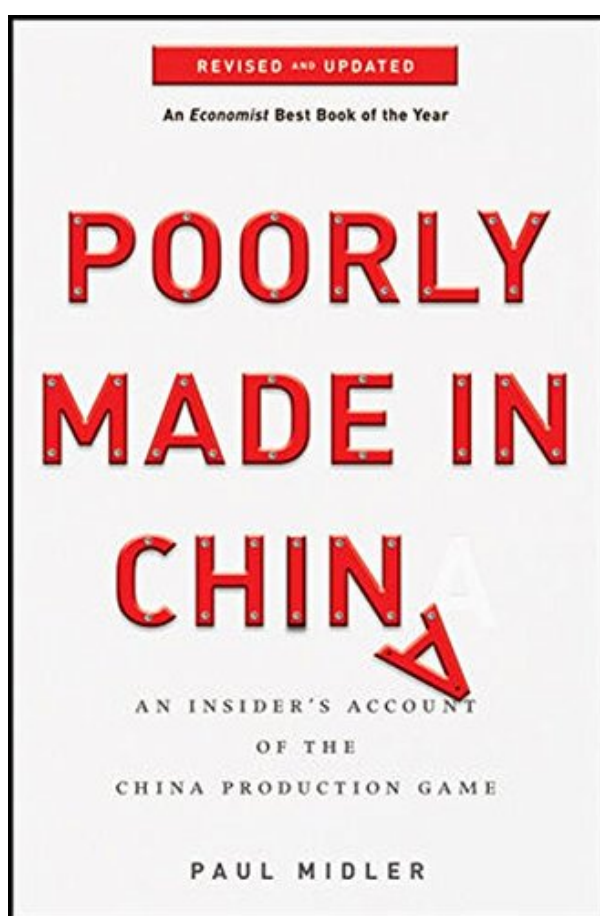


POORLY MADE IN CHINA: AN INSIDER'S ACCOUNT OF THE CHINA PRODUCTION GAME BY PAUL MIDLER



**DOWNLOAD EBOOK : POORLY MADE IN CHINA: AN INSIDER'S ACCOUNT
OF THE CHINA PRODUCTION GAME BY PAUL MIDLER PDF**



REVISED AND UPDATED

An Economist Best Book of the Year

POORLY MADE IN CHINA

AN INSIDER'S ACCOUNT
OF THE
CHINA PRODUCTION GAME

PAUL MIDLER

Click link bellow and free register to download ebook:

**POORLY MADE IN CHINA: AN INSIDER'S ACCOUNT OF THE CHINA PRODUCTION GAME
BY PAUL MIDLER**

[DOWNLOAD FROM OUR ONLINE LIBRARY](#)

POORLY MADE IN CHINA: AN INSIDER'S ACCOUNT OF THE CHINA PRODUCTION GAME BY PAUL MIDLER PDF

Poorly Made In China: An Insider's Account Of The China Production Game By Paul Midler. Reviewing makes you better. Which claims? Many sensible words state that by reading, your life will certainly be a lot better. Do you think it? Yeah, prove it. If you require the book Poorly Made In China: An Insider's Account Of The China Production Game By Paul Midler to read to verify the smart words, you can see this page completely. This is the website that will provide all the books that possibly you need. Are the book's collections that will make you really feel interested to read? Among them here is the Poorly Made In China: An Insider's Account Of The China Production Game By Paul Midler that we will propose.

Review

Awards

Best Book 2009 (The Economist)

Best Book for Business Owners (Inc.)

Great Finance Book of 2009 (Forbes)

Best of 2009 Business Book (Library Journal)

"Midler has upended a lot of the assumptions about this factory for the world." (Forbes)

"A must-read for people engaged in mainland business." (South China Morning Post)

"Important, timely and entertaining." (Taipei Times)

"Most of the people in Mr. Midler's position would not dream of disclosing what they see." (The Economist)

"Manages to be both instructive and entertaining." (National Review)

"A fascinating, funny and important book." (Asia Times)

"An invaluable book for anyone considering doing business in China." (Epoch Times)

"A lively dissection of the cultural clash." (Malaysia's The Star)

"You won't look at the label 'Made in China' the same way." (Toronto Now)

"His warning is worth heeding – is China listening?" (Business Times)

"Plenty of laugh-out-loud moments." (Financial Times)

"Strongly recommended." (Bangkok Post)

From the Inside Flap

It was a world gone wrong, one in which manufacturers thought little of manipulating product quality levels in order to save the smallest amounts, where savvy foreign business leaders were made to feel in control while they were taken for a ride by their partners, where entire manufacturing facilities sometimes vanished right into thin air... Welcome to Poorly Made in China!

