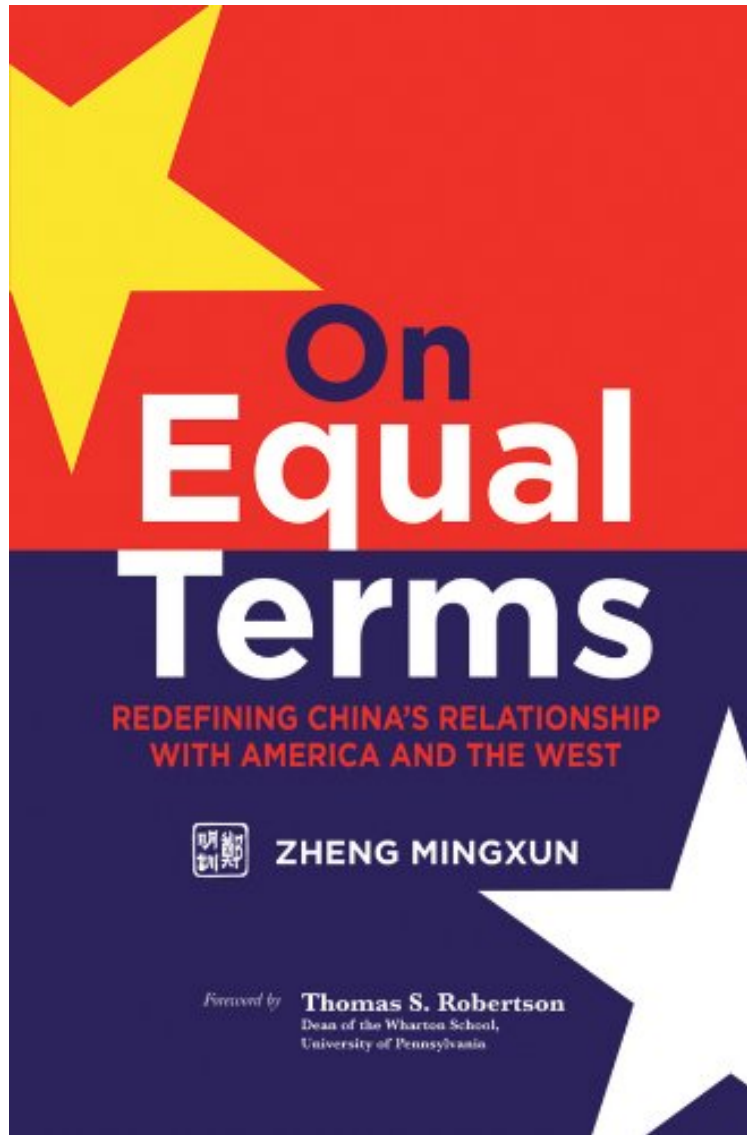


[Read ebook] On Equal Terms: Redefining China's Relationship with America and the West

On Equal Terms: Redefining China's Relationship with America and the West

Mingxun Zheng

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Mingxun Zheng : On Equal Terms: Redefining China's Relationship with America and the West before purchasing it in order to gage whether or not it would be worth my time, and all praised On Equal Terms: Redefining China's Relationship with America and the West:

3 of 3 people found the following review helpful. How Americans can get things done in China and vice versaBy David T. O'Neal, Jr.An excellent read from an author that has unique front line experience on how Americans can get things done in China and advice for China on how to work with the U.S. From Hong Kong, the author was educated in

the U.S. with a Wharton MBA and a career working for multinationals, he provides situations on commercial issues. Then his participation in the handover from Britain, serving on the Legislative Council and HK Chamber of Commerce work with the government in Beijing, he has insights to governance in China. What I like about the book is his points are backed up by his 75 footnotes and 10 chapters, many of his first hand experiences. Chinese ownership of U.S. National Debt is nearing \$1 trillion. China with 1.3B people is a vast and diverse market. China's growth, the fastest-growing G20 economy, will soon make it a larger economy than the U.S. and both sides have the need to co-exist working together, "America and China have the potential to join forces and help make the world a better place - but only if the eagle and the phoenix can share the same nest." The U.S. is China's largest customer however export and import figures do not take into account that the real export value is the value added by China which is much less than total export value. China is becoming the banker to the world and this book provides insights on China's many areas of growth and investment around the world.

1 of 1 people found the following review helpful. It's all in the mind!

