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# POORLY MADE IN CHINA

AN INSIDER'S ACCOUNT  
OF THE TACTICS BEHIND  
CHINA'S PRODUCTION GAME

PAUL MIDLER

# Poorly Made In China An Insiders Account Of The China Production Game

**Lawrence R. Sullivan**



## **Poorly Made In China An Insiders Account Of The China Production Game:**

*Poorly Made in China* Paul Midler, 2011-01-11 An insider reveals what can and does go wrong when companies shift production to China In this entertaining behind the scenes account Paul Midler tells us all that is wrong with our effort to shift manufacturing to China Now updated and expanded *Poorly Made in China* reveals industry secrets including the dangerous practice of quality fade the deliberate and secret habit of Chinese manufacturers to widen profit margins through the reduction of quality inputs U S importers don t stand a chance Midler explains against savvy Chinese suppliers who feel they have little to lose by placing consumer safety at risk for the sake of greater profit This is a lively and impassioned personal account a collection of true stories told by an American who has worked in the country for close to two decades *Poorly Made in China* touches on a number of issues that affect us all

*Poorly Made in China* Paul Midler, 2011 An insider reveals what can and does go wrong when companies shift production to China In this entertaining behind the scenes account Paul Midler tells us all that is wrong with our effort to shift manufacturing to China Now updated and expanded *Poorly Made in China* reveals industry secrets including the dangerous practice of quality fade the deliberate and secret habit of Chinese manufacturers to widen profit margins through the reduction of quality inputs U S importers don t stand a chance Midler explains against savvy Chinese suppliers who feel they have little to lose by p

*The China Factor* Amy Karam, 2016-05-13 The Innovation of Globalization proven strategies to succeed and out compete emerging competition Does your company know how to compete effectively in the evolving global business arena What tactics must your company use to overcome price discounting wars that cut into your margins What are the strategies your new rivals incorporate that may prove more valuable to customers than the superior products you offer *The China Factor* equips Western businesses with a practical framework for competing successfully in today s ever changing global markets Written by an expert in competitive strategy and global market expansion this book is packed with insights gained through first hand experience leading competitive programs at a high tech multinational corporation and extensive research When it comes to globalization the rules have changed what was once nice to know is now need to know and this book lays it out in a clear no nonsense style Based on cases with over 50 countries you will learn why a premium product though domestically successful may not be well received in foreign markets You ll also discover the critical factors that contribute to success in both emerging and established markets Disruptive competitors are transformed from threats to examples as you learn to recognize opportunities for re evaluation and shift your strategy to stay ahead of the curve The economic rise of China and other new entrants is challenging Western companies in new ways This book explains why and provides actionable strategies for success in any market Grow and maintain an Innovation Advantage using 5 models Learn from disruptors how to win your emerging markets customers Understand the power of politics in business Develop a deeper Culture IQ to expand your customer base Use a 5 part Strategic Framework to formulate new sales tactics You re already well aware of the global threat to Western

business and endless analysis only goes so far toward a solution You need to know how to respond survive and thrive and just how to regain the competitive edge The truth is that Western companies must change they way they do business and push innovation beyond the product and into every aspect of every operation they need to be innovative in how they do business abroad The China Factor provides a clear action plan and case studies from global leaders like Cisco Xiaomi and Apple with insightful strategies for changing and winning the game

**Modern China** Xiaobing Li,2015-11-23 Providing an indispensable resource for students educators businessmen and officials investigating the transformative experience of modern China this book provides a comprehensive summary of the culture institutions traditions and international relations that have shaped today s China In Modern China author Xiaobing Li offers a resource far beyond a conventional encyclopedia providing not only comprehensive coverage of Chinese civilization and traditions but also addressing the values issues and critical views of China As a result readers will better understand the transformative experience of the most populous country in the world and will grasp the complexity of the progress and problems behind the rise of China to a world superpower in less than 30 years Written by an author who lived in China for three decades this encyclopedia addresses 16 key topics regarding China such as its geography government social classes and ethnicities gender based identities arts media and food each followed by roughly 250 short entries related to each topic All the entries are placed within a broad sociopolitical and socioeconomic contextual framework The format and writing consistency through the book reflects a Chinese perspective and allows students to compare Chinese with Western and American views