At the height of the boom export manufacturing, Paul Midler returned to East Asia, a recently graduated Wharton MBA. In the right place at the right time, he was sought out by a number of foreign companies who wanted help in navigating the new economy. The adventures came fast, as did the business and cultural lessons.

Poorly Made in China is a dramatic romp through China's export manufacturing sector, one that reveals what really goes on behind the scenes. The story follows the author from one project to the next, taking the reader through a diverse set of industries and revealing a number of challenges.

An engaging business narrative told with doses of humor and insight, this true story pulls back the curtain on the rising Chinese economy, providing a closer look at the rough-and-tumble environment in which so many of our consumer products are being made. For those trying to make sense of why so many quality failures could come out of China at once, this book is an especially interesting read.

Poorly Made in China is the tale of a modern-day gold rush and its consequences, the chronicling of a rising economic power and its path along a steep growth curve. Entertaining and eye-opening, the book highlights the extent to which culture affects business dealings, and the ultimate suggestion is that we may have more to be concerned about than product failures alone."

From the Back Cover

A true story about manufacturing in China—now in a new, updated edition

"Paul Midler's is the ultimate insider's look at China and its dubious manufacturing, by a man who knows the language and, more importantly, knows the subtext of every deal, every gesture, every nuance. I have great admiration for the breadth and depth of this account of being an American middleman in China today, and for the way it humanizes the whole awful business."

—PAUL THEROUX, author of *Riding the Iron Rooster: By Train Through China*

"This is the story of the world's crappy stuff and the surreally entertaining culture clash that lies behind it. It's funny and illuminating, and I want you to read it!"

—MARY ROACH, author of *Stiff* and *Packing for Mars*

"Poorly Made in China is an insightful, often hilarious account of how Chinese manufacturers transformed their country into the world's export powerhouse by hook and by crook. Midler suggests that understanding Chinese business strategies and tactics could benefit not only U.S. business, but also our political leaders. For all of us, his book is a perfect guide."

—ELIZABETH ECONOMY, Director of Asia Studies, Council on Foreign Relations

"Few books on China and its economy are as enlightening as this. This is a fantastic book for anyone who

wants to understand how China's export industry really works and indeed how China works."

—JASPER BECKER, author of *Hungry Ghosts: Mao's Secret Famine*

"Every Wal-Mart needs a warning label, and Midler, nailing the deceit and dishonesty of Chinese manufacturers, provides it. You will never see another 'Made in China' label without thinking of this masterpiece."

—GORDON CHANG, author of *The Coming Collapse of China*

"*Poorly Made in China* is not merely about faltering product quality out of China. One of its broader themes is of people who promise one thing and then deliver another. This is a book about Chinese obfuscation and subterfuge. It is about gaming, strategy, and tactics."

—From the Foreword by Arthur Waldron, Lauder Professor of International Relations, University of Pennsylvania

POORLY MADE IN CHINA: AN INSIDER'S ACCOUNT OF THE CHINA PRODUCTION GAME BY PAUL MIDLER PDF

[Download: POORLY MADE IN CHINA: AN INSIDER'S ACCOUNT OF THE CHINA PRODUCTION GAME BY PAUL MIDLER PDF](#)

Invest your time also for simply few mins to check out a publication **Poorly Made In China: An Insider's Account Of The China Production Game By Paul Midler** Checking out a book will certainly never lower and waste your time to be pointless. Reading, for some people become a demand that is to do every day such as hanging out for consuming. Now, just what concerning you? Do you like to review a publication? Now, we will certainly show you a new book entitled Poorly Made In China: An Insider's Account Of The China Production Game By Paul Midler that can be a new method to explore the expertise. When reading this e-book, you can get one point to constantly bear in mind in every reading time, even pointer by action.

Why should be this publication *Poorly Made In China: An Insider's Account Of The China Production Game By Paul Midler* to read? You will never ever get the knowledge and encounter without managing yourself there or trying by on your own to do it. For this reason, reviewing this publication Poorly Made In China: An Insider's Account Of The China Production Game By Paul Midler is required. You can be fine and appropriate enough to obtain just how essential is reviewing this Poorly Made In China: An Insider's Account Of The China Production Game By Paul Midler Even you always read by commitment, you can support yourself to have reading book practice. It will be so useful and also fun after that.

