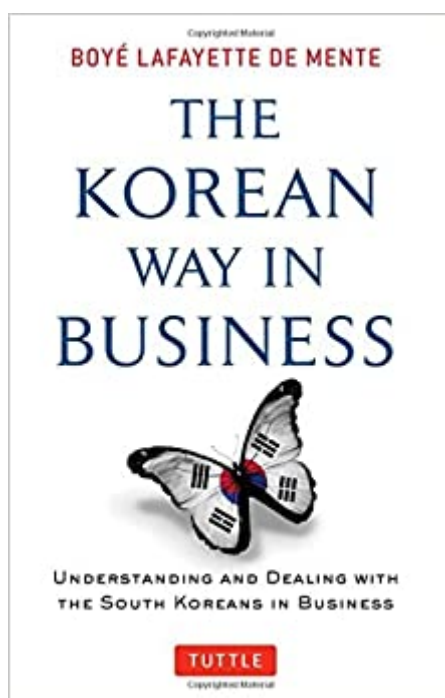


The book was found

The Korean Way In Business: Understanding And Dealing With The South Koreans In Business



Synopsis

Learn the ins and outs of conducting business in South Korea. South Korean companies and technology have suddenly conquered the world. Samsung, Hyundai and LG are industry leaders and the global brands. Korean culture in the form of K-Pop music videos and "Korean Wave" films and TV dramas are watched everywhere from Tel Aviv to Singapore to Rio. Korean gourmet food trucks ply the streets of New York and LA, and kimchi has found a place on the shelves of well-stocked supermarkets around the world. With just a fraction of Japan's land area, less than half its population, and no natural resources—how have Korean companies managed to conquer the world in such a short period of time? What is the "secret sauce" of Korean business practices and companies that makes them so successful? To find out, readers need more than statistics and company profiles. Learning the basics about Korean culture, about Korean social etiquette and Korean business culture, will enable you to understand for the first time how Koreans think and why they work so effectively to achieve their goals. This understanding will enhance your own effectiveness in doing business with Koreans, or in competing with them—whether in Korea or elsewhere. *The Korean Way in Business* is a must-read for business professionals who wish to know the secrets underlying the commercial practices and business success of modern-day Koreans.

Book Information

Paperback: 224 pages

Publisher: Tuttle Publishing (March 25, 2014)

Language: English

ISBN-10: 0804844577

ISBN-13: 978-0804844574

Product Dimensions: 5.2 x 0.7 x 8 inches

Shipping Weight: 7.8 ounces (View shipping rates and policies)

Average Customer Review: 4.7 out of 5 stars 13 customer reviews

Best Sellers Rank: #1,096,938 in Books (See Top 100 in Books) #34 in [Books > Travel > Asia > South Korea > General](#) #88 in [Books > Travel > Specialty Travel > Business Travel](#) #481 in [Books > Business & Money > Business Culture > Etiquette](#)

Customer Reviews

"This book is a must-read for professionals seeking to do business in Korea, or with Koreans."

—POP CLUB blog "Should be mandatory reading for all foreign CEOs in Korea" — Joe Day, Vice

President, EU Chamber of Commerce in Korea" This book is a 'must read' for any professional venturing into this complex but rewarding market." â "Martin H. Sours, Professor, Global Studies, Thunderbird School of Global Management The Korean Way in Business is one of this author's several wellâ "received volumes on Korea that should be preâ "requisite reading for anyone intending to do business there." â "Steve Herman, Veteran foreign correspondent in Asia" Koreans are not like their neighbors China and Japan, they are unique in language, dress, food, and in the way they understand how business should be conducted. If you want to have a chance, it is helpful to know the Korean way." â "John E. Banta, CEO, Northshim Hotel Group" A must read on Korean business from Boye Lafayette De Mente, a writer who has known Korea for more than five decades, and it shows in this book." â "Glenn D. Davis, International Studies Department, Texas A&M, former head of UPI Tokyo Bureau" The author is no lightweight to commercial media on all things Korea and he does what does quite well. He's a respectable pioneer and has made some progress for countless foreign businesspeople." â "TooPoorforGradSchool.blogspot.com" â "a riveting 192 page book that is indispensable for any westerner doingâ "or wishing to doâ "business in Korea. The book is replete with mistakes that have made by westerners and the means of correcting them, or better yet, not making them in the first place." â "WowAsIs.com blog

Boye Lafayette De Mente has been involved with Japan, China, and Korea since the late 1940s as a member of a U.S. intelligence agency, student, trade journalist, editor, and author working out of Tokyo, Seoul, Hong Kong, and Singapore. He is a graduate of Jochi University in Tokyo and The American Institute for Foreign Trade (now Thunderbird: The School of Global Management). His 70-plus books include Japan's Cultural Code Words, Business Guide to Japan, and Japan Unmasked.

For those who are want to understand the nuisances of the Korean business culture, this book provides great insights and tips. I wish there was a summary chapter which outlines all the little mistakes that non-Koreans can make in Korea. Overall, the book contains plenty of useful advice but they are dispersed everywhere. I am impressed with the depth of the writer's analysis and his efforts to understand the deep inner complex Korean psyche (fears and motivations) and traditions which drive the Korean business culture. Shallow this book is not. Insightful it is. The only reservation I have about this book is that it is somewhat outdated. Korea is a VERY rapidly changing society and this book would have been an apt description of its business culture back in the 1990s. For example, the author cautions the westerner on Korea's forceful drinking practices and overly

hierarchical nature of the Korean corporations. It is notable that Korean corporations and organizations have aggressively cracked down on excessive and forced drinking during company events. And corporations systematically weed out the older and more conservative managers in favor of the more westernized and more open counterpart because Korean corporations have found the need to globalize their corporate culture. There is also a strong cultural gap between generations. In other words, there is no single Korean culture, but it differs quite considerably depending on demographics, education level, profession, and situation. Many would find Koreans, especially the younger crowd, to be highly westernized and far from the Confucian conservative ideal. The book makes Korea look almost archaic, draconian, insular in its business practices. That is no longer true. I still recommend this book for those who want to understand Korea and its business culture. But only with the caveat that I mentioned above.

