



## **Kellogg on China: Strategies for Success**

Mark Finn

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An in-depth look at how to do business in China as it becomes a global economic power

Since 1979, when China emerged from its long isolation and launched the first of its economic reforms, the country has gone from producing low-quality exports to making sophisticated high-technology goods and is now a major player in the world economy. China has become the new engine of global growth.

As China continues to implement its commitments agreed upon with membership into the World Trade Organization (WTO), the environment for multinational corporations is changing rapidly. This book examines some of the changes WTO accession is bringing to the market environment and different sectors of the economy, and the resulting challenges and opportunities for companies doing business in China.

The book draws on extensive field research with Chinese corporate executives, government officials, and representatives of nongovernmental organizations. Based on the findings from these interviews, the authors provide insights and strategies for companies seeking to establish a sustainable competitive advantage in the country's evolving marketplace. Kellogg on China is the outgrowth of a collaborative student-faculty effort through the Global Initiatives in Management program at the Kellogg School of Management.



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