Yet, how is the means to obtain this publication Poorly Made In China: An Insider's Account Of The China Production Game By Paul Midler Still perplexed? It does not matter. You can appreciate reviewing this publication Poorly Made In China: An Insider's Account Of The China Production Game By Paul Midler by on the internet or soft documents. Just download the e-book Poorly Made In China: An Insider's Account Of The China Production Game By Paul Midler in the link offered to check out. You will get this Poorly Made In China: An Insider's Account Of The China Production Game By Paul Midler by online. After downloading and install, you can save the soft data in your computer or device. So, it will certainly reduce you to review this publication Poorly Made In China: An Insider's Account Of The China Production Game By Paul Midler in certain time or area. It could be uncertain to delight in reviewing this publication Poorly Made In China: An Insider's Account Of The China Production Game By Paul Midler, considering that you have bunches of work. However, with this soft data, you can appreciate reviewing in the extra time also in the voids of your tasks in workplace.

POORLY MADE IN CHINA: AN INSIDER'S ACCOUNT OF THE CHINA PRODUCTION GAME BY PAUL MIDLER PDF

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.

- Sales Rank: #190817 in Books
- Brand: imusti
- Published on: 2011-01-11
- Original language: English
- Number of items: 1
- Dimensions: 9.00" h x .73" w x 5.80" l, .71 pounds
- Binding: Paperback
- 272 pages

Features

- John Wiley Sons

Review

Awards

Best Book 2009 (The Economist)

Best Book for Business Owners (Inc.)

Great Finance Book of 2009 (Forbes)

Best of 2009 Business Book (Library Journal)

"Midler has upended a lot of the assumptions about this factory for the world." (Forbes)

"A must-read for people engaged in mainland business." (South China Morning Post)

"Important, timely and entertaining." (Taipei Times)

"Most of the people in Mr. Midler's position would not dream of disclosing what they see." (The

Economist)

“Manages to be both instructive and entertaining.” (National Review)

“A fascinating, funny and important book.” (Asia Times)

“An invaluable book for anyone considering doing business in China.” (Epoch Times)

“A lively dissection of the cultural clash.” (Malaysia’s The Star)

“You won’t look at the label ‘Made in China’ the same way.” (Toronto Now)

“His warning is worth heeding – is China listening?” (Business Times)

"Plenty of laugh-out-loud moments." (Financial Times)

“Strongly recommended.” (Bangkok Post)

From the Inside Flap

It was a world gone wrong, one in which manufacturers thought little of manipulating product quality levels in order to save the smallest amounts, where savvy foreign business leaders were made to feel in control while they were taken for a ride by their partners, where entire manufacturing facilities sometimes vanished right into thin air... Welcome to Poorly Made in China!

At the height of the boom export manufacturing, Paul Midler returned to East Asia, a recently graduated Wharton MBA. In the right place at the right time, he was sought out by a number of foreign companies who wanted help in navigating the new economy. The adventures came fast, as did the business and cultural lessons.

Poorly Made in China is a dramatic romp through China's export manufacturing sector, one that reveals what really goes on behind the scenes. The story follows the author from one project to the next, taking the reader through a diverse set of industries and revealing a number of challenges.

An engaging business narrative told with doses of humor and insight, this true story pulls back the curtain on the rising Chinese economy, providing a closer look at the rough-and-tumble environment in which so many of our consumer products are being made. For those trying to make sense of why so many quality failures could come out of China at once, this book is an especially interesting read.

Poorly Made in China is the tale of a modern-day gold rush and its consequences, the chronicling of a rising economic power and its path along a steep growth curve. Entertaining and eye-opening, the book highlights the extent to which culture affects business dealings, and the ultimate suggestion is that we may have more to be concerned about than product failures alone."

From the Back Cover

A true story about manufacturing in China—now in a new, updated edition

"Paul Midler's is the ultimate insider's look at China and its dubious manufacturing, by a man who knows the language and, more importantly, knows the subtext of every deal, every gesture, every nuance. I have great admiration for the breadth and depth of this account of being an American middleman in China today, and for the way it humanizes the whole awful business."

—PAUL THEROUX, author of *Riding the Iron Rooster: By Train Through China*

"This is the story of the world's crappy stuff and the surreally entertaining culture clash that lies behind it. It's funny and illuminating, and I want you to read it!"

—MARY ROACH, author of *Stiff* and *Packing for Mars*

"*Poorly Made in China* is an insightful, often hilarious account of how Chinese manufacturers transformed their country into the world's export powerhouse by hook and by crook. Midler suggests that understanding Chinese business strategies and tactics could benefit not only U.S. business, but also our political leaders. For all of us, his book is a perfect guide."

—ELIZABETH ECONOMY, Director of Asia Studies, Council on Foreign Relations

"Few books on China and its economy are as enlightening as this. This is a fantastic book for anyone who wants to understand how China's export industry really works and indeed how China works."

