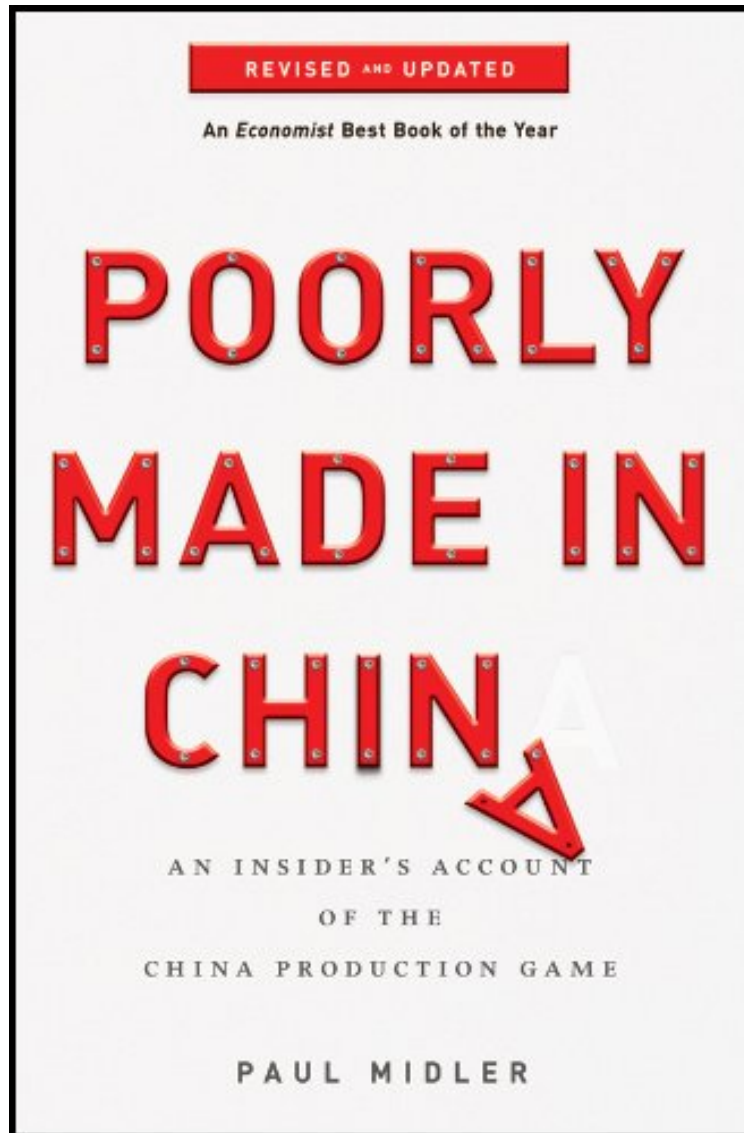


(Download) Poorly Made in China: An Insider's Account of the China Production Game

Poorly Made in China: An Insider's Account of the China Production Game

Paul Midler

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Paul Midler : Poorly Made in China: An Insider's Account of the China Production Game before purchasing it in order to gage whether or not it would be worth my time, and all praised Poorly Made in China: An Insider's Account of the China Production Game:

3 of 3 people found the following review helpful. Wonderful insiders viewBy Kindle CustomerIt'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. .2 of 2 people found the following review helpful. funny -- and sometimes quite alarming By George Anders Midler's examples are vivid, funny -- and sometimes quite alarming. He's a great story-teller. Who knew that the cultural clashes over shampoo bottling could reveal so much about both the U.S. and China? The only reason not to give him five stars is that he's often too quick to blame all each new crisis on Chinese ethics (or the lack of them). In fact, I think the Americans often negotiated contracts that were bound to blow up. Part of the blame should go to American arrogance, greed or naivete, especially in hunting for rock-bottom prices without thinking about what was likely to happen next. But if you savor his reporting -- and do a little bit of independent analysis of the facts on your own -- you'll get great value out of this book. 1 of 1 people found the following review helpful. Recommended By Phoenix I loved this book! I initially sampled it, then I had to purchase it immediately after reading the sample. It's that good, even though it's just about "Sister" and her factory, and the author's dealings with her. Engrossing and factual. While I was aware of issues in Chinese factories before, this opened my eyes further, and definitely makes me want to be a bit more suspicious of certain 'Made in China' goods.

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 fad; 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.

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) "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