**Hu Jintao: China's Silent Ruler** Kerry Brown,2012-03-26 Over the six month period from late 2012 to early 2013 Hu Jintao the President of the People s Republic of China Chair of the Central Military Commission and Party Secretary of the Chinese Communist Party CCP will relinquish at least two of his three positions According to the constitution of the CCP his time as Party head will come to an end given that he has already served for two terms Well over the supposed retirement age of 68 he will have to hand over the leadership of China to a new generation of leaders at the 18th Party Congress in Beijing In Chinese politics the act of retirement is surprisingly difficult but Hu Jintao is widely known for his reserve and reticence there is little doubt that he could disappear into a quiet and anonymous retirement if he so desires This timely volume thus aims to provide an analytical assessment of Hu s period in charge of the world s most populous country It concentrates briefly on his early life and entry into politics then considers and evaluates his stewardship of the economy and of international affairs as well as his ideological contribution and leadership of the communist party In the process the reader will also be afforded a broad overview of China s rapid developments over the last decade since 2002

**Understanding a Changing China** Howard Davies,Matevž Rašković,2017-08-23 As China becomes the world s largest economy so it becomes important to understand the key issues shaping the country s business environment and the behaviour of Chinese businesspeople This is difficult because those issues are contested Is China growing at 3% or 8% Is the Chinese consumer going to save the world Are state owned

enterprises national champions or zombies Have we reached the end of Cheap China Can China innovate Is business still dominated by personal connections Are markets or the state in control Does Chinese culture impede or support organizational effectiveness Are Chinese dragons at your door Will the finance and property sectors implode Is the Chinese model sustainable or will it end in tears On all these issues there is ill informed noise and an abundance of partisan interpretations The purpose of this book therefore is to provide an even handed analysis of the key issues that will shape the threats and opportunities arising from China s development in the next decade It cannot resolve the competing claims made However it does provide the reader with the ideas and the sources of evidence needed to understand and to make well thought out judgments as China continues to evolve

**Historical Dictionary of the Chinese Economy** Lawrence R. Sullivan,2017-11-08 The Historical Dictionary of the Chinese Economy covers the world s second largest macro economy Extensive attention throughout the volume is given to the historical development of the Chinese economy since the establishment of the People s Republic of China PRC in 1949 Included is a review of developments during the period of central economic planning adopted from the Soviet Union 1953 1978 and in depth information and analysis on the various policies and fundamental changes brought about in China by the inauguration of economic reforms from 1978 1979 through 2016 This book contains a chronology an introduction and an extensive bibliography The dictionary section has over 400 cross referenced entries on critical sectors of the economy including automobiles banking and finance national currency economic regulation trade and investment and important industries such as agriculture computers and electronics iron and steel real estate and shipping This book is an excellent resource for students researchers and anyone wanting to know more about China s economy

Lemon-Aid New and Used Cars and Trucks 1990-2015 Phil Edmonston,2013-11-18 Lemon Aid New and Used Cars and Trucks 1990 2015 steers the confused and anxious buyer through the purchase of new and used vehicles unlike any other car and truck book on the market Dr Phil Canada s best known automotive expert for more than 42 years pulls no punches

Going Places Robert Burgin,2013-01-08 Successfully navigate the rich world of travel narratives and identify fiction and nonfiction read alike with this detailed and expertly constructed guide Just as savvy travelers make use of guidebooks to help navigate the hundreds of countries around the globe smart librarians need a guidebook that makes sense of the world of travel narratives Going Places A Reader s Guide to Travel Narratives meets that demand helping librarians assist patrons in finding the nonfiction books that most interest them It will also serve to help users better understand the genre and their own reading interests The book examines the subgenres of the travel narrative genre in its seven chapters categorizing and describing approximately 600 titles according to genres and broad reading interests and identifying hundreds of other fiction and nonfiction titles as read alike and related reads by shared key topics The author has also identified award winning titles and spotlighted further resources on travel lit making this work an ideal guide for readers advisors as well a book general readers will enjoy browsing