—JASPER BECKER, author of *Hungry Ghosts: Mao's Secret Famine*

"Every Wal-Mart needs a warning label, and Midler, nailing the deceit and dishonesty of Chinese manufacturers, provides it. You will never see another 'Made in China' label without thinking of this masterpiece."

—GORDON CHANG, author of *The Coming Collapse of China*

"*Poorly Made in China* is not merely about faltering product quality out of China. One of its broader themes is of people who promise one thing and then deliver another. This is a book about Chinese obfuscation and subterfuge. It is about gaming, strategy, and tactics."

—From the Foreword by Arthur Waldron, Lauder Professor of International Relations, University of Pennsylvania

Most helpful customer reviews

3 of 3 people found the following review helpful.

Wonderful insiders view

By Kindle Customer

It's not remotely perfect, but it's very readable with well chosen anecdotes that drive the point home. Ideally there would have been more data to drive the author's point home, however, I think it's effective nonetheless. I found this is valuable if for no other reason than understanding cultural differences when doing business with Chinese manufacturing business.

Final point I was shocked how well this reaffirmed my own personal experiences working for a particular Chinese run computer hardware company. I had assumed the negotiating style was an isolated case to that particular ownership group, but I found the same tactics and behavior in this book.

.

8 of 8 people found the following review helpful.

So you wanna do business with China, eh?

By SueZ

This book was recommended to me by a fellow expat living and working in China. Having been in China for the last 8 years, I was skeptical that a Caucasian American would understand the inner workings of the Chinese culture and language well enough to write a comprehensive enough book about the manufacturing sector in China.

However, I found Midler to be extremely smart and knowledgeable about China and its people. I found the book to be somewhat dated, as Midler was talking about the exchange rate being 8RMB=1USD and the wages as being extremely low. However, the basic behavior of the Chinese factory owners and the typical "customer service ethic" have not changed much. Although with the worsening worldwide economic condition, Chinese factories are a little more service-oriented than before, as they're trying to get enough orders to stay afloat. (Read: will kiss the Western customer's ass a little bit more than what the book suggests.)

I like the way the chapters are laid out - one anecdote is followed by an analysis of the events through Midler's knowledge of the Chinese culture, language and history. Generally, Midler is accurate in his interpretations, and this is what I find most impressive, as Midler clearly shows his vast knowledge of the Chinese production game through his analyses.

Buyers who want to import from China will NOT have their fears assuaged by Midler's book. There ARE reputable factories out there, but mentioning them in this book will only detract from the entertainment value of "Poorly Made in China".

This is a good read and a nice primer for those who want to learn more about China. But, as the book clearly demonstrates, if a buyer REALLY wants to get into China, it's better to call on someone like Midler, instead of going about it blindly...unless he's thinking about writing his own book about the trials and tribulations about doing business with Chinese factories.

1 of 1 people found the following review helpful.

If you are interested in China, read this!

By GrouchyOldman

The author is an MBA who speaks Mandarin and lives in China. He works as a "middleman" between American importers and Chinese manufacturers. The first (approximately) 200 pages consist of entertaining anecdotes of his experiences in dealing with Chinese manufacturers. It is primarily a story of dishonesty and cunning--not incompetence-- on the part of the Chinese. Subtly, by these anecdotes, the author draws us further into the question of WHY the Chinese manufacturers behave as they do towards Americans and other importers of their products? The remaining (approximately) 50 pages provides a convincing answer.

Everywhere one turns these days, we are told that the Chinese are the new master race, that China will bury the US and dominate the world, etc. This book is the furthest thing from a political polemic, but an incidental effect of reading it leads one to question how China could ever manage that?

See all 203 customer reviews...

POORLY MADE IN CHINA: AN INSIDER'S ACCOUNT OF THE CHINA PRODUCTION GAME BY PAUL MIDLER PDF

Once again, reading habit will constantly provide beneficial benefits for you. You might not should invest often times to check out the book *Poorly Made In China: An Insider's Account Of The China Production Game By Paul Midler* Simply adjusted aside a number of times in our extra or spare times while having dish or in your workplace to read. This *Poorly Made In China: An Insider's Account Of The China Production Game By Paul Midler* will show you brand-new thing that you could do now. It will assist you to enhance the top quality of your life. Occasion it is just a fun e-book **Poorly Made In China: An Insider's Account Of The China Production Game By Paul Midler**, you can be happier and a lot more enjoyable to delight in reading.

Review

Awards

Best Book 2009 (The Economist)

Best Book for Business Owners (Inc.)

