

RESEARCH SEMINAR

TOPIC: 'The mediating effect of an efficient and effective politico-legal system on the Chinese business practice of guanxi'

SPEAKER: Tony Drew
School of Business & Management
University of Newcastle

DATE: Friday 19th September 2008
TIME: 11.00am – 12.30 pm
VENUE: **The Oasis**, Callaghan Campus

ABSTRACT

This paper reports on the varying effects different politico-legal systems have on the Chinese business practice of guanxi in China and in overseas Chinese communities. Data elicited from a comprehensive exploratory empirical study into the nature and practice of guanxi in Shanghai, Beijing, Taipei, Macau, Hong Kong, Kuala Lumpur, Singapore and Jakarta suggests that guanxi is still very malleable and that despite the various stages of development of formal politico-legal institutions in these polities, respondents agreed that they would use guanxi as a source of competitive advantage, particularly in times of scarce resources.

Enquiries: Mark Bray, Tel: 4921 5073, Email: mark.bray@newcastle.edu.au

ALL WELCOME

A light lunch will be provided