



# Chinese Rules: Mao's Dog, Deng's Cat, and Five Timeless Lessons from the Front Lines in China

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From the author of the acclaimed *Mr. China* comes another rollicking adventure story—part memoir, part history, part business imbroglia—that offers valuable lessons to help Westerners win in China.

In the twenty-first century, the world has tilted eastwards in its orbit; China grows confident while the West seems mired in doubt. Having lived and worked in China for more than two decades, Tim Clissold explains the secrets that Westerners can use to navigate through its cultural and political maze. Picking up where he left off in the international bestseller *Mr. China*, *Chinese Rules* chronicles his most recent exploits, with assorted Chinese bureaucrats, factory owners, and local characters building a climate change business in China. Of course, all does not go as planned as he finds himself caught between the world's largest carbon emitter and the world's richest man. Clissold offers entertaining and enlightening anecdotes of the absurdities, gaffes, and mysteries he encountered along the way.

Sprinkled amid surreal scenes of cultural confusion and near misses, are smart myth-busting insights and practical lessons Westerners can use to succeed in China. Exploring key episodes in that nation's long political, military, and cultural history, Clissold outlines five Chinese Rules, which anyone can deploy in on-the-ground situations with modern Chinese counterparts. These Chinese rules will enable foreigners not only to cooperate with China but also to compete with it on its own terms.

## Chinese Rules: Mao's Dog, Deng's Cat, and Five Timeless Lessons from the Front Lines in China Details

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# **From Reader Review Chinese Rules: Mao's Dog, Deng's Cat, and Five Timeless Lessons from the Front Lines in China for online ebook**

## **Fraser says**

Clissold explains his 5 Chinese Rules for understanding the dealing with Chinese along with lots of Chinese history; McCartney's visit the 18th Century, the Taiping Rebellion, and the biographies of Mao and Deng.

The 5 Chinese Rules are:

1. China has its own set of rules and will follow them and not adopt Western rules and values. China is a civilization, not a country.
  2. Stability and harmony are paramount. The group is more important than the individual.
  3. Criticism is always indirect and nuanced
  4. Practical approaches are preferred to values. As Deng is famed for saying, "it does not matter if a cat is black or white; what matters is can it catch mice."
  5. It is important to know yourself and others.
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## **Ian says**

Clissold's memoirs, unlike so so many others, actually relay meaningful insight about China. He speaks the language, knows much of the underlying philosophy of Chinese culture, and treats Chinese people as humans to be understood instead of aliens to gawk at. Clissold along with Peter Hessler (and Kissinger I suppose) write the only foreigner-in-China memoirs worth reading. I'm serious. Most writing about China is nonsense. This guy gets it.

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## **Tirath says**

Another brilliant book by Tim.

This time, his adventures are not as crazy - since he was confined to the carbon credits markets.

But what this book offers is a brilliant context for the non-Chinese reader.

The history of China, and why the country is the way it is

Why it functions a certain way

And why it has its own rules and ways of dealing with stuff and trying for progress.

A brilliant book with very fun historical excerpts.

I have read Deng's 500 page biography, and I couldnt understand why he mattered so much - - this book helped out!!

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## **Garnette says**

Years ago, I read Clissold's first book on China, about his experiences in the 1990s as an early venture capitalist. This one focuses on the 2000s as he works to make deals involving carbon credits. Clissold is a compelling storyteller and both his books are well worth reading. He uses the changing view from the top of Coal Hill, overlooking Beijing's Forbidden City, to mark the changes in China. His two books are equally revealing. His experiences in early Western investment in China were a wild ride, involving theft, fraud, corruption in a country with few laws and little to no experience enforcing the existing laws. This second book is markedly different. Working between two quite different cultures, business deals are still difficult. However China has made enormous strides in establishing orderly processes that foster business. But of course these processes are distinctively Chinese, and Clissold emphasizes that to succeed in business in China you need to play by Chinese rules. He uses the precepts drawn from Sun Tzu's Art of War to guide his business. Perhaps. But it seems to me that his breakthroughs occurred not from following Chinese rules but rather from establishing enough trust between the two different parties that both sides could understand each other's needs and motivations. That's often the challenge in any business deal and it's made harder by cultural differences. Both sides have to make adjustments. But it's Western businessmen, far more ignorant about China than their Chinese counterparts are about the West, that have difficulty reaching across the gap. It's interesting that the eventual decline of the carbon credit business was caused by changes in the West, not by challenges in China.

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## **Viktor Nilsson says**

Brilliant analysis of Chinese mentality in business dealings, and quite fun reading as well. Clissold tells his own experiences of doing business in China and what it taught him. He finds 5 rules for doing business in China, for which he finds illustrious historical examples.

