



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

Mingxun Zheng

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On Equal Terms: Redefining China's Relationship with America and the West Mingxun Zheng
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 reader's 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.

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