By I. Lau My background is similar to that of the author. I was born in Macau, now a Chinese SAR. I came to the USA as a teenager. I received my BS and PhD degrees from "prestigious" American universities. The principal difference between us is that I stayed and I have chosen to become an American. I find the author to be generally sympathetic to Beijing's world view. The book is useful as an introduction to Americans of the Chinese mindset. Americans are hypersensitive to anything labeled communism as we should be. But China has acquired more of the characteristics of a Confucian state than a communist state. She is no Jeffersonian democracy but there is no president-for-life in China either. One can also argue that based on some objective measures, America is further down Hayek's road to serfdom than China is. I agree with the author that China has no ambition outside her own territory. China does not share America's fervor to spread her values around the world. For thousands of years, China has no interest to proselytize. Even N Korea is no vassal state of China. He should probably write a second book to educate the Chinese, particularly the Chinese leadership, on the American mindset. The Chinese are hypersensitive about being encircled by foreign powers, particularly the USA. This misunderstanding contributed to the Korean and the Vietnam wars. The author should educate the Chinese that despite possessing the deadliest armed forces the world has ever known, America is a peace loving country. Any use of American fire power is severely handicapped by domestic dissent and world opinion. The Korean war ended in a stalemate and we lost the Vietnam war. The author should have skipped the chapter on alternative energy. He writes as if man-made global warming were a scientific fact. His bias shows when he overlooks discussing nuclear energy as the cleanest energy with no carbon emission. No Chinese ingenuity or government subsidies can change the fact that wind and solar energies are too dilute at its source for them to take center stage ever as the principal energy source for any industrialized nation. I believe that as China feels more secure as an equal member among the league of nations, she will play a constructive role that America welcomes. I recommend the book to any Westerner who wants to understand the emerging, or re-emerging (if you go back far enough), China.

2 of 2 people found the following review helpful. enjoyable and elucidating

By Frank C. Chen A great and enjoyable read, I believe this book would make a convenient handbook for a CEO or any Asia-Pacific head of a multinational corporation seeking to make a dent in China. I would also recommend it for business schools to use as a reference for their China case studies. Being of Chinese descent but having studied in the U.S, holding key executive positions in Asia at major multinational corporations and with additional working experience in local politics for many years, the author is uniquely qualified to interpret what some Chinese actions which the west might find puzzling, and to forecast what the future may hold due to China's re-awakening. This is not a text book filled with reams of data and charts, but in an easily readable style the writer sheds light on many relevant topics for doing business in current China, including explaining its present form of government and its many regional economies with separate ethnic groups within a large landscape. He goes on to explain the Chinese psyche (including the importance of personal relationships and of "face") which is in part influenced by China's history of humiliation and domination by the west beginning in the 19th century. Mr. Zheng obviously is a positive thinker, believing that instead of hostile rivalries, over time the U.S. and China can become friendly partners (the "dream team ") to transform the planet for the greater good. But even a doubting Thomas as I am, I find his optimism contagious.

An insightful look at the future of China's relations with the West and the United States For anyone who wants to better understand China and its economic and political relations to the West, *On Equal Terms* offers front-row insight. Exploring China's state-capitalist economic model and the unique qualities and ideals of Chinese culture that can make difficult for Westerners to understand its approach to business interactions, the book looks to the future, explaining how China and the United States can cooperate to solve some of the world's major problems. Covering the extraordinary changes taking place in China and China's relationship with America and the West over ten powerful chapters, the book looks at China's state-capitalist model of governance, how history affects her behavior in foreign policy, how China is emerging as an economic world power, that products are not made but assembled in China, that China is not one big market but many markets, and much more. Provides an inside view on the future of China and America from an expert with personal experience on both sides of the story Explains the sometimes mysterious worlds of "Guanxi" and "Mianzi"—the notions of giving, saving, and preserving "face" in business and cultural

relationships that many Westerners struggle to understand. A truly up-to-date resource that gives readers the most recent information about Chinese-American relations. China and America need to cooperate in order to solve the major problems of the world, and *On Equal Terms* gives readers the information they need to improve their business and professional relationships in China.

From the Inside Flap: *On Equal Terms* includes ten powerful chapters on the extraordinary changes taking place in China and China's relationship with America and the West. In this book, Zheng tackles important issues including: How China's state-capitalist model of governance affects the world.