

The Diverse Asian Market

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Target The Us Asian Market A Practical Guide To Doing Business

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Target The Us Asian Market A Practical Guide To Doing Business:

Target, the U.S. Asian Market Angi Ma Wong, 1993 Written by a diplomat's daughter turned intercultural consultant TARGET is the first book to help businesses save time money by avoiding potentially offensive or embarrassing blunders in design marketing selling Entrepreneur Wong provides guidance as well as explanations as to why for example a gift of a clock is perceived by some Asians as an unlucky omen or how architectural geographic features affect the decision to rent buy or build residential or commercial property What is the proper way to bow or exchange a business card Why shouldn't children be touched on their heads or waved to American style The answers to this numerous other intriguing questions are answered in the author's lively easy to read style Fourteen chapters detail topics such as identifying market segments where how to get information communicating with limited English speaking clients customers the language of marketing negotiation techniques pricing strategies the impact of philosophy colors numbers names on decision making creating a culturally correct marketing plan developing relationships body language basic business etiquette much more Numbering over 7.3 million Asian Americans have over 225 billion in purchasing power have been identified by American Demographics magazine as the fastest growing most well educated affluent group in the country Pacific Heritage Books Box 3967 MB108 Palos Verdes CA 90274 9547

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