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## **Jingwei Shi says**

This book contains interesting anecdotes about the author's business adventures in China. This book is great for bedtime stories and cocktail parties.

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## **Adrian says**

### **Grope for stones to cross the stream**

Tim Clissold's book is part memoir, and part cultural study, and uses Chinese stratagem and historical examples to buttress his argument about the difficulty of doing business in China.

The book is a memoir of a trip to China to negotiate carbon credits for a power plant within China's new, and hitherto, experimental, emissions trading scheme. However, with a business deal where much money hangs in the balance, much stubbornness and stonewalling is still found.

Clissold's primary source of comparison is Sun Zi's Art of War, but many other proverbs and anecdotes are used.

The book also contains a number of interesting interludes into the lives of Mao Zedong and Deng Xiaoping, and the author draws surprising parallels for the present.

The book can drag at times, and is something of a slow starter that I initially found myself struggling to persist with, however the book picks up and provided insight that even an experienced China hand such as myself found beneficial.

Tim Clissold writes a decent conclusion that essentially warns people that China will continue to do things in it's own way, and the West would benefit from a greater understanding of China.

At 273 pages and a fairly decent pace, Clissold's book is both readable and rewarding.

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## **Azor says**

### **Mind Opening.**

A great book to understand differences between Chinese and Western cultural and business norms. Values can be relative and the Chinese approach to strategy and negotiations, although difficult to understand from Western lenses, has invaluable lessons that can be applied to a number of situations in business and in Life.

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## **LouisaLei says**

This is a well-written book combining the author's anecdotes and some key events in China's history. I am impressed by how the author translated ancient Chinese literature and modern Chinese catchwords into English so subtly. This is a worthy read for all westerners who want to succeed in doing business in/with China.

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## **Leeor says**

Meh

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## **Corinne says**

I read this in preparation for a family vacation to China. I thought it would be interested to better understand how China differs from the west. Articulated through the author's personal experience with the emerging carbon credits business, intertwined with ancient Chinese approaches to battle I learned a great deal about how Chinese civilization's methods are very much ingrained in today's culture. China will not change to a western approach. We need to learn how they operate if we want any chance of success with the region who will dominate in the future.

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## **Elaine says**

I read this book as part of my New Years resolution to read all 100 NYT notable books of 2016. To be

honest, at this part in the journey I was beginning to question the list itself. I even went back and double checked in search of figuring out why my interests were in woeful lack of alliance with the venerable NYT. Then I read this book and I feel that the list is redeemed. The writing is interesting and shows the author's deep and sustained interest in China. His occasional musings on what we can learn from China are a real delight, such as that a politician changing his or her mind is a good idea, and potentially a great idea, while we in the States hear the dreaded words "flip flopper" whenever a politician sees something in a new light. The sections on the rise/fall/rise of carbon credit trading were the highlight of the book for me.

My only criticism is that the historical sections were quite lengthy, and the recent trend towards taking an interesting, but ultimately short tale, and wrapping the tale in lengthy historical retrospectives is not to my literary liking. If I want a pithy history of Mao I'll head over to other sources, where I am sure the facts have been triple-checked. However, if the various sections had been omitted the book itself would have been quite short, and one can always skim such sections.

Overall, despite the fact that I am not a fan of the historical sections of the book, I have found myself quoting various segments of the book to others over the last few days, and I'm feeling better about my son's decision to tackle mandarin. In this post election age, I found myself wanting to highlight several of the rules and sending them to our President-elect. For, if the book is accurate, our new leaders will roar and bluster, and China's leaders will deflect and ignore, while waiting for decades for their next move. During that time multiple US Presidents and administrations will rise, fall and end, while China remains watching.

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### **Ran says**

After living more than 20 years in China, Tim Clissold wrote a pretty compelling book on how to think like the Chinese and therefore help Westerners achieve their business goals with the Chinese. Digging into China's history and culture, the author interweaves quotations, history, and his book-length example of creating a carbon-buying consulting agency in China with the help of Mina (an Australian who never gets a last name, as all names are changed for privacy in this book) and the backing of the Gates Foundation (guess you wouldn't want to change that name). While I did find the storytelling very compelling, I also ... don't appreciate turning China into a monolith. The People's Republic of China is the 4th largest country in the world, with the world's largest population, speaking languages in 9 different language groups ... it is estimated the approximately 71% of that population does speak Mandarin. But that's a lot of different cultures to be considered uniform "Chinese" - though Clissold might be speaking politically about the one-party system, in which case, okay - monolith does work.

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### **Sadhana Pandey says**

Loved this book, one of the most engaging account on China.  
Couldn't stop before I finished all of it.

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### **Nadine says**

Another interesting book about doing business in China written with humour and empathy and trying to see common threads through history while invoking ancient writings. Well worth reading

