



## **Management in Chinese cultures**

*Learning from each other*

### **Jane Henry**

So what can we conclude about the Chinese way of working?

### **Doc Du**

Chinese are very good at running businesses First, they like to be independent, second, they work very hard, and third, they have the tradition of identifying niches and concentrating on them for a long time, so they become very knowledgeable, very efficient and therefore very successful later on in the business.

### **Bendick Leung**

I think they can really learn the way we practice our management by open up your office, just walk around your office and look around your shop floor and things like that, but, on the other hand, I think there is something we can also learn from them -the way they point out the problem directly.

### **Ronald Liu**

We believe in work value. That work benefit is more important than individual benefit. People are more willing to sacrifice and compromise in order to achieve the harmony so there is a team effort here and this is very important for us. We don't spend too much time in the paperwork, we like action. So, speed is one thing that contributes to our success

### **Jane Henry**

So, in short, we find the East has learnt from Western business practice. We find the West has learnt from Japanese methods of production and now with the West's greater stress on networking and partnership, maybe in the 21st century we'll find the latest comes from China and is based round their concern for harmony in relationship.