Highly recommend for anyone serious about doing business in Korea. The fact that Confucianism is woven throughout each chapter helps one clearly understand the fabric upon which the people are motivated and controlled. Relationships before business is key to one's success here.

I was looking for something to prepare me a trip to South Korea and this was it. Great for travelers who want to be prepared for business and social engagements

Beyond being very helpful in doing business with Koreans, it is a fascinating book about a fascinating culture. It is real is a must for westerners to understand business from the Korean perspective and this book is a great way to start. Perhaps a bit long, but you can skip stuff if you like

If your about to move/work or thinking of moving/working in Korea, you really should invest in this book. It covers many cultural nuances that you otherwise would not pickup on.

Not bad at all. Chapters are broken up into sizeable chunks that are insightful and easy to read. My biggest complaint stems from the fact that despite the author's extensive knowledge of the Korean language, he refrains from using any Hangeul in the book - only romanization or transliteration of key terms. This makes for a sloppy glossary. Don't let this questionable editing mistake steer you away from this book - not only does it contain nugget after nugget of valuable information, it also contains a fantastic summary of ancient and modern Korea wrapped up in about 12 pages. The author does well to tie in his knowledge of Japanese culture and business as it plays a big role in Korea.

However, I would have liked more taboos and

"do-not-do-this-you-impatient-foreign-businessperson" tidbits - although the book has plenty. I suppose the best feature of the book is it's instant pick-up-and-read aspect however, if the proper context isn't taken into account, I'm afraid that some of this book might be forgettable - which is a shame. Perhaps it goes without saying that this book is applicable to anyone living in Korea and has thousands of applications outside the business world. A great read

Very good book. I work in a Korean Co. Very usefull points. Great opportunity to know in theory what I faced in practical reality. Lots of things are clearer now...! A very good book for starters in Korean culture interface. Covers from general aspects to details of daily situations. Easy to read. Subjects and capters ordered very well. A must-have-book for those who intend to work in Korea or in Korean Companies abroad. I strongly recommend. AV.

My company mainly deals with Aerospace Defense. My background is as a military officer. I found this was a quick read and read while flying to Seoul, Korea. Insightful in knowing the history and customs of the Korean people, as well as understanding how to conduct or better, what to expect in "doing business" with Koreans.

[Download to continue reading...](#)

Easy Korean Cookbook: 50 Unique and Authentic Korean Recipes (Korean Cookbook, Korean Recipes, Korean Food, Korean Cooking, Easy Korean Cookbook, Easy Korean Recipes, Easy Korean Cooking Book 1) Korean: Korean Recipes - The Very Best Korean Cookbook (Korean recipes, Korean cookbook, Korean cook book, Korean recipe, Korean recipe book) The Korean Way In Business: Understanding and Dealing with the South Koreans in Business Korean Way In Business: Understanding and Dealing with the South Koreans in Business I Love My Dad (korean childrens books, korean baby book): korean for kids, korean for children, kids books in korean (Korean English Bilingual Collection) (Korean Edition) I Love to Brush My Teeth (english korean books, korean childrens books): korean bilingual books , korean kids books, bilingual korean books (English Korean Bilingual Collection) (Korean Edition) I Love My Mom (English Korean, korean childrens books): korean kids books, bilingual korean books, children ESL books (English Korean Bilingual Collection) (Korean Edition) I Love My Dad (English Korean Bilingual books, korean kids books): korean childrens books, english korean books for kids (English Korean Bilingual Collection) (Korean Edition) I Love to Share (english korean bilingual books): korean kids books, korean childrens books, hangul for kids (English Korean Bilingual Collecion) (Korean Edition) I Love to

Share (korean english bilingual books, korean baby book, korean kids book): korean for kids (Korean Edition) Welcome to Korean Food World: Unlock EVERY Secret of Cooking Through 500 AMAZING Korean Recipes (Korean Cookbook, Korean Cuisine, Korean Cooking Pot, Asian Cuisine...) (Unlock Cooking, Cookbook [#8]) South Beach Diet: South Beach Diet Recipe Book: 50 Delicious & Easy South Beach Diet Recipes (south beach diet, south beach diet recipes, south beach diet beginners guide, south beach diet cookbook) A Korean History for International Readers: What Do Koreans Talk About Their Own History and Culture? South Beach Diet: The South Beach Diet Beginners Guide to Losing Weight and Feeling Great! (south beach diet, south beach diet beginners guide, south beach diet recipes) Nation Building in South Korea: Koreans, Americans, and the Making of a Democracy (The New Cold War History) Korean Cookbook: A Comprehensive Cookbook to Enjoy Korean Food and Special Korean Flavors Korean Cookbook - A Collection of Simple and Delicious Korean Recipes: Enjoy Korean Cuisine in the Comforts of Your Home! South Koreans in the Debt Crisis: The Creation of a Neoliberal Welfare Society (Asia-Pacific) Learn Korean With Big Bang: Big Bang Songs To Learn Korean (Learn Korean With K-Pop Book 2) I Love My Dad: Korean English Bilingual Edition (Korean English Bilingual Collection) (Korean Edition)

[Contact Us](#)

[DMCA](#)

[Privacy](#)

[FAQ & Help](#)