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Buy 42 Rules for Sourcing and Manufacturing in China: A Practical Handbook for Doing Business in China, Special Economic Zones, Factory Tours and Manufacturing Quality from Kogan.com. Doing business in China is tougher than you think. Not only is the culture vastly different, but China 's experience in manufacturing and Manufacturing is still developing. It will be a few years before the majority of ...

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Rosemary Coates is the author of 42 Rules For Sourcing And Manufacturing In China (3.68 avg rating, 59 ratings, 5 reviews, published 2009), 42 Rules for ...

Doing business in China is tougher than you think. Not only is the culture vastly different, but China's experience in manufacturers are up to world standards. In the meantime, quality, contract laws, schedules and logistics must be closely monitored. As a result, the things Westerners must do to be successful are far different from dealing with American or European manufacturers. The best way to guickly come up to speed on these differences and how to handle them is to learn from the experience of others. Through over 20 extraordinary executive interviews, Rosemary Coates captured the essence of sourcing and manufacturing in China. '42 Rules for Sourcing and Manufacturing in China (2nd Edition)' is a pragmatic approach that every business people who are experienced in doing business in China, or for first-time visitors, this book will provide valuable insights from real executives and experts. These executives offer their personal experiences and recommendations about sourcing and manufacturing in China. Going beyond simple cultural do's and don'ts, you will discover: how business is really done how you can make things happen in China the mistake westerners often make, and how to avoid them what made these executives successful Based on her 25 years of supply chain experience, much of it spent living and working across Asia, Rosemary Coates has become an expert on doing business in China. Her own personal experiences in China are interwoven into this book.

Annotation A foundation for anyone considering outsourcing their call center, this volume provides a path for companies outsourcing their first call center with a logical sequence of steps for moving an existing operation to an outsourced organization.

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.

With few exceptions, the service business is viewed as a "necessary evil." Servicing products, after they are sold and in customers' hands, is frequently overlooked and can be a source of customer dissatisfaction and profit loss. This thinking results in missed opportunities to convert customers into advocates and to generate significant business revenue. If you are in the field service business, you should be designing solutions that benefit the customer and are profitable for your company. This includes developing a field service strategy, organizing the service business, optimizing field inventories, implementing Customer Relationship Management (CRM) and tailoring sales incentives. Complicating field service operations in today's environment is the global nature of the installed base and where in the world your products and spares are manufactured. Sourcing global parts, managing the parts supply chain and the investment required are the things that keep managers up at night. This book provides 42 essential rules to benchmark and develop a global service on the bottom line What to do in an emergency What to consider when developing field repair inventories What systems and tools to consider ... and much more Rosemary Coates and Jim Reily have a combined 50+ years of global manufacturing and field service experience from companies such as Hewlett Packard and Cisco as well as the US Military. In addition they have worked on consulting engagements with a proven track record of amazing field service results. They offer insights and recommendations based on real-world experience

Written by real working moms, 42 Rules for Working Moms is a compilation of funny practical advice on how to survive as a "working mom." These real life experiences are fun, personal and sure to be appreciated by working moms everywhere. Gone are the sugar-coated nicey-nice images you just can't relate to. In 42 Rules of Working Moms, Laura Lowell brings together a diverse group of working moms: different cultures, industries, ages, relationships and perspectives. The contributors possess years of experience balancing their personal and professional lives. They come together to share their hard-earned lessons with other working moms.

The first book of its kind, Legal Blacksmith: How to Avoid and Defend Supply Chain Disputes explains how to optimize supply chain relationships, starting with marketing outreaches and supplier bidding through handling legal disputes when supply chain relationships fail. This book describes, in a clear and understandable way, the law that governs each stage of supply chain relationships, how to structure supply chain contracts to accommodate particular issues and concerns, and how to right a supply chain relationship that has gotten off track.

The latest best practice guidance on all aspects of global strategic sourcing-including environmental and international issues Strategic Global Sourcing, including supply management, t, sustainability, financial decisions, risk management, and international strategies. Offers the latest trends and guidance for sourcing and supply management, procurement and best business practices, best practices in sourcing management and global sourcing management, financial strategies for sourcing, responsible procurement, diversity procurement, managing risk, supplier selection, project management for procurement and supply management for procurement and supply management for procurement, managing supplier relationships, international sourcing, managing supplier relationships supply management operations, With the rise of global supply chains, environmental/sustainability concerns, and constantly evolving technology, the time is right for understanding Strategic Global Sourcing Best Practices.

Contains some of the fundamental principles Vanella has developed over the course of her career. Her clients and her own company use this approach to execute the top performing programs in the industry.

Inside sales is the fastest growing sales channel due to its cost effective nature. An inside sales rep can handle far more contacts on a daily basis than their field sales counterpart. If you are a "C" level executive with responsibility for delivering revenue, you cannot afford to overlook the rules contained in this fast-paced, powerful book. '42 Rules for Building a High-Velocity Inside Sales Team: Actionable Guide to Creating Inside Sales Teams that Deliver Quantum Results' will help you and your team understand:

- The key elements required to build a high-velocity inside sales team that will accelerate your revenue.
- The different types of inside sales teams you can leverage, how and where to staff them, and the types of tools that are required for them to operate effectively.

• The importance of a common sales language, consistent processes and clearly defined weekly metrics.

With the popularity of inside sales skyrocketing, so is the demand for inside sales talent. Lori Harmon and Debbi Funk prepare you with the info you need to make smart choices when building a high-velocity inside sales team; This includes recognizing the specialized skills required to manage and lead an inside sales team, understanding the skills required of an ideal inside sales rep, and quantifying the cost of a bad hire. Pick up this book and see for yourself the value that these rules will help you bring to your organization.

Small business owners and managers face increasing challenges in a difficult economic climate. One way to deal with daily struggles is to gain awareness of the obstacles and pitfalls...and know how to overcome them. Mathew Dickerson, one of Australia's leading IT entrepreneurs, makes this possible with his exciting and instructive book, Small Business Rules: The 52 Essential Rules to Be Successful in Small Business. In a logical and very readable format, Dickerson describes fifty-two rules that, if followed, help a small business to succeed. Dickerson covers it all: setting high standards, turning perceived failures into positive learning experiences. being clear about commitment and purpose to evaluating attitudes toward the workplace. He also delves into interfacing with clients, and co-workers, identifying the strengths of one's staff and using them to the fullest. Every aspect pertinent to running and growing a small business is covered in this exceptional book.

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