*Vampire State* Ian Williams,2024-09-05 This is the

terrifying story of China's vampire economy State capitalism Socialism with Chinese characteristics A socialist market economy There have been numerous descriptions of the Chinese economy However none seems to capture the predatory at times surreal nature of the economy of the world's most populous nation nor the often bruising and mind bending experience of doing business with the Middle Kingdom Rules and agreements mean little Markets are distorted statistics fabricated foreign industrial secrets and technology systematically stolen Companies and entrepreneurs at home and abroad are bullied often with the collusion of the victims themselves The Party is in every boardroom and lab with businesses thriving or dying at its will All this is part of realising President Xi Jinping's ambition of China becoming the world's pre eminent economic technological and military power One of the Financial Times Best New Books on Economics in 2024      **Modern China: All**

**That Matters** Jonathan Clements,2013-08-30 In Modern China All That Matters Jonathan Clements presents China as the Chinese themselves see it He explains the key issues of national reconstruction the Cold War the Cultural Revolution and the dizzying spectacle of China's economic reform Clements offers a Chinese perspective on such events as the Handover of Hong Kong and chronicles the historical events that continue to resonate today in Chinese politics economics culture and quality of life A final chapter examines China's role in the global marketplace its indirect effect on foreign economies from Australia to America to Africa and its growing military might with an assessment of the damage done to its environment and population In his most provocative assertion Clements suggests that China's contemporary problems are not the trials of a developing nation but a possible vision of our own future This accessible and readable book will appeal both to students and general readers giving a fascinating introduction to modern China and what matters most about it      **Lemon-Aid New and**

**Used Cars and Trucks 1990-2016** Phil Edmonston,2015-11-21 This book steers buyers through the the confusion and anxiety of new and used vehicle purchases unlike any other car and truck book on the market Dr Phil Canada's best known automotive expert for more than forty five years pulls no punches      **Faked in China** Fan Yang,2015-11-15 Faked in China is a critical account of the cultural challenge faced by China following its accession to the World Trade Organization in 2001 It traces the interactions between nation branding and counterfeit culture two manifestations of the globalizing Intellectual Property Rights IPR regime that give rise to competing visions for the nation Nation branding is a state sanctioned policy captured by the slogan From Made in China to Created in China which aims to transform China from a manufacturer of foreign goods into a nation that creates its own IPR eligible brands Counterfeit culture is the transnational making selling and buying of unauthorized products This cultural dilemma of the postsocialist state demonstrates the unequal relations of power that persist in contemporary globalization      **Strategic Narratives, Ontological Security and Global Policy**

Thomas Colley,Carolijn van Noort,2022-05-14 Strategic Narratives Ontological Security and Global Policy provides a pathbreaking account of why some states successfully convince others to join their policy initiatives and why others fail Examining China's Belt and Road Initiative and COVID 19 Thomas Colley and Carolijn van Noort argue that strategic

narratives can help persuade states to join global policy initiatives if they convincingly promise audiences material gain while avoiding undermining their ontological security They make their case by analysing eight diverse countries India Italy Kazakhstan Mexico the Maldives the Netherlands the UK and the USA Theoretically novel and global in scope this book provides a compelling explanation of how strategic narratives can help achieve the global policy coordination needed to confront vital challenges in contemporary international relations The proposed strategic narrative buy in framework is applicable to many global policy issues be it promoting trade and infrastructure projects mitigating climate change or managing pandemics

**Globalization against Democracy** Guoguang Wu, 2017-04-27 This book explores how global capitalism has reconfigured state market relations and how interactions among capital labor and consumption threaten democracy It is for specialists in political economy political science economics sociology international relations and development studies and for supplemental use on undergraduate and graduate courses on globalization capitalism development and democracy