Great Finance Book of 2009 (Forbes)

Best of 2009 Business Book (Library Journal)

"Midler has upended a lot of the assumptions about this factory for the world." (Forbes)

"A must-read for people engaged in mainland business." (South China Morning Post)

"Important, timely and entertaining." (Taipei Times)

"Most of the people in Mr. Midler's position would not dream of disclosing what they see." (The Economist)

"Manages to be both instructive and entertaining." (National Review)

"A fascinating, funny and important book." (Asia Times)

"An invaluable book for anyone considering doing business in China." (Epoch Times)

"A lively dissection of the cultural clash." (Malaysia's The Star)

"You won't look at the label 'Made in China' the same way." (Toronto Now)

"His warning is worth heeding – is China listening?" (Business Times)

"Plenty of laugh-out-loud moments." (Financial Times)

"Strongly recommended." (Bangkok Post)

From the Inside Flap

It was a world gone wrong, one in which manufacturers thought little of manipulating product quality levels in order to save the smallest amounts, where savvy foreign business leaders were made to feel in control while they were taken for a ride by their partners, where entire manufacturing facilities sometimes vanished right into thin air... Welcome to Poorly Made in China!

At the height of the boom export manufacturing, Paul Midler returned to East Asia, a recently graduated Wharton MBA. In the right place at the right time, he was sought out by a number of foreign companies who wanted help in navigating the new economy. The adventures came fast, as did the business and cultural lessons.

Poorly Made in China is a dramatic romp through China's export manufacturing sector, one that reveals what really goes on behind the scenes. The story follows the author from one project to the next, taking the reader through a diverse set of industries and revealing a number of challenges.

An engaging business narrative told with doses of humor and insight, this true story pulls back the curtain on the rising Chinese economy, providing a closer look at the rough-and-tumble environment in which so many of our consumer products are being made. For those trying to make sense of why so many quality failures could come out of China at once, this book is an especially interesting read.

Poorly Made in China is the tale of a modern-day gold rush and its consequences, the chronicling of a rising economic power and its path along a steep growth curve. Entertaining and eye-opening, the book highlights the extent to which culture affects business dealings, and the ultimate suggestion is that we may have more to be concerned about than product failures alone."

From the Back Cover

A true story about manufacturing in China—now in a new, updated edition

"Paul Midler's is the ultimate insider's look at China and its dubious manufacturing, by a man who knows the language and, more importantly, knows the subtext of every deal, every gesture, every nuance. I have great admiration for the breadth and depth of this account of being an American middleman in China today, and for the way it humanizes the whole awful business."

—PAUL THEROUX, author of *Riding the Iron Rooster: By Train Through China*

"This is the story of the world's crappy stuff and the surreally entertaining culture clash that lies behind it. It's funny and illuminating, and I want you to read it!"

—MARY ROACH, author of *Stiff and Packing for Mars*

"Poorly Made in China is an insightful, often hilarious account of how Chinese manufacturers transformed their country into the world's export powerhouse by hook and by crook. Midler suggests that understanding Chinese business strategies and tactics could benefit not only U.S. business, but also our political leaders. For all of us, his book is a perfect guide."

—ELIZABETH ECONOMY, Director of Asia Studies, Council on Foreign Relations

"Few books on China and its economy are as enlightening as this. This is a fantastic book for anyone who wants to understand how China's export industry really works and indeed how China works."

—JASPER BECKER, author of *Hungry Ghosts: Mao's Secret Famine*

"Every Wal-Mart needs a warning label, and Midler, nailing the deceit and dishonesty of Chinese manufacturers, provides it. You will never see another 'Made in China' label without thinking of this

masterpiece."

—GORDON CHANG, author of *The Coming Collapse of China*

"*Poorly Made in China* is not merely about faltering product quality out of China. One of its broader themes is of people who promise one thing and then deliver another. This is a book about Chinese obfuscation and subterfuge. It is about gaming, strategy, and tactics."

—From the Foreword by Arthur Waldron, Lauder Professor of International Relations, University of Pennsylvania

Poorly Made In China: An Insider's Account Of The China Production Game By Paul Midler.

Reviewing makes you better. Which claims? Many sensible words state that by reading, your life will certainly be a lot better. Do you think it? Yeah, prove it. If you require the book *Poorly Made In China: An Insider's Account Of The China Production Game By Paul Midler* to read to verify the smart words, you can see this page completely. This is the website that will provide all the books that possibly you need. Are the book's collections that will make you really feel interested to read? Among them here is the *Poorly Made In China: An Insider's Account Of The China Production Game By Paul Midler* that we will propose.