Afterword

Writing this book has been demanding emotionally. I have had to face up to a number of unattractive aspects of my own culture, including xenophobia and corruption. Business in China is hard.

I would not like to leave readers with a picture of an unremitting grind, however. China's is one of the great cultures of the world, offering the West a whole range of fresh philosophical and spiritual perspectives and artistic experiences. Doing business in China and coming to know its culture better must go hand in hand, and should be rewarding and exciting – just as I have enjoyed learning throughout my life about the West and its ways. If you cultivate a fascination for and a delight in China, its history and culture, you will find doing business here easier. You will also find, when the going gets tough, that there is much to be enjoyed along the way.