**Lemon-Aid New Cars and Trucks 2012** Phil Edmonston, 2011-12-03 Phil Edmonston Canada's automotive Dr Phil pulls no punches He says there's never been a better time to buy a new car or truck thanks to a stronger Canadian dollar and an auto industry offering reduced prices more cash rebates low financing rates bargain leases and free auto maintenance programs In this all new guide he says Audis are beautiful to behold but hell to own biodegradable transmissions rodent snack wiring and mind boggling depreciation Many 2011-12 automobiles have chin to chest head restraints blinding dash reflections and dash gauges that can't be seen in sunlight not to mention painful wind tunnel roar if the rear windows are opened while underway Ethanol and hybrid fuel saving claims have more in common with Harry Potter than the Society of Automotive Engineers GM's 2012 Volt electric car is a mixture of hype and hypocrisy from the car company that killed its own electric car more than a decade ago You can save 2 000 by cutting freight fees and administrative charges Diesel annual urea fill up scams cost you 300 including an 80 handling charge for 25 worth of urea Lemon Aid's 2011-12 Endangered Species List the Chinese Volvo the Indian Jaguar and Land Rover the Mercedes Benz Smart Car Mitsubishi and Suzuki

China's Changing Workplace Peter Sheldon, Sunghoon Kim, Yiqiong Li, Malcolm Warner, 2011-04-15 This book explores the diversity and dynamism of China's workplaces and of the wider labour market experiences of its workforce Drawing on the authors extensive recent research it considers a diverse range of issues and types of workplaces These changes include the continuing spread of market oriented human resource management across public and private sector organisations greater employment rights for workers local diversity in regulatory control alongside the governmental priority of a harmonious society persistent shortages of skilled labour co existing with vast underemployment amongst the unskilled uneven access to education and training across regions and changes in union behaviour and influence Unlike other studies which tend to assume changes to management work and employment are relatively uniform across modernising parts of the economy this book conveys the rich variety among contemporary China's

local labour markets by looking at them and the institutions that influence them from the bottom up It focuses on other under explored but emerging phenomena such as family owned firms the role of private services businesses and the emergence of employer associations

**From Chicken Feet to Crystal Baths** Ian Mote, 2015-04-14 I have been to every province in China and the book is made up of travel stories about the places I have been and the experiences I have had For instance I have been hosted in first class establishments in Shanghai been drunk with miners in Inner Mongolia wandered out in the Gobi desert and nearly been sick on the embalmed body of Chairman Mao This book is about being a Western expat adjusting to life in Asia first in Hong Kong and then in Shanghai It is about negotiating with local people on whether prostitutes are required after dinner singing Chinese songs in the middle of meetings and finding the only spot in the country without an army of tourists spoiling the photos I wish to share travel and living stories from Hong Kong and every province in China through the eyes of one fascinated curious worried reckless adventurous queasy stunned and quite tired English expat

**Chinese Business Etiquette** Stefan H. Verstappen, 2015-05-25 No one doing business with the Chinese should be without it Midwest Book Review This insider's pocket reference covers common business and social protocols for traveling and doing business in China Taiwan and Hong Kong It is also ideal for anyone hosting Chinese business visitors This new edition has been updated with current trends Internet and phone tips interviews and fresh ideas for understanding the profound behavioral and social changes produced by Chinese modernization Stefan H Verstappen lives in Toronto He is author of *The Thirty Six Strategies of Ancient China* and has worked as a corporate trainer and publicist in Hong Kong Taipei and Beijing

*Where am I Wearing?* Kelsey Timmerman, 2012-04-09 A journalist travels the world to trace the origins of our clothes When journalist and traveler Kelsey Timmerman wanted to know where his clothes came from and who made them he began a journey that would take him from Honduras to Bangladesh to Cambodia to China and back again *Where Am I Wearing* intimately describes the connection between impoverished garment workers standards of living and the all American material lifestyle By introducing readers to the human element of globalization the factory workers their names their families and their way of life *Where Am I Wearing* bridges the gap between global producers and consumers New content includes a visit to a fair trade Ethiopian shoe factory that is changing lives one job at time updates on how workers worldwide have been squeezed by rising food costs and declining orders in the wake of the global financial crisis and the author's search for the garment worker in Honduras who inspired the first edition of the book Kelsey Timmerman speaks and universities around the country and maintains a blog at [www whereamiwearing com](http://www.whereamiwearing.com) His writing has appeared in the *Christian Science Monitor* and *Cond Nast Portfolio* and has aired on NPR Enlightening and thought provoking at once *Where Am I Wearing* puts a human